Supplier Scorecard

Supplier: Trojan Machine

Run with Precision™

Overall Score	Rating
90-100 points	Excellent
81-89.99 points	Good
Below 81 points	Poor

% On-Time Delivery	Points
95%-100%	22
90%-94.99%	15
Below 90%	0

Fill Rate %	Points
100%	10
90%-99.99%	5
Below 90%	0

Quality Performance %	Points
98%-100%	23
92%-97.99%	15
Below 92%	0

Field Issues
-5 points each

Intangibles
Maximum Score: 15

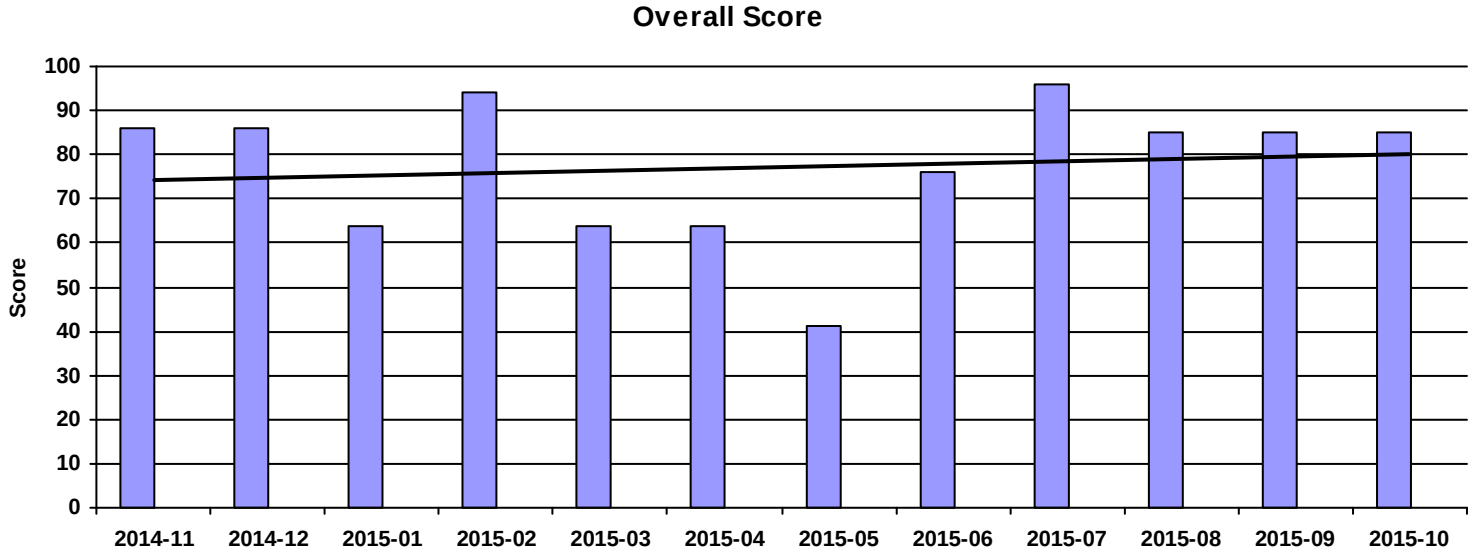
Orders/Quotations Acknowledged	Points
100%	10
90% - 99.99%	5
Below 90%	0

Comtinuous Improvement	Points
CI that directly effected DeWys	10
CI that effected supplier	8
CI meeting with purchasing team	5
NO meeting with purchasing team	0

