

Liebherr Supplier Portal

Q1 2020

LIEBHERR

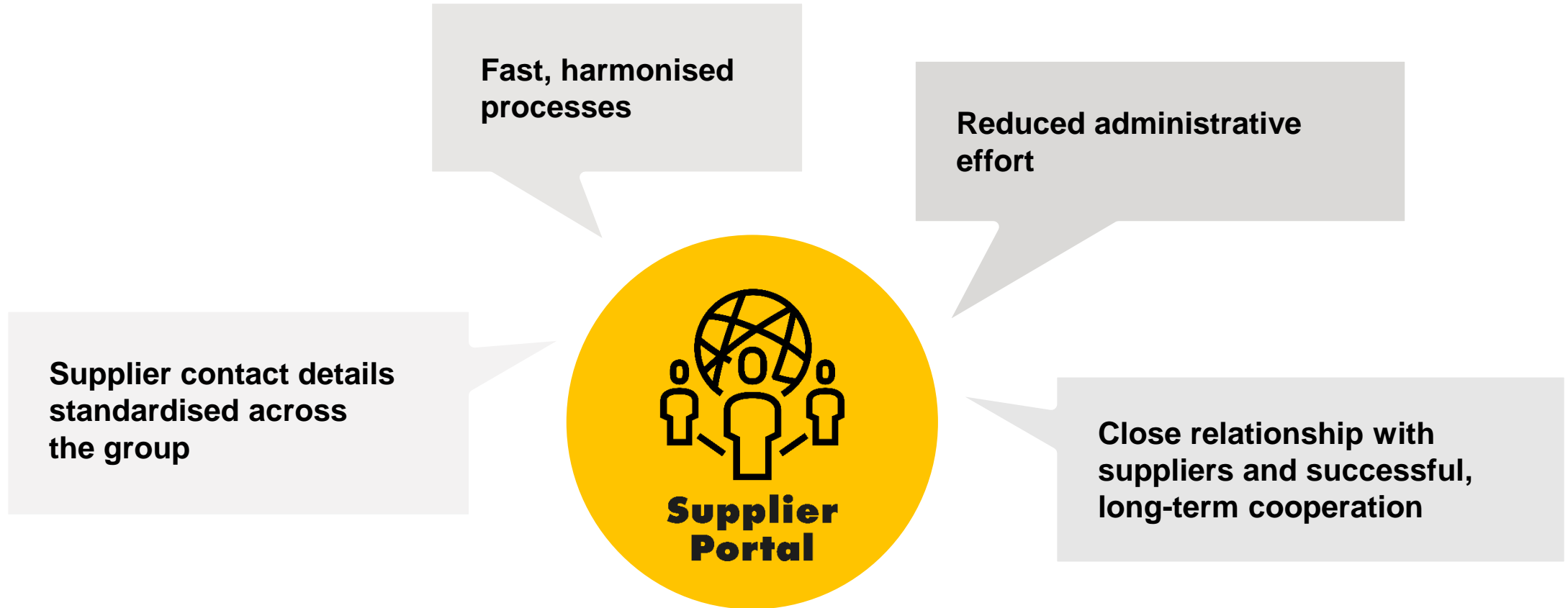


Supplier Portal

A big step towards the future

- The Liebherr Group is becoming **more networked by the day**. There is growing demand from Purchasing for a standardised data base and **harmonised processes** throughout the Group. At the same time, the **exchange with suppliers** is constantly increasing.
- The Liebherr Supplier Portal is our response to these trends and it will form **a basis for global supplier management**. The entire Liebherr Group and all its connected suppliers will benefit in numerous ways.

Why do we need a supplier portal?



Digitally networked. Personally connected.

Central access via
a standardised
account

Consistent data;
contact information
always up to date



Easy exchange
of documents
with all partners

Transparent communication
with relevant purchasers and
departments

A close-up photograph of a business meeting. In the foreground, a person's hand is typing on a laptop keyboard. Another person's hand is pointing at a document on the table. The background is blurred, showing other people in business attire. A white text box with a yellow border is overlaid on the left side of the image.

Central
RFQ
tool

Striding into the future

- Efficient RFQ processes with the **centralised Liebherr tendering module**: simple and smooth from creation of the request right through to award and subsequent documentation of all relevant information.
- You submit your **quotes via the global, standardised Supplier Portal** and can rely on the system to support you in each administrative step.

