

DAIMLER

Sourcing and Supplier Management

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Agenda

1 Daimler Operating Model

2 Sourcing and Supplier Management Processes

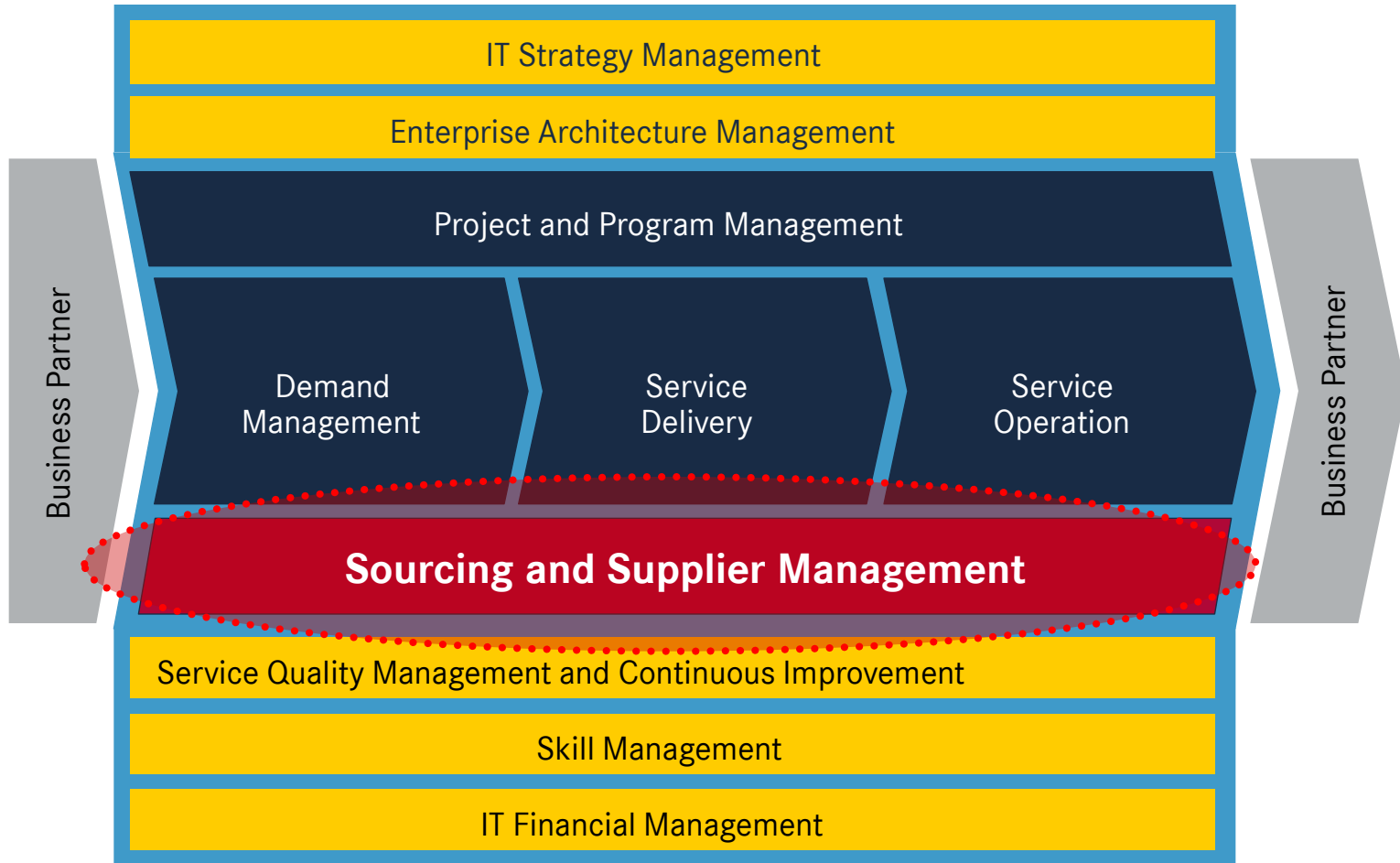
3 Sourcing Strategy

4 Supplier Strategy

5 Engagement Model

6 Supplier Quality Management

The Daimler IT Strategy built on one Operating Model



> Common processes & tools are the basis to improve IT's efficiency & effectiveness

