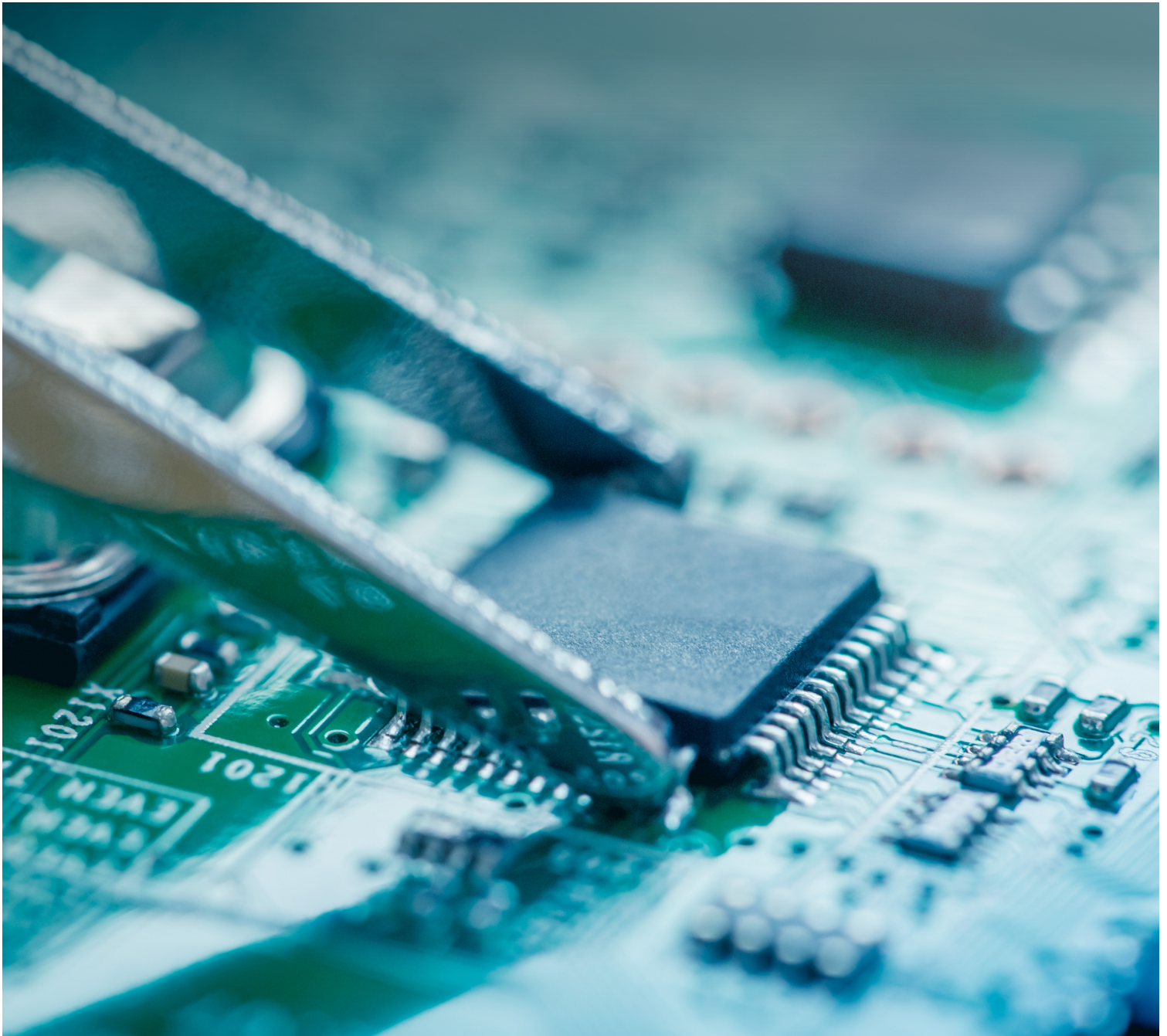
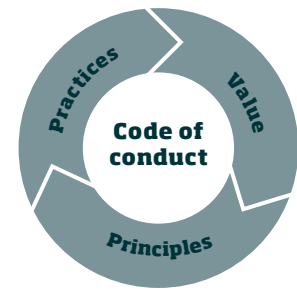


# Preferred supplier guideline

How to be  
a sustainable partner



# Business Culture



## Code of Conduct

We ask our suppliers to share and practise high standards of business ethics and integrity and to comply with the law, rules and regulations in all their activities. Suppliers are also required to develop and continuously improve their safety and ESG initiatives.