Commercial Credit Score Class	Points
5 - High	1
4	2
3 - Medium	3
2	4
1 - Low	5

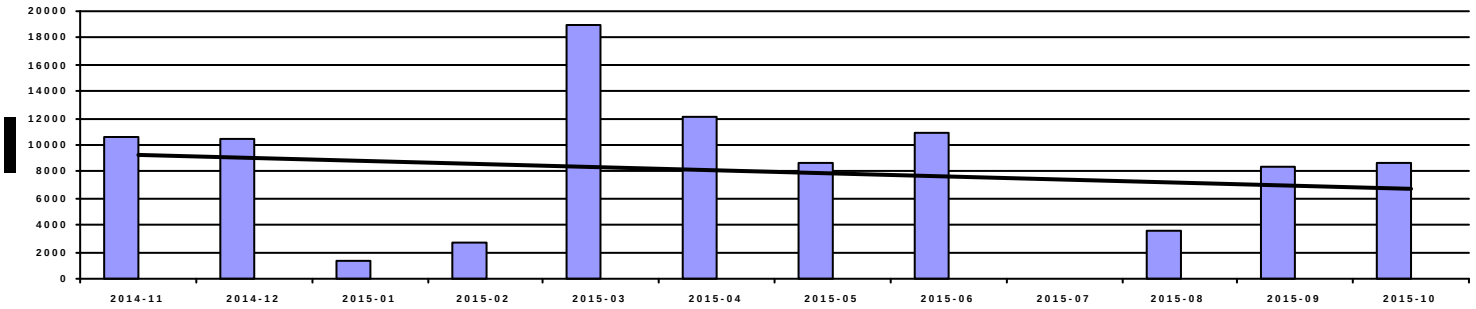
Financial Stress Score Class	Points
5 - High	1
4	2
3 - Medium	3
2	4
1 - Low	5

Continuous Improvement Credential	Points
Registered Quality Management System	+2
Vendor Managed Inventory	+2
Team/Person responsible for CI(full time)	+2



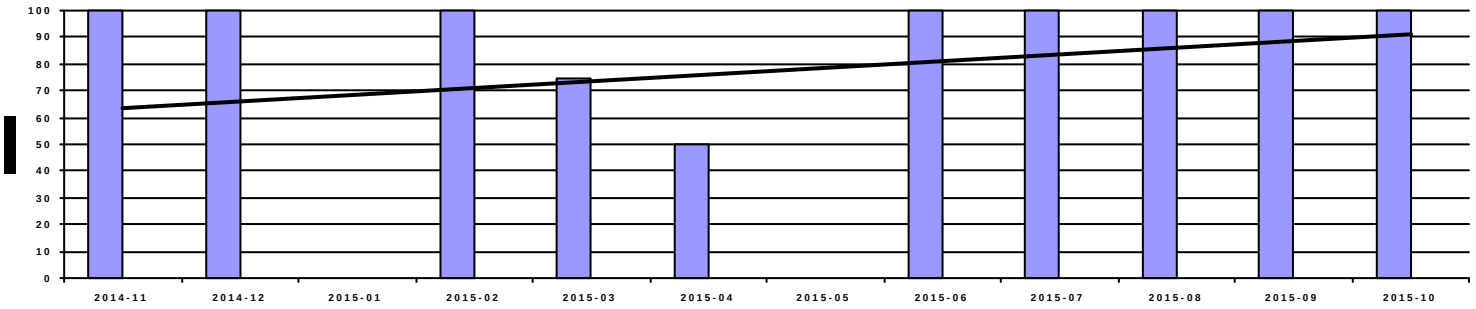
Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Score	**86**	**86**	**64**	**94**	**64**	**64**	**41**	**76**	**96**	**85**	**85**	**85**
Rating	Good	Good	Poor	Excellent	Poor	Poor	Poor	Poor	Excellent	Good	Good	Good

Spend



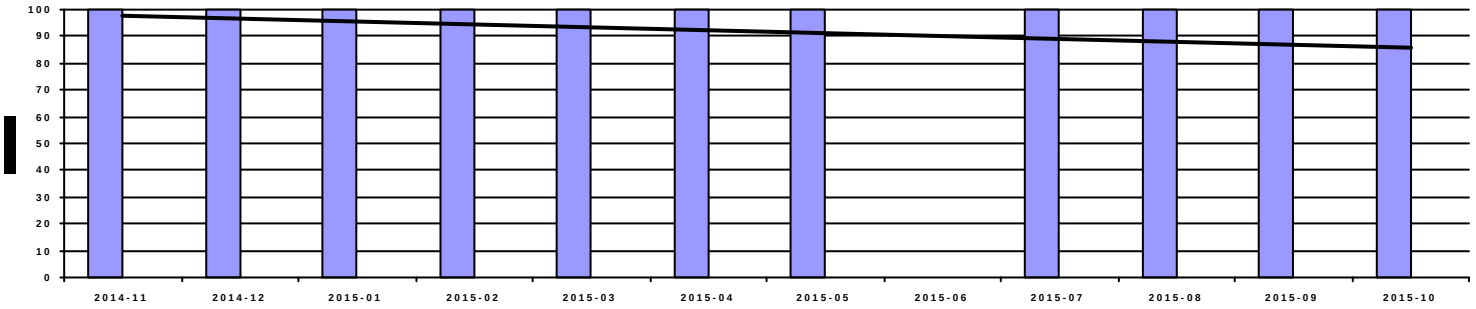
Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Spend	10,562.50	10,375.00	1,340.00	2,680.00	18,929.60	12,016.40	8,655.00	10,871.70	0.00	3,618.00	8,317.20	8,671.00

