



Supplier Evaluation

at DEHN SE



LIEFERANT
DES JAHRES
AWARD



Background

We at DEHN are aware that cooperation with suppliers plays a key role in the quality of our products and thus ultimately in our company's success.

That is why committed, competent and responsible suppliers are very important to us.

In order to further strengthen partnerships, express our appreciation and, last but not least, to be able to carry out a validated assessment, we regularly carry out supplier evaluations.

This brochure provides you with a comprehensive overview. The evaluation, which takes place twice a year, focusses on series-production suppliers, potential suppliers and suppliers to be developed. The soft facts are evaluated by employees from planning and scheduling, logistics, quality management, environmental management and strategic purchasing, while the hard facts are obtained from our system.



“Supplier of the Year Award”

The DEHN “Supplier of the Year” was newly introduced as a regular accolade in the supplier industry.



The award is both a reward and an incentive and emphasises DEHN's partnership with its suppliers.



During the factory tour, there are exchanges between all levels of the hierarchy.

Total score and rating

The supplier evaluation is divided into hard and soft facts. Hard facts are systematically collected from the ERP system using formulae, while soft facts are collected using rating scales from 0-5. Both types, hard and soft facts, each have a weighting of 50% in the total score.

The respective degree of fulfilment is determined using a points system. Classification into A, B, C and D suppliers is based on the total score. You will find a detailed description on the following pages to help you understand this classification.

Supplier classification

Category A - supplier	> = 91
Category B - supplier	> = 70
Category C - supplier	> = 39
Category D - supplier	> = 0

- ➔ **Formula for calculating the total score:**
- 0.5 x point for hard facts
 - + 0.1 x point for planning and scheduling
 - + 0.1 x point for logistics
 - + 0.1 x point for quality management
 - + 0.1 x point for environmental management
 - + 0.1 x points for strategy

Evaluation area – sub-criteria and weighting

Hard Facts

Main criterion / Sub-criterion	Weighting
Delivery quality	35 %
Certificate ISO 9001	5 %
Certificate ISO 14001	3 %
Certificate ISO 50001	2 %
Deadline adherence	30 %
Quantity adherence	25 %
Quantity adherence	95 %
Container requirements	5 %

Soft Facts

Main criterion / Sub-criterion	Weighting
Planning and scheduling	10 %
Contact person availability	30 %
Flexibility	70 %
Logistics	10 %
Documents for delivery	30 %
Delivery address adherence	20 %
Packaging specification compliance	50 %
Quality management	10 %
Willingness to cooperate	50 %
Document provision	50 %
Environmental management	10 %
Hazardous material information	33 %
REACH AND ROHS	33 %
Material declaration	34 %
Strategy	10 %
Communication and cooperation	50 %
Pricing policy	30 %
Delivery costs	10 %
Technical cooperation	10 %

Hard Facts

Determining the score:

The number of points in the supplier evaluation is composed of different components. Here you will find calculation examples for the individual evaluation areas. This should help you to understand your result.

Determining the score for quantity adherence and deadline adherence

On-time delivery (= 100 points) means all deliveries that are received by us a maximum of 1 day after the date first confirmed by the supplier or a maximum of 1 working day too early. The difference in days between our requested date and the actual date of receipt of goods at DEHN (excluding weekends and public holidays) is determined. All deliveries (goods receipts) in the period under review are awarded points in accordance with the time frame specified below.

Deadline adherence (deviation in days)

-999	-20	-10	-5	-1	0	1	3	5	10	999
1	50	75	80	100	100	100	80	70	50	1

Correct quantities are all deliveries that correspond exactly to the quantity ordered. The difference between the delivered quantity according to the goods receipt booking and the quantity specified in the order is determined. In addition, quantity adherence includes a tolerance limit of 10% for underdelivery; i.e. 100 points are still awarded for up to 10% underdelivery. Furthermore, points are awarded for all deliveries in the period under review according to the percentage quantity deviations listed below.

Quantity adherence (deviation in per cent)

-999	-20	-15	-10	-5	0	5	10	15	20	999
1	70	80	90	95	100	95	90	80	70	1

Determining the score for container requirements

The container requirements are a sub-criterion of the quantity adherence. Compliance with the shipping instructions is checked if these have been agreed to. This is specific to each individual product, as they require different packaging

Container requirements

Container and quantity incorrect	1
Container correct and quantity incorrect	50
Container incorrect and quantity correct	50
Container and quantity correct	100

Determining the score for delivery quality

Delivery quality = number of inspection batches / 100 * inspection batches with 100 points. One inspection batch equates to one goods receipt.

Determining the score for the certificates ISO9001, 14001, 50001

Certificate ISO 9001		Certificate ISO 14001		Certificate ISO 50001	
Not available	Available	Not available	Available	Not available	Available
1	100	1	100	1	100

Soft Facts

Determining the score:
Individual questions, which differ from area to area, are used to collect the soft facts. There is a standardised evaluation scale from 0-5. The points are weighted again and are included in the final assessment with a share of 10 % for each area.

Planning and scheduling

Planning and scheduling	W'ting	Evaluation table
Flexibility	70%	Flexibility refers to whether the supplier is flexible, unbureaucratic and cooperative in (daily) cooperation and in the event of demand at short notice.
Contact person availability	30%	The availability /accessibility of a competent contact person is evaluated.

Total planning and scheduling score
70 x points Flexibility / 5 + 30 x points Contact person availability / 5

Logistics

Logistics	W'ting	Evaluation table
Documents for delivery	30%	This involves assessing whether documents, lists and reports are provided in accordance with agreed and/or contractually stipulated criteria upon delivery.
Delivery address adherence	20%	This evaluates whether deliveries are always made to the delivery address specified in the order.
Packaging specification compliance	50%	This evaluates whether the supplier complies with the packaging specifications .

Total logistics score
30 x points Documents for delivery / 5 + 20 x points Delivery address adherence / 5 + 50 x points Packaging specification compliance / 5

Strategic procurement

Strategy	W'ting	Evaluation table
Communication and cooperation	10%	Willingness to co-operate evaluates whether the supplier meets demands and fulfils wishes.
Pricing policy	50%	Pricing policy evaluates whether the supplier operates a sustainable pricing policy and whether its adjustment behaviour over time is supportive in the event of market price fluctuations.
Delivery costs	10%	Delivery costs evaluates whether the supplier avoids extensive and unnecessary transport/incidental purchase costs.
Technical cooperation	10%	Technical cooperation evaluates whether the supplier offers expertise in supporting the specialist departments and whether it cooperates constructively.

Total strategy score
10 x points Communication and cooperation / 5 + 50 x points Pricing policy / 5
10 x points Delivery costs / 5 + 10 x points Technical cooperation / 5

Quality management

Quality management	W'ting	Evaluation table
Willingness to cooperate	50%	Willingness to co-operate evaluates whether the supplier meets demands and fulfils wishes.
Document provision	50%	Document provision evaluates whether the supplier sends all QM-related documents for delivery to the right place in good time.

Total quality management score
50 x points Willingness to cooperate / 5 + 50 x points Document provision / 5

Environmental management

Planning and scheduling	W'ting	Evaluation table
Hazardous material information	33%	Hazardous material information evaluates whether the supplier provides data on hazardous goods, hazardous substances and batteries.
REACH and RoHS	33%	REACH and RoHS evaluate whether the supplier provides confirmations of environment-related product requirements.
Material declaration	34%	Material declaration evaluates whether the supplier provides information on the materials used.

Total environmental management score
33 x points Hazardous material information / 5 + 33 x points REACH and RoHS / 5
34 x points Material declaration / 5



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