## SRM Supplier Relationship Management

We expect our suppliers to practise SRM Supplier Relationship Management with continuous exchange of relevant information, as part of achieving the required supplier performance rating (SPR).

## SSRM (Supplier Selection & Reduction Management) / supply philosophy

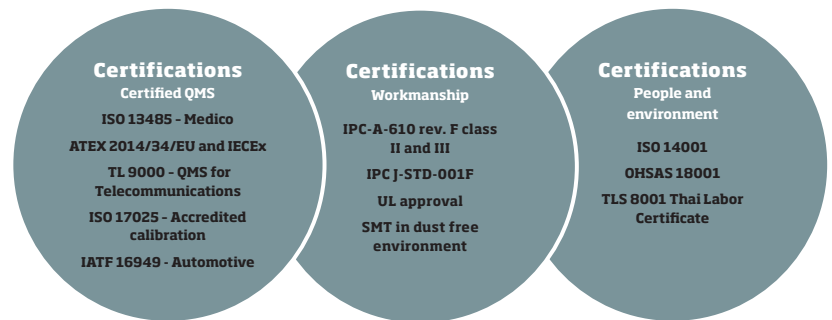
In our proactive suppliers' management, suppliers are classified as potential, approved, qualified or preferred.

Our cooperation is focused on suppliers with a "preferred" classification, which means that compliance with delivery targets and agreements (delivery model, conditions) are signed. On the other hand, preferred suppliers profit from BOM costing tenders and are considered in the PLA process.

## Green EMS

Green manufacturing has moved from being a trend or slogan in manufacturing to an absolute requirement. More and more companies are seeing the benefits of being green not just in production, but throughout their company. So, we kindly ask you to base your processes and products on a Green EMS philosophy, also documented in your environmental policy.

# Technology & Quality



## Counterfeit Products

For several years now, all distributors and manufacturers of electronic components are obliged to inspect all incoming materials for authenticity. At GPV, we take the following measures:

- Purchasing: if possible, directly from the manufacturer or via authorised distributors
- In case of a materials shortage on the market, we only buy from brokers or other distributors once a Quality and Warranty Agreement (QWA) has been signed and the materials have been checked and are traceable to the original manufacturer.
- Distributors that sent us counterfeit materials will risk being permanently blocked
- Potential distributors must undergo a detailed prequalification procedure
- We constantly monitor our purchasing markets for counterfeit materials

## Quality Policy / Quality Management System

The supplier shall have a quality policy and a QM system in place. Both should be compliant with, and certified to, international standards.

## Design & Engineering

The supplier shall have the capability to further develop existing products and be able to collaborate with GPV on new products. GPV strives for leadership in technology and innovation in the EMS industry, so we require our suppliers to use state-of-the-art products and technologies in the EMS industry as well.

## PCN, EOL, Obsolescence Management

The supplier shall also provide tools and be familiar with Product Change Notifications (PCN), End-of-Life Management (EOL) and Obsolescence Management.

## International Compliance and Regulations

Our suppliers shall ensure that delivered products conform with the required industry norms and supplied substances are declared at ECHA as part of the REACH-regulations (Regulation EC No. 1907/2006). Other directives, such as EU Directive No. 2011/65/EU & 2015/863/EU (RoHS2), the EU Directive on Waste Electrical and Electronic Equipment No. 2012/19/EU (WEEE) and the US Dodd-Frank Act Section 1502 regarding Conflict Minerals are to be followed where required and applicable.



# Efficient customer response

## **Logistics models**

Efficient logistics requires well-managed logistic models; the VMI /SMC method is the preferred logistic system (see also "logistics").

## **Availability of components**

We expect our suppliers to have the ordered components available at appropriate stock levels. Thus, safety of supply is a must.