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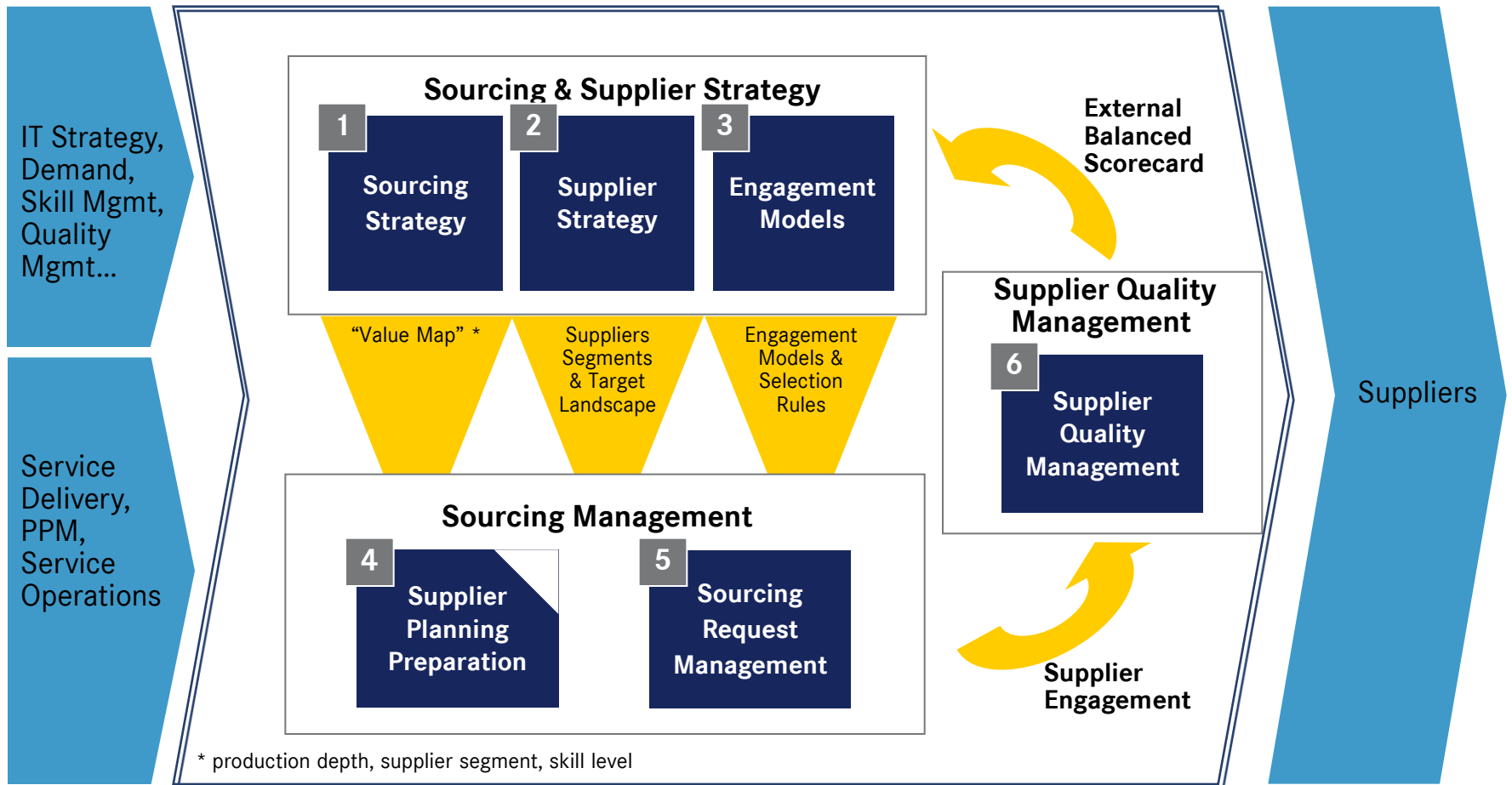
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Sourcing and Supplier Management Processes



The Sourcing & Supplier Management Processes are highly integrated and produce major relevant deliverables to support the IT Operating Model.

