

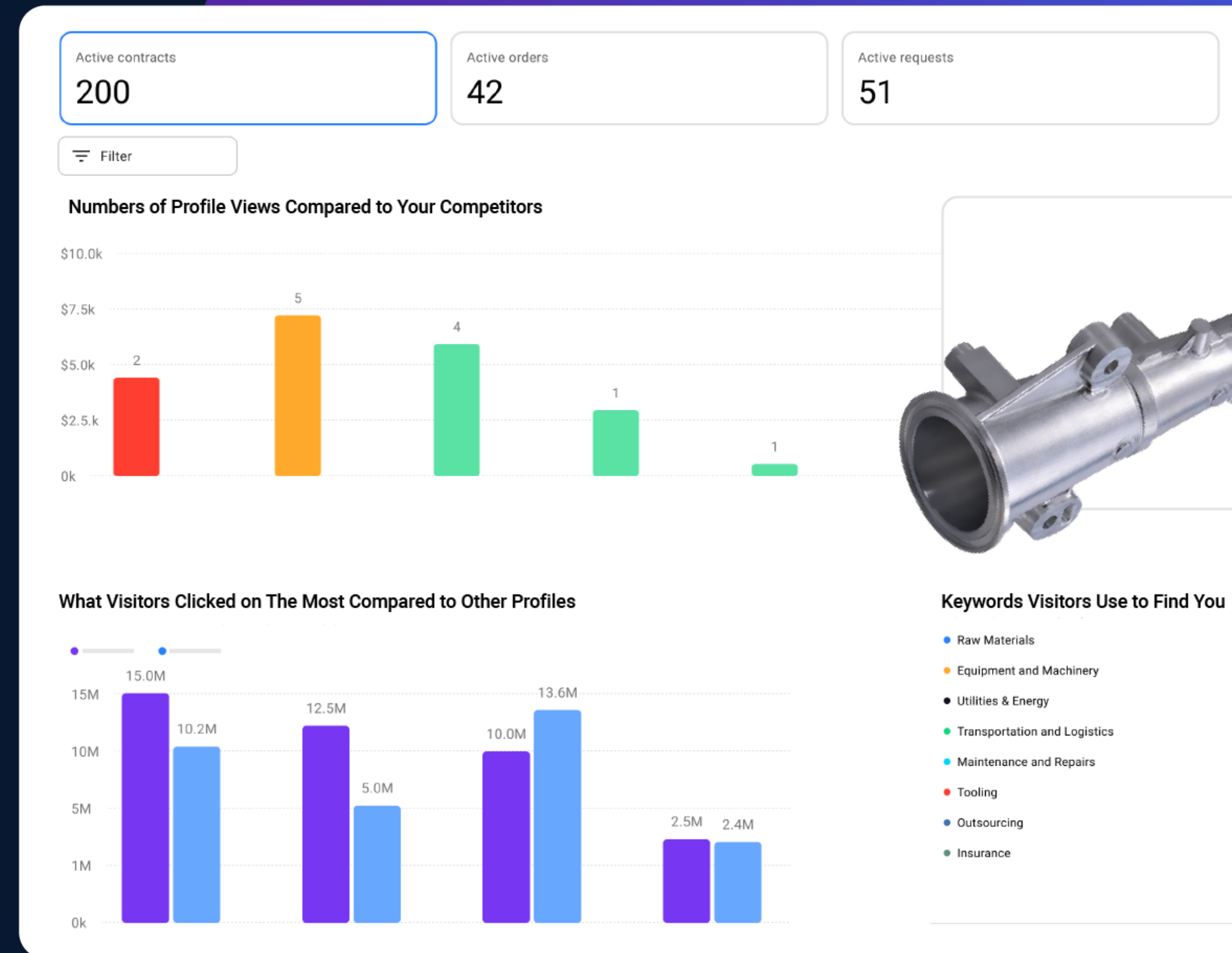
Axya Digital Procurement KPI reporting: Buyer company ABC Inc.

Current report generated on: 2023-03-01

Last report: 2023-02-01

Period of analysis: February 2023 and variations since last report

Special Appendix: Suppliers scorecard for Project A



Section 1 : KPI Overview

- ↑ Metric is increasing
- Metric is stable
- ↓ Metric is decreasing

- Above or on target
- Just below target
- Significantly below target

RFQ Processing KPIs in February 2023

Avg. processing time

↑ 13.5

Work days

Avg. supplier targeted per closed PN

↑ 2.8

Targeted supplier per closed PN

Avg. replies per closed PN

↑ 2.2 (80%)

Replies per closed PN

Avg. quotes per closed pn

↑ 1.8 (64%)

Quotes per closed PN

Supplier Quoting Performance KPIs

Avg. processing time

↑ 8.5

Work days (*AVG. OVER 17 QUOTES SUBMITTED)

Avg. supplier targeted per closed PN

↑ 5.5

Targeted supplier per closed PNs (*AVG. OVER 33 QUOTES SUBMITTED)

Main active suppliers in Feb. 2023	Quote rate* (% of PNs that have been quoted)	Conversion rate* (% of PNs contracted out of those quoted)
Supplier A (MA, SM)	61% (-2%)	64% (-3%)
Supplier B (MA)	61% (-1%)	96% (+1%)
Supplier C (SM)	41% (+1%)	54% (+3%)
Supplier D	90%	100%

*All time data with variation since last report in parenthesis

Even Distribution

Team's Throughput in February 2023

RFQ Creation

↓ 31

PNs sent in RFQ

Avg. supplier targeted per closed PN

↓ 48

Closed PNs

Section 2 : RFQ Processing KPIs (1/4)

RFQ Processing metrics in February 2023

PN Closing

↓ 48
Closed PNs

Avg. processed time

↑ 13.5
Work days

As for the 48 PNs closed in February 2023...

DTR period

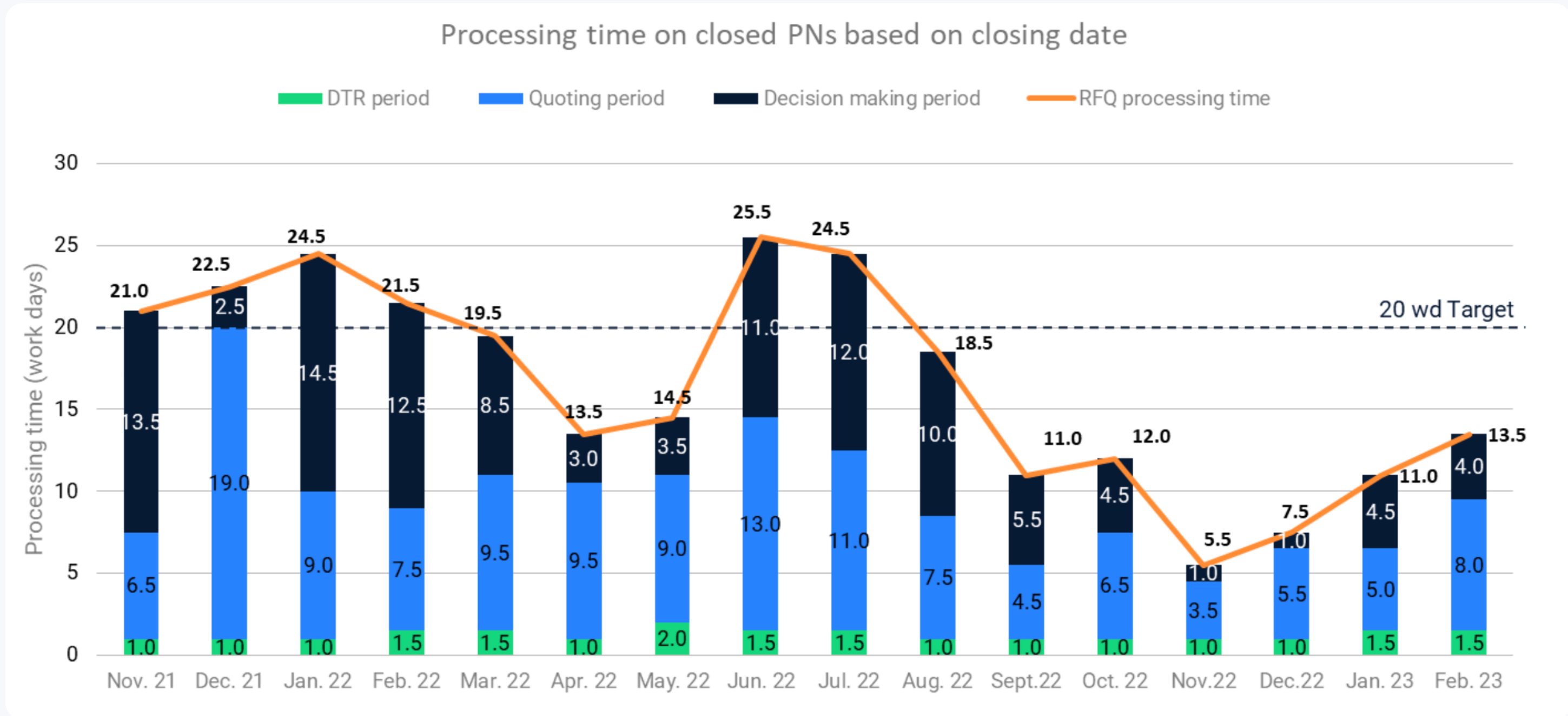
- 1.5
Work days from RFQ creation to dwg received

Avg. supplier targeted per closed PN

↑ 8.0
Work days from dwg received to last quote

Decision making period

↓ 4.0
Work days from last quote to closing



Section 2 : RFQ Processing KPIs (2/4)

