

Appendix 01

Product Orders

Overview of product order types and their characteristics

VERSION: JANUARY 2008, PAGE 1 OF 1

	System	Subassembly	Part
Facts	<ul style="list-style-type: none"> Developed by the supplier on his own responsibility, in accordance with the customer's specification book 	<ul style="list-style-type: none"> Developed according to the Heidelberg specification book Specification of parts to be used and their manufacturers 	<ul style="list-style-type: none"> Standardized parts or parts manufactured according to drawings that can be procured independently of suppliers
Examples	<ul style="list-style-type: none"> Dampening solution cooling devices Powder application systems 	<ul style="list-style-type: none"> Row of fans Pressure intensifier 	<ul style="list-style-type: none"> Screw connections of pneumatic lines Electric/electronic parts
Benefits	<ul style="list-style-type: none"> More creativity Exchange and use of expert knowledge Reduces the work load of R&D Uses the supplier's expertise = realizes quality cost advantage Coordination of procurement to be able to buy larger quantities (price advantage) 	<ul style="list-style-type: none"> Reduction of the number of interfaces Production of the subassembly by the supplier Price advantages for parts used by Heidelberg (quantities) 	<ul style="list-style-type: none"> Price advantage through competition High availability
Duties	<ul style="list-style-type: none"> Responsibility for the product/system (approval by Heidelberg does not release the supplier from this obligation) Establishing and ensuring the single-source relationship, e.g. through contracts, reviews, controlling Drawing up the supplier's specification book Compliance with legal requirements/standards The same applies to sub-contractors Schedule with milestone dates Technical documentation Meeting deadlines and achieving cost targets Open communication and transparency Compliance with all terms of the GCS Partners accept joint responsibility for the solutions (technology) Implementing contents of QFD methode 	<ul style="list-style-type: none"> Responsibility for the product Active definition of product maintenance measures Compliance with legal requirements/standards The same applies to sub-contractors Responsibility for sub-contractors (quality/deadlines) Schedule with milestone dates Meeting deadlines and achieving cost targets Compliance with applicable terms of the GCS (non-applicable terms are defined together and documented in the supplier's specification book for the product) 	<ul style="list-style-type: none"> Responsibility for the product Compliance with legal requirements/standards Schedule with milestone dates Meeting deadlines and achieving cost targets