

Supplier Management >

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EnBW Business model

- > We are working energetically, with expertise and passion to make the energy revolution successful.
- > Sustainable supply reliability for humanity is very important to us in the process.
- > We help our customers profit from the new opportunities provided by the future of energy.
- > We are actively engaged for our customers and partners and invite participation.
- > We offer our customers quality and resourcefulness from Baden-Württemberg.



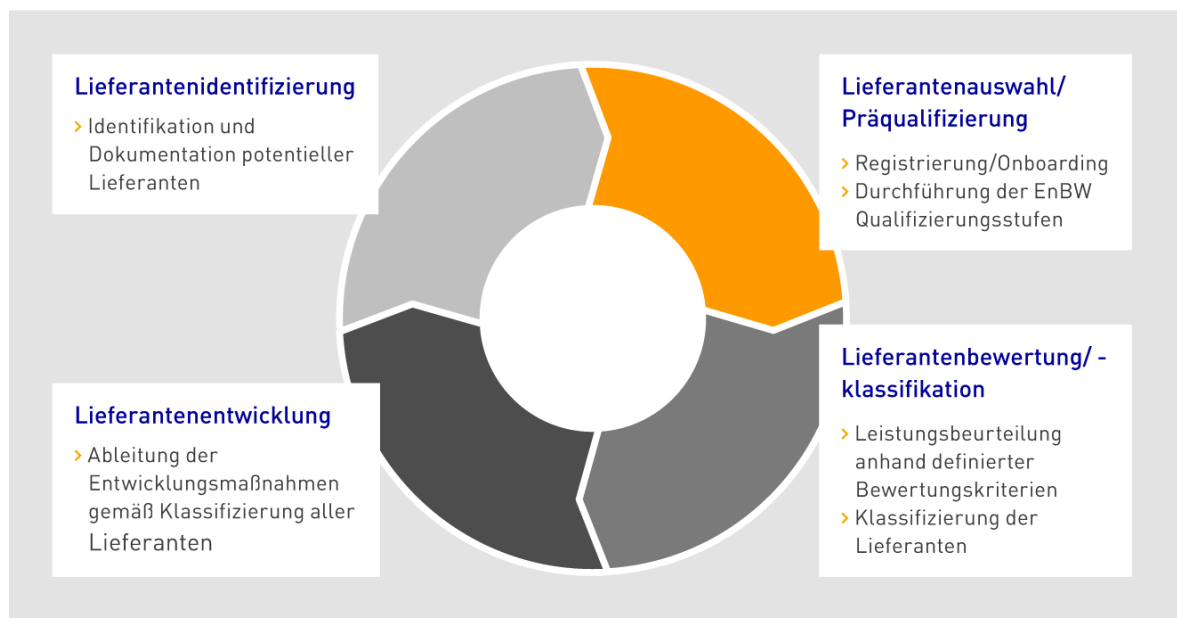
Supplier management



Our suppliers play an important role in our achieving a top position on the energy market. This requires concentrating on the best and top-performing suppliers who help us achieve this goal.

Supplier management requires successful collaboration between suppliers and EnBW, in order to make the performance of our suppliers transparent and to continue to optimise it together.

Overview of EnBW's supplier management process:



Our supplier management is effective across the company and anchored in the main IT-systems of the EnBW Group. It is a central component of our procurement strategy.

Supplier selection & pre-qualification

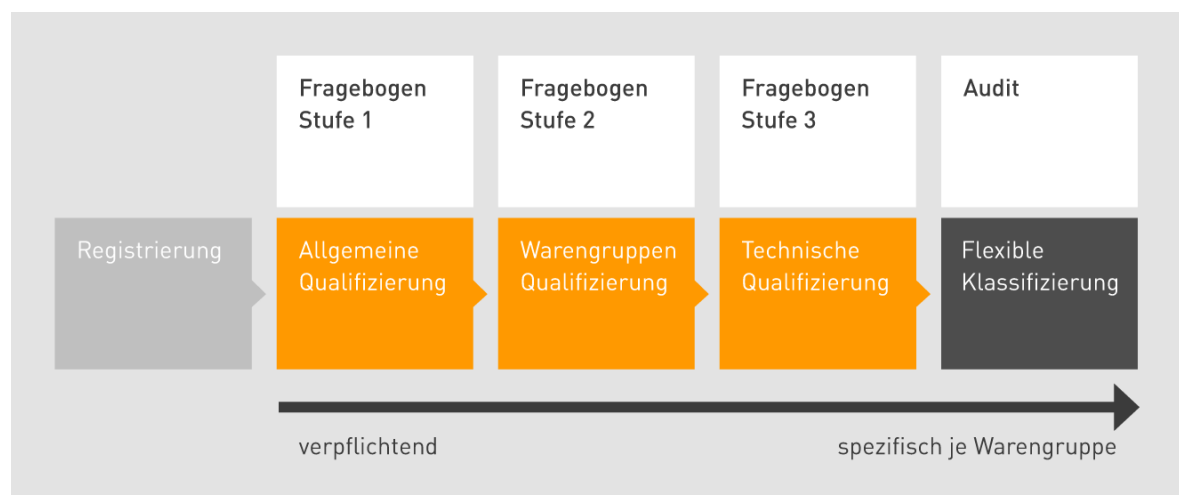


Sustainable procurement starts with careful selection of our business partners. "Big" and "small" suppliers can be selected equally.

In 2015, EnBW's central purchasing established a company-wide standardised and optimised pre-qualification process.

