

DELPHI

Supply Management

Buyer:	
DELPHI DELCO AUTOMOTIVE SYSTEMS LLC DELPHI ELECTRONICS & SAFETY DIVISION PO BOX 9005 KOKOMO, IN 46904	

Purchase Order	
PO Number	Date Issued
45002696	07/28/2003
Version 07/28/2003 12:07:28	

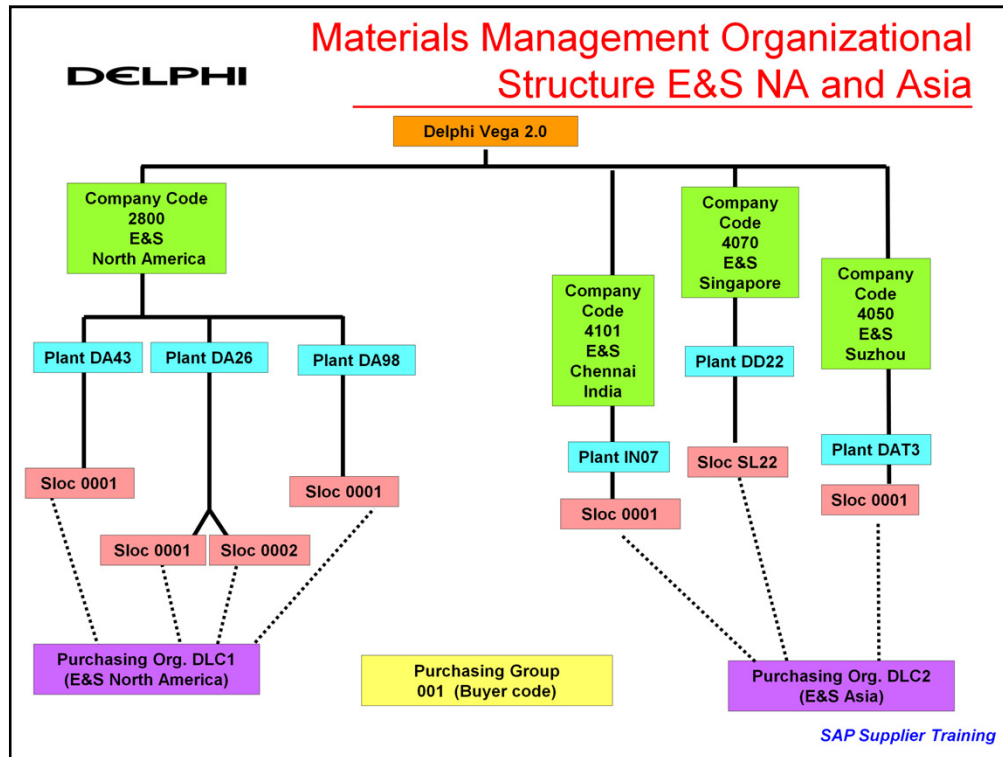
Requirements Contract	
PO Number	Date Issued
550002012	07/24/2003
Version 07/28/2003 12:06:59	

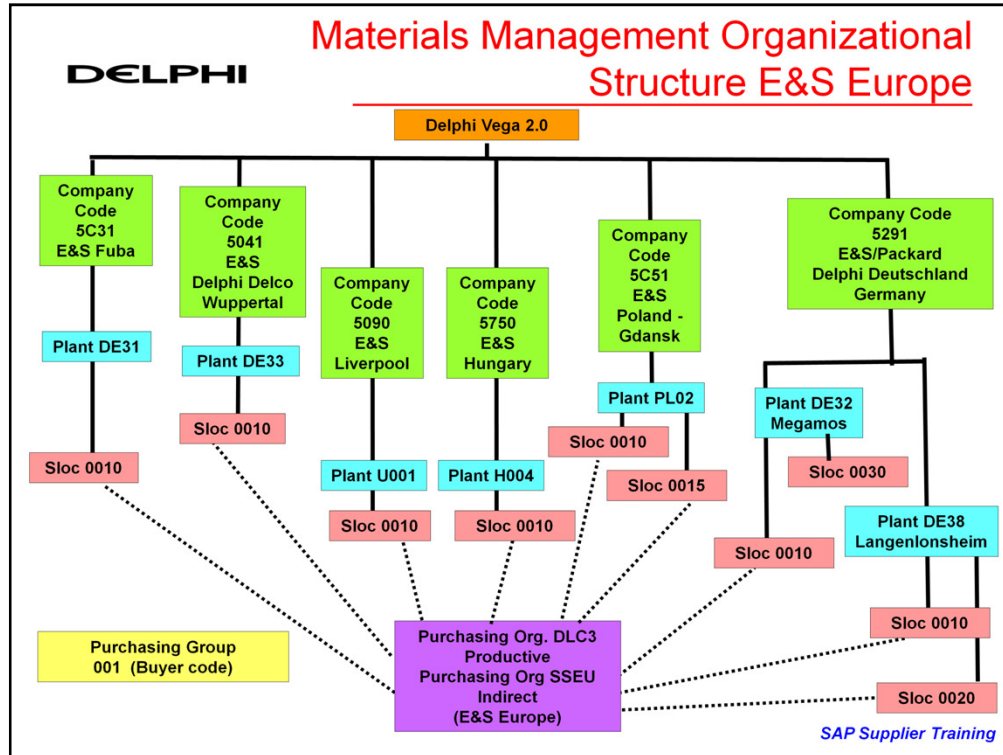
Vendor No:	1001461
DUNS No:	999999999

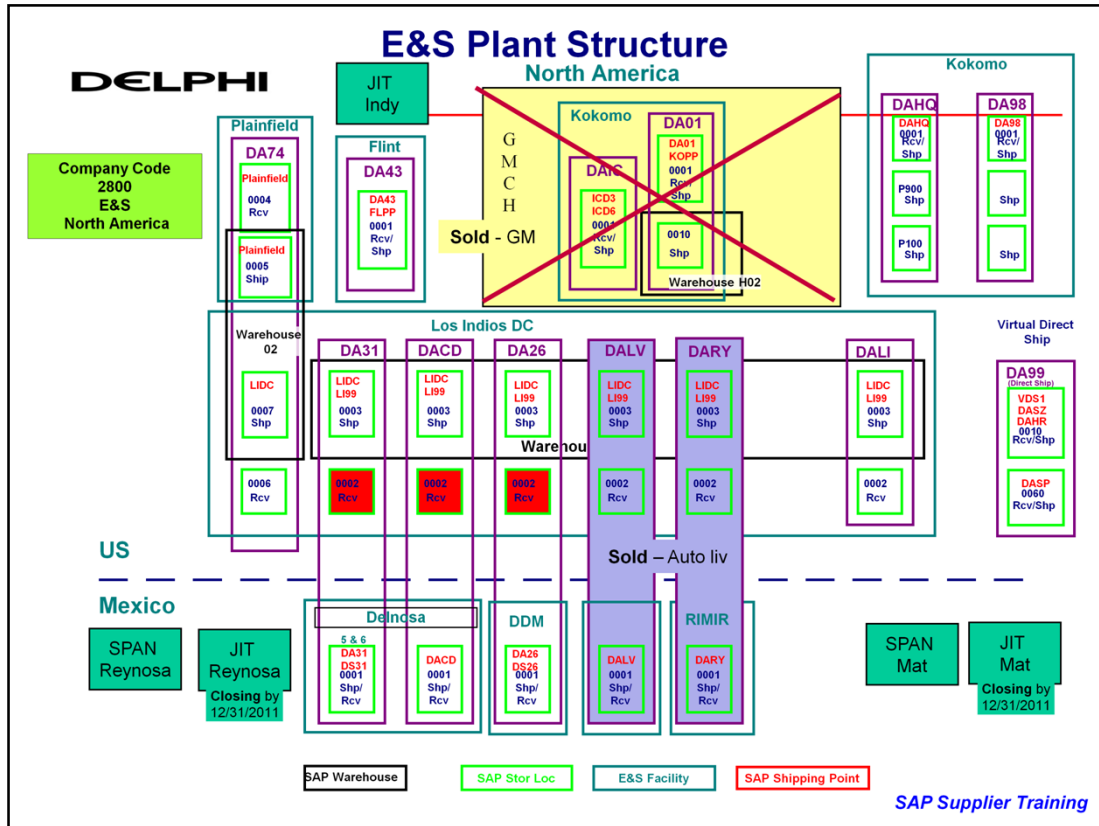
Deliver to:
DELPHI D KOKOMO Plants 6,7,8,9 2033 East Boulevard KOKOMO, IN 46904-9005

SAP Supplier Training

This module in this training presentation will focus on the Supply Management.

