

SUPPLIER POOL MATRIX - [Category Name]

Updated: DD.MM.YYYY

	SUB-CATEGORY A				SUB-CATEGORY B				SUB-CATEGORY C				SUB-CATEGORY D				SUB-CATEGORY E			
GEOGRAPHICAL CLUSTER 1	Deltacom	4.0	P	1	Deltacom	10.2	P	1	Deltacom	11.5	P	2	Alfia	0.4	R	1	Alfia	0.4	R	1
	Alfia	1.9	R		Betos	6.2	C		Betos	0.0	C		Betos	0.3	C		Gamma	0.1	T	
	Gamma	0.3	T		Alfia	1.0	R										Origo	0.0	T	
	Ypsicon	0.0			Ypsicon	0.0	T													
GEOGRAPHICAL CLUSTER 2	Deltacom	8.5	P	1	Deltacom	8.0	P	3	Deltacom	0.5	P	2	Kiricom	0.7	T	1	N/A			
	Bestwest	5.3	R						Rootex	0.2	T		Tomvendor	0.0	T					
	Betos	0.0	C						Betos	0.0	C									
GEOGRAPHICAL CLUSTER 3	Betos	2.5	C	1	Betos	2.5	C	1	Betos	1.5	C	2	Betos	0.3	C	1	Columbus	1.6	R	1
	Columbus	1.3	R		Hypercom	0.9	T		Rockia	0.0	T		Dummex	0.2	T		Inecom	0.8	T	
	Mollia	0.4	T										Hypercom	0.5	T		Hypercom	0.8	T	
GEOGRAPHICAL CLUSTER 4	Giller	9.0	P	1	Giller	1.2	P	1	Betos	0.2	C	1	N/A	Giller	0.4	P	1			
	Faros	2.5	C		Faros	1.5	C		Uracom	0.1	T			Jetcom	0.3	T				
	Mytex	2.5	R		Hypercom	0.5	T							Faros	0.0	C				
	Uracom	1.5	T		Manos	0.7	V													
	Dontex	0.2	T																	
GEOGRAPHICAL CLUSTER 5	Omega	5.5	C	1	Lurcom	2.1	T	3	Lurcom	7.4	T	3	Betos	0.6	C	2	Lurcom	1.8	T	2
	Giller	3.2	P		Omega	0.0	C		Betos	0.0	C						Omega	0.7	C	
	Tropicom	0.8	R														Giller	0.0	P	
	Lurcom	0.5	T																	

Supplier classification (SRM Relationship Type):

Supplier spend in pool:

5.1	P
	C
	R
	T

 (USD million)

- Partner supplier
- Collaborative supplier
- Regarded supplier
- Transactional supplier

Supplier's position within supplier pool:

- Key/Strategic supplier (here to stay, growing)
- Essential or Developing supplier
- Outgoing (exit plan) supplier

Italic = Potential (non-incumbent) supplier in pool

Supply risk assessment - based on sourcing alternatives:

- 1 Supplier pool to be reduced ("very low supply risk")
- 2 Supplier pool in balance ("low/medium supply risk")
- 3 Supplier pool to be enlarged ("high supply risk")