

# Cydsa



## Corporate Procurement

May 19, 2022

# CYDSA General Supplier Requirements

Foreign Supplier Requirements	REQUIRE
Ø A document provided by the foreign supplier, indicating the TAX ID OR TIN (Taxpayer Identification Number) that you have in your country.	YES
Ø A Copy of your ABA, SWIFT number	YES
Ø Presentation letter defining their main activity, the provision of the service or disposal of materials (include their website in the letter)	YES
Ø Supplier's location Route map (through Geolocation, Google Maps internet portal or some other application that allows locating the exact and recent address of the Supplier)	Optional

# CYDSA Supplier Selection Criteria-2022

Criteria	Evaluation Methods	
Quality	<ul style="list-style-type: none"> <li>SDE team</li> <li>Plant quality reporting</li> <li>Plant delivery metrics</li> </ul>	On-site Assessment
		On time delivery performance > 95%
		12 month rolling DPPM < industry standard as defined
		Comply with cost recovery expectations for warranty issues
Risk	<ul style="list-style-type: none"> <li>Dun &amp; Bradstreet, Rapid Ratings</li> <li>Supplier Risk Assessment</li> <li>Language for liability, indemnification, warranty</li> <li>CYDSA review</li> </ul>	Financial risk evaluation
		Supply Agreement
		Support reporting Expectations: Trade Compliance, Conflict Minerals, Commercial References, etc
		Financial transparency & succession plan. Required rapid ratings review as requested
Growth Partner	<ul style="list-style-type: none"> <li>Capacity</li> <li>Aligned mfg foot print</li> <li>Sustainability</li> <li>Warranty</li> </ul>	Ability to grow with long term. Support capacity planning activities as required.
		Aligned to growth needs.
		Aligned with sustainability objectives
Value	<ul style="list-style-type: none"> <li>Lead time reduction</li> <li>SOMI/Inventory programs</li> <li>Logistics, packaging</li> <li>Innovation &amp; NPD support</li> <li>Cash management</li> <li>Margin expansion</li> </ul>	Commitment to digitization initiatives: ERP, Portals, Scorecards etc
		>75 days 2x/mo from receipt or 45 days with SOMI (or other program) or equivalent discounted terms
		Commitment to year over year Total Cost of Ownership improvement with transparency
		Aligned to needs at buying location

## Vendors from Italy

- **Uhdenora SPA (Chlor-Alkali production equipment)**
- **G. Elli Riduttori Seites SPA (Gear boxes)**
- **Friem SPA (Electrical Rectifiers-Transformers)**
- **Garo Dr. Ing. Roberto Gabbioneta SRL (Chlorine compressors and parts)**
- **De Nora Italy SRL (Anodes and cathodes for chlor alkali production)**
- **Industrie de Nora (Chlorine anodes and cathodes)**
- **Clever SRL Unipersonale (Packaging and palletizing machinery)**
- **Concetti SPA (Packaging and palletizing machinery)**
- **Eticap System SNC Di Morena Bruno & C (Packaging and palletizing machinery)**

**Gracias**