Supplier engagement over the PNs closed in February 2023

Avg. supplier targeted per closed PN

↑ 2.8

Targeted supplier per closed PN

Avg. replies per closed PN

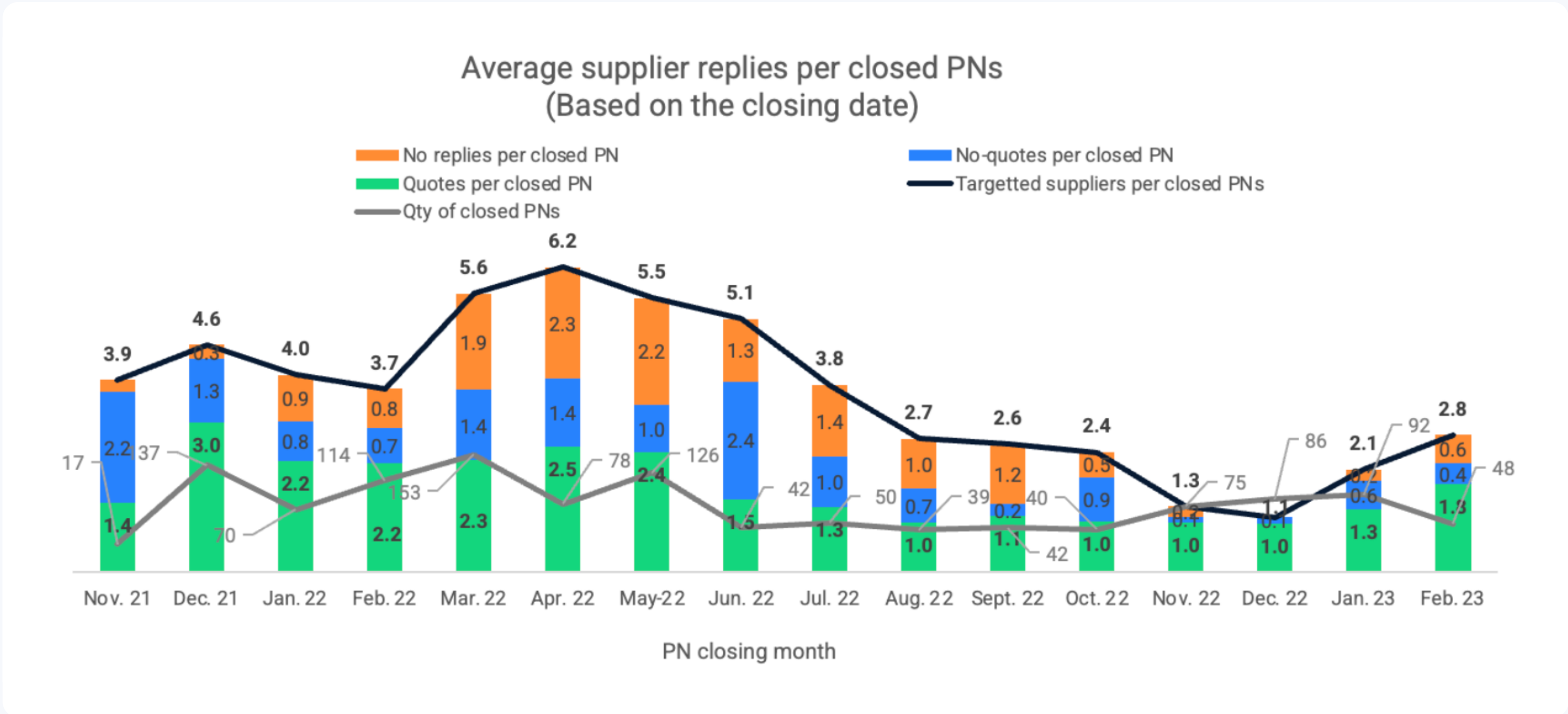
↑ 2.2 (80%)

Replies per closed PN

Avg. quotes per closed pn

↑ 1.8 (64%)

Quotes per closed PN



Section 2 : RFQ Processing KPIs (3/4)

Supplier engagement over the PNs closed in February 2023

Avg. supplier targeted per closed PN

n/a

No closed SM PN

Avg. quotes per closed PN Sheet Metal parts

↑ 1.0

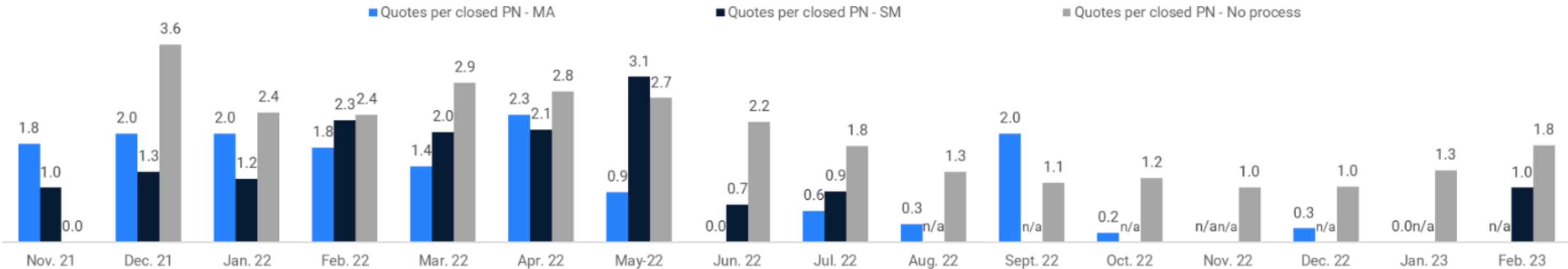
Avg. replies on 1 closed PN

Avg. quotes per closed PN No process tag

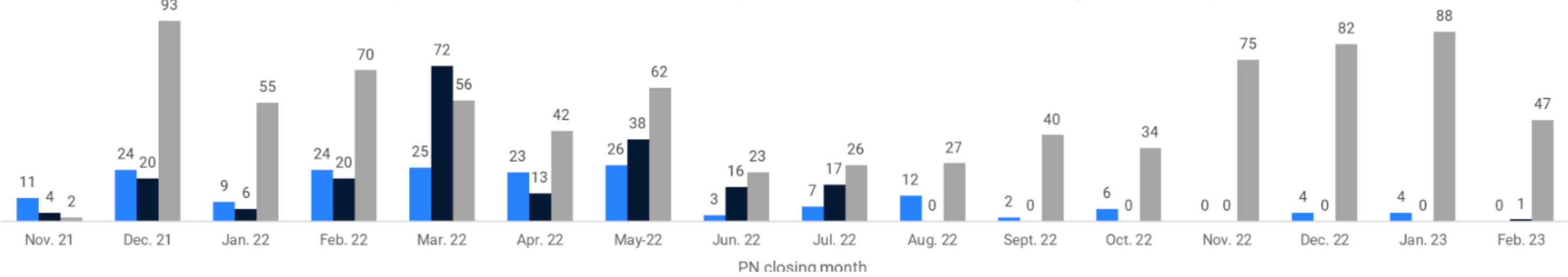
↑ 1.8

Avg. replies on 47 closed PN

Average supplier quotes per closed PNs based on the main process (Based on the closing date)



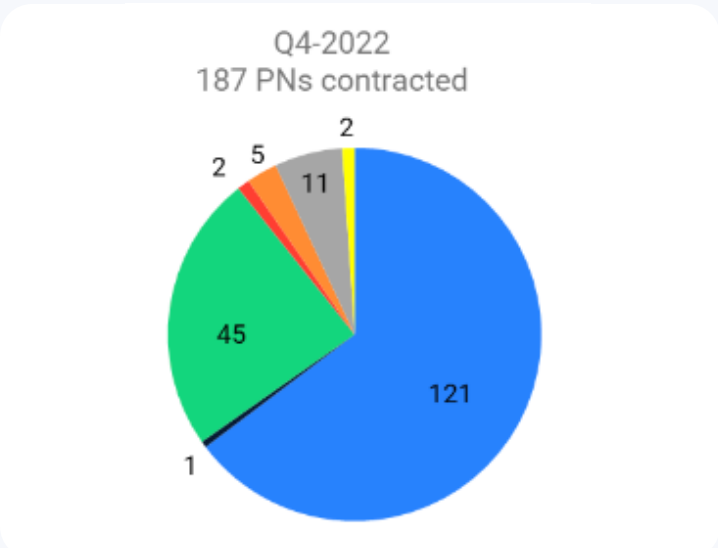
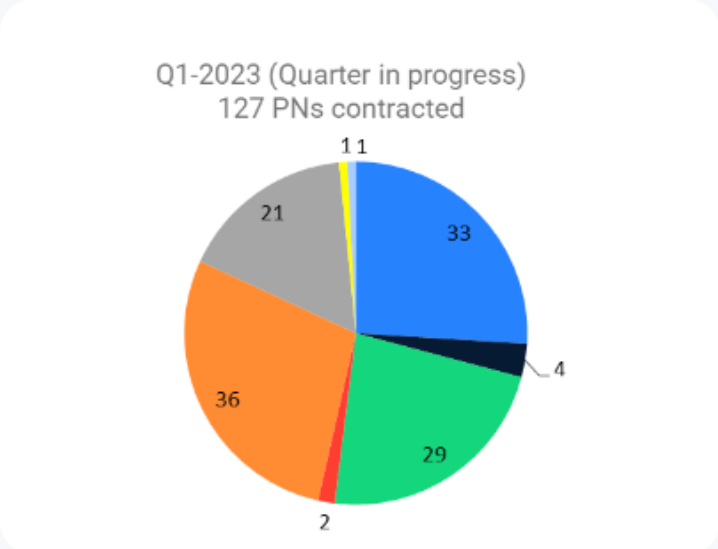
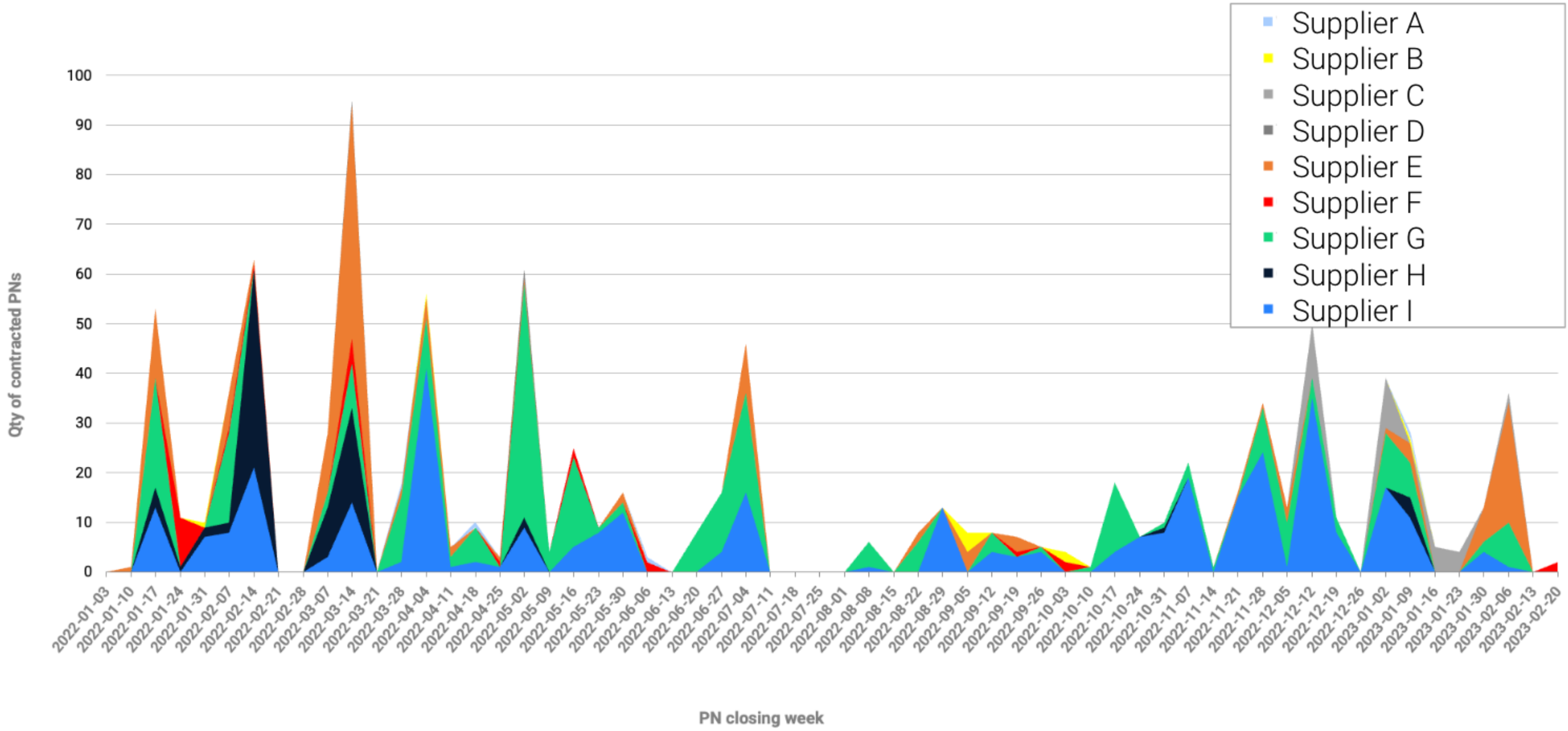
Qty of closed PNs - MA, Qty of closed PNs - SM, Qty of closed PNs - No process



