

Appendix 3 - Evaluation according the new evaluation system

Supplier Classification

		Segment: Pine/Spruce																																			
		Supplier number:		A.		B.		C.		D.		E.		F.		G.		H.		I.		J.		K.		L.		M.		N.		O.					
		Supplier name:																																			
		Supplier state(location):																																			
		Total notified segment current FY (€):		54 500 000																																	
		Related country notified segment FY (€):		9 000 000																																	
		Total notified supplier current FY-1 (€):				1 929 159		381 896		395 671		67 720		37 524		140 730		74 759		24 734		12 602		53 280		27 422		21 434		128 723		81 752		55 497			
		Supplier share related country FY (In %):				21,44%		4,24%		4,40%		0,75%		0,42%		1,56%		0,83%		0,27%		0,14%		0,59%		0,30%		0,24%		1,43%		0,91%		0,62%			
		Main supplied material/component:				round wood		round wood		round wood		round wood		round wood		round wood		round wood		round wood		round wood		chips		chips		dust		dust		chips					
		Supplier Involments other segments:																																			
	Weight	Weight (%)	Unit	Wished position	Category goal	Performance	Score	Performance	Score	Perform	Score	Performa	Score	Perform	Score	Performa	Score	Performa	Score	Performa	Score	Performa	Score	Perform	Score	Performa	Score	Performa	Score	Performa	Score	Performa	Score	Performa	Score		
Strategic fit	1	6,25%	Numeric 1-4			2,25	2	2,50	3	1,75	2	1,50	2	1,50	2	1,25	1	2,00	2	2,00	2	1,50	2	1,00	1	2,00	2	1,50	2	1,50	2	1,00	1	2,00	2		
Business model						2		2		2		2		1		1		2		2		2		1		2		1		2		1		2			
Values						2		3		1		1		2		2		2		2		1		2		2		2		1		1		2			
Growth						3		3		2		2		2		1		2		2		1		1		2		2		2		1		2			
Organisation & Competence						2		2		2		1		1		1		2		2		2		1		2		1		1		1		2			
Lowest price (DAP)			H011	95,00	100,80	95,00	4	100,51	3	102,52	2			97,39	3			106,14	2				105,00	2													
			H012, H013	86,00	82,51	86,00	4	92,77	1	94,55	1												105,00	1													
			H02	79,18	83,77	80,00	3	84,42	2	89,09	2	80,70	3			97,50	1			87,70	2	79,18	4	91,88	2												
			H03	74,60	75,94	74,60	4																														
			K011	73,64	100,80	95,00	3	100,03	3	73,64	4							106,20	2	104,85	2		105,00	2													
			K012, K013	94,14	82,51			94,14	4									87,45	4		104,60	1		105,00	1												
			K02	80,00	83,77	80,00	4										94,76	1		88,50	2																
			K03	0,00	75,94																																
			E01	85,91	86,23	91,85	2			95,00	1														85,91	4	99,57	1	95,00	1	97,39	1					
			E02	0,00	86,23																																
			E03	0,00	86,23																																
			F01	80,81	86,19	85,00	3			85,00	3																										
			F02	86,00	86,19																																
			F03	86,00	86,19																																
			X01	81,79	82,00	82,75	2																														
			X02	77,00	73,00																																
Lowest price (FCA)			H011	71,80	75,42	76,34	2	71,80	4	76,11	2			73,00	3			74,95	3																		
			H012, H013	66,13	73,19	67,33	3	66,13	4	67,79	3																										
			H02	55,86	71,08	57,00	3	56,05	3	55,86	4																										
			H03	53,73	65,80	53,73	4																														
			K011	73,88	75,42	76,17	2	73,88	4	99,41	1							75,14	3																		
			K012, K013	66,60	73,19			66,60	4																												
			K02	0,00	71,08																																
			K03	0,00	65,80																																
			E01	72,11	78,06																				72,11	4	85,54	2									
			E02	0,00	78,06																																
			E03	0,00	78,06																																
			F01	73,00	78,43																																
			F02	0,00	78,43																																
			F03	0,00	78,43																																
			X01	0,00	82,00																																
			X02	0,00	73,00																																
Lowest price (FCA)	4	25,00%					3		3		2		3		3		2		3		2		4		2		4		2		3		3		4		
Price development	4	25,00%	% Ongoing price development		96,67%	97,00%																															
FY15/FY14					92,00%	97,00%		98,36%		102,28%		99,14%		97,69%		96,37%		89,82%		99,66%		106,23%		91,09%		107,02%		85,70%		86,80%		103,77%		100,00%		109,38%	
Current year -2					96,00%	97,00%		108,70%						104,62%				122,22%		111,17%				107,80%		110,89%				125,98%		100,00%		90,75%			
Current year -3					102,00%	97,00%		102,17%						99,46%																	89,70%			88,01%			
Product Quality	1	6,25%	COPQ Purchasing YTD			0,00%	4	0	4	9,6%	1	6,2%	1	4,1%	2	2,7%	3	10,3%	1	15,0%	1	0,0%	4	4,1%	2	0,0%	4	0,0%	4	0,0%	4	0,0%	4	0,0%	4		
On time delivery (Q)	1	6,25%	Percentage dispatched on time		100,0%	102%	4	103%	4	95%	4	128%	4	94%	4	102%	4	105%	4	102%	4	90%	4	83%	3	119%	4	57%	1	191%	4	103%	4	70%	1		
MSS	2	12,50%			10,																																