THE PATH TO GREATNESS – DRIVING A SUCCESSFUL TRANSFORMATION ACROSS GLOBAL PROCUREMENT & SUPPLY CHAIN

OBJECTIVES

✓ Supplier focus: Supplier rationalization, more strategic partnerships and enable more global coverage by suppliers.
✓ Clean and centralize supplier master data and monitor supplier performance.
✓ Drastically increase PO coverage and get better visibility into contracts.
✓ Digitization and standardization of core processes (including PR/PO, RFQ, Contracts, Catalogs) for direct and indirect spend.

CHALLENGE

✓ Corrupt supplier master data and way too many suppliers (12,000+) across multiple SAP ERP instances.
✓ Poor visibility into indirect spend - Very low PO coverage (30%) and less than 25% of spend known.
✓ Regionally driven organization with little visibility globally.
✓ Procurement contracts stored locally making it difficult to view and search.
✓ Lack of consistent PR/PO processes for Indirect & Direct spend, manual and paper-based processes.
✓ Global commodity managers had little control and visibility of supplier strategy.

BENEFITS

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<tbody>
<tr>
<td>0.5%</td>
<td>savings on direct spend</td>
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<tr>
<td>~10%</td>
<td>savings on indirect spend</td>
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<tr>
<td>99%</td>
<td>PO coverage</td>
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<tr>
<td>98%</td>
<td>spend analyzed</td>
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<tr>
<td>25 interfaces</td>
<td>25 interfaces between Ivalua and SAP</td>
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<tr>
<td>100%</td>
<td>100% Procurement contract visibility</td>
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<td>Mobile PR/PO approvals</td>
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Ivalua has enabled our transformation journey effectively, making Procurement more agile and digital. It really began with a focus on suppliers and clean supplier master data to make better decisions. Resolving this empowered efficiency, visibility and much more value creation for the business.

Cyrille Naux
Executive VP of Purchasing and Supply Chain
Chassis Brakes International
Better knowledge of Chassis Brakes suppliers, spend & more leverage for negotiation.

Full “digital” coverage of the purchasing value chain.

Strong communication and collaboration with our suppliers.

Faster speed of execution of procurement, generating value faster for stakeholders.

Reliable and complete supplier master database to empower better decision making:

- Single source of truth across the enterprise.
- Simple and cost-effective IT strategy with lower operational costs.
- Easy, seamless integration with all SAP ERP instances.
- Accelerated on-boarding and change management.

Complete global visibility for Commodity Managers into the supply base and sourcing processes with accurate category management and supplier hierarchy.

Centralized contract repository providing procurement with one source of truth for agreements.

Standardized PR / PO processes for Indirect & Direct spend.

- GL & WBS SAP integrations to manage complex global and local tax. and regulatory requirements.
- Ability to manage complex PR/PO workflows for Capex/services and multiple GL accounts.

### ABOUT CHASSIS BRAKES

Chassis Brakes International produces disc brakes, drum brakes and electro-mechanical parking brakes and rotors for passenger cars and light commercial vehicles. The company benefits from expertise gained through more than 90 years in the foundation brakes industry under a variety of banners. Since June 2012, the group has been part of KPS Capital Partners, LP portfolio companies. The company has a global footprint with operations in Europe, Asia, India, South Africa and the Americas.

- 937M Euro in FY 2018 revenue.
- Employs 5,500 people in 16 countries at 12 manufacturing sites and 11 engineering centers or sales offices.
- Headquartered in Eindhoven, Netherlands.

More information is available at www.chassisbrakes.com