



Leadership Panel Presentation

Cox Machine, Inc.
1.2.1 Supply Chain
Integration

1.2.1 Supply Chain Integration

- ✈ Select supply chain improvement projects
- ✈ Integrate customers and suppliers into improvement strategies
- ✈ Qualify suppliers
- ✈ Integrate suppliers into your lean strategies
- ✈ Teaming agreements to drive alliances

Our Key Practices

- ✈ Supply Chain Management Team
- ✈ Supplier Ratings
- ✈ Supplier Communication
- ✈ Process Improvements
- ✈ Long-term Agreements
- ✈ Integrating customers/suppliers into improvement efforts

Supplier Rating - Mozilla Firefox

COX MACHINE INCORPORATED

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Supply Chain Rating Form

100 GROUP
1700 WICHITA DRIVE, WICHITA, KS 67218
Contact: (316) 943-1342 Scope: HARDWARE

	Quality	Delivery			Cost Competitive	Timely Response/Service	Open Capacity/Availability	+VUP
		OnTime	Early	Late				
Dec 2011	100.00	95,193	2,449	2,449	Average	Always	Always	[EDIT]
Nov 2011	100.00	98,695	1,274	6,65	Average	Always	Always	[EDIT]
Oct 2011	100.00	100,000	0,000	0	Average	Always	Always	[EDIT]
Sep 2011	100.00	92,857	0,000	7,143	Average	Always	Always	[EDIT]
Aug 2011	100.00	100,000	0,000	0	Average	Always	Always	[EDIT]
Jul 2011	100.00	100,000	0,000	0	Average	Always	Always	[EDIT]
Jun 2011	100.00	96,740	0,001	3,259	Average	Always	Always	[EDIT]
May 2011	100.00	98,448	0,381	1,627	Average	Always	Always	[EDIT]
Apr 2011	100.00	100,000	0,000	0	Average	Always	Always	[EDIT]
Mar 2011	100.00	117,724	0,000	2,286	Average	Always	Always	[EDIT]
Feb 2011	100.00	100,000	0,000	0	Average	Always	Always	[EDIT]
Jan 2011	100.00	97,296	0,500	2,704	Average	Average	Always	[EDIT]

Things We Did Right

- ✈ Focus on big potential
- ✈ Frequent meetings with suppliers
- ✈ Electronic commerce
 - ✈ Invoicing
 - ✈ System integration
 - ✈ Certifications
 - ✈ POs Next

Things We Learned

- ✈ We are frequently part of the problem
- ✈ Not everyone will join you

Questions

Thank you

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