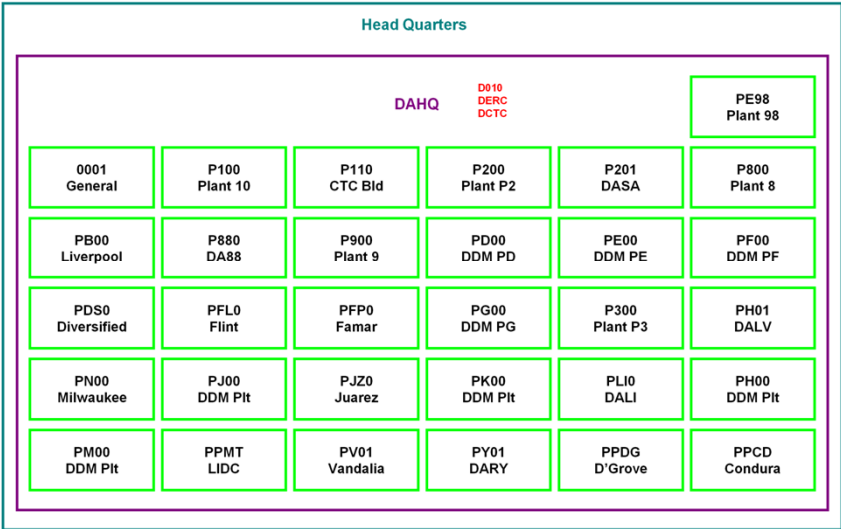






DELPHI

E&S Prototype Structure

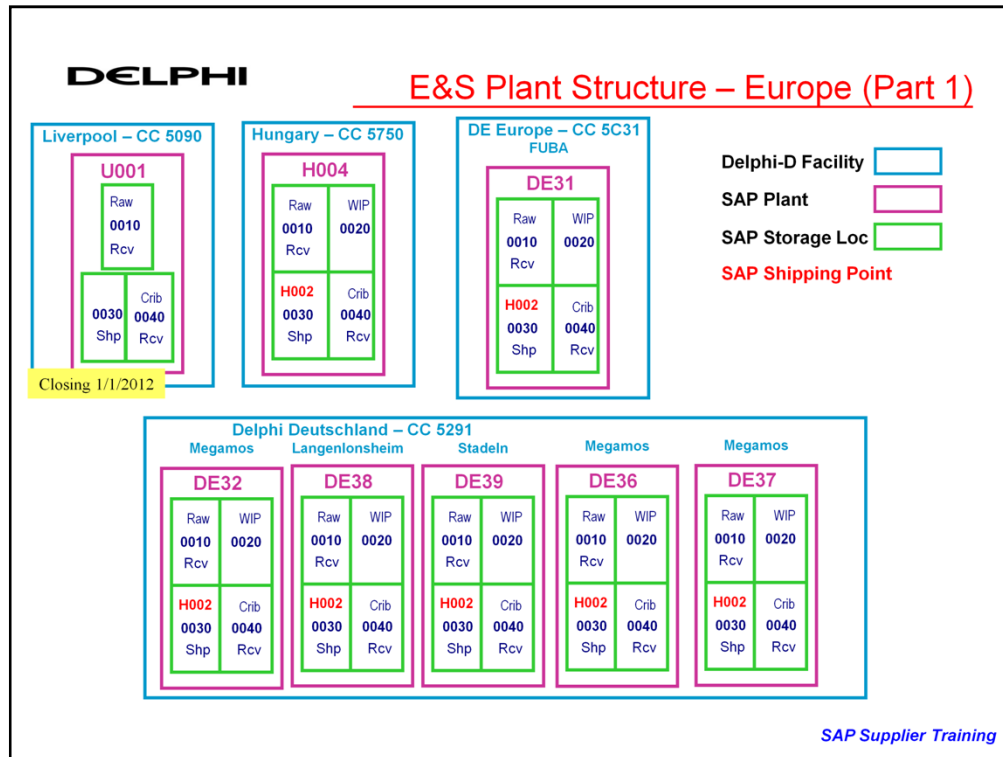


SAP Stor Loc

E&S Facility

SAP Shipping Point

SAP Supplier Training



DE32 – Megamos – main plant

DE36 – Megamos – Direct Ship from Hungary with VAT

DE37 – Megamos – Direct Ship from Hungary without VAT

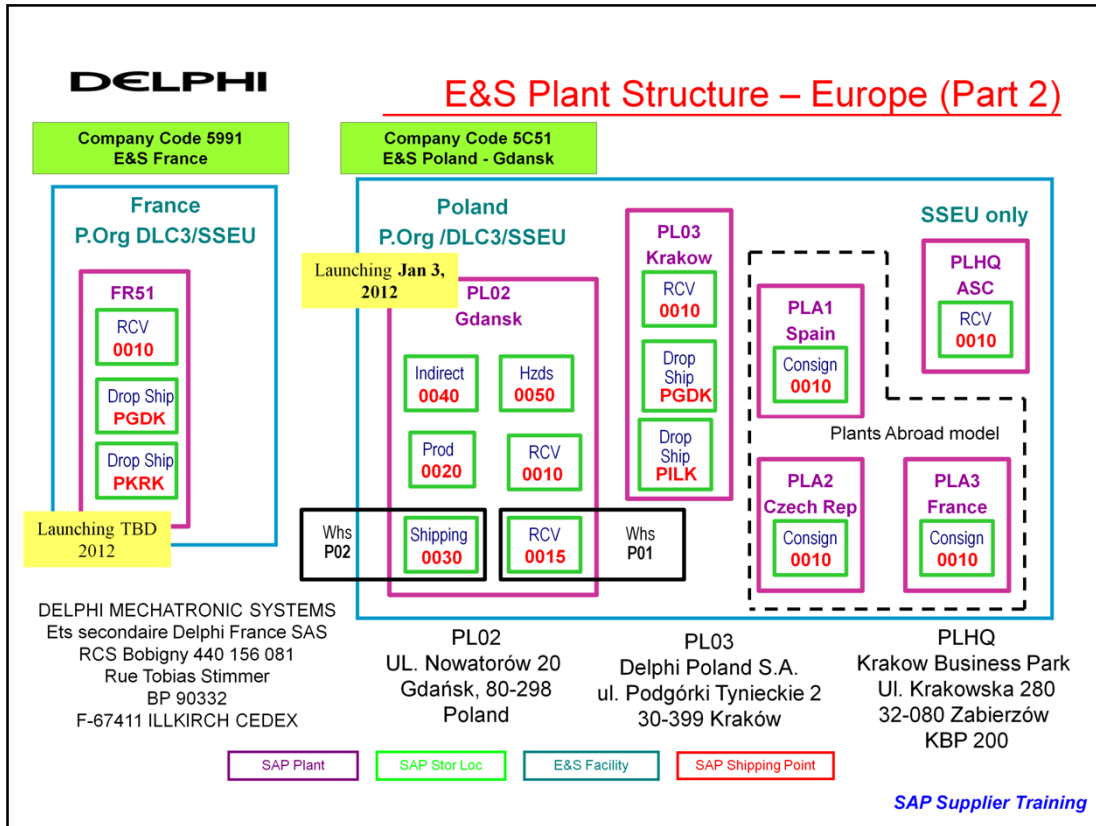
DE38 – Langenlonsheim Plant

DE39 – Stadeln Plant

Note: This company code is a mixed divisional company code

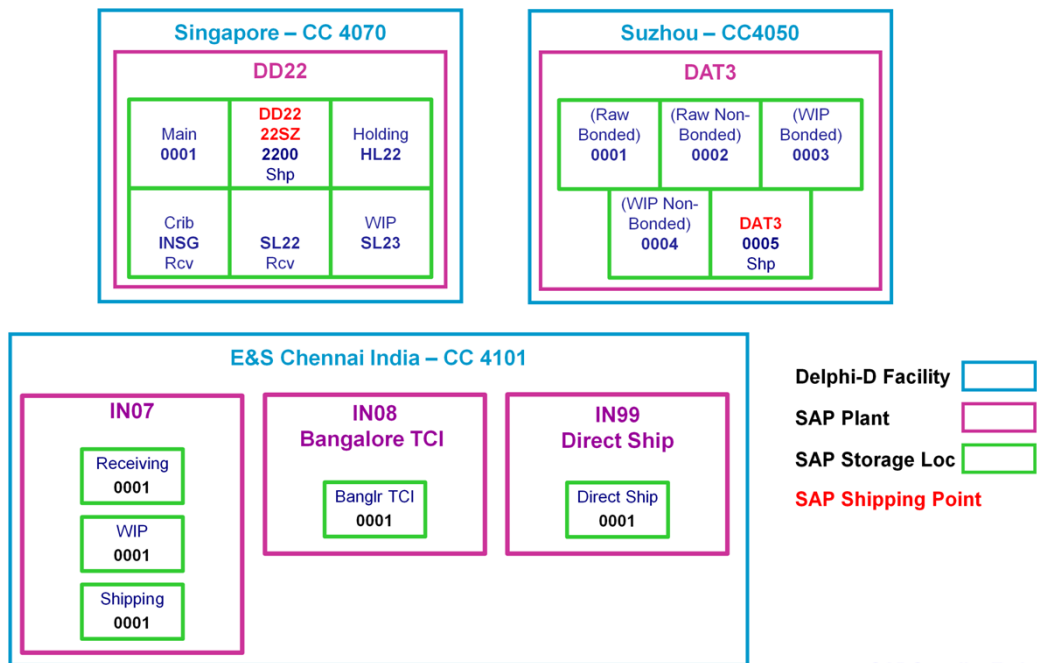
All E&S productive orders are to be done under Purchasing Org – DLC3