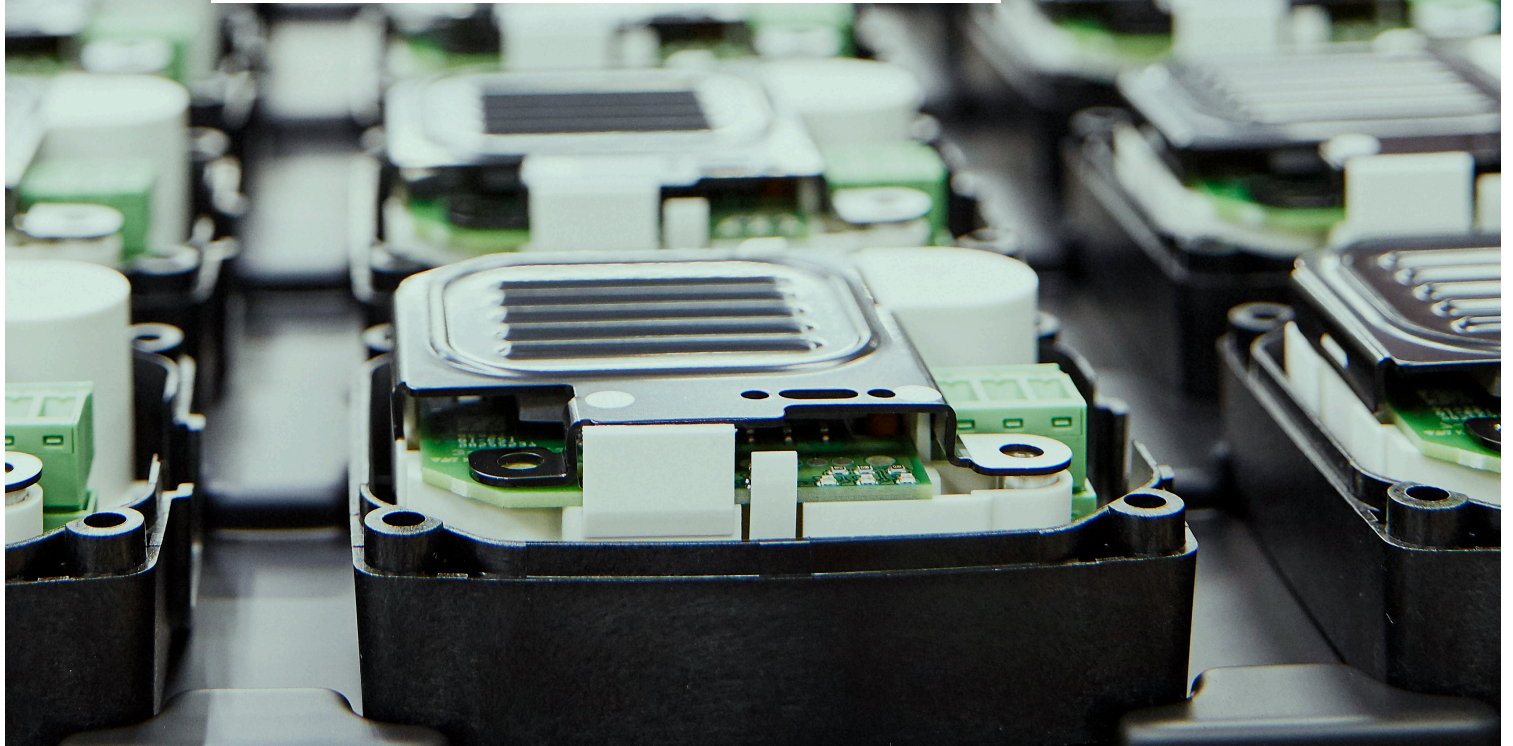
## **Cost reductions (direct & indirect costs)**

Once a year GPV Group conducts general price list agreements with our main suppliers.

Our suppliers shall make a commitment and always propose best price first (as well as alternatives). Win-win situations will be created through decreased operative work load (for example RFQs) for both parties.

## **Supply chain**

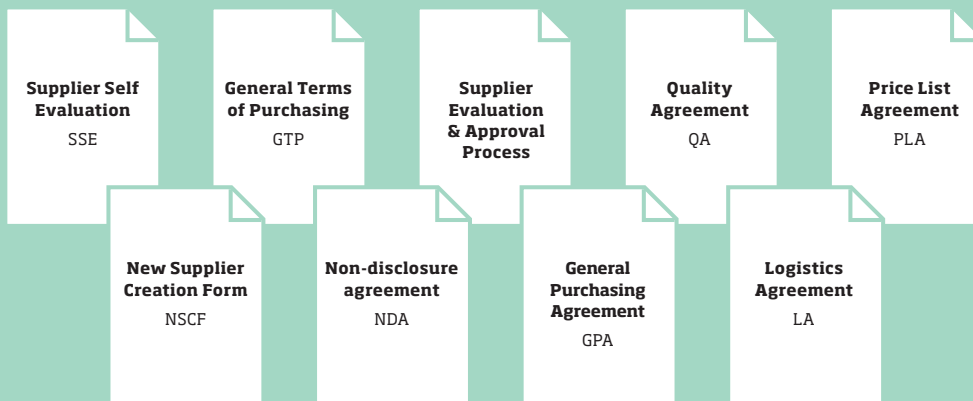
An efficient supply chain requires well-managed supply processes and procedures. The supplier must be able to provide different business models and be able to supply GPV with unified pricing to all locations on time.



