

Supplier Summary - Supplier B - Michigan, USA

Sample Client - Sample Commodity
 Sunday, September 11, 2005 9:58:03 PM

Contact Information	
<u>Primary Contact</u>	<u>Senior Manager, Sales</u>
Name: Bob Jones	Joe Smith
Title: Account Manager	Vice President of Sales
Office Phone: 123-555-2468	123-555-1222
Email: BJones@Doe.com	JSmith@Doe.com

Revenue (in USD Millions)					
	Revenue		Profit		% Growth
	N. Amer	Total	N. Amer	Total	N. Amer
2003	830	981	100	234	35%
2004	740	1076	120	345	40%

Customers		
<u>Key Customer</u>	<u>Revenue (\$ MM)</u>	<u>Product</u>
1 Customer 1	\$16.50	Commodity 1
2 Customer 2	\$13.20	Commodity 2
3 Customer 3	\$9.90	Commodity 3
4 Customer 4	\$6.60	Commodity 4

General Information
Company Name: Supplier B
Parent Company: 0
Incumbent: Yes
Total Customer Sales: 119
Commodity Sales: 5.8
EDI Compliant: Yes
Minority Supplier: No
Minority: 0

Capacity Utilization		
<u>Location</u>	<u>Products</u>	<u>Open Capacity</u>
1 Detroit, MI, USA	Commodity 1	40%
2 New York, NY, USA	Commodity 2	25%

Competitors	
<u>Competitor</u>	<u>Product</u>
1 Company 1	Commodity 1
2 Company 2	Commodity 2
3 Company 3	Commodity 3
4 Company 4	Commodity 4

Product Types						
<u>Class</u>	<u>Product</u>	<u>Capable</u>	<u>Currently</u>	<u>Percent of Total</u>	<u>Complete Services</u>	<u>Interested In Quoting</u>
Class 1	1 Product 1	Yes	Yes	6%	Yes	Yes
	2 Product 2	Yes	Yes	2%	Yes	Yes
	3 Product 3	Yes	Yes	56%	Yes	Yes
Class 2	4 Product 4	Yes	Yes	6%	Yes	Yes
	5 Product 5	Yes	Yes	2%	Yes	Yes
Class 3	6 Product 6	Yes	Yes	2%	Yes	Yes
	7 Product 7	Yes	Yes	1%	Yes	Yes
Class 4	8 Product 8	Yes	No	0%	Yes	Yes
	9 Product 9	Yes	No	0%	Yes	Yes
	10 Others (explain below)	Yes	Yes	25%	Yes	Yes

Alliances	
<u>Company</u>	<u>Product</u>
1 Partner 1	Commodity 1
2 Partner 2	Commodity 2

Certifications	
<u>Certifications</u>	<u>Certified</u>
1 ISO 14000 Series	Yes - All Facilities
2 ISO 9000 Series	Yes - All Facilities
3 QS 9000	Yes - All Facilities
4 Six Sigma	Yes - All Facilities
5 TS16949	No

Mat. Resale Prog?: Yes
Resale Prog Desc: Steel Buy Back Program
Supplier Comments: Please see attachment

Engineering Capabilities		
<u>Category</u>	<u>Capable</u>	<u>Classification</u>
1 CATIA Capable	Yes	In-house
2 FEA Software	Yes	In-house
3 Part Design	Yes	In-house
4 Process design	Yes	In-house
5 Rapid Prototyping	Yes	Outsourced