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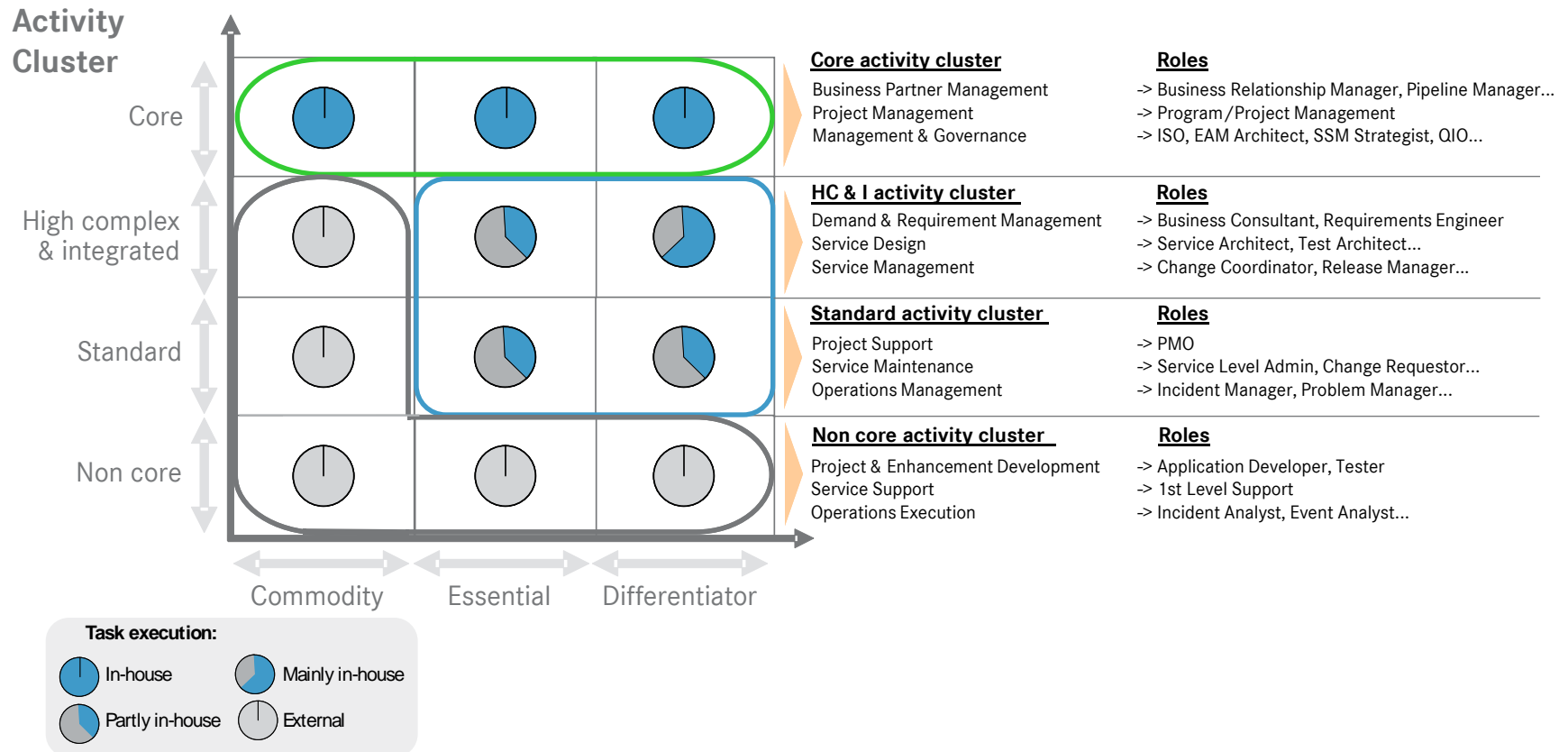
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Sourcing Strategy

“Value Map” In-house Production Depth for Task Execution



The Value Map is a two dimensional matrix that can be used to visualize the in-house production depth.

