

**Supplier Summary - Supplier B - Michigan, USA**

Sample Client - Sample Commodity

<b>Contact Information</b>	
<u>Primary Contact</u>	<u>Senior Manager, Sales</u>
<b>Name:</b> Bob Jones	Joe Smith
<b>Title:</b> Account Manager	Vice President of Sales
<b>Office Phone:</b> 123-555-2468	123-555-1222
<b>Email:</b> BJones@Doe.com	JSmith@Doe.com

<b>Revenue (in USD Millions)</b>					
	<u>Revenue</u>		<u>Profit</u>		<u>% Growth</u>
	<u>N. Amer</u>	<u>Total</u>	<u>N. Amer</u>	<u>Total</u>	<u>N. Amer</u>
<b>2003</b>	830	981	100	234	35%
<b>2004</b>	740	1076	120	345	40%

<b>Customers</b>		
<u>Key Customer</u>	<u>Revenue (\$ MM)</u>	<u>Product</u>
1 Customer 1	\$16.50	Commodity 1
2 Customer 2	\$13.20	Commodity 2
3 Customer 3	\$9.90	Commodity 3
4 Customer 4	\$6.60	Commodity 4

<b>General Information</b>
<b>Company Name:</b> Supplier B
<b>Parent Company:</b> 0
<b>Incumbent:</b> Yes
<b>Total Customer Sales:</b> 119
<b>Commodity Sales:</b> 5.8
<b>EDI Compliant:</b> Yes
<b>Minority Supplier:</b> No
<b>Minority:</b> 0

<b>Capacity Utilization</b>		
<u>Location</u>	<u>Products</u>	<u>Open Capacity</u>
1 Detroit, MI, USA	Commodity 1	40%
2 New York, NY, USA	Commodity 2	25%

<b>Competitors</b>	
<u>Competitor</u>	<u>Product</u>
1 Company 1	Commodity 1
2 Company 2	Commodity 2
3 Company 3	Commodity 3
4 Company 4	Commodity 4

<b>Product Types</b>						
<u>Class</u>	<u>Product</u>	<u>Capable</u>	<u>Currently</u>	<u>Percent of Total</u>	<u>Complete Services</u>	<u>Interested In Quoting</u>
<b>Class 1</b>	1 Product 1	Yes	Yes	6%	Yes	Yes
	2 Product 2	Yes	Yes	2%	Yes	Yes
	3 Product 3	Yes	Yes	56%	Yes	Yes
<b>Class 2</b>	4 Product 4	Yes	Yes	6%	Yes	Yes
	5 Product 5	Yes	Yes	2%	Yes	Yes
<b>Class 3</b>	6 Product 6	Yes	Yes	2%	Yes	Yes
	7 Product 7	Yes	Yes	1%	Yes	Yes
<b>Class 4</b>	8 Product 8	Yes	No	0%	Yes	Yes
	9 Product 9	Yes	No	0%	Yes	Yes
	10 Others (explain below)	Yes	Yes	25%	Yes	Yes

<b>Alliances</b>	
<u>Company</u>	<u>Product</u>
1 Partner 1	Commodity 1
2 Partner 2	Commodity 2

<b>Certifications</b>	
<u>Certifications</u>	<u>Certified</u>
1 ISO 14000 Series	Yes - All Facilities
2 ISO 9000 Series	Yes - All Facilities
3 QS 9000	Yes - All Facilities
4 Six Sigma	Yes - All Facilities
5 TS16949	No

**Mat. Resale Prog?:** Yes  
**Resale Prog Desc:** Steel Buy Back Program  
**Supplier Comments:** Please see attachment

<b>Engineering Capabilities</b>		
<u>Category</u>	<u>Capable</u>	<u>Classification</u>
1 CATIA Capable	Yes	In-house
2 FEA Software	Yes	In-house
3 Part Design	Yes	In-house
4 Process design	Yes	In-house
5 Rapid Prototyping	Yes	Outsourced