All Packard productive orders are to be done under Purchasing Org – DPE3

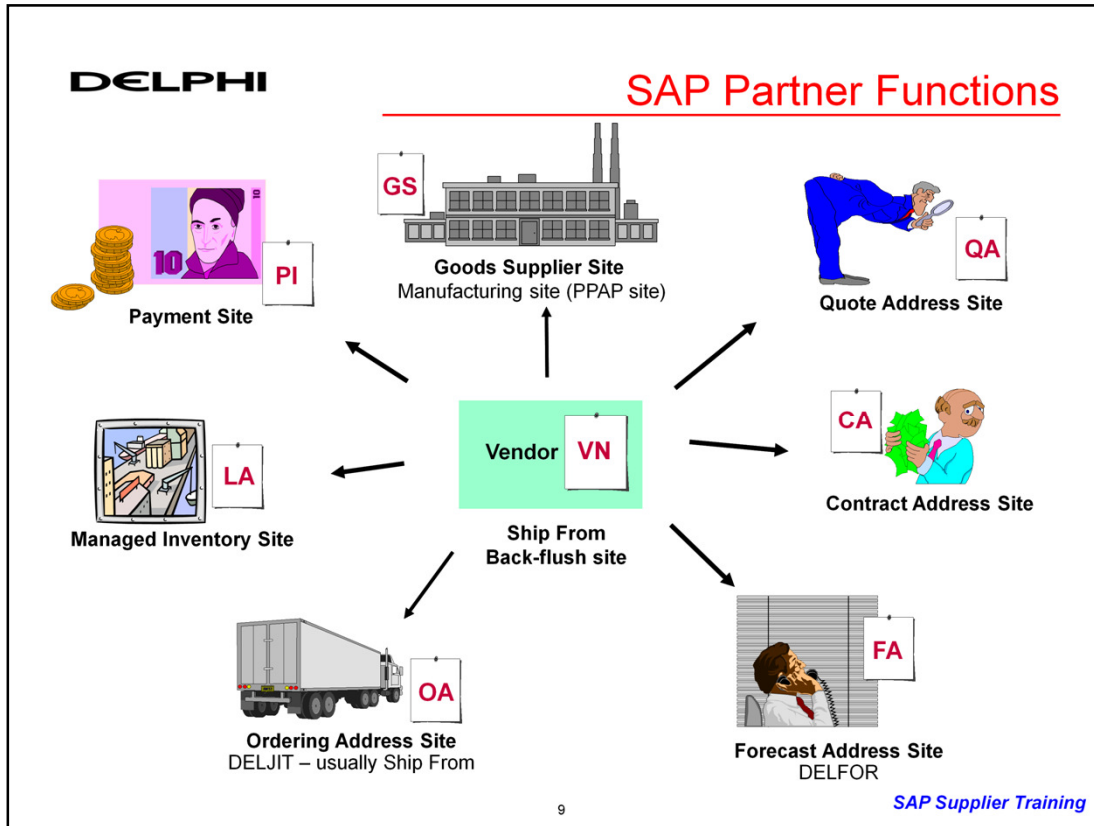


DELPHI

E&S Plant Structure – Asia Pacific



SAP Supplier Training



The buyer provides the necessary information to the Vendor Master to insure the partner functions are updated correctly. Partner roles define the rights and responsibilities of each partner in a business transaction. Important to understand these functions so orders are set up correctly.

- ✧ **VN: Vendor** (In the middle of the graphic)
This is where the back-flush is controlled.
 - ✧ **GS: Goods Supplier** (Directly above vendor)
This is the manufacturing site - PPAP site.
 - ✧ **QA: Quote Address** (Moving Clockwise)
This is the address where the quote is to be sent.
 - ✧ **CA: Contract Address**
This is the address where the contract is to be sent – this is also the site that is sent in the old DACOR interface for matching to a payment site.
 - ✧ **FA: Forecast Address**
This is the address that receives the DELFOR (schedule).
 - ✧ **OA: Ordering Address**
This is the address where the DELJIT is sent. This is usually the ship from location.
 - ✧ **LA: Vendor Managed Inventory**
Additional Forecast Address – DELFOR – VMI – Vendor Managed Inventory (Warehouse).
 - ✧ **PI: Invoice Presented By**
This is the payment site (set up by Finance for SAP Accounts Payable).
- NOTE:** Changes to the VN, OA and/or CA require Supply Management to issue a new scheduling agreement or spot buy.




DELPHI
Partner Function Form

If modification, explain what needs changed:

ADDRESS	PLEASE FILL IN ALL FIELDS BEFORE SUBMITTING THE FORM		
<input type="checkbox"/> Ship From (VN) <input type="checkbox"/> DELFOR - Forecast (FA) <input type="checkbox"/> Contract (CA) <input type="checkbox"/> Manufacturing (GS) <input type="checkbox"/> DELJIT - Releases (OA) <input checked="" type="checkbox"/> Remit To (PI)			
Corporate Name:	REQUIRED		
Division Name:	OPTIONAL		
Currency**:	REQUIRED	Trading Partner	TO BE FILLED IN BY PVMC
Duns Number:	REQUIRED	District:	OPTIONAL
Street:	REQUIRED		
City:	REQUIRED	Province/State/Region:	REQUIRED
Country:	REQUIRED	Postal Code:	REQUIRED
PO Box:	OPTIONAL	PO Box Postal Code:	OPTIONAL
Mode of transportation:	N/A FOR NORTH AMERICA	Country Postal Code:	OPTIONAL
Telephone:	OPTIONAL	Incoterm:	REQUIRED FOR VII
Fax:	OPTIONAL	Incotext:	REQUIRED FOR VII
Payment Terms:	REQUIRED	Packard/Saginaw/Source	
		Legacy Sending Code	
EDI Contact (name/phone/email):	REQUIRED IF VII, OA OR FA SITE FOR PRODUCTIVE VENDORS		

****Mechatronics vendors to be paid only in USD**



Attached is the form the Buyer must provide the Vendor master personnel for Vendor setup.

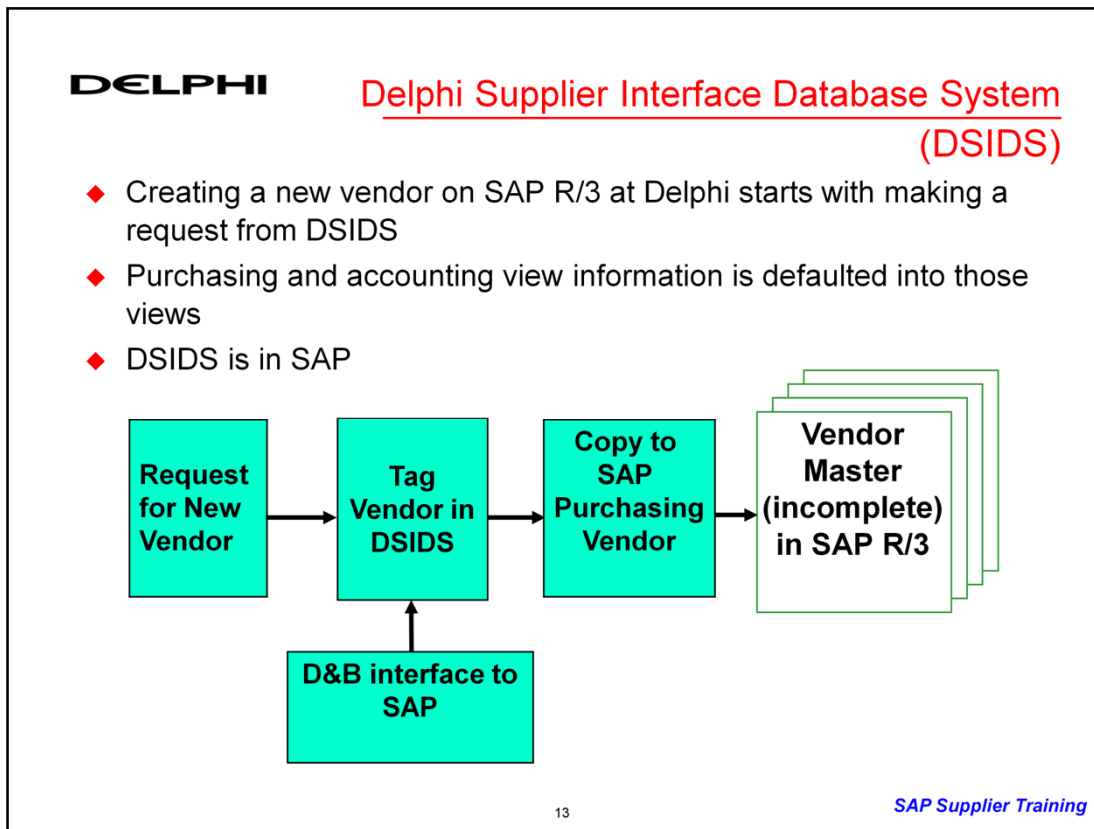
The Buyer may ask for the Supplier to provide this information for new site set up.

DELPHI

Partner Functions

<u>EDI Message</u>	<u>Partner Function</u>	<u>Comments</u>
DELFOR	FA, LA	EDI 830 Forecast Schedule
DELJIT	OA	EDI 862 Ship Schedule
ORDERS	OA	EDI 850 to suppliers for spot buys
ORDCHG	OA	EDI 850 change to suppliers for change in spot buys
DESADV	VN	EDI 856 inbound ASN from the supplier, uses VN DUNs from DELJIT
CONTRL	--	EDI 997, acknowledges ASN, either good or bad. Is returned to the sender of the DESADV.
APERAK	VN	Returns SAP posting errors from ASN to the supplier
RECADV	VN	Message to supplier confirming Delphi Receipt of Goods
GENRAL	VN	EDI 864 text message

This page shows how the SAP Partner Functions relate to EDI.



Delphi Supplier Interface Database System (DSIDS).

DSIDS is DUNS based. **If you have changes to your address you must contact Dunn & Bradstreet (D&B) because D&B feeds DSIDS. This will update our SAP system automatically.**

NOTE: The DSIDS person may contact the supplier to resolve SAP load issues. D&B does not always have complete information.

