

## DaimlerChrysler SCORE Program

When your mission is “To be the premier car and truck company worldwide by 2000,” your strategy must include some pretty dramatic tactics. Ten years ago, DaimlerChrysler studied its supply chain and developed a program it calls “SCORE,” which stands for Supplier COst Reduction Effort.

The essence of the **SCORE** program is DaimlerChrysler’s view that suppliers and vendors are part of the extended enterprise — business partners in the production of cars and trucks. Because suppliers have a vested interest in the business relationship, DaimlerChrysler expects them to be creative and to find ways of reducing costs, eliminating waste and continuously improving. Target savings are equal to 5 percent of the supplier’s or vendor’s annual sales to DaimlerChrysler.

DaimlerChrysler encourages suppliers and vendors to have regular brainstorming sessions to generate **SCORE** ideas and to conduct workshops to train people to look for **SCORE** ideas. As an incentive, **SCORE** accounts for 15 percent of the supplier’s and vendor’s overall DaimlerChrysler grade and weighs heavily in DaimlerChrysler’s decision to increase the level of business with that supplier or vendor.

The **SCORE** program is now applied to construction contractors in or at DaimlerChrysler facilities, making them business partners with DaimlerChrysler and rewarding their efforts to be more efficient, innovative, and cost effective. The program requires documentation and has proven extremely successful.

Suppliers and vendors can **SCORE** by:

- providing greater value for the same or less money
- improving the design of what they provide
- using new or different materials
- introducing new technologies
- optimizing test requirements
- reducing freight and handling costs
- recycling and reducing environmental costs
- creating better packaging and/or reusable containers to reduce cost
- working with subs to reduce costs
- limiting the number of suppliers through single-sourcing
- sharing best practices
- providing training
- granting more favorable payment terms
- coming in under a targeted price
- reducing or avoiding service parts
- making continuous improvement part of your culture
- accepting **SCORE** as a win-win proposition



**SCORE Proposal #612043**

**Supplier**  
**Code:** 71689-  
**Name:** RUDOLPH/LIBBE INC

**Pending**  
**Team Assessment**  
**Related SCORE(s):**  
**Buyer / Analyst**  
**Code:** 1656C9  
**Name:** Thomas M Patterson  
**Phone:** (248) 512-3046

**Currency of Proposal:**  Euro  US

**SAVINGS MATRIX**

Savings are listed as Annualized. Please use tab key when exiting fields in matrix.

Item Number	Item Name	Savings Per Item	Item Vol (1 MY)	Total Savings for Item
1	Delete the galvanizing on the fire water tank interior piping only.	9000	1	9,000.00
2	Delete the galvanizing on the fire water tank outlet spool piece only.	6000	1	6,000.00
3	To use specified Sentry Semstone 145, in lieu of Rez-Stone and Semstone 105 as originally quoted.	9300	1	9,300.00
4	Reuse existing trench grating from the existing drum storage building in the new Waste Management Building.	1500	1	1,500.00
5	Reduce steel fiber dosage in Waste Management slab from 50# to 20# per cubic yard.	3500	1	3,500.00
6	Delete steel galvanizing for exposed steel at the Waste Management building and Linker Guard House Building B.	12000	1	12,000.00
7	Change plumbing to PVC in Linker building	1100	1	1,100.00
8	Delete (West) rear Linker Building canopy roof. (Delete structural steel, EPDM roofing, metal soffit)	4600	1	4,600.00
9	Delete epoxy flooring at Security Office and Electrical Closet. Use sealed concrete. Flooring Contractor will not bid or recommend substituting John Manville mastic epoxy paint in lieu of specified epoxy flooring for high traffic area of guard house.	1000	1	1,000.00
10	Furnish quadplex cable in lieu of the specified messenger wire and lashed in cable for temporary wiring area.	1238	1	1,238.00
<b>Savings</b>				<b>49,238.00</b>
<b>Investment</b>				<b>0.00</b>
<b>Payback In Months</b>				<b>0</b>

**CREDIT ALLOCATION MATRIX**

Help

Erase Line	Type	Who Gets Credit	Credit %	Credit Amount
	Supplier	71689 - RUDOLPH/LIBBE INC	96%	47,268.48
	Supplier	61599 - GEM INDUSTRIAL INC	4%	1,969.52
			%	0.00
			%	0.00
			%	0.00
			%	0.00
			%	0.00