Section 2 : RFQ Processing KPIs (4/4)

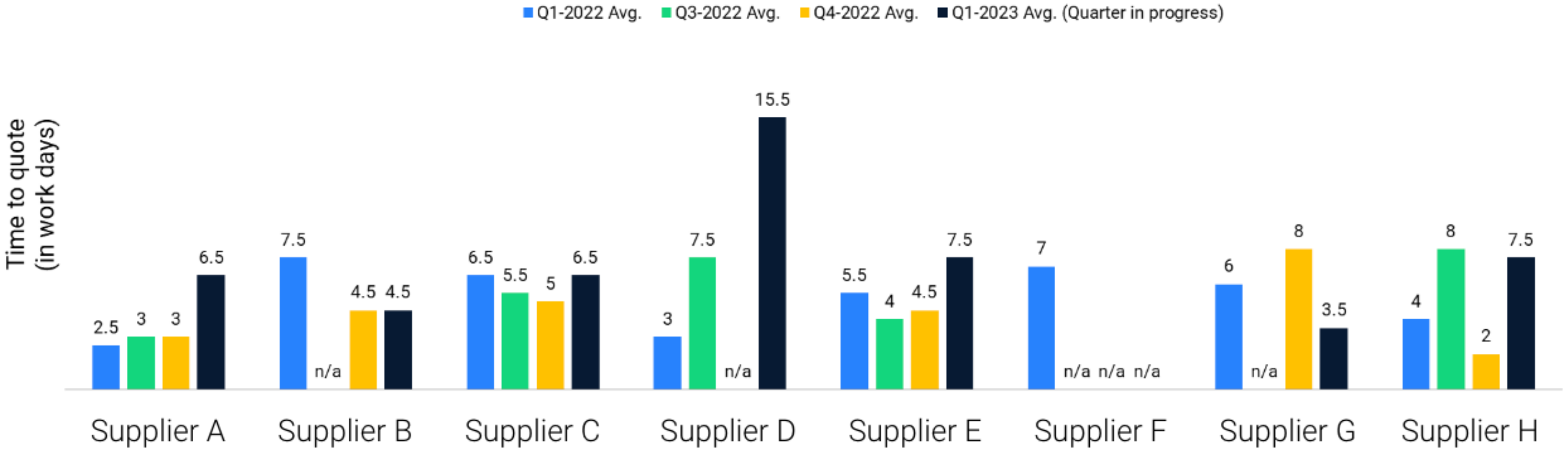
Contracted PNs distribution through supplier network (amount of PNs contracted to each suppliers)

Amount of contracted PNs per supplier WoW stacked aread

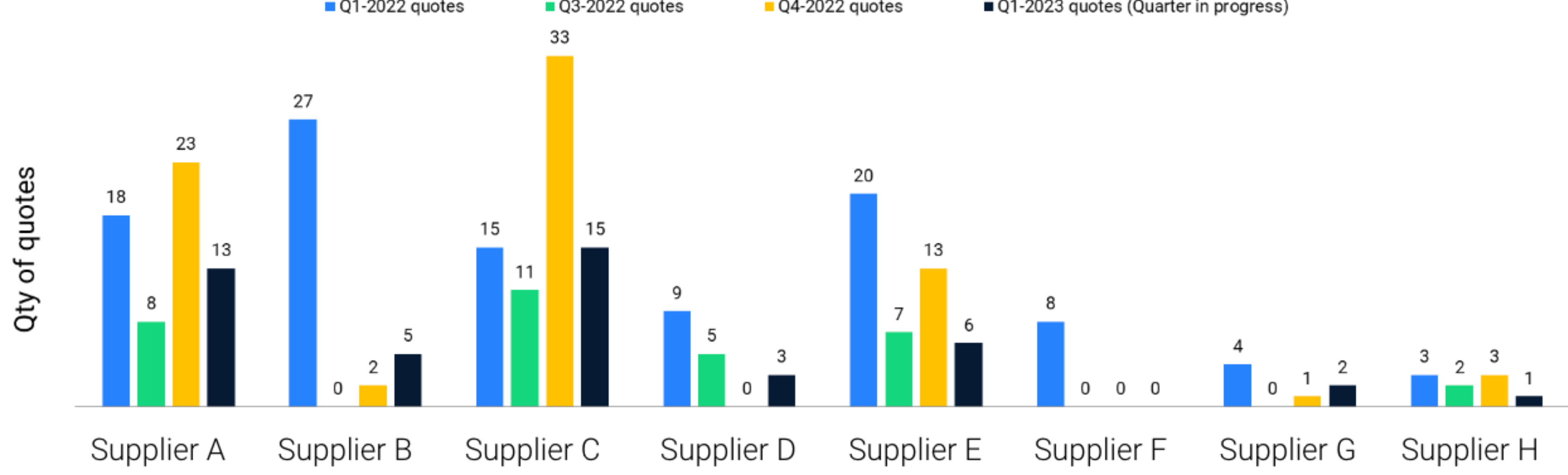


Section 3 : Supplier Quoting Performance KPIs (1/3)

Average quote response time per suppliers per quarter
(Across all processes and once files are received)



Quantity of quotes submitted



Supplier network
avg. quote response
time

Avg. processing time

↑ 8.5

Work days (*AVG. OVER 17 QUOTES SUBMITTED)

Avg. supplier targeted
per closed PN

↑ 5.5

Targeted supplier per
closed PNs (*AVG. OVER
33 QUOTES SUBMITTED)

Section 3 : Supplier Quoting Performance KPIs (2/3)

Main supplier activity summary : Quarterly metrics
(All data is reported on the RFQ creation date to allow direct comparison and rates calculation)

Supplier Name	Qty of PNs sent in RFQ <i>(based on the RFQ creation date)</i>			Quote rate <i>(% of PNs that have been quoted, based on the RFQ creation date)</i>			PNs awarded <i>(Based on RFQ creation date)</i>			Conversion rate <i>(% of PNs contracted out of those quoted, based on the RFQ creation date)</i>		
	Q3-2022	Q4-2022	Q1-2023 (In progress)	Q3-2022	Q4-2022	Q1-2023 (In progress)	Q3-2022	Q4-2022	Q1-2023 (In progress)	Q3-2022	Q4-2022	Q1-2023 (In progress)
Supplier A (MA, SM)	18	38	41	61%	5%	83%	3	-	2	27%	-	13%
Supplier B (SM)	51	53	78	35%	42%	55%	9	19	25	50%	86%	81%
Supplier C (MA, SM)	2	25	17	0%	64%	44%	-	5	-	-	31%	-
Supplier D (MA, SM)	58	92	78	48%	92%	78%	26	53	10	96%	64%	22%
Supplier E (MA)	24	185	58	44%	79%	53%	24	151	23	100%	100%	96%

Legend:
 MA = Machining
 SM = Sheet Metal

Section 3 : Supplier Quoting Performance KPIs (3/3)