For example:

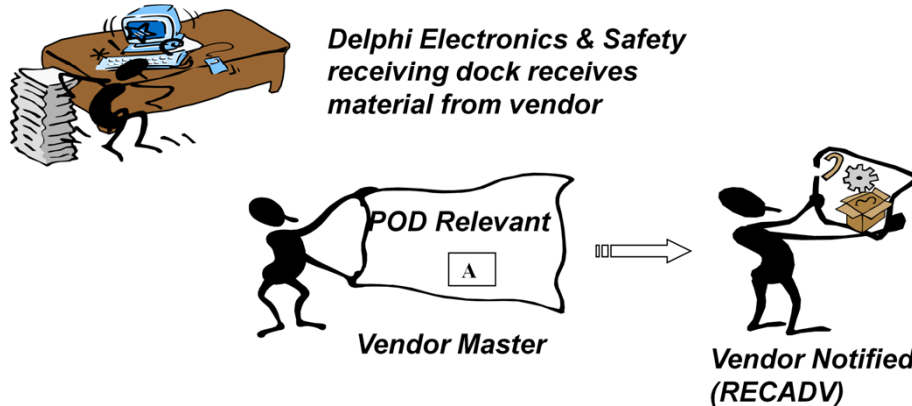
The jurisdiction the vendor is located in. Jurisdiction is the identification of which county a vendor is located in. This information is used for taxation purposes and required.

SAP system needs accurate postal code information.

DELPHI

Proof of Delivery

- ◆ Supplier will receive RECADV (receipt advice message) from Delphi Electronics & Safety when receipt is completed
- ◆ Supplier is expected to have process in place to feed back receiving issues



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SAP Supplier Training

If the Proof of Delivery (POD) setting is set to “A”, then the Supplier will receive a notification of receipt when receiving is done.

Activating the POD Relevant function will send notification (RECADV) to the Vendor identifying the amount of material received assuming the Supplier is EDI.

The POD is created at the point of receipt (not with a DESADV (ASN) receipt).

The RECADV is sent when the goods are received.

NOTE:

To proactively eliminate payment discrepancies --

RECADV discrepancies (or the failure to receive the RECADV from the DESADV / ASN), must be addressed by contacting the Delphi-E&S point of receipt within ten days to resolve.

Indirect orders do not have ASN functionality and thus no Proof of Delivery.

DELPHI

Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

#1 -- Buyer: Delphi legal entity

Requirements Contract
 PO Number 550002012 Date Issued 07/24/2003
 Version 07/28/2003 12:06:59

#2 -- Requirements Contract: Unique Supplier Management document number

Please deliver to:
See Delivery Schedule

#3 -- Delphi deliver to location:
 Identifies the Delphi address to which the vendor will be shipping the material. For any plants besides DA99, DE36, and DE37, the delivery to address will print on the order

DELPHI

Delco Electronics Systems
Page 1 of 3

Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

Requirements Contract
 PO Number 550002012 Date Issued 07/24/2003
 Version 07/28/2003 12:06:59

Please deliver to:
See Delivery Schedule

Vendor No: 1001461
DUNS No: 999999999
Payment Terms: 2/2N/2 **Currency:** USD
 Payment settled on 2nd, 2nd Month
Incoterms: FCA-Freight Forwarder's Dock

Item No.	Material No.	Description	Plant
00010	14391914	DELPHI D KOKOMO Plant	6,7,8,9
CAP- (RM, 4, 70P, 15V20N) *Valid from 07/24/2003 to 12/31/2003 *Valid to 01/01/2004 to 12/31/2004 *Unit Price 73.00 USD 1,000 PC *Unit Price 73.99 USD 1,000 PC This Requirement Contract is for 100% unless otherwise specified.			

Notes:
 Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, by clicking on the "Supplier" in the header.
 Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PPAP) Manual. The Production Part Approval Process Manual is available from ALAG (410-316-3007) and the SPDP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.
Toxic:
 Restricted, toxic, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials, as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the vehicle product and the manufacturing processes. (Refer also to Terms and Conditions No. 3 Inadequate Disclosure and Special Warnings Instructions)

Purchasing Contact: Buyer, Ima
Phone: 765-451-0910
Fax: 765-451-0238

Contact Address:
 Delphi Delco Electronics Systems
 One Corporate Center MCCTCLLM
 KOKOMO IN 46904

Date and Time Printed: 07/28/2003 12:06:59

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SAP Supplier Training

#1 -- Buyer is the Delphi legal entity responsible for the Requirements Contract (RC). This RC could also be referred to as the Scheduling Agreement.

#2 -- Requirements Contract:

- Date Issued – The date the requirements contract is issued.
- Version – The date stamp of the revision change. This will replace the Purchase Order Amendment (POA).

#3 -- Deliver to:

- For the RC, this address will be provided unless the item is Direct Ship (DA99, DE36 and DE37).
- For DA99, DE36, and DE37 orders the delivery to will be provided in the EDI only.

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 SAP Supplier Training – Supply Management
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DELPHI

ABC Supplier
 C/O DEF Supplier
 127 East Boulevard
 KOKOMO IN 46902

#4 -- Supplier Contract location name and address: Identifies the address to which the contract is to be sent

Vendor No: 1001461
 DUNS No: 999999999

#5 -- Supplier Ship From DUNs number:
 The vendor number represents the internal SAP number of the location the supplier ships from (VN partner function). The DUNs Number is the DUNs for the contract location (CA Partner Function)

Payment Terms: ZMN2
 Payment settled on 2nd, 2nd Month

#6 -- Specified payment terms: Represents the terms Delphi-E&S has agreed to pay

Requirements Contract

DELPHI
 Delco Electronics Systems
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Requirements Contract

Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

PO Number: 550002012
Date Issued: 07/24/2003
Version: 07/28/2003 12:06:59

Please deliver to:
See Delivery Schedule

ABC Supplier
 C/O DEF Supplier
 127 East Boulevard
 KOKOMO IN 46902

Vendor No: 1001461
DUNS No: 999999999
Payment Terms: ZMN2
Currency: USD
 Payment settled on 2nd, 2nd Month
Incoterms: FCA-Freight Forwarder's Dock

Item No.	Material No.	Description	Plant
00010	14391914	DELPHI D KOKOMO Plant	6,7,8,9
		CAP-BM, 4, 70P, 35V20N	
		Valid From	Valid To
		07/24/2003	12/31/2003
		01/01/2004	12/31/2004
		Price	Unit Price
		75.00	1.000
		73.99	1.000

This Requirement Contract is for 100% unless otherwise specified.

Notes:
 Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, by clicking on the "Supplier" in the header.
 Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PPAP) Manual. The Production Part Approval Process Manual is available from ALAG (410-316-5007) and the SPDP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.
SPDP / PPAP:
 Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PPAP) Manual. The Production Part Approval Process Manual is available from ALAG (410-316-5007) and the SPDP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.
Toxic:
 Restricted, toxic, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials, as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the vehicle product and the manufacturing processes. (Refer also to Terms and Conditions No. 3, Instructions, Disclosures and Special Warnings Instructions)

Purchasing Contact: Buyer, Ima
Phone: 765-451-0910
Fax: 765-451-0238

Contact Address:
 Delphi Delco Electronics Systems
 One Corporate Center MCTTCLLM
 KOKOMO IN 46904

Date and Time Printed: 07/28/2003 12:06:59

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SAP Supplier Training

Vendor # is the VN SAP number, the ship from vendor number, in SAP.
 DUNs # is the CA (supplier contract) DUNs number.

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DELPHI

Currency: USD

Currency
USD
USD

#7 -- Currency: Represents the currency Delphi-E&S will pay for a specific material number

Incoterms: FCA-Freight Forwarder's Dock

#8 -- Incoterms: Shipping terms (delivery/freight) Delphi-E&S has agreed to for shipping

Item No.	Material No. Description
00010	16191914 "CAP-SM, 4.7UF, 35V20%"

#9 -- Material Number and Description: The number that uniquely defines the goods being ordered

Price	Price Unit	UOM
75.00	1,000	PC
73.99	1,000	PC

#10 -- Price and Unit of Measure specifications:
Price represents the price effective during the period in the price valid from and valid to fields. **UoM** is the unit of measure in which the material is procured.

Requirements Contract

DELPHI Delco Electronics Systems
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Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

Requirements Contract
 PO Number: 550002012
 Date Issued: 07/24/2003
 Vendor: 07/28/2003 12:06:59

*Please deliver to:
See Delivery Schedule*

ABC Supplier:
 C/O D&S Supplier
 127 East Boulevard
 KOKOMO IN 46902

Vendor No: 1001461
DUNS No: 999999999
Payment Terms: 2/20/2
Currency: USD
 Payment settled on 2nd, 2nd Month
Incoterms: FCA-Freight Forwarder's Dock

Item No.	Material No. Description	Plant
00010	16191914 "CAP-SM, 4.7UF, 35V20%"	DELPHI-KOKOMO Plant: 6,7,8,9

COUNTRY	PRICE	PRICE UNIT	UOM
07/24/2003	75.00	1,000	PC
01/01/2004	73.99	1,000	PC

This Requirement Contract is for 100% unless otherwise specified.

Notes:
 Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, by clicking on the "Supplier" in the header.
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 Toxic, flammable, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials, as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the vehicle product and the manufacturing processes. (Refer also to Terms and Conditions No. 8, Instructions, Disclosures and Special Warnings Instructions)

Purchasing Contact: Buyer, Ima
 Phone: 765-451-0910
 Fax: 765-451-0238

Contact Address:
 Delphi Delco Electronics Systems
 One Corporate Center MCCTCLLM
 KOKOMO IN 46904

Date and Time Printed: 07/28/2003 12:06:59

7 There should not be a mismatch of currency

#9 -- It is important to know that the Price Unit is per 1000 for production orders.
The line items will be listed as 00010, 00020 etc

Note: Indirect orders will continue to use Price Unit as 1.

DELPHI
Requirements Contract

Valid From	Valid To	Currency	Price
08/18/2003	12/31/2004	USD	105.99
Quota Valid From	Quota Valid To	Quota %	
08/18/2003	12/31/2004	80.0	

This Requirement Contract is for 100% unless otherwise specified.