# Business Strategy / Strategic Cooperation

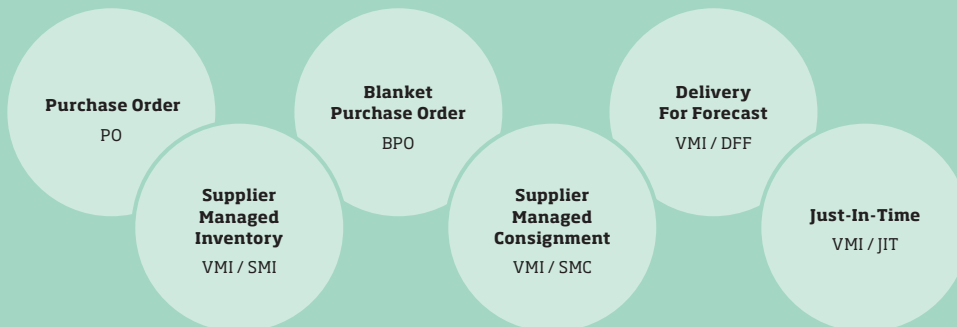
## Contracting / Terms & Conditions

GPV has various contract templates available. All contracts issued have to be based on our templates. The Terms & Conditions in our General Terms of Purchasing shall apply for any quotation or contract:



## Logistics

GPV has defined the following delivery methods as applicable for raw materials, standard and specific products, and semi-finished and finished goods supplied to our manufacturing plants. The VMI/SMC method is the preferred system:



## Commitment to continuous cost reduction

Suppliers shall be committed to continuous cost reduction and best market prices on total cost of ownership (TCO).

## Supplier Performance and Service Level

The supplier shall apply key performance indicators related to the measurements and review of its performance. The supplier shall have a clear strategy regarding further development of service levels and the improvement of its delivery reliability.

## Transferability of products & services to all GPV locations

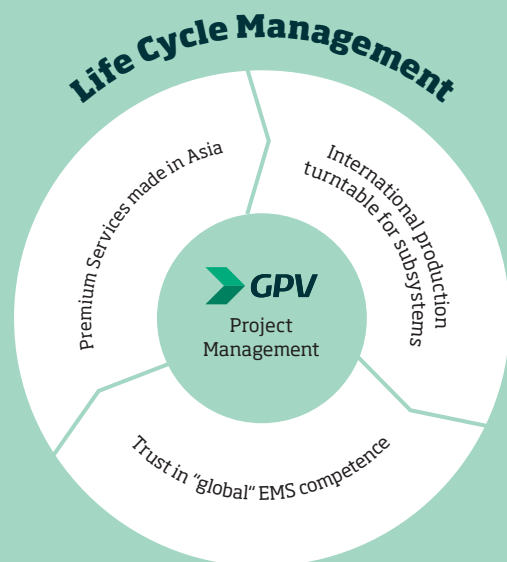
Transferability across different GPV locations is required regarding the terms & conditions, service levels and business models.