Our potential suppliers must present the sustainable measures they practice in the areas of data protection, quality management, environmental management, occupational safety and labour protection and how they are continuing to progress in these areas. Through the central documentation of certificates we ensure that all premises required for commissioning are actually satisfied.

Phased model of EnBW pre-qualification:



As of 2016, commissioning of over 20,000 € is the pre-qualification (minimum requirement: Questionnaire Level 1) that is mandatory for suppliers.

Supplier Portal & Supplier Self Services



We provide access to our convenient services for suppliers via our EnBW supplier portal at www.eportal.enbw.com.

Our service for suppliers:

- > Registration
- > Pre-qualification
- > Master data maintenance
- > Tendering and contract documents
- > Orders
- > Recording invoices
- > Recording rendered services



With the SAP SRM Supplier Self Service (SUS) we integrate our suppliers, who are active in specific merchandise groups, directly into the electronic order process.

Suppliers record their rendered services in our supplier portal and confirm these with EnBW.

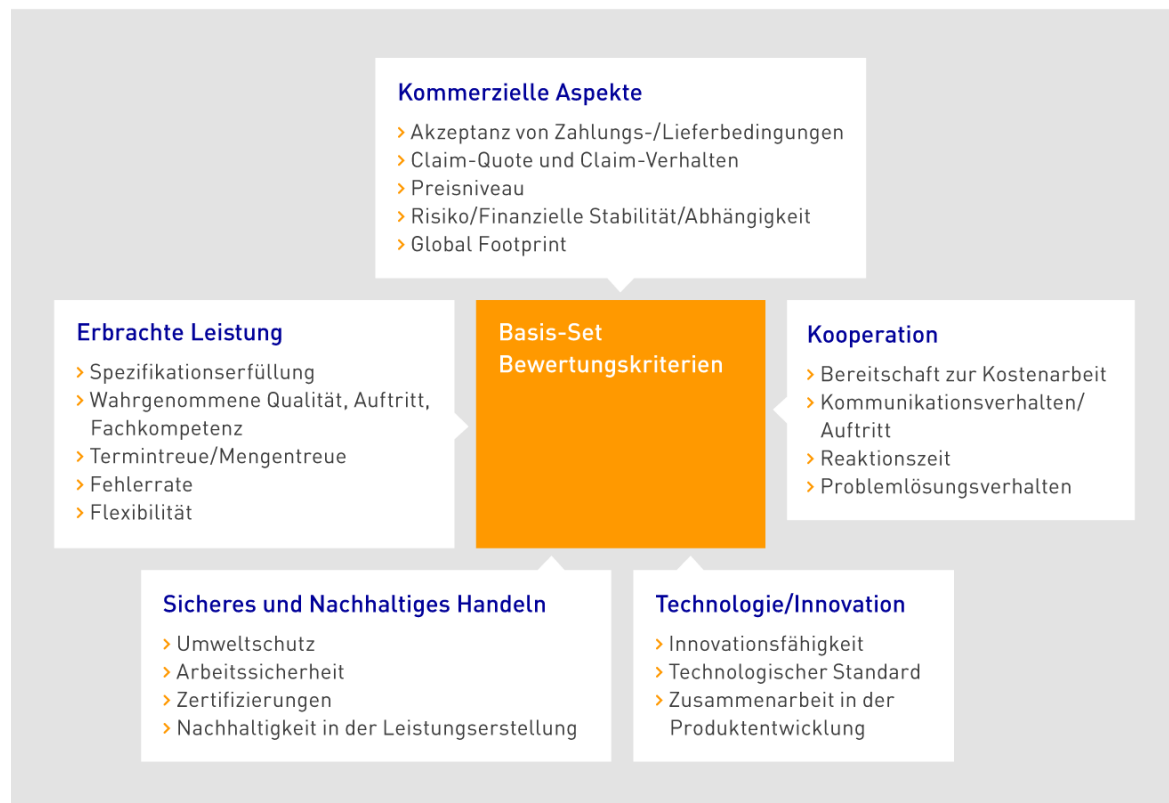
Supplier assessment



Selected suppliers are subject to an EnBW-internal, objective assessment by respective experts. In so doing, we assess various assessment criteria from five service categories depending on the merchandise group.

This way, excellent service from the best, but also lack of performance from badly rated suppliers, are communicated in a transparent and standardised manner. The results are the basis for arranging specific improvement targets between EnBW and its suppliers.

Assessment logic in the service categories and individual criteria:



Suppliers have the option of requesting their assessment status from EnBW as part of a supplier interview or during the supplier days.

Supplier development



We use the results from the supplier assessment and all audits to support our suppliers in targeted development. We invite them to the supplier days and/or to supplier interviews.

Together, we identify improvement targets and arrange measures and deadlines for implementation. If suppliers do not implement the arranged measures, we have the right to end the business relationship.

Various models of EnBW's supplier development:

- > Supplier-driven self-optimisation:
 - Suppliers optimise themselves independently based on a mutually determined goal, the progress of which is analysed and discussed in regular intervals
 - Ad hoc measures are implemented at short notice based on defined goals
- > Mutual improvement projects:
 - EnBW actively supports the development of suppliers, in other words, mutually determined measures are implemented by EnBW in collaboration with the suppliers.

We also look forward to your initiative hereby. Everyone is called on to contribute their knowledge, ideas and suggestions for optimising the supplier relationship and implementing it together with EnBW.

Contact partner



The following contact partners are available for all your professional and content-related questions.

For professional questions:

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For technical questions:

For technical issues, please contact the post office box of our central Purchasing Department

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