

Overall Supplier Performance Rating – Sunshine& Wonderland



| Total Score Achieved By Region: | | 15/300 | 45/300 | 40/300 | 95/300 | 30/300 | Max Score | KPI |
|---------------------------------|--|--------------------|------------------------|----------------------------|-----------------------|----------------------|-----------|---|
| Delivery | 100 POINTS Max | USA Score Achieved | Germany Score Achieved | Switzerland Score Achieved | Taiwan Score Achieved | China Score Achieved | 300 | |
| | On time Delivery | 0 | 30 | 40 | 30 | 30 | 40 | Greater than 95% get 40 Points, 89%<X<95% gets 30 points Else 0 |
| | Lead Time in Weeks (From PO to part receipt) | 0 | 0 | 0 | 0 | 0 | 20 | LT>= 6 weeks: 0 Points, LT<=4 weeks: 10 points, LT<=2 weeks: 15 points, LT<=1 week; 20 points |
| | Signed Consignment Agreement | 0 | 0 | 0 | 0 | 0 | 40 | 2X lead time demand: 40 points, 1.5X: 30 points, 1X; 20 points, Else 0 |
| Quality | 80 Points Max | | | | | | | |
| | CARs(Corrective Action Requests) | 40 | 40 | 40 | 40 | 0 | 40 | CARs<1, in the last 6 months; 40 points Else 0 |
| | PPAP Documents Submitted | 0 | 0 | 0 | 0 | 20 | 20 | Binary; 20 or 0 / Some Suppliers will need to just submit Certificate of Conformance |
| | Inspection Reports Submitted with Shipments | 0 | 0 | 0 | 0 | 20 | 20 | Binary; 20 or 0, COC will get 20 for some suppliers |
| Cost | 120 Points Max | | | | | | | |
| | Annual Productivity (4% or higher) | 0 | 0 | 0 | 0 | 0 | 40 | Binary; 40 or 0 |
| | Quote Breakup & Transparency | 15 | 15 | 0 | 15 | 0 | 15 | Binary; 15 or 0 |
| | LTA Agreement Signed | 0 | 0 | 0 | 0 | 0 | 15 | Binary; 15 or 0 |
| | Pay Terms | 0 | 0 | 0 | 50 | 0 | 50 | PT>=90 Days, 50 points; 90>PT>= 75 Days; 35 points; 75>PT>=60 days; 20 Points; PT<60 DAYS; 0 Points |
| | Price Increase in the last 12 months or Price Increase announced for the next 3 months | -40 | -40 | -40 | -40 | -40 | -40 | -40 |

Comments from Hardinge Functions YTD 2021

- Globally: Except in China, there no quality issues anywhere else
- Except in USA, Say/Do ratios on delivery is above 90%
- Training given to Hardinge Sales & Engineering
- Swiss- Planning: Long lead times are creating shipping issues
- Swiss- Sourcing: Not competitive when compared to alternatives
- Taiwan- Planning: Extremely long lead time in comparison to competitors

- China- Quality: 5 cases system problem
- China – Planning: Missing parts in Kits many times, leading to missed customer dates
- USA- Planning: Competitors offer consignment
- USA-Planning: Only ~80% on time
- USA- Sourcing: Lack of customer centric solutions

Supplier: Sunshine & Wonderland, is rated among bottom 25% - 50% in various regions when ranked on Supplier Scorecard Performance, among Furniture Suppliers Category