Supplier activity summary : all-time data with last report variation shown as reference in parenthesis

Supplier Name	Qty of PNs sent in RFQ	Qty of PNs quoted	Quote rate (% of PNs that have been quoted)	Qty of contracted PNs	Conversion rate (% of PNs contracted out of those quoted)	Estimated <u>contracted</u> value (\$USD)
Supplier A (MA, SM)	725 (+7)	469	64% (-2%)	95	20%	\$591,205
Supplier B (MA, SM)	990 (+21)	619 (+13)	61% (-2%)	392 (+9)	64% (-3%)	\$1,885,029 (+35,280\$)
Supplier C (MA, SM)	852 (+23)	236 (+3)	25% (-3%)	36 (+2)	15%	\$293,036 (+9,013\$)
Supplier D (SM)	395	172	43%	3	2%	\$2,841
Supplier E (MA)	656 (+27)	408 (+17)	61% (-1%)	378 (+6)	96% (+1%)	\$1,003,003 (+32,391\$)
Supplier F (SM)	701 (+21)	292 (+30)	41% (+1%)	157 (+24)	54% (+3%)	\$478,878 (+48,263\$)
Supplier G (SM)	137 (+4)	43	31% (-1%)	5	13%	\$110,692
Supplier H (MA)	163	32	20%	2	6%	\$14,953
Supplier I	32	29	90%	29 (+2)	100%	\$125,157 (+2,170\$)

Legend:
 MA = Machining
 SM = Sheet Metal

Section 4 : Team's Throughput

Team's Throughput in February 2023

RFQ Creation

↓ 31

PNs sent in RFQ

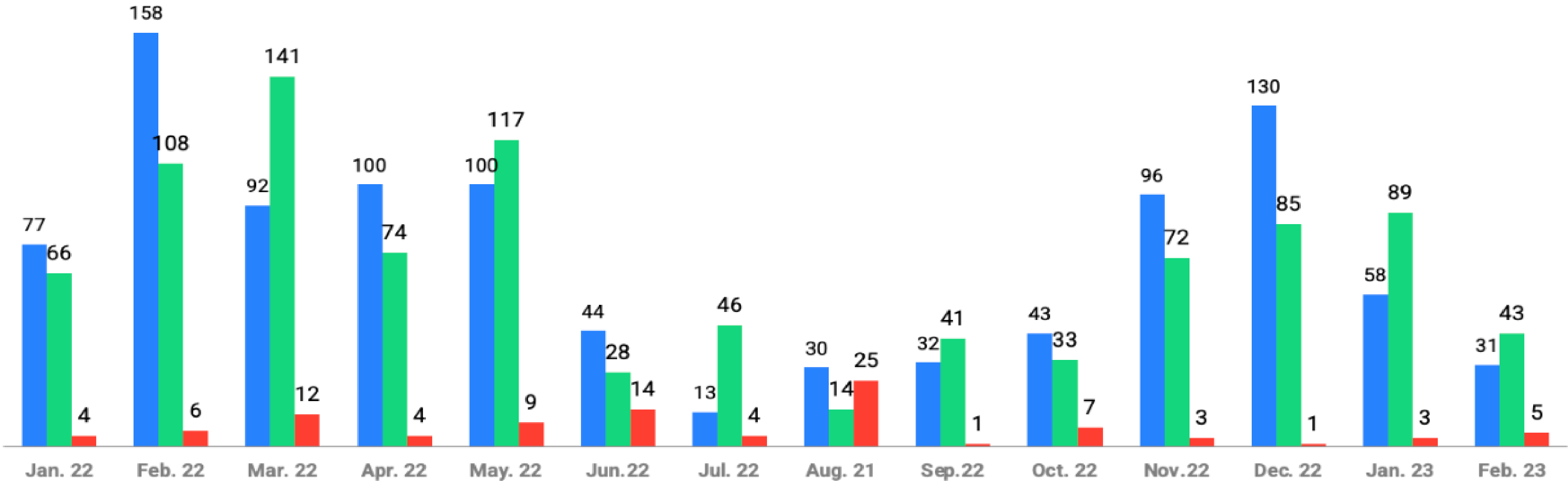
Avg. supplier targeted per closed PN

↓ 48

Closed PNs

Team's Throughput in terms of PNs managed

■ Qty of PNs sent in RFQ ■ Qty of PNs Source selected ■ Qty of PNs canceled



Supplier metrics 5 main suppliers Scoped on Project A

Supplier A

Supplier B

Supplier C

Supplier D

Supplier E

Combined -for Project A- they represent...