Delco Electronics Systems
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Requirements Contract
 PO Number: 550002012
 Date Issued: 07/24/2003
 Version: 07/28/2003 12:06:59

Please deliver to:
See Delivery Schedule

ABC Supplier
 C/O DSI Supplier
 127 East Boulevard
 KOKOMO IN 46902

Vendor No: 1001461
 DUNS No: 999999999
 Payment Terms: 2/2N/2
 Currency: USD
 Payment settled on 2nd, 2nd Month
 Incoterms: FCA-Freight Forwarder's Dock

Item No.	Material No.	Description	Plant
00010	14331914	DELPHI D KOKOMO Plant	6-7-8-9

Valid From	Valid To	Currency	Price	Price Unit	LOM
08/18/2003	12/31/2004	USD	105.99	1.000	PC
Quota Valid From	Quota Valid To	Quota %			
08/18/2003	12/31/2004	80.0			

This Requirement Contract is for 100% unless otherwise specified.

Notes:

Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, (by clicking on the "Suppliers" in the header).

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SPAP / PPAP: Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PPAP) Manual. The Production Part Approval Process Manual is available from ALAG (410-316-3007) and the SPDP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.

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Notes:

Restricted, toxic, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials, as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the

Purchasing Contact: Buyer, Ima
 Phone: 765-451-0910
 Fax: 765-451-0238
 Date and Time Printed: 07/28/2003 12:06:59

#11 -- Percentage of business: Identifies the percentage of the business allotted a particular Supplier

#12 -- Notes:
Contract legalities and clauses

#13 -- Purchasing contact: Buyer (name, phone number, fax number, address) responsible for the particular material number and subsequent Supplier Management documents.

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Purchasing Contact: Buyer, Ima
 Phone: 765-451-0910
 Fax: 765-451-0238
 Date and Time Printed: 07/28/2003 12:06:59

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SAP Supplier Training

#11 – The percent of business if less than 100% is shown here.

#12 – The directions on where to find Delphi Electronics & Safety terms and conditions are found in NOTES:

#13 – Buyer of Record

DELPHI

Purchase Order
 PO Number: 45002696 Date Issued: 07/28/2003
 Version: 07/28/2003 12:07:28

#1 – Purchase Order: Unique Supplier Management document number

Deliver to:
 Delphi D KOKOMO Plants 6,7,8,9
 2033 East Boulevard
 KOKOMO IN 46904-9005

#2 -- Delphi deliver to location: Identifies the address to which the vendor will be shipping the material

Currency: USD

#3 -- Currency: represents the currency Delphi-E&S will pay for a specific material number

Price	Price Unit	UOM
100.50	1,000	PC
100.50	1,000	PC

#4 -- Price and Unit of Measure specifications: Price represents the price effective for the delivery date listed

DELPHI Delco Electronics Systems
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Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

2

Purchase Order
 PO Number: 45002696 Date Issued: 07/28/2003
 Version: 07/28/2003 12:07:28

1

Vendor: 1001461
 DUNS No: 999999999
 Payment Terms: 2002
 Incoterms: FCA-Freight Forwarder's Dock

3

Item No.	Material No.	Description	Total Order Quantity	Plant																														
00010	16192000	*CAP-SM, 4.7UF, 35V20A	6,000.000	DELPHI D KOKOMO PLANT 6,7,8,9																														
<table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UOM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>08/01/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1,000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/07/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1,000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/14/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1,000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td colspan="5">Net Line Item Value</td> <td>603.00</td> </tr> </tbody> </table>					Delivery Date	Scheduled Quantity	Price	Price Unit	UOM	Value	08/01/2003	2,000.000	100.50	1,000	PC	201.00	08/07/2003	2,000.000	100.50	1,000	PC	201.00	08/14/2003	2,000.000	100.50	1,000	PC	201.00	Net Line Item Value					603.00
Delivery Date	Scheduled Quantity	Price	Price Unit	UOM	Value																													
08/01/2003	2,000.000	100.50	1,000	PC	201.00																													
08/07/2003	2,000.000	100.50	1,000	PC	201.00																													
08/14/2003	2,000.000	100.50	1,000	PC	201.00																													
Net Line Item Value					603.00																													
00020	16191914	*CAP-SM, 4.7UF, 35V20A	5,000.000	DELPHI D KOKOMO PLANT 6,7,8,9																														
<table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UOM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>08/01/2003</td> <td>5,000.000</td> <td>88.88</td> <td>1,000</td> <td>PC</td> <td>444.40</td> </tr> <tr> <td colspan="5">Net Line Item Value</td> <td>444.40</td> </tr> </tbody> </table>					Delivery Date	Scheduled Quantity	Price	Price Unit	UOM	Value	08/01/2003	5,000.000	88.88	1,000	PC	444.40	Net Line Item Value					444.40												
Delivery Date	Scheduled Quantity	Price	Price Unit	UOM	Value																													
08/01/2003	5,000.000	88.88	1,000	PC	444.40																													
Net Line Item Value					444.40																													
Total net value				USD	1,047.50																													

Notes:
 Suppliers are required to meet all requirements described in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the

Purchasing Contact: Buyer, Ima
 Phone: 765-451-0910
 Fax: 765-451-0238

Contact Address:
 Delphi Delco Electronics Systems
 One Corporate Center MCCTCLM,
 KOKOMO IN 46904

Date and Time Printed: 07/28/2003 12:07:13

SAP Supplier Training

On this Purchase Order Form for a Spot Buy, the fields that are slightly different from the Requirements Contract are identified and explained.

#1

NOTE:

Purchase Order numbers always start with 45XXXXXXX

Requirements Contracts or Scheduling Agreements always start with 55XXXXXXX.

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 SAP Supplier Training – Supply Management
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DELPHI**Purchase Order – Spot Buy**

Delivery Date	Scheduled Quantity
08/01/2003	2,000.000
08/07/2003	2,000.000
08/14/2003	2,000.000
Net Line Item Value	

#5 – Delivery Date and Schedule Quantity:
Specifies the date the material must arrive at
Delphi-E&S and the quantity to be delivered

DELPHI		Delco Electronics Systems																															
Buyer:		Purchase Order																															
DELPHI DELCO AUTOMOTIVE SYSTEMS LLC DELPHI ELECTRONICS & SAFETY DIVISION PO BOX 9005 KOKOMO, IN 46904		PO Number: 450002696 Date Issued: 07/28/2003 Version: 07/28/2003 12:07:28																															
Delivery to: DELPHI D KOKOMO Plant A, T&P 203 East Boulevard KOKOMO IN 46904-9005		Vendor No: 1001461 DUNS No: 999999999																															
ABC Supplier C/O E&S Supplier 127 East Boulevard KOKOMO IN 46902		Payment Terms: 2/10/2 Currency: USD Payment settled on 2nd, 2nd Month Incoterms: FCA-Freight Forwarder's Dock																															
Item No. Material No.	Total Order Quantity	Plant																															
00010 16192000	6,000.000	DELPHI D KOKOMO Plant 6, 7, 8, 9																															
CAP-SM, 4, 7UF, 35V20A																																	
This is a net line item																																	
<table border="1"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UOM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>08/01/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1.000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/07/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1.000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/14/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1.000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td colspan="2">Net Line Item Value</td> <td colspan="3"></td> <td>603.00</td> </tr> </tbody> </table>		Delivery Date	Scheduled Quantity	Price	Price Unit	UOM	Value	08/01/2003	2,000.000	100.50	1.000	PC	201.00	08/07/2003	2,000.000	100.50	1.000	PC	201.00	08/14/2003	2,000.000	100.50	1.000	PC	201.00	Net Line Item Value					603.00	5	
Delivery Date	Scheduled Quantity	Price	Price Unit	UOM	Value																												
08/01/2003	2,000.000	100.50	1.000	PC	201.00																												
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08/14/2003	2,000.000	100.50	1.000	PC	201.00																												
Net Line Item Value					603.00																												
00020	6,000.000	DELPHI D KOKOMO Plant 1, 6, 7, 8, 9																															
CAP-SM, 4, 7UF, 35V20A																																	
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08/01/2003	2,000.000	82.35	1.000	PC	164.70																												
Net Line Item Value					444.50																												
Total net value		USD 1,047.50																															
Notes:																																	
Suppliers are required to meet all requirements described in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the																																	
Purchasing Contact: Buyer, Ima		Contact Address:																															
Phone: 765-451-0910		Delphi Delco Electronics Systems One Corporate Center MCCTCLM, KOKOMO IN 46904																															
Fax: 765-451-0238																																	
Date and Time Printed: 07/28/2003 12:07:28																																	

DELPHI

Material No/Item Identifier No Description
 Tooling for 16191914

#1 – Description of tooling: Identifies the tooling ordered and the Delphi-E&S part (material) number for which it is being ordered

Delivery Date
 03-MAR-2008

#2 – Delivery Date: Identifies the date the tooling is expected to be completed

Price
 25,000.00

#3 – Price: Identifies price per unit

Total net value

#4 – Total Net Value: Identifies the net value of all purchase order line items

DELPHI

Delphi Electronics and Sat
Page 1 of 2

BUYER:
 DELPHI
 DELCO ELECTRONICS OVERSEAS CORP
 MOORGATE ROAD
 KIRKBY
 LIVERPOOL
 L33 7AL
 GREAT BRITAIN

Purchase Order
 PO Number: 450035620
 Date Issued: 28-Jan-2008
 Version: 28-Jan-2008 10:33:07

Delivery to:
 DELPHI D LIVERPOOL
 Morgan Road
 LIVERPOOL
 L33 7AL
 GREAT BRITAIN

Delivery date: 03-MAR-2008

ABC Company
 123 A Main St
 KOKOMO IN 46902
 UNITED STATES

Vendor No: 1038048
 DUNS No: 123555888
 Payment Terms: Z30D2
 Currency: USD
 Payment settled on 2nd, 2nd Month
 Incoterms: FCA-Freight Forwarder's Dock
 Buyer Tax id: GB616003976
 Seller Tax id:

INVOICE TO:
 Delphi Delco Electronics Systems
 Administrative Service Center
 PO Box 75, Delphi House
 Walsall Road
 LUTON
 LU1 3YU
 GREAT BRITAIN

Item No.	Material No/Item Identifier No	Description	Total Order Quantity	Plant	Register
00010	PR10599410 00010	Tooling for 16191914	1.000	DELPHI D LIVERPOOL	
		1 Delivery Date: 03-MAR-2008	1.000		
		Price: 25,000.00			
		Net Line Item Value:			
				USD	25,000.00
				USD	25,000.00

Total net value

USD 25,000.00

Purchasing Contact: Buyer, Ima
 Phone: 765-451-6812
 Fax: 765-451-0265

Contact Address:
 DELPHI DELCO ELECTRONICS SYSTEMS
 ONE CORPORATE CENTER MS CT1LM
 KOKOMO IN 46902

Date and Time Printed: 28-Jan-2008 10:33:07

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SAP Supplier Training

The Purchase Order for Indirect Tooling is very similar to the Spot Buy Purchase Order. There are only a few fields that get special attention for clarity.