Improve your chances during RFQs

Increased visibility

You will be able to participate in more Liebherr Group RFQs

It's not an auction platform

There's no fight to undercut each other's prices

Fair conditions

Every supplier has the same information on the RFQ

Standardised procedure

Liebherr companies send the documents in the same format; all RFQs are structured the same way



Improved traceability

You receive feedback on the quality of your bid upon acceptance or rejection of your offer

Central RFQ tool

Reduced effort for you

Faster online access

via your standardised account
on the Supplier Portal

Self-explanatory structure

Intuitive operation, even for
less experienced users



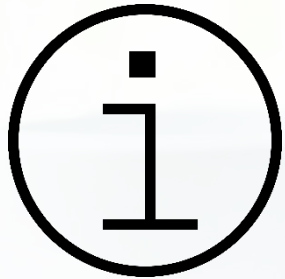
Easier communication

during the quotation process.
Personal connections are
always maintained.

Always up to date

Versioning of RFQs,
automatic notifications
of active to-do items

Important information



Questions and answers

How do you access your Liebherr account?

- Liebherr has sent you an email asking you to create an account with login details for your company. The first user from your company will automatically be assigned an admin role. This user can then add other colleagues as contacts.

What are the first steps?

- Visit the Supplier Portal at <https://supplier.liebherr.com> and sign in with your login details.

Questions and answers

Which languages is the portal available in?

- The system is available in English and German.

What technical requirements need to be met?

- Other than internet access, there are no specific technical requirements that suppliers need to meet.

Are there any costs?

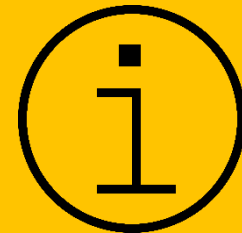
- Use of the Supplier Portal and participation in the RFQ process is free of charge for suppliers.

Next steps

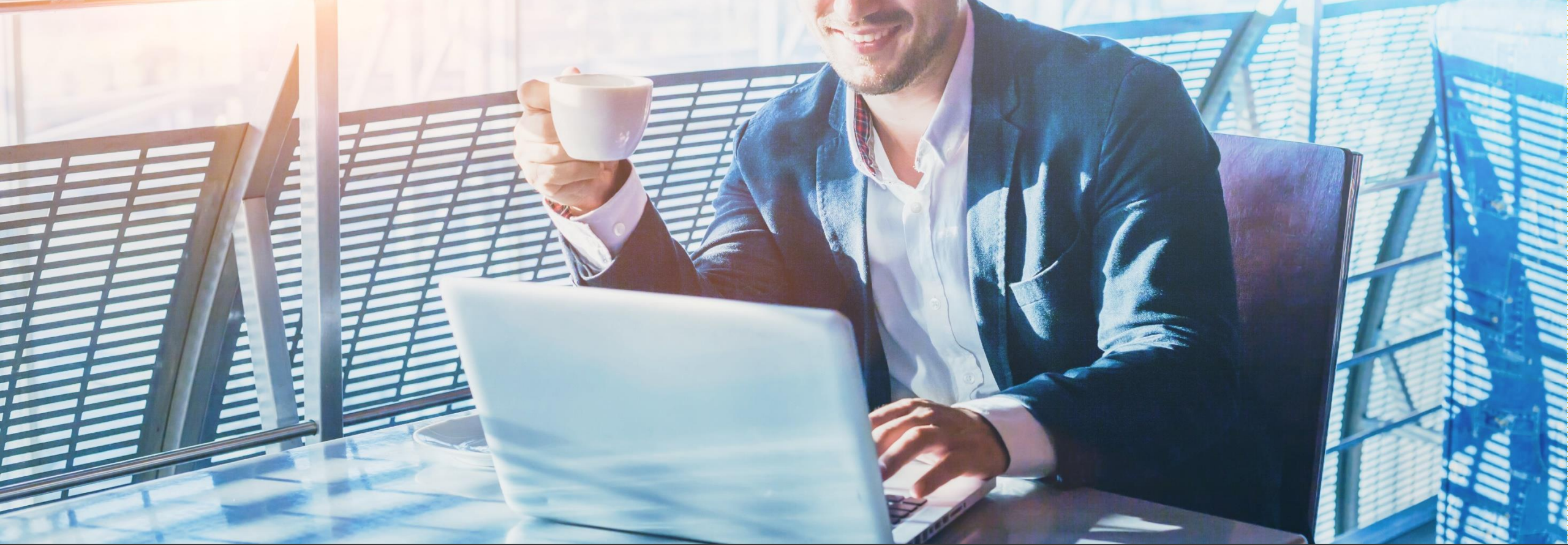


Until all Liebherr companies have moved to the new system, there are two ways to submit quotes

- 1. Making full use of the system via the portal**
- 2. Using the old, manual method**



**You can find more information on the Supplier Portal
and RFQ module on our website
www.liebherr.com/supplier-portal**



Thank you!