98.2
of sourced parts

93
of contracted NRC

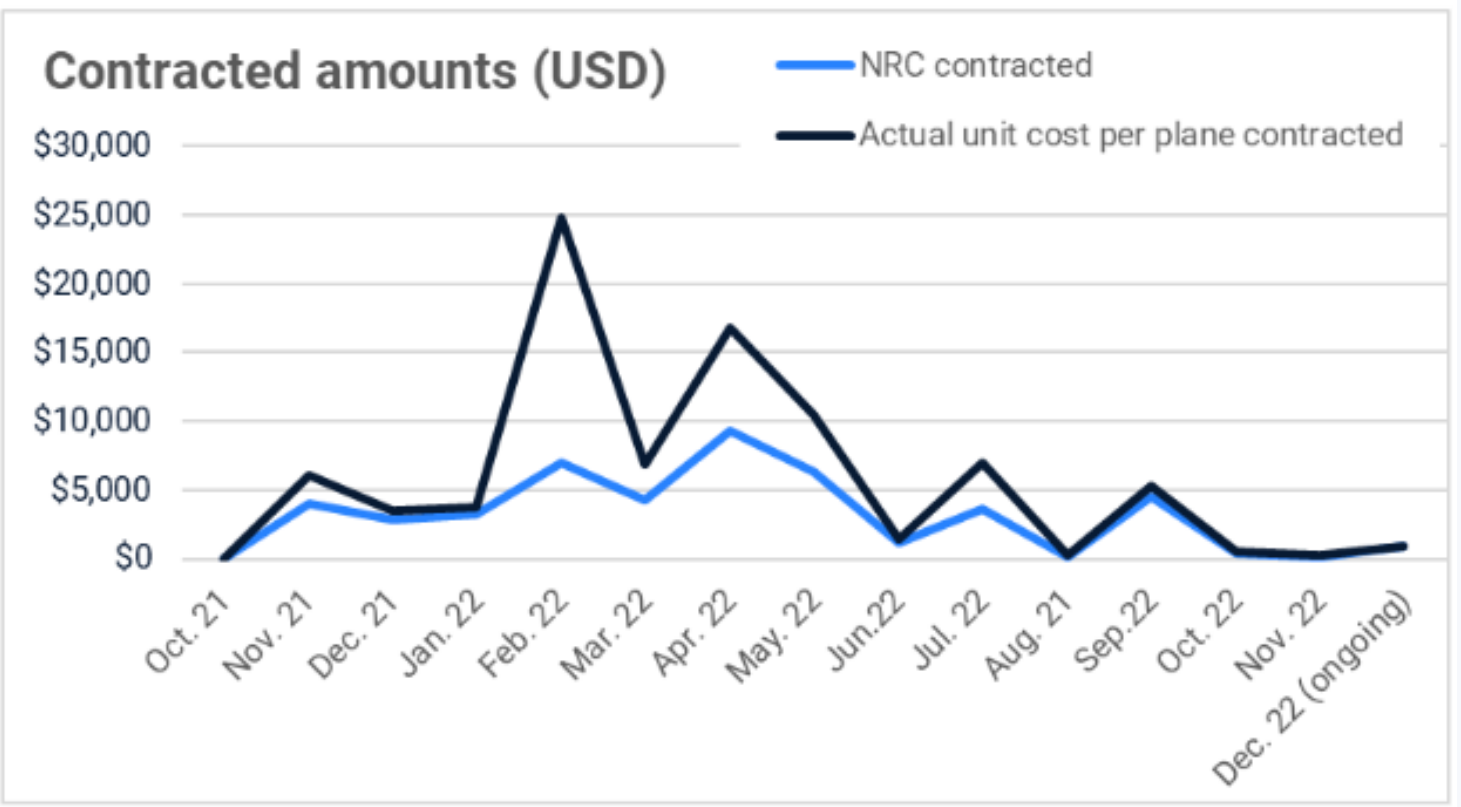
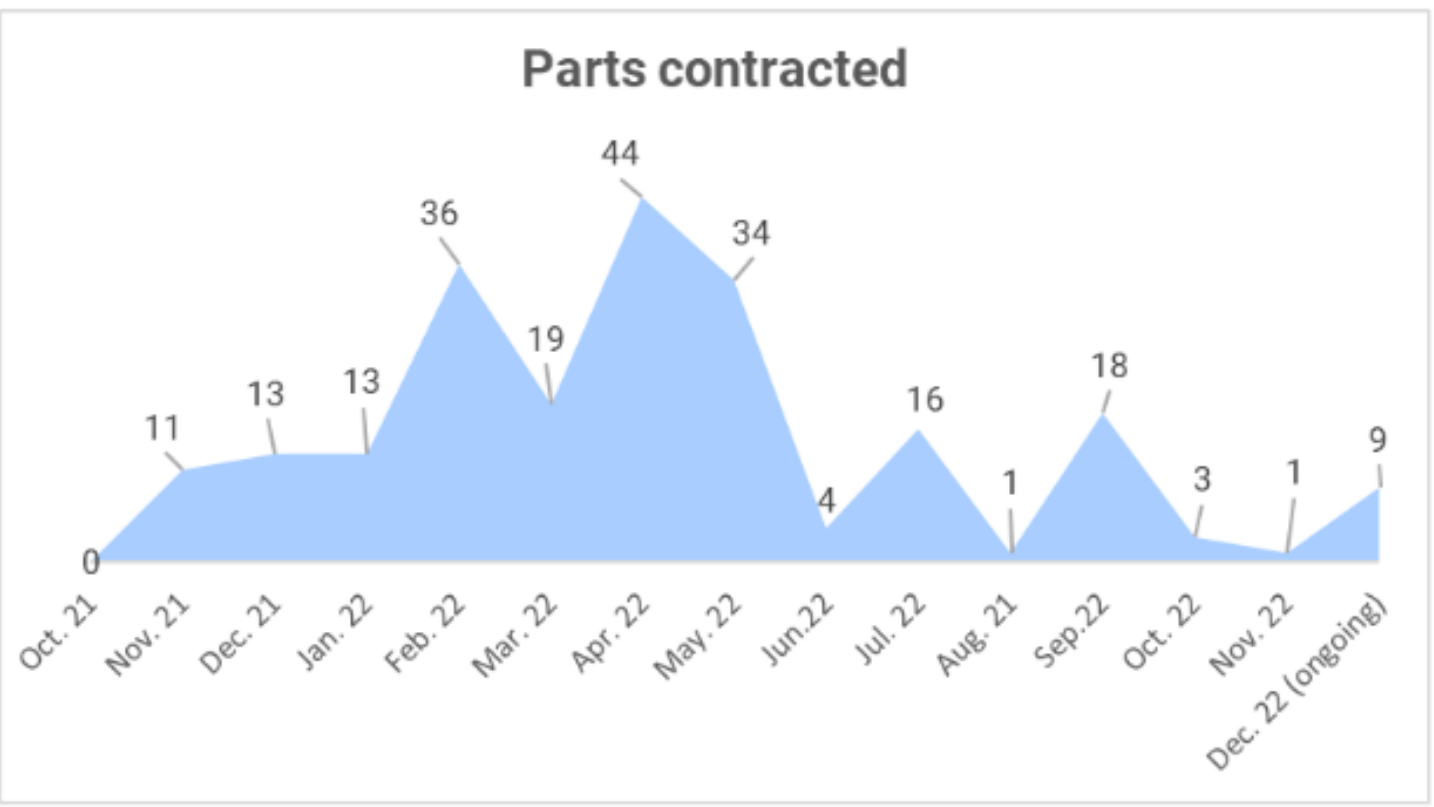
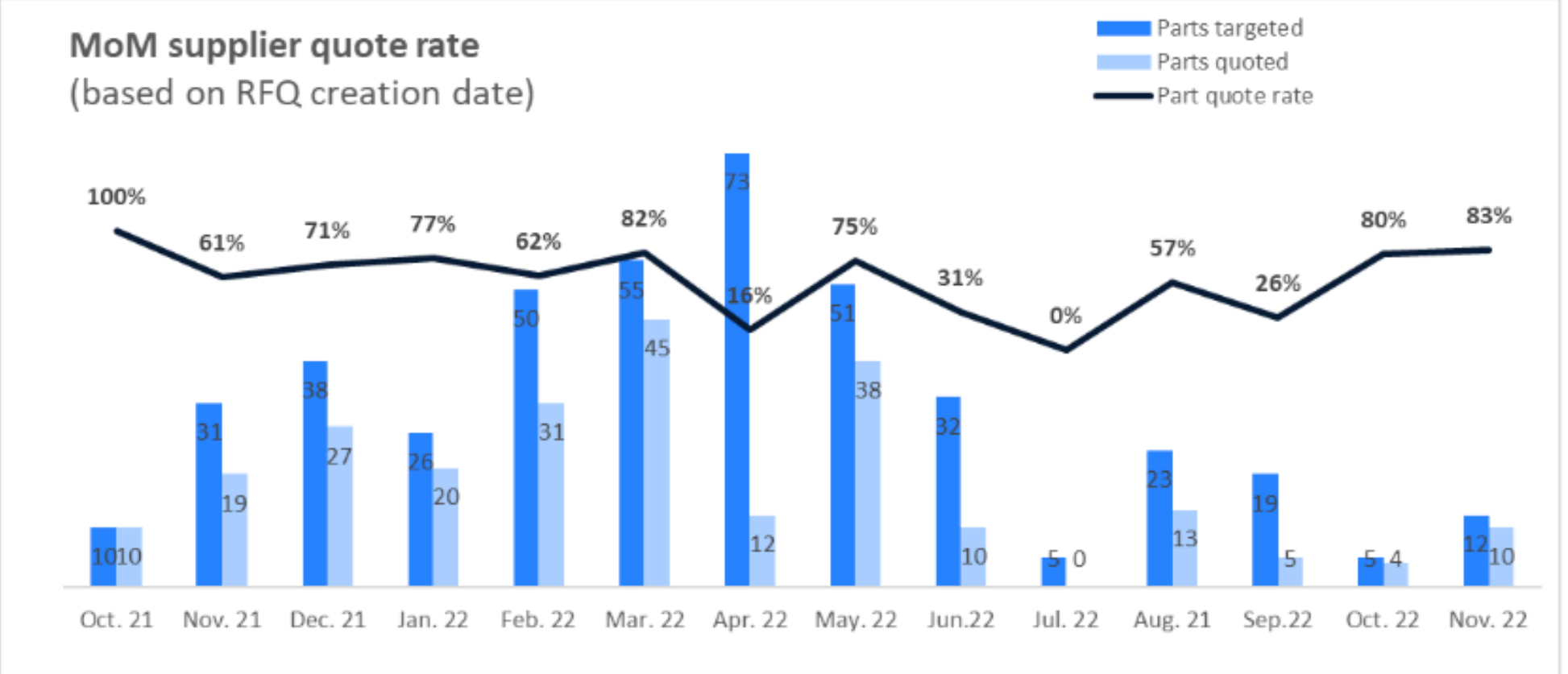
86
of contracted unit
cost per project

Project A Supplier Performance Card -Supplier A

Key KPIs (All-time data, Project A scope)

Supplier A

- Total estimated GMV : **\$579,215 USD**
- Parts targeted : **441 PNs**
- Parts response rate : **87%**
- Part quote rate : **56%**
- Quote response time : **4.6 work days**
- PN contracted : **222**
- PN conversion rate : **91%**
- NRC contracted : **\$47,647 USD**
- Unit cost per product contracted : **\$87,896 USD**



Project A Supplier Performance Card -Supplier B

Key KPIs (All-time data, Project A scope)

