

## Our needs in K4 category



Traction springs.
Stainless steel and carbon steel.
Wire diameter 0.1 - 3 mm.



Flat springs.
Copper alloy, stainless steel and carbon steel.
Raw material thickness 0.1 - 3 mm.



Wire-formed springs.
Stainless steel and carbon steel.
Wire diameter 1 - 3 mm.



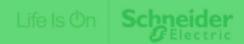
Compression springs. Stainless steel and carbon steel.
Wire diameter 0.1 - 3 mm.



Torsion springs.
Stainless steel and carbon steel.
Wire diameter 0.5 - 3 mm.



Copper coils and connections. Wire diameter 1 - 5 mm.



## K4 key figures

Annual spend: € 29 million

Quality expectation 40 ppm

2 412 part numbers

RM ratio 40% - 60% (coil connectors 80%)

New suppliers growing with Schneider

Consignment stock
Communication through Schneider portal
Long term contract

Schneider expectations: quality, logistics service, efficiency, technical productivity, price transparency, responsiveness

## The partner we are looking for in a supplier:

- Sales revenue more than €5 million / year
- Less than 80% dependency on automotive (the lower the better)
- Financial health
- Governance (environment, health and safety, CSR, Zero carbon journey)
- Lean manufacturing processes
- Strong quality processes, management of sub-contractors

## What we offer:

Growth
Development
Long-term partnership
Reliability: on-time payments