#2 – Delivery Date:

Indicates when the tooling will be completed and can start being used at the manufacturing plant where the product is being produced.

DELPHI

Invoice to:

Delphi Delco Electronics Systems
Administrative Service Center
PO Box 75 Delphi House
Windmill Road
LUTON
LU1 3YU
GREAT BRITAIN

#5 For Foreign sites, invoice address will print on the order

Buyer Tax id: GB616003976
Seller Tax id:

#6 A Tax ID box is provided for most Foreign sites

DELPHI Delphi Electronics and Sat
Page 1 of 2

BUYER:
DELPHI
DELCO ELECTRONICS OVERSEAS CORP
MOORGATE ROAD
KIRKBY
LIVERPOOL
L33 7AL
GREAT BRITAIN

DELIVERY TO:
DELPHI D LIVERPOOL
Moorgate Road
LIVERPOOL
L33 7AL
GREAT BRITAIN

ABC Company
123 A Main St
KOKOMO IN 46902
UNITED STATES

INVOICE TO:
Delphi Delco Electronics Systems
Administrative Service Center
PO Box 75 Delphi House
Windmill Road
LUTON
LU1 3YU
GREAT BRITAIN

Purchase Order

PO Number: 450035620 Date Issued: 28-Jan-2008
Version: 28-Jan-2008 10:33:07

Delivery date: 03-MAR-2008

Vendor No: 1038048
DUNS No: 123555888

Payment Terms: Z30/2 Currency: USD
Payment settled on 2nd, 2nd Month

Incoterms: FCA-Freight Forwarder's Dock

Buyer Tax id: GB616003976
Seller Tax id:

Item No.	Material No/Item Identifier No	Total Order Quantity	Plant	Requester																		
00010	PR10059410 00010	1.000	0001 DELPHI D	LIVERPOOL																		
<p>Pooling For 16191914</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>01-000-2028</td> <td>1.000</td> <td>25,000.00</td> <td></td> <td></td> <td>25,000.00</td> </tr> <tr> <td colspan="5">Net Line Item Value:</td> <td>25,000.00</td> </tr> </tbody> </table>					Delivery Date	Scheduled Quantity	Price	Price Unit	UM	Value	01-000-2028	1.000	25,000.00			25,000.00	Net Line Item Value:					25,000.00
Delivery Date	Scheduled Quantity	Price	Price Unit	UM	Value																	
01-000-2028	1.000	25,000.00			25,000.00																	
Net Line Item Value:					25,000.00																	
Total net value				USD 25,000.00																		

Purchasing Contact: Buyer, Ima
Phone: 765-451-6817

Contact Address:
DELPHI DELCO ELECTRONICS SYSTEMS
ONE CORPORATE CENTER MS CT11LM
KOKOMO IN 46902

Fax: 765-451-0265

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SAP Supplier Training

#5 – Invoice to: - If required, for Foreign sites, the invoice address will print on the order.

#6 - A Tax ID box is provided for most Foreign sites.

If the buyer or seller ID are incorrect, please notify the buyer if wrong

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SAP Supplier Training – Supply Management
Page 22

DELPHI

Supplier changes

- ◆ Supplier is to notify Delphi-E&S if any of the following partner function changes prior to the change:
 - CA – Contract address site
 - » At least two weeks in advance; one month in advance preferred
 - VN – Ship from site
 - » At least one month in advance if the site is already EDI certified; for uncertified EDI sites timing will depend on the length of time required for EDI certification
 - OA – Ordering Address (DELJIT) site
 - » At least one month in advance if the site is already EDI certified; for uncertified EDI sites timing will depend on the length of time required for EDI certification
 - FA – Forecast Address (DELFOR) site
 - » At least one month in advance if the site is already EDI certified; for uncertified EDI sites timing will depend on the length of time required for EDI certification
 - GS – Goods Supplier / Manufacturing Site
 - » Must provide PPAP sample submission as required
 - » Must have PPAP approved before any manufacturing site changes are to occur

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SAP Supplier Training

Proof of Delivery (RECADV) and text messages (GENRAL) transmit to the VN site.

Additional EDI set-up may be required if a supplier's VN, OA and/or FA combination(s) change.

If the supplier changes their EDI system and/or process it is preferred to receive 6 months notice prior to change.

DELPHI

Incoterm Guidelines

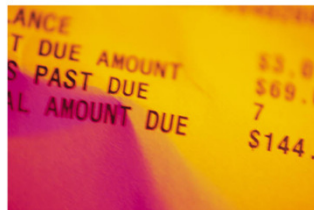
- ◆ Domestic North America Shipments
 - Free Carrier (FCA) – Seller's City, State, Country
 - Title Transfer Delphi-E&S Plant
- ◆ International Shipments
 - Free Carrier (FCA) – Seller's City, State, Country
 - Title Transfer Delphi-E&S Plant
 - ExWorks (EXW) is not an acceptable Incoterm for Delphi
 - Delivery Duty Unpaid (DDU) or Duty Delivery Paid (DDP) – Buyer's Dock
 - » Acceptable terms for hazardous materials and special chemical materials where the supplier is better equipped to do the transport
- ◆ Vendor Managed Inventory (VMI) – Delphi-E&S takes over Freight Collect at the Supplier's ship from address
- ◆ Insurance
 - Delphi-E&S specified carrier – Delphi-E&S insurance liable
 - Carrier Supplier owned – Supplier insurance liable



DELPHI

Standard Payment Terms

- ◆ MNS3 – Preferred Method Effective 1/1/2008
 - Payment is made second day of third month from Receipt date
 - SAP – Z23



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SAP Supplier Training

Deviations may be required for payment terms more favorable than MNS3. The buyer is responsible to obtain the necessary deviations.

DELPHI

Delphi Customer Specific Requirements

To access via web:
<http://www.delphi.com>
Select **Suppliers** tab

Select **DELPHI Supplier
Community Portal**

DELPHI

The screenshot shows the Delphi website with the 'Suppliers' tab selected. The 'Supplier Main' page is displayed, featuring a sidebar with links like 'How to Become a Supplier' and 'Login to Delphi Supplier Portal'. The main content area is titled 'How to Become a Supplier' and includes an introduction to the Delphi Global Supply Management and a link to the 'DELPHI SUPPLIER COMMUNITY PORTAL'. A red arrow points from the text 'Select DELPHI Supplier Community Portal' to this link.

This is another screenshot of the Delphi website, showing the 'Suppliers' tab selected. The 'Supplier Main' page is displayed, featuring a sidebar with links like 'How to Become a Supplier' and 'Login to Delphi Supplier Portal'. The main content area is titled 'How to Become a Supplier' and includes an introduction to the Delphi Global Supply Management and a link to the 'DELPHI SUPPLIER COMMUNITY PORTAL'. A red arrow points from the text 'Select DELPHI Supplier Community Portal' to this link.

