



K5-K6 category

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Schneider category buyer

Our need on K5-K6 categories :



Machining / Turning
(Non Ferrous)



Machining / Turning
(Ferrous)



Gears



High Pressure Die casting
(Al / Zamak)



Gravity Casting
(Cu / Bronze)



Hot Forging (Cu)



Heat Sink



K5
Machining, Turning, Gears.



K6
Casting, Forging, Heatsink.

Our strategy and objectives in the future :

K5 ID CARD :

Spend €98M	Suppliers 311
Parts 19,216	RM ratio 40%

K6 ID CARD :

Spend €53M	Suppliers 219
Parts 2729	RM ratio 40%

Develop a robust partnership with Easter European supplier (NEC ratio – 25% Y TO DATE)

Need suppliers able to bring competitiveness-quality-good supply chain performance and motivated on HMLV business.

Need top quality suppliers.

The partner we are looking for :

Supplier profile:

Sales revenue > 10 m€ or > 100 people

Specific techno > 50% sales

Automotive < 80%

Strategy to grow within our market

Secondary process (heat & surface treatment) managed internally or externally (except powder coating should be internal)

Mini 30% sales in export

Good financial health

Lean & continuous improvement in place

• Prerequisite for K5 partner :

- process: CNC - screw-cutting, turning, milling, gears.
- Secondary process surface treatment or heat treatment) could be internalized or sourced,
- Ability to make assembly,
- Capacity available to absorb business : 0.5 – 2 M Euros.

• Prerequisite for K6 partner :

- process: Cu - Hot forging, Al gravity casting, high pressure Zamak die casting
- Secondary process : heat treatment integrated.
- Capacity available to absorb business : 0.5 – 2 M Euros.