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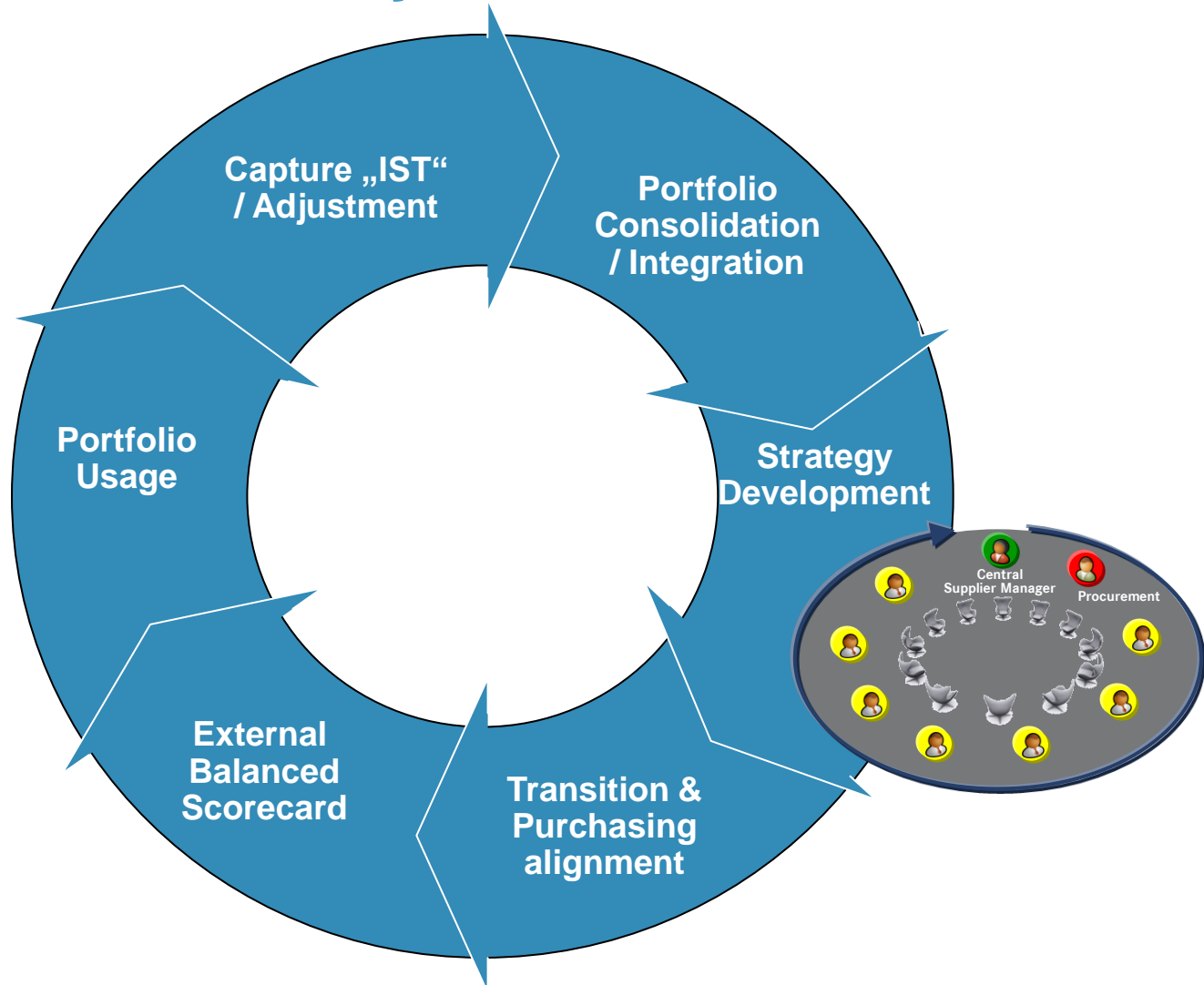
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Supplier Strategy