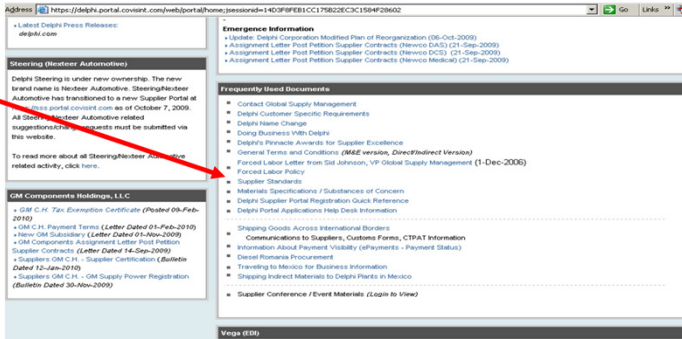
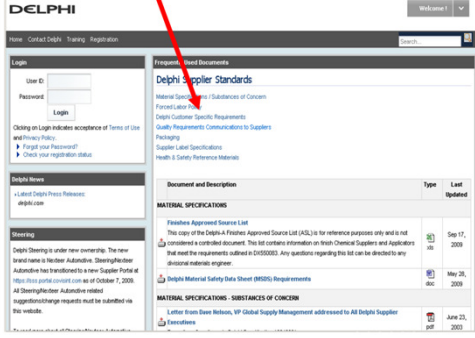
SAP Supplier Training

DELPHI

Select Supplier Standards

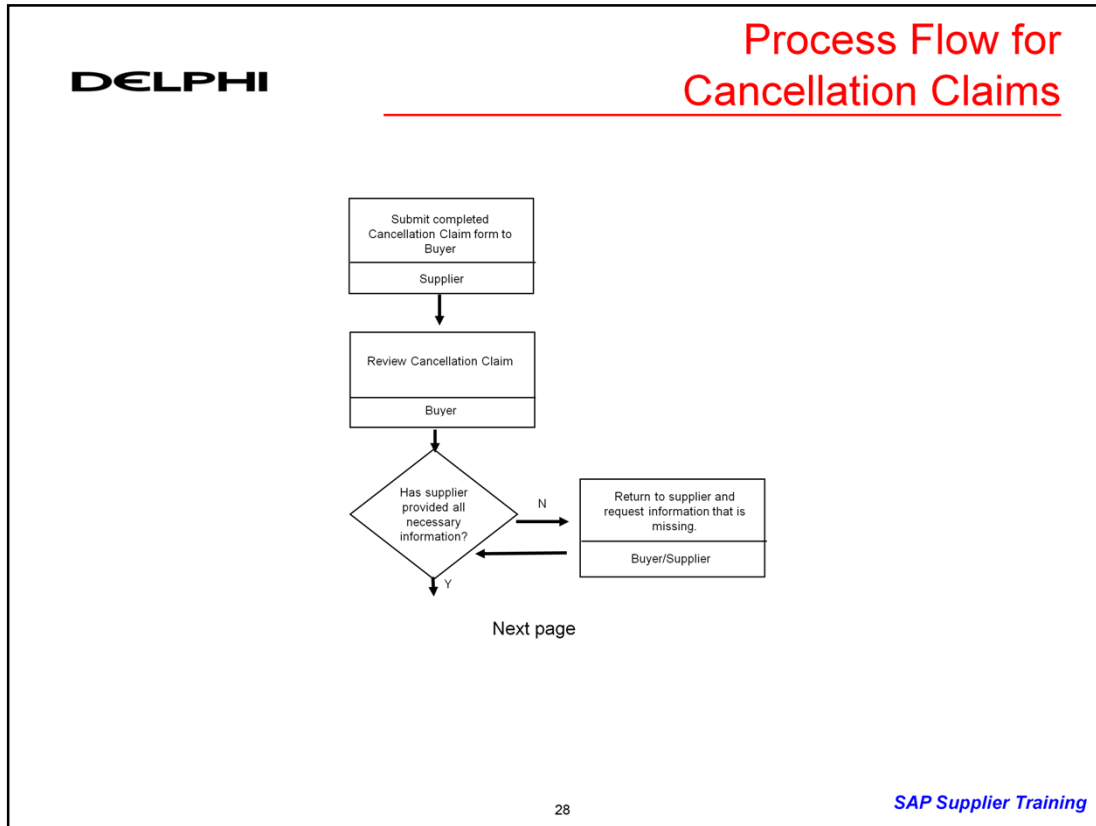
Select Delphi Customer Specific Requirements

Delphi Customer Specific Requirements

SAP Supplier Training

Directions on where to locate the customer specific requirements

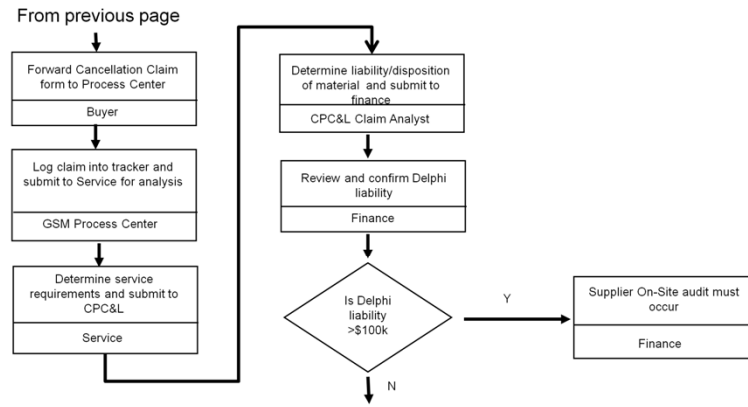


The following slides represent the competencies that are responsible for sections of the supplier claim process.

The Buying Office is always supplier's first point of contact. Suppliers should not contact Central Production & Logistics (CPC&L) Supplier Claim Analyst to obtain an update on where the claim is located in the process.

DELPHI

Process Flow for Cancellation Claims

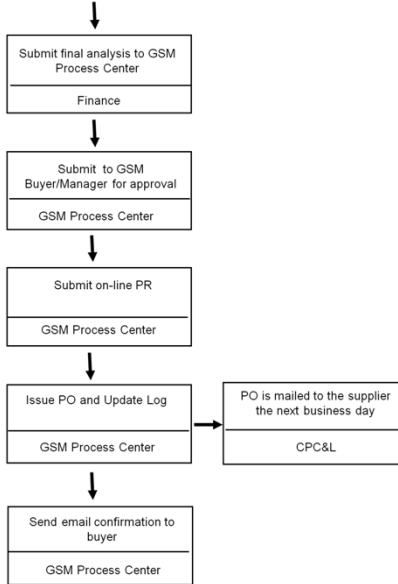


Next page

DELPHI

Process Flow for Cancellation Claims

From previous page



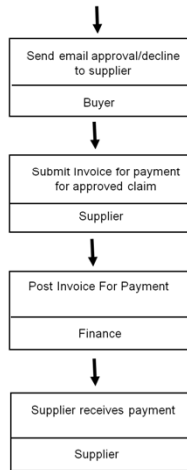
Next page
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SAP Supplier Training

DELPHI

Process Flow for Cancellation Claims

From previous page



End

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SAP Supplier Training

DELPHI

Shaded Areas on form are for Delphi Electronics & Safety (Delphi E&S) use only

***Supplier Name and Address:** Name and address of Supplier submitting claim

***Date:** Enter date of submission of claim to Delphi E&S

***Requirements Contract:** Unique Supplier Management Document Number

***Supplier Scheduling and Shipping Duns:** Dun & Bradstreet number of Supplier's Location: Scheduling is the Forecast Site Number. Ship Duns identifies the DUNS location for the location from which the vendor ships material

***Vendor Managed Inventory:** VMI is a locally-based operation set up to better service customers with the availability for inventory and responsiveness to customer scheduling changes.

***Plant Code (s):** Delphi E&S ship to location for example DA26

MRP Controller (s): Delphi E&S plant employee responsible for managing material in plant

Direct Supplier Cancellation Claim Fields

Items with an asterisk are required fields

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SAP Supplier Training

DELPHI ELECTRONICS & SAFETY DE WI FOR 406.05.01A
Direct Supplier Cancellation Claim Request

Page 1 of 1

NOTE: Pages one and two of this form are to be filled out by Supplier and sent to Delphi E&S Buyer for processing. Shaded areas are for Delphi E&S use only.

Buyer Information:

Buyer Name _____ Phone _____ FAX _____ M.S. _____

Supplier Name ABC Associates Date 4/22/10
 Supplier Address 33 Park Road
Kokomo, IN 46902

Requirements Contract(s) RC Scheduling Agreement(SA) Purchase Order PO
Number(s) 582000123 and 55123456

Supplier Duns Number: Scheduling 154012567 Shipping 544789123

*Vendor Managed Inventory Part? No (If yes, provide documentation)

Plant Code(s) of Delphi E&S using plant(s) DA26 and DA31

MRP Controller(s) John Smith and Mary Doe

Delphi Part Number (only 1 class per part) 123456789

Part Description Widget

Part standard pack quantity 600

Total 5 value declared \$5,915.91

Reasons for cancellation: (include CR # or Customer Cancellation Request if applicable)
 If this is a part revision change, provide Part Date details
 Provide date code if applicable
 End of life: No active Delphi schedule. John Smith confirmed via email on 3/25/10 to submit cancellation claim.

Type of material (metal, plastic, precious metals, etc.) Plastic

Are there any hazardous concerns? Yes X No _____

If Yes, describe the appropriate disposition process Contains Lead

Quantity that is completely allocated	Price (Delphi E&S purchase price)	Total
3,400	1.54	5,236.00
1,700	3.48	5,916.00
Total		11,152.00

DELPHI Date and Quantity: 3/1/10 (Provide date received of DELPHI and quantity)

- DELPHI shipped 2000 (Total quantity shipped after the DELPHI used for calculation)

- Other Explain _____

*When printed, this document is uncontrolled unless identified as controlled by a Document Control Center.

All shaded areas on the form are to be completed by Delphi Electronics & Safety employees.

The Supplier Cancellation Claim Form should be completed electronically and submitted to the appropriate buying office.

Failure to complete all fields will cause form to be rejected and Supplier will be required to resubmit the document.

This is the current form and all other forms are no longer acceptable for Submission. If a previous form is submitted it will be rejected and supplier will be required to complete the data on the revised form.

DELPHI

Direct Supplier Cancellation Claim Fields

***Delphi Part Number, Description and Standard Pack:**
Number that uniquely identifies the goods being ordered from supplier. Unique description and ordering quantity of material.

ONLY ONE PART PER CLAIM

***Total \$ Value:** Total value of material claimed.

Reason For Cancellation: Provide details to assist in evaluation of claim submission. If applicable, provide date code of material or revision date details.

***Type of Material and Hazardous Classification:**
Provide classification of material. Indicate if material is hazardous and what is disposition process.

***Quantity and Price:** Finished goods quantity Supplier is claiming liability. Price is Delphi E&S purchase price for the time period the claim is being analyzed.