OnTime Performance (22 pts)



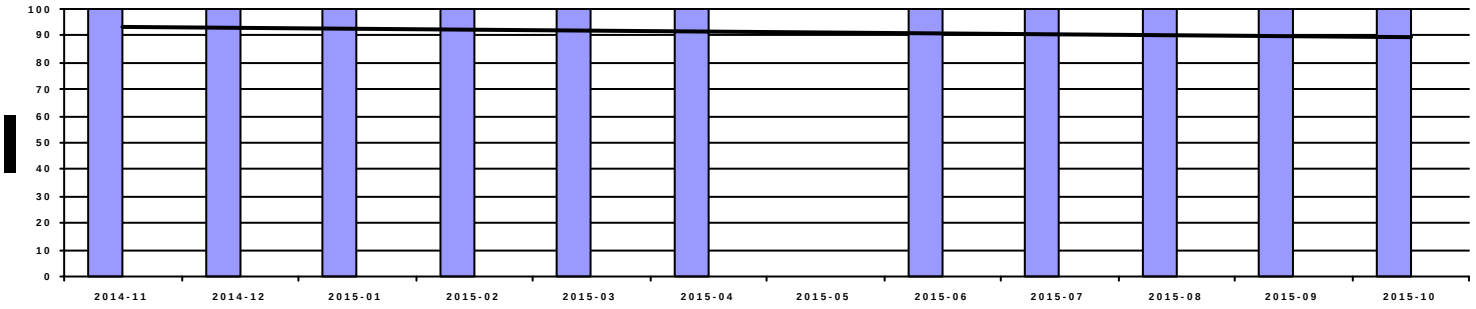
Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
OnTime	100.00%	100.00%	0.00%	100.00%	75.00%	50.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Score	22	22	0	22	0	0	0	22	25	22	22	22

Fill Rate (10 pts)



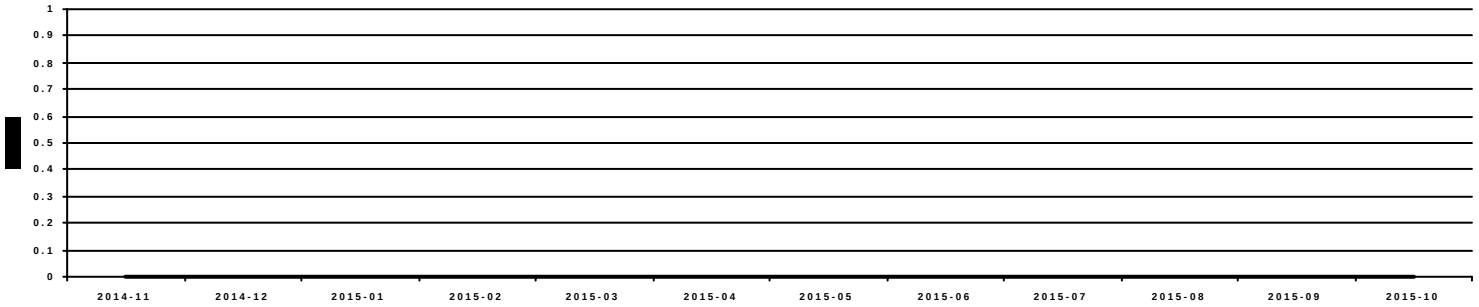
Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Fill Rate	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%	100.00%	100.00%	100.00%	100.00%
Score	10	10	10	10	10	10	10	0	15	10	10	10

