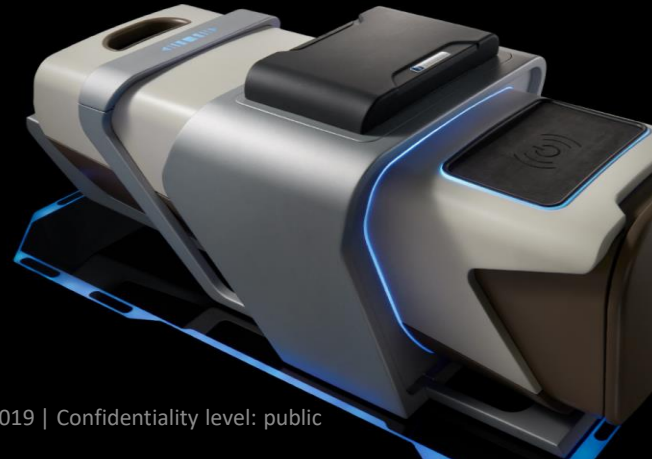




*From **bottleneck** to **strategic** items:
change process
at Dr. Schneider Group example*

EXPERIENCE IN
CAR INTERIOR

We make the car
the best place in the world.



Who we are: From the small cigar manufacturer to the tier 1 automotive supplier





First steps in the automotive industry area





Our development: From the purchasing parts supplier to the integrated solutions supplier





Our limitations: core business –
sophisticated visual interior parts. The sourcing is
limited by the technical possibilities of the suppliers.



Our limitations:

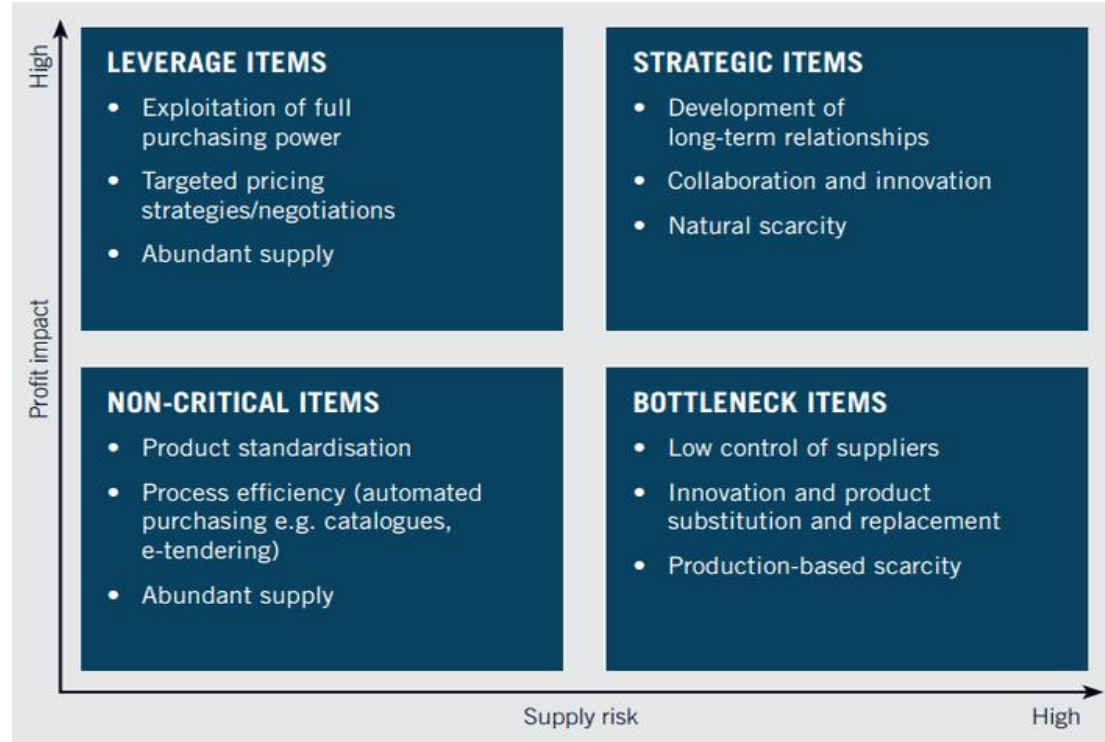


DR. SCHNEIDER
UNTERNEHMENSGRUPPE

local content to the local customers plants



Where we are: From bottleneck to strategic items





Bottleneck items : 30 – 40 % in our
resins product portfolio.

40%





Bottleneck items– overengineering perfect products, with the limited suppliers portfolio, supply risk and supplier price monopoly





Let's stop: it's dangerous !!!



Strategic items- sufficient quality products to meet customer requirements, with bigger suppliers portfolio , smaller supply risk and with a customer-oriented supplier market. We can develop suppliers, open them the door to the automotive industry and give them perspective to work with 7 years lifetimes



Change: Tailored suppliers for the concrete customers



Profile of the supplier tailored according to OEM requirement

Global or local player

Stabile ownership structure

Capacity

Acceptable technical and development level

Supplier on the OEM list

Availibility of the flexible technical support

Tailored laboratory equipment

Experience with the automotive industry

Certification

English speaking team



Thank you for your attention