***DELFOR Information:** Provide date/release of DELFOR and quantity shipped after DELFOR used for calculation. Attach details of documentation such as email correspondence from plant personnel.

Items with an asterisk are required fields

DELPHI ELECTRONICS & SAFETY		DE WI FOR 406.05.01A	
Direct Supplier Cancellation Claim Request			
Effective Date: May 2010		Page 1 of 1	
NOTE: Pages one and two of this form are to be filled out by Supplier and sent to Delphi E&S Buyer for processing. Shaded areas are for Delphi-E&S use only.			
Buyer Information:			
Buyer Name	Phone	FAX	M.S.
Supplier Name: ABC Associates Date: 4/22/10			
Supplier Address: 33 Park Road			
Kokomo, IN 46902			
Requirements Contract(s) RC Scheduling Agreement(s) SA Purchase Order PO Number(s): 562000123 and 55123456			
Supplier Draw Number: Scheduling 154012567 Shipping 544789123			
*Vendor Managed Inventory Part? No (If yes, provide documentation)			
Plant Code(s) of Delphi-E&S using plant(s) CA26 and CA31			
JSEP Control(s) John Smith and Mary Doe			
Delphi Part Number (only 1 class per part) 12244444			
Part Description Widget			
Part standard pack quantity 600			
Total \$ value claimed \$5,915.91			
Reasons for cancellation (include CR # or Customer Cancellation Request if applicable):			
If this is a part revision change, provide Part Date details			
Provide date code if applicable			
End of life: No active Delphi schedule. John Smith confirmed via email on 3/25/10 to submit cancellation claim.			
Type of material (metal, plastic, precious metals, etc.) Plastic			
Are there any hazardous concerns? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>			
If Yes, describe the appropriate disposition process Contains Lead			
Quantity that is completely returned	3,400	X Part 1 54	= 9 2,176.00
Indicate how the above quantity is calculated			
DELFOR Date and Quantity Shipped for PAB 3/1/10			
(Provide date release of DELFOR and quantity)			
- DELTTS shipped 2000			
(Total quantity shipped after the DELFOR used for calculation)			
- Other/Explain			

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Please provide any communication emails that you have regarding a claim in question if plant personnel required your company to ship outside of SAP.

DELPHI

Direct Supplier Cancellation Claim Fields

***Partially Fabricated Material:** Quantity, percent complete, and value of work in process (VIP). Provide where the material is located that is in the work in process

***Raw Material :** Must include per part the description or source number, BOM usage, net claim quantity, unit of measure, and unit cost. If claiming more than two parts, attach excel file with details so Delphi E&S can insert data quickly or provide separate form.

***Supplier Contact Information:** Individual's name, contact phone, fax and email address. Information should be accurate in order to discuss questions with preparer's name.

DO NOT DESTROY OR SELL CLAIMABLE MATERIAL UNTIL WRITTEN APPROVAL IS PROVIDED BY DELPHI E&S. DELPHI E&S HAS THE RIGHT TO AUDIT MATERIAL

Items with an asterisk are required fields

DELPHI ELECTRONICS & SAFETY DE WI FOR 406.05.01A
Direct Supplier Cancellation Claim Request
Effective Date: May 2010 Page 2 of 3

Quantity that is partially fabricated 4,450

Percent complete to finished rate 50%

\$ Value claimed \$1,424.00

Describe how quantity and cost are calculated \$0.64 x 4,450 x 50% = \$1,424.00

Location of Material Kokomo, IN
(City, State, Country)

Raw Material or Purchased Components		Value \$		3,315.91	
Supplier Part Number	Description	BOM Usage	Unit of Measure	Unit Cost	Total \$ Value
10444048	Unique Harness	8	Pcs	\$8.69	6,955.18
1010-0039	Unique Amplifier	1	Pcs	\$2.744	2.744
1234-0678	Resin	.001	Lb	\$1.50	150.00

Must include per part: raw material description, BOM usage, unit of measure, unit cost, net claimed quantity, and total value of each entry. Spreadsheet can be attached to include this information.

Location of Material Kokomo, IN
(City, State, Country)

Preparer's Name Linda Smith Preparer's Signature _____
Preparer's Phone Number and Fax Number 765-451-1202/765-451-1223
Preparer's Email Address Linda.smith@delphi.com

Material claimed from to the Delphi E&S Invoicer of this material:
- Material Claimant Authorization Term 459
- Include copies of DELTTS & DELFORS used in calculations for this claim.

Do not destroy and/or sell claimable material until written approval is given by Delphi E&S.


When printed, this document is uncontrolled unless identified as controlled by a Document Control Centre.

If you have more than two part numbers for the raw material section, please attach an excel file with ALL fields completed for raw material.

The fields are the following that must always be supplied:

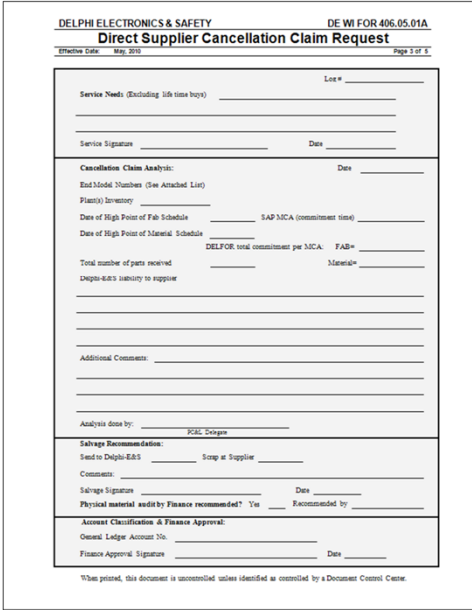
- Usage per part
- Net claim quantity
- Unit of measure
- Net Claim unit cost

Failure to provide the data will cause your claim to be rejected and your company will have to resubmit with all information provided.




Direct Supplier Cancellation Claim Request

This portion of the form is reserved for Delphi Electronics & Safety Employees. Service, CPC&L Claims Analyst, and Finance representatives complete their appropriate area.



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SAP Supplier Training

This page is reserved for Delphi Electronics & Safety employees.
Service, Central Production Control & Logistics (CPC&L) Analyst, Salvage
and Finance review the claims.



Direct Supplier Cancellation Claim Request

This portion of the form is reserved for Delphi Electronics & Safety Global Supply Management Employees

DELPHI ELECTRONICS & SAFETYDE WI FOR 406.05.01A

Direct Supplier Cancellation Claim Request

Effective Date: May 2010Page 4 of 5

Lot # _____

Global Supply Management Checklist & Approval:

Vendor will not accept for credit _____	Do not use as alternate or optional part _____
Cannot be modified for other use _____	Cannot be sold _____
Service requirement addressed _____	Savings recommendations addressed _____
Release statement per this cancellation RC-SAPO _____	
Original RC-SAPO Number and Part Number included in Description on RC-SAPO _____	
Final suggested cancellation charge \$ _____	PR No _____
Original RC-SAPO No. _____	
Cancellation RC-SAPO No. _____	
CFR or Customer Cancellation # _____	
Comments: _____	
Buyer Approval: Signature _____ Date _____	
Purchasing Mgr/Commodity Mgr Approval: Signature _____ Date _____	
OSL/PSU Director Signature (Over \$100K) _____ Date _____	

When printed, this document is uncontrolled unless identified as controlled by a Document Control Center.

This page is reserved for Global Supply Management

DELPHI

Why claims could be rejected

◆ Claim Rejections

- Claim request was already processed for part number
- Receipts exceed high point quantity allowed
- Open quantities remain to ship
- Service Requirements exceed claim quantity
- Fields missing or inaccurate data on claim
- Incorrect form used
- Claim form submitted in PDF format only



DELPHI

Areas that analyze claims

- ◆ Service determines if there are any future requirements for material
- ◆ Central Production Control & Logistics (CPC&L) Supplier Claim Analyst reviews the claim against high point data and receipts from SAP system.
 - SAP report calculates the Fab and material authorization for a given part based on the Material Commitment Authorization (MCA)
 - Fab authorization quantity is calculated by totaling the scheduled amounts for deliveries between the transmission date and the end of the firm zone date.
 - Material authorization quantity is calculated by totaling the scheduled amount for the deliveries between the transmission date and the end of the trade-off zone date

DELPHI

Areas that analyze claims

- ◆ Central Production Control & Logistics (CPC&L) Supplier Claim Analyst recommends disposition of material to scrap at supplier or send to Delphi-E&S
- ◆ Finance performs appropriate checks such as MCA terms and conditions and price
 - If claim amount is greater than \$100K, on site audit is conducted



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SAP Supplier Training

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Areas that analyze claims

- ◆ Global Supply Management (GSM) buyer receives initial claim from supplier
- ◆ Buyer / Category Manager / Product Line Purchasing Manager (PLPM) will review final claim analysis
- ◆ GSM cancellation claim specialist issues a purchase order to cover cancellation charges and disposition of material if claim is approved for payment.

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General Information

- ◆ End of Firm Zone
 - Represents the go-ahead for production for a material
- ◆ End of Trade of Zone
 - Represents the go-ahead for purchase of input materials to a supplier such as materials required to build material the supplier sells to Delphi.
- ◆ Committed Quantity
 - This is the Delphi committed quantity for the fabrication and material authorization as per the agreed Material Commitment Authorization (MCA) terms.
- ◆ Communication should always be made with the appropriate buying office
- ◆ Do not contact other competencies to locate where a claim is in the process
- ◆ If a claim is rejected or additional information is required, please respond quickly to avoid delays in the process



Questions and Answers

If you have additional questions regarding VEGA 2 after the training session, please contact the Delphi Electronics & Safety VEGA Support Team:
delco.vega.support.kokomo@delphi.com

SAP Supplier Training