Supplier Portfolio Control-Cycle



Supplier Strategy Consolidated Supplier Portfolio

Organisation	Supplier type	11 Technology Main-Cluster based upon IT Technology Roadmap							Managed Services			
		Application Development	Data Management	Business Packages	...	Systems Management	Telecom- munications	Application Maintenance Services	...	User Helpdesk	Operations Full-Service	
Central Managed	A 60% Volume 	Supplier 1 -volume Supplier 2 -volume Supplier 3 -volume Supplier 4 -volume Supplier N -volume 20 Supplier										
		20 Segments x 20 Supplier = 400 Supplier										
	B 15% Volume 											
		C 5% Volume	Managed C Supplier¹ (max per release order)									

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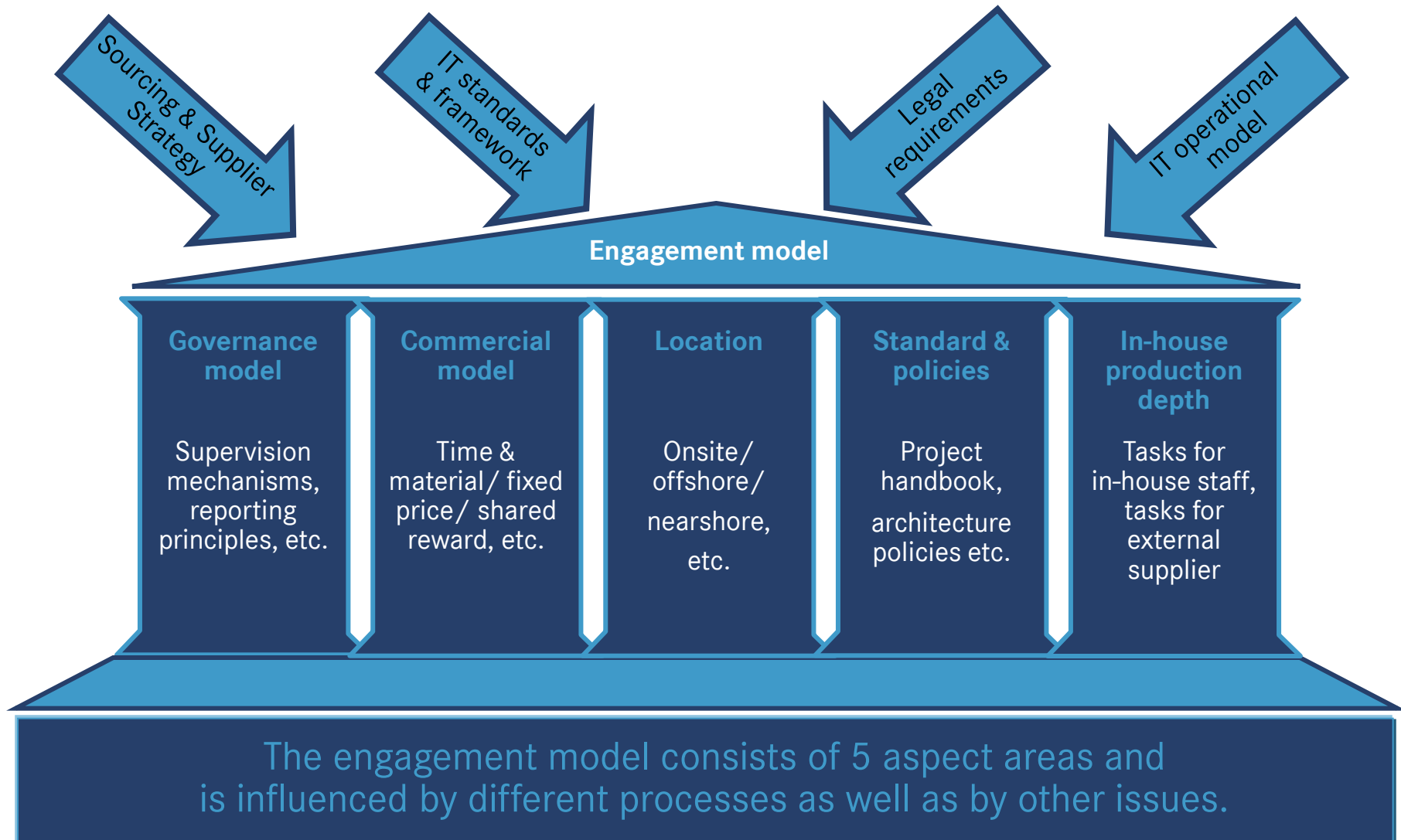
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Engagement Model