Quality Performance (23 pts)



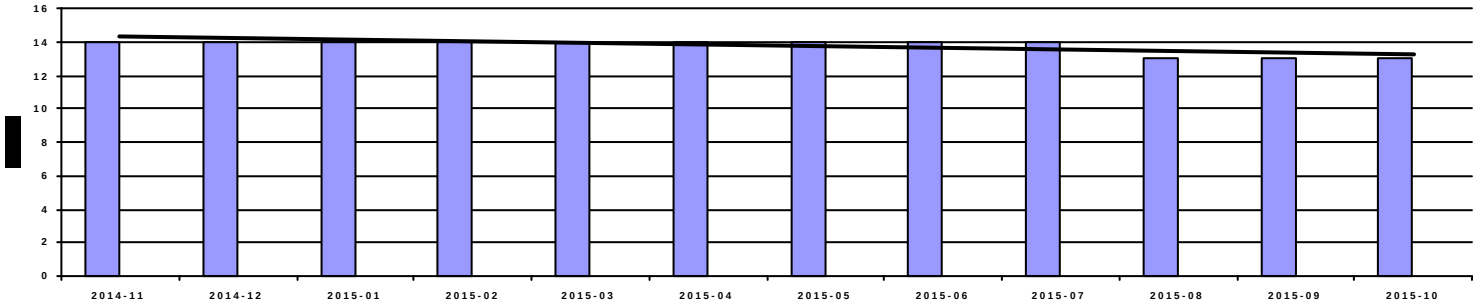
Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Quality	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Score	23	23	23	23	23	23	0	23	25	23	23	23

Field Issues (-5 pts each)



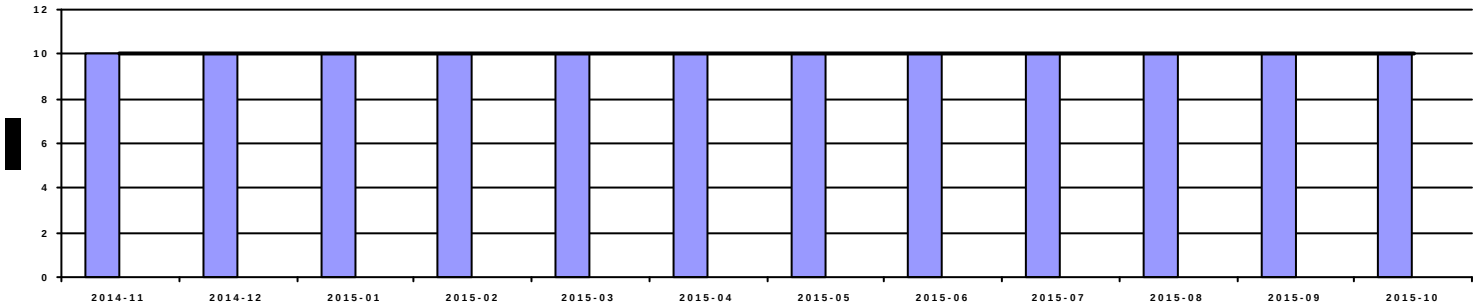
Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Field Iss	0	0	0	0	0	0	0	0	0	0	0	0
Score	0	0	0	0	0	0	0	0	0	0	0	0

Intangibles (15 pts)



Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Score	14	14	14	14	14	14	14	14	14	13	13	13

Acknowledgement Performance (10 pts)



Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Score	10	10	10	10	10	10	10	10	10	10	10	10

Period	2014-11	2014-12	2015-01	2015-02	2015-03	2015-04	2015-05	2015-06	2015-07	2015-08	2015-09	2015-10
Cont Imp	0	0	0	10	0	0	0	0	0	0	0	0
CompCr	7	7	7	5	7	7	7	7	7	7	7	7
CI	0	0	0	0	0	0	0	0	0	0	0	0
QMS	0	0	0	0	0	0	0	0	0	0	0	0
VMI	0	0	0	0	0	0	0	0	0	0	0	0