Supplier B

Total estimated GMV : **\$914,436 USD**

Parts targeted : **731 PNs**

Parts response rate : **69%**

Part quote rate : **56%**

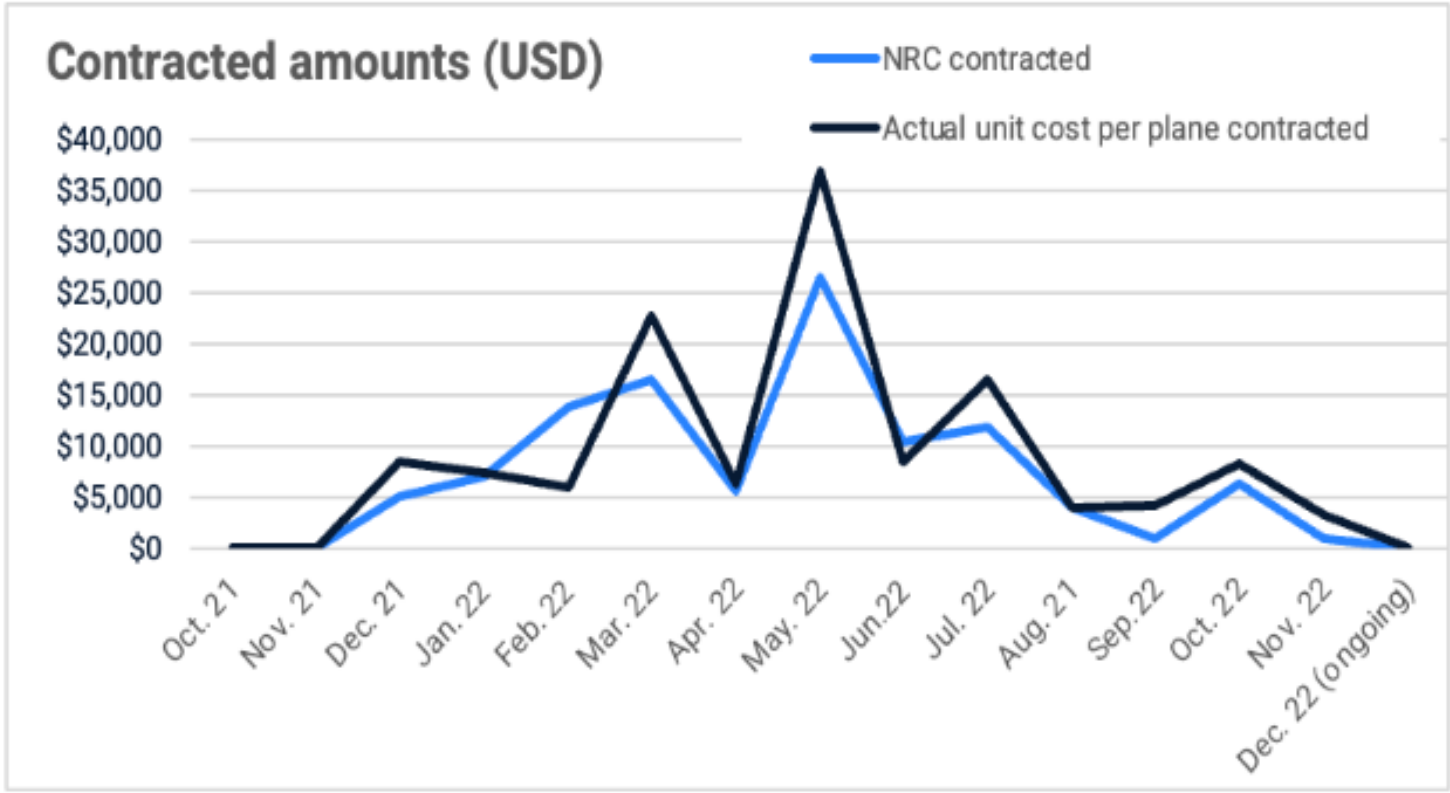
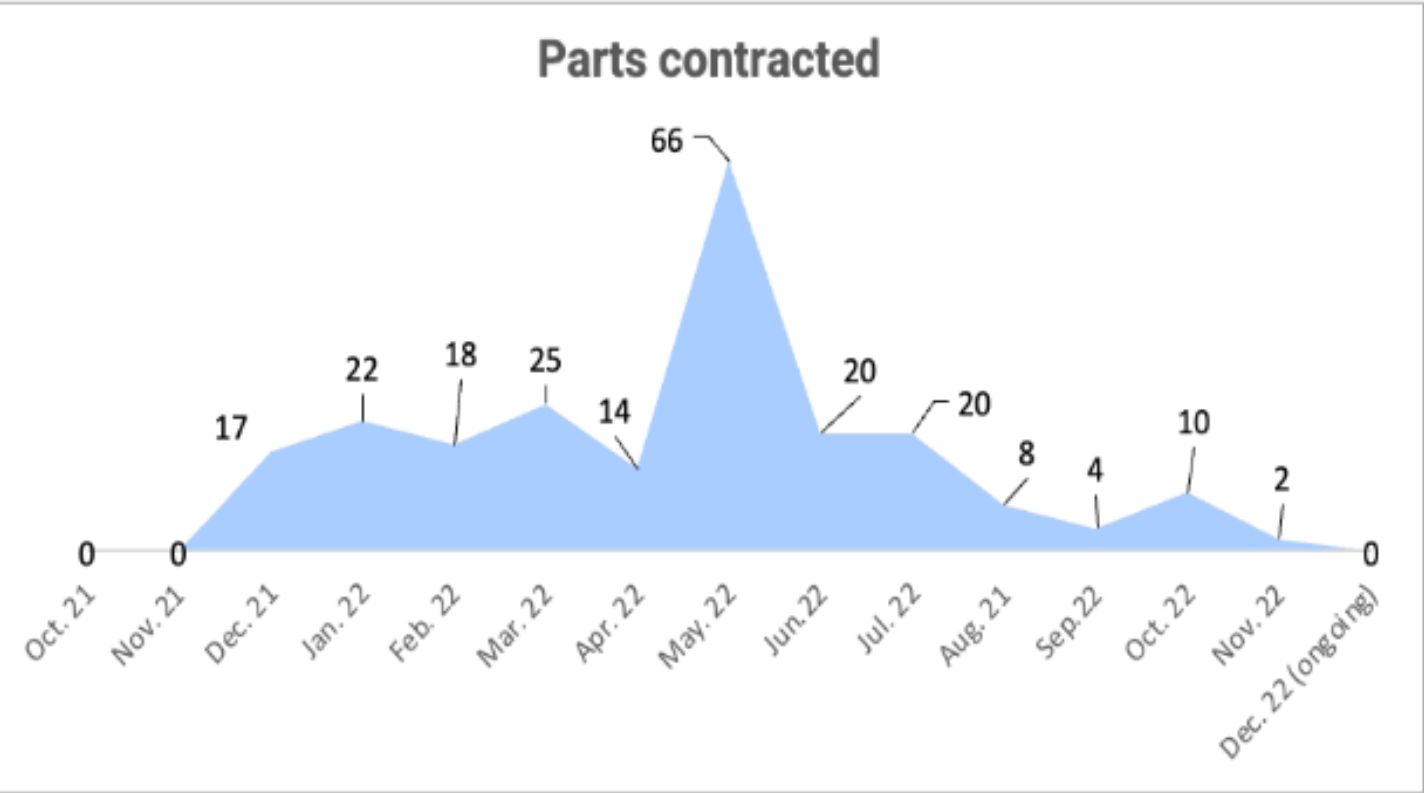
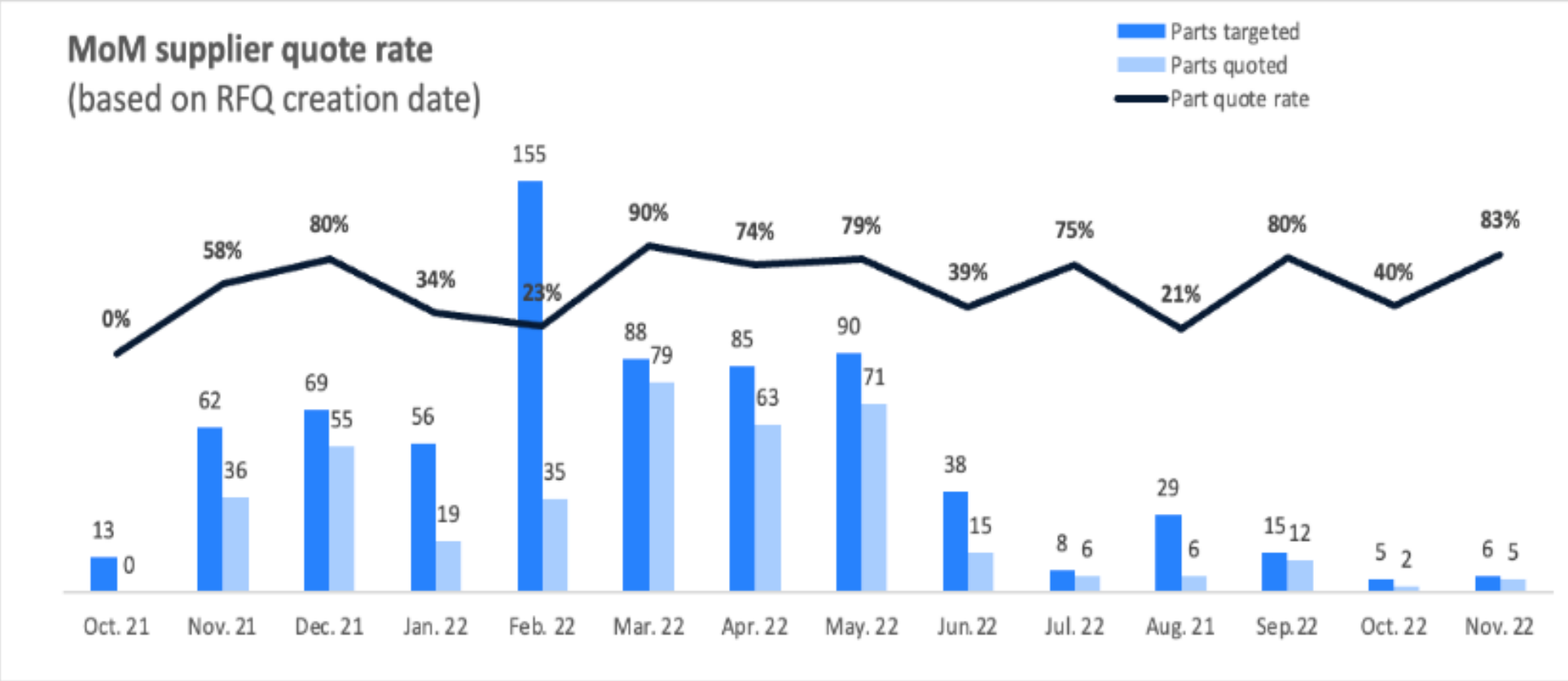
Quote response time : **7.9 work days**

PN contracted : **226**

PN conversion rate : **56%**

NRC contracted : **\$108,626 USD**

Unit cost per product contracted : **\$132,017 USD**



Project A Supplier Performance Card -Supplier C

Key KPIs (All-time data, Project A scope)

