

# DÜRR SUPPLIER AWARD

## REQUIREMENTS AND EVALUATION CRITERIA FOR THE INNOVATION & TECHNOLOGY CATEGORY

- » The supplier has a very good knowledge of the market and understands our requirements. This enables the supplier to offer **specific adaptations** and to propose **solutions** to individual problems.
- » Suggestions for improving services are made **proactively** as part of the relationship and relate to the entire value chain.
- » The supplier and Dürr will work together to analyze requirements in order to implement and design new products/projects jointly. The supplier supports the **joint development** of Dürr products.
- » A **forward-looking approach** to the improvement of products and processes creates the ideal conditions for meeting the requirements for future product and process technologies and is an important aspect of the process of shaping a joint future.
- » **Regulated competition** and **defined rights of disposal** (sales/intellectual property) form the foundation of the partnership.
- » Our success is influenced by **new ideas** from the supplier concerning quality, cost and deadlines.
- » The supplier's innovative approach to technology is decisive in opening up **new product areas** and **generating repeat business/new sales opportunities**.
- » The supplier's **technological leadership** and ongoing development of its value propositions consolidate our leading market position in line with our claim "Leading in Production Efficiency".