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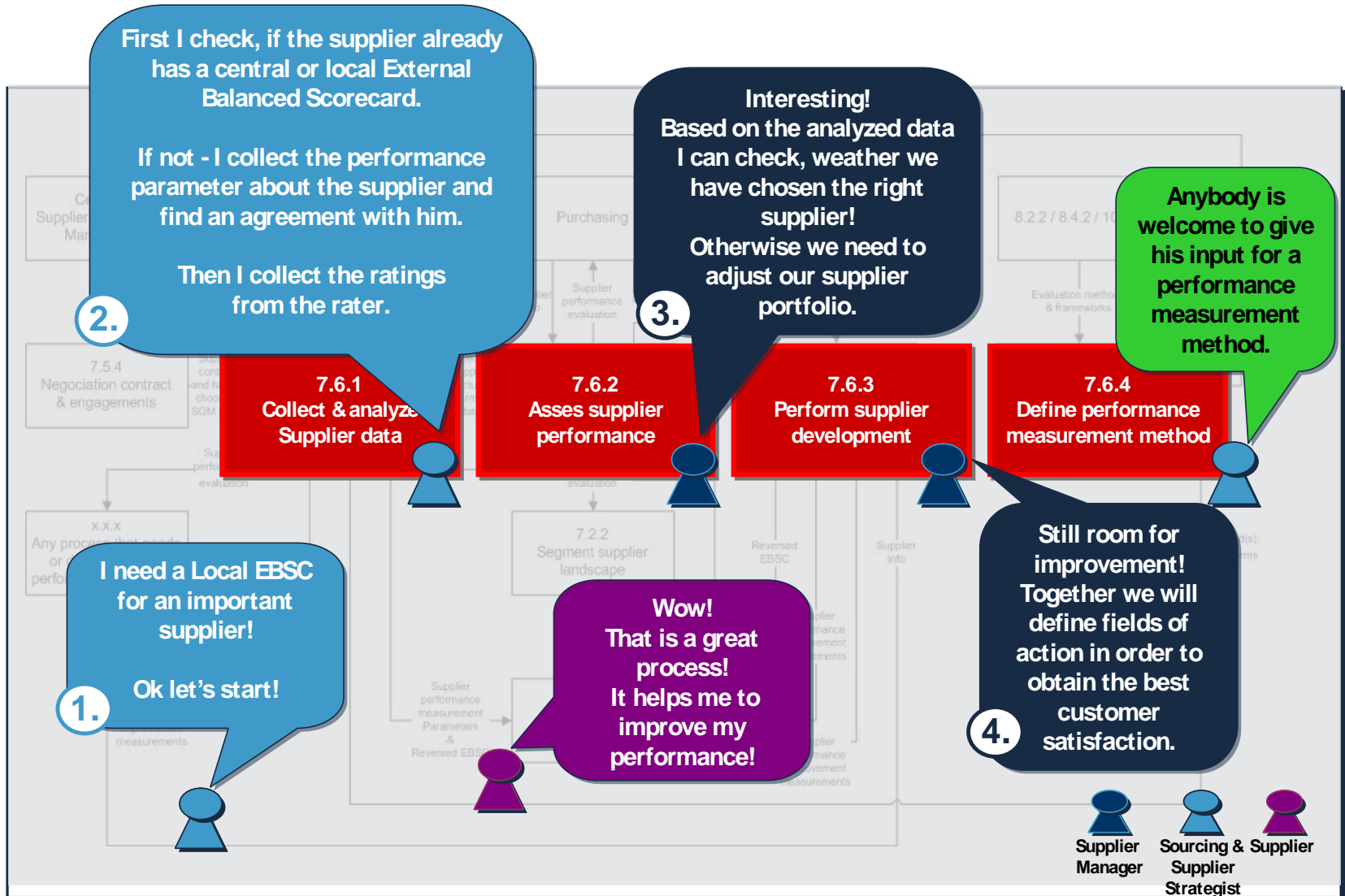
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Supplier Quality Management



Thank you for your attention!