Supplier C

Total estimated GMV : **\$208,211 USD**

Parts targeted : **666 PNs**

Parts response rate : **52%**

Part quote rate : **20%**

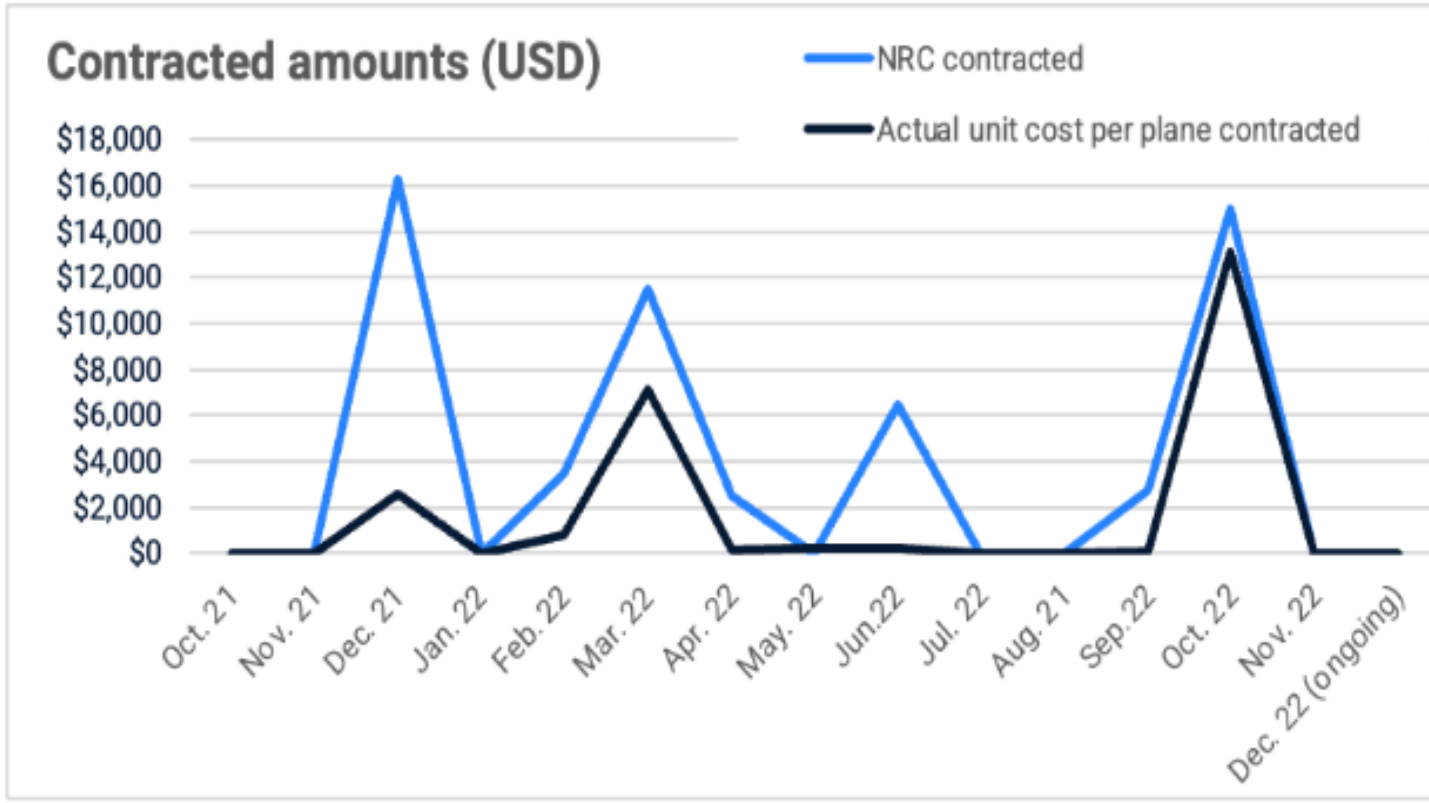
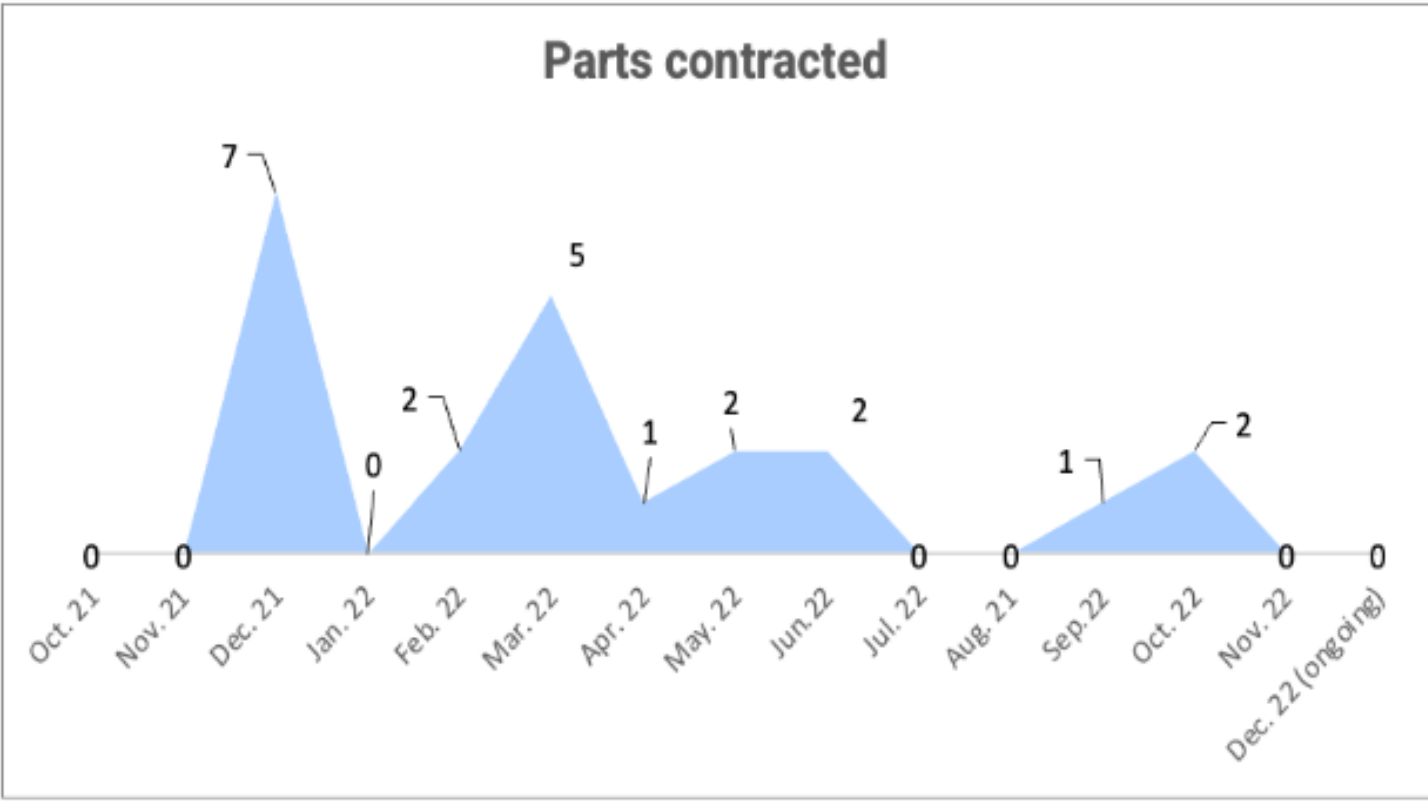
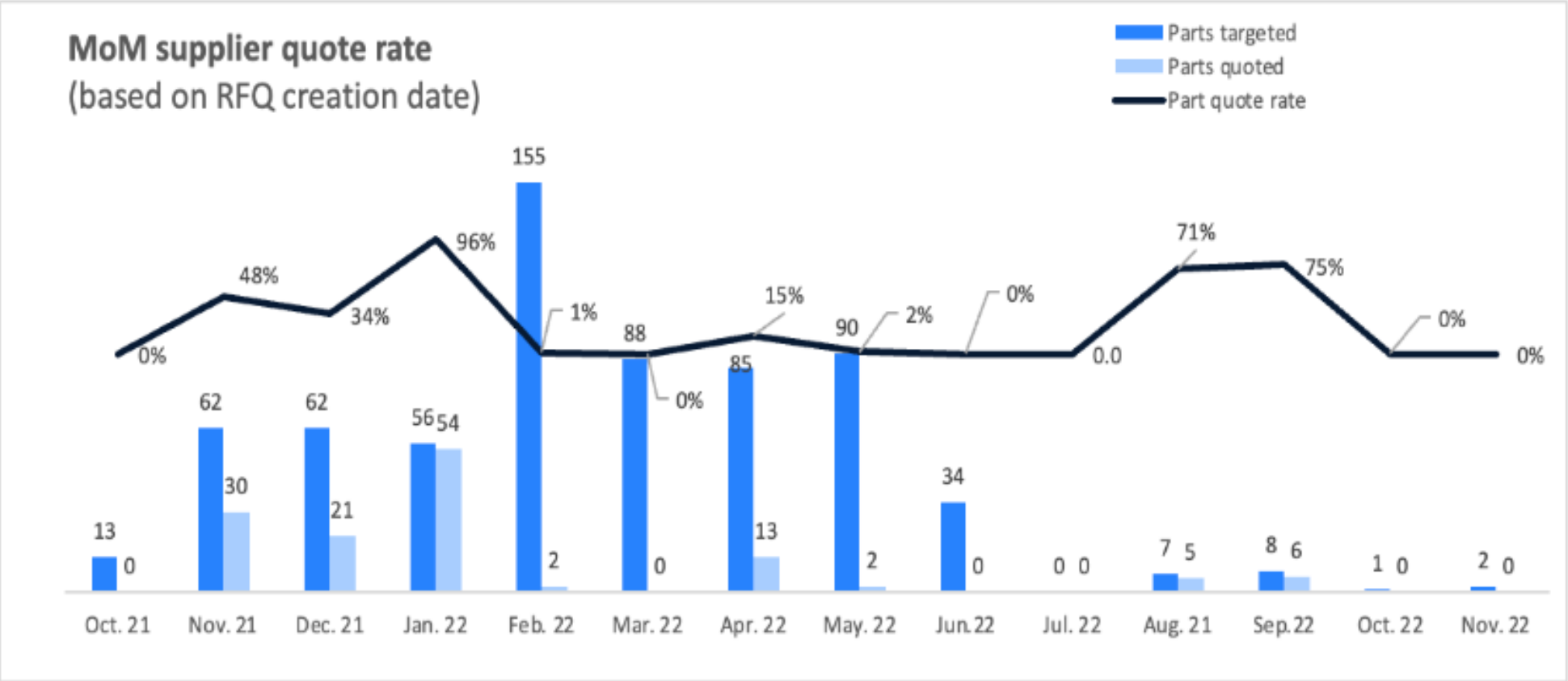
Quote response time : **3.4 work days**

PN contracted : **22**

PN conversion rate : **17%**

NRC contracted : **\$58,000 USD**

Unit cost per product contracted : **\$24,306 USD**



Project A Supplier Performance Card -Supplier D

Key KPIs (All-time data, Project A scope)