# General business procedure

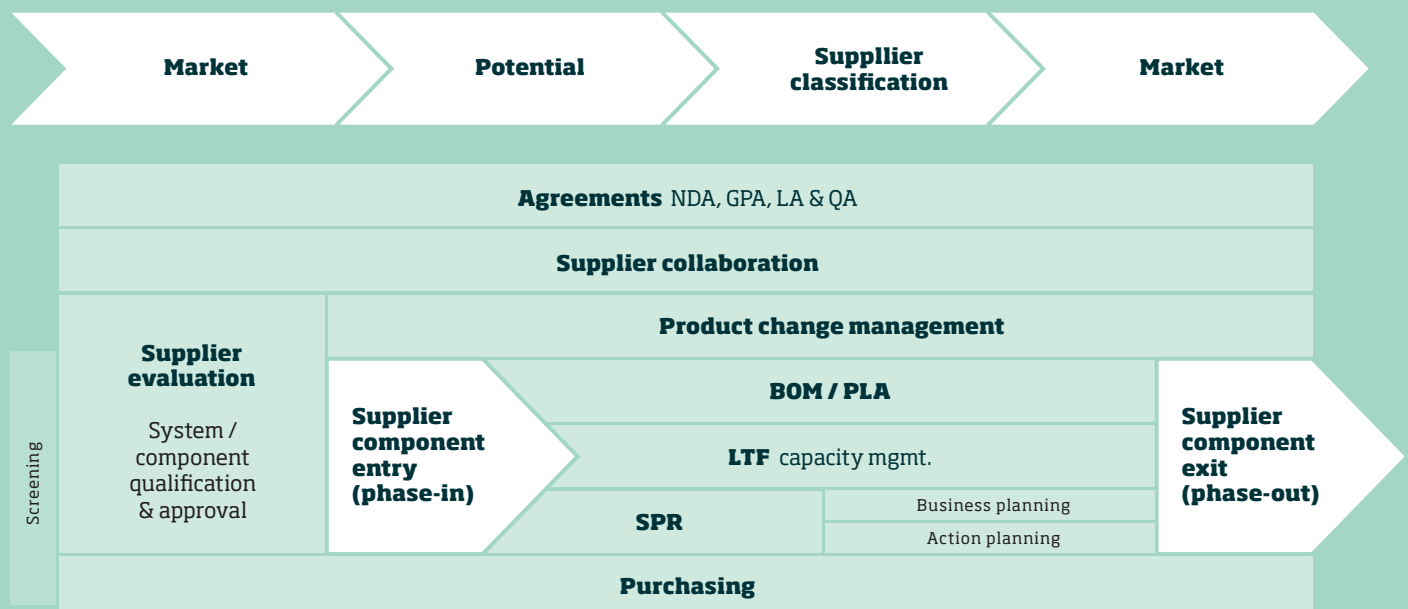
GPV is one of the major Electronics Manufacturing Service (EMS) partners. With facilities in Denmark, Finland, Estonia, Sweden, Switzerland, Germany, Austria, Slovakia, Sri Lanka, Thailand, Malaysia, China and Mexico, GPV offers ideal conditions worldwide for OEMs of electronic appliances in terms of design know-how, materials management and optimised production structures.

In addition, sustainability and environmental awareness play an important role. Our major production sites are ISO 14001 certified and underlie the philosophy of "Green EMS".

The following pages inform you about the requirements we impose on new and existing suppliers, some of which are described later.



## Supply Management



NDA = Non disclosure agreement  
 GPA = General purchase agreement  
 LA = Logistics agreement

QA = Quality agreement  
 BOM = Bill of material  
 PLA = Price List Agreement

LTF = Long Time Forecast  
 SPR = Supplier Performance Rating



# The hardware of the digital world

**From ambition to real products**

## **A unique customer perspective**

GPV is committed to ensuring that our customers accomplish more. We do this by building strong and trusting partnerships based on responsible and honest cooperation. We acquire comprehensive insights into our customers' needs and industries, and we manage advanced and stable product processing, relying on our strong technological knowledge.

## **Stable. Specialised. Global.**

In everything we do, we focus on creating value for our customers, and our approach is supported by the strong spirit of our organisation. As such, we always strive for a timely delivery of faultless, secure and functional products and services that full the expectations and requirements of our customers.

**> [gpv-group.com](https://gpv-group.com)**



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GPV Cables AT (R)  
Rottenmann, Austria

GPV Electronics DK  
Aars, Denmark

GPV Mechanics DK  
Tarm, Denmark

GPV Electronics EE  
Elva, Estonia

GPV Electronics FI  
Lohja, Finland

GPV Electronics DE  
Hildesheim, Germany

GPV Cables SK  
Hlohovec-Šulekovo, Slovakia

GPV Electronics SK (H)  
Hlohovec-Šulekovo, Slovakia

GPV Electronics SK (N)  
Nova Dubnica, Slovakia

GPV Electronics SK (P)  
Piestany, Slovakia

GPV Electronics SE  
Västerås, Sweden

GPV Electronics CH  
Mendrisio, Switzerland

## **Asia**

GPV Electronics CN (B)  
Beijing, China

GPV Electronics CN (S)  
Suzhou, China

GPV Electronics TH  
Bangkok, Thailand

GPV Mechanics TH  
Bangkok, Thailand

GPV Electronics LK  
Kochchikade, Sri Lanka

## **The Americas**

GPV Electronics MX  
Guadalajara, Mexico