Supplier D

Total estimated GMV : **\$468,241 USD**

Parts targeted : **576 PNs**

Parts response rate : **81%**

Part quote rate : **62%**

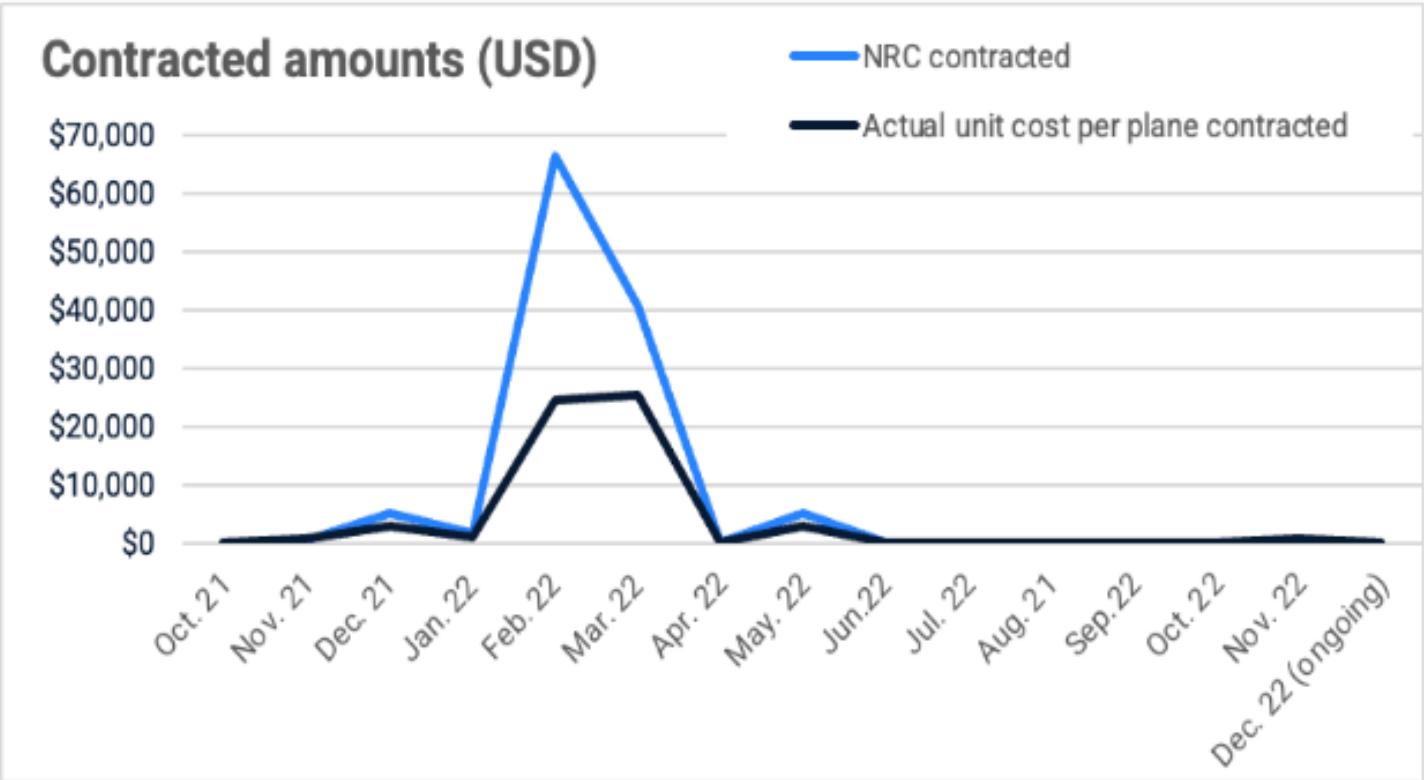
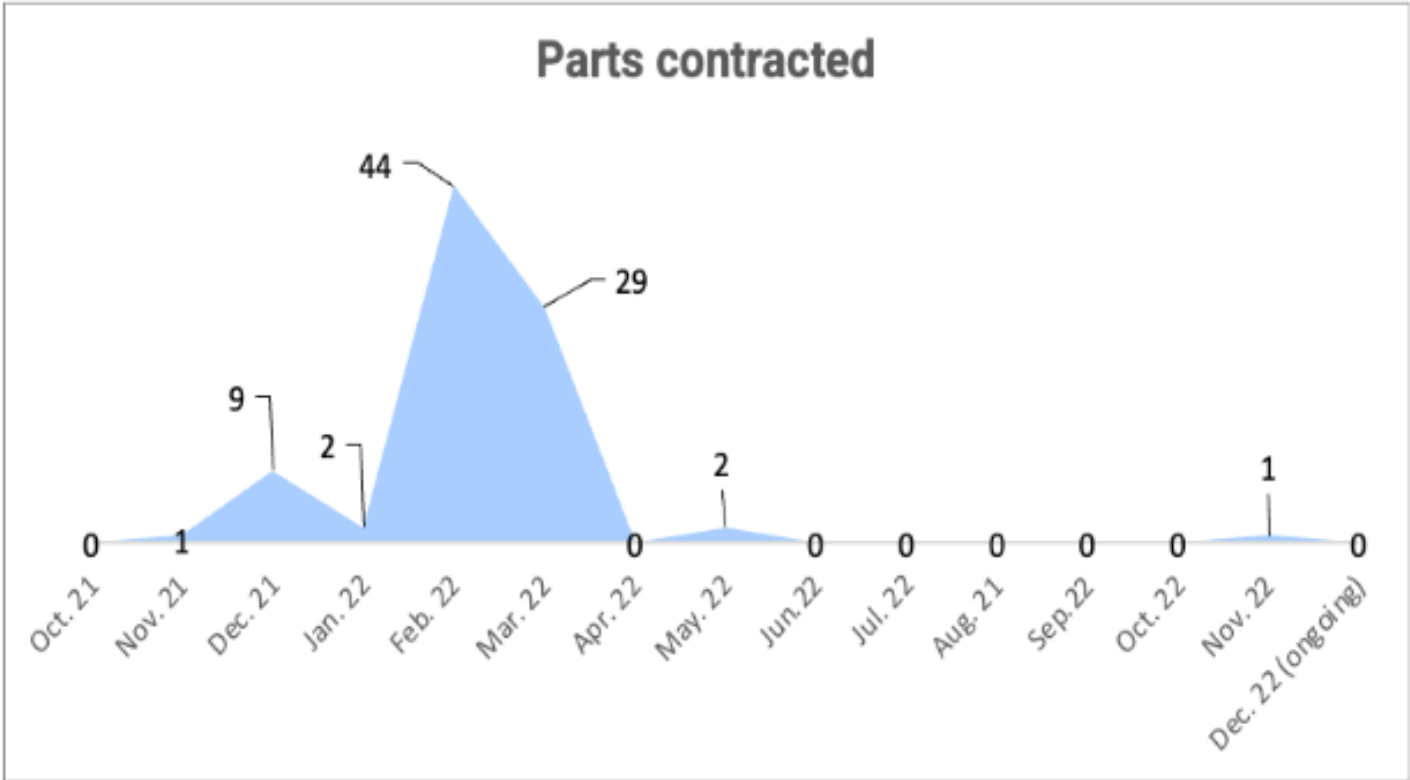
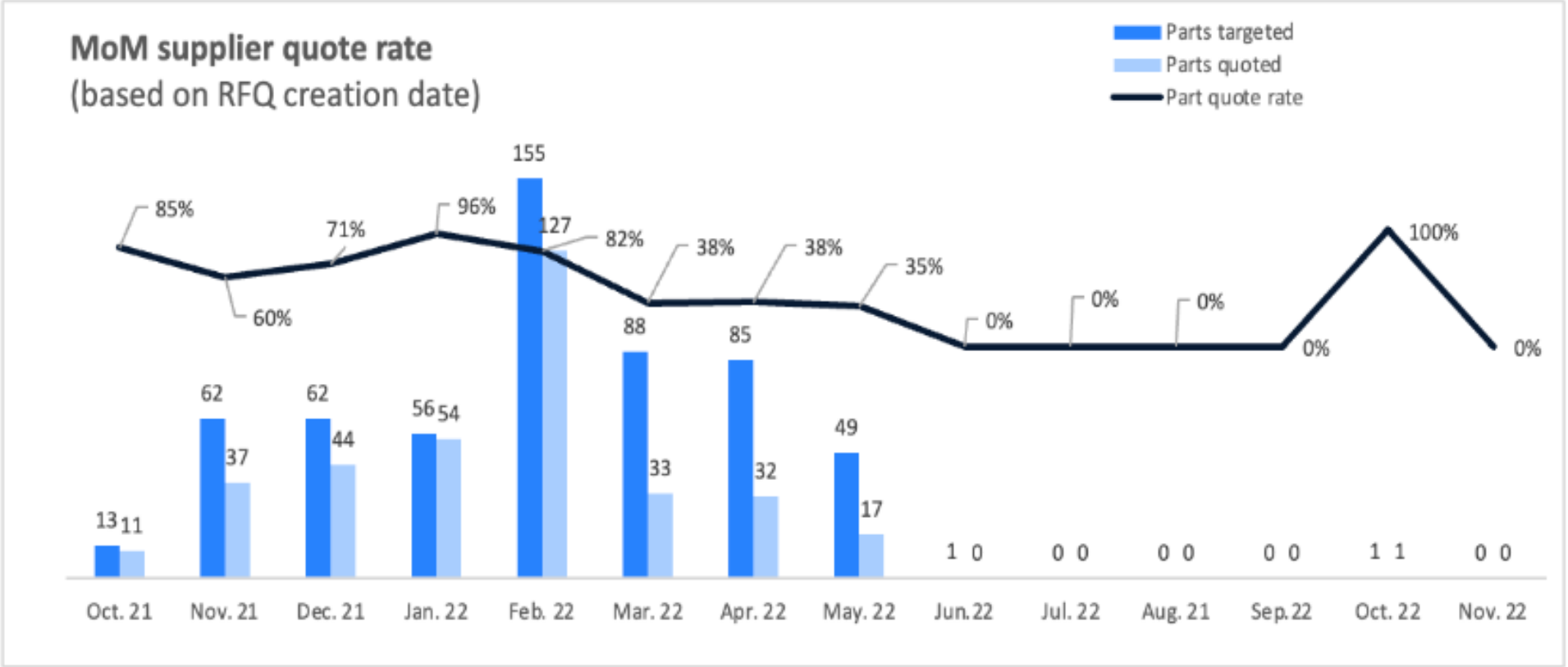
Quote response time : **7.7 work days**

PN contracted : **88**

PN conversion rate : **25%**

NRC contracted : **\$120,044 USD**

Unit cost per product contracted : **\$58,050 USD**



Project A Supplier Performance Card -Supplier E

Key KPIs (All-time data, Project A scope)

Supplier E

Total estimated GMV : **\$468,241 USD**

Parts targeted : **576 PNs**

Parts response rate : **81%**

Part quote rate : **62%**

Quote response time : **7.7 work days**

PN contracted : **88**

PN conversion rate : **25%**

NRC contracted : **\$120,044 USD**

Unit cost per product contracted : **\$58,050 USD**

