

DELPHI

Supply Management

| Buyer: | |
|--|--|
| DELPHI DELCO AUTOMOTIVE SYSTEMS LLC DELPHI ELECTRONICS & SAFETY DIVISION PO BOX 9005 KOKOMO, IN 46904 | |

| Purchase Order | |
|--------------------------------|-------------|
| PO Number | Date Issued |
| 45002696 | 07/28/2003 |
| Version 07/28/2003 12:07:28 | |

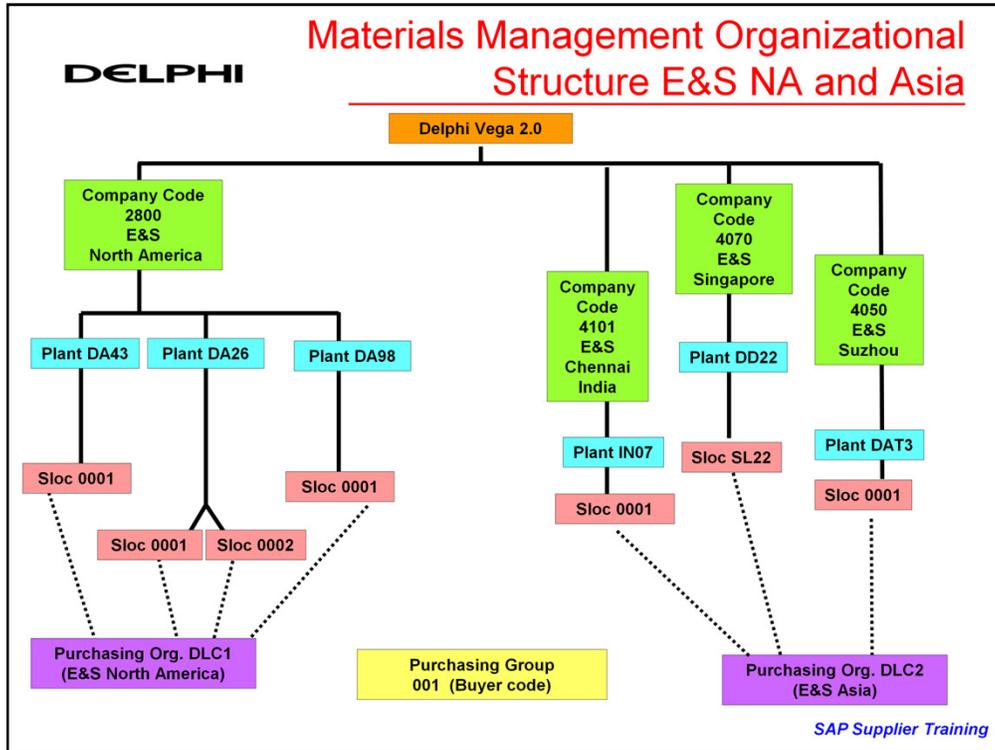
| Requirements Contract | |
|--------------------------------|-------------|
| PO Number | Date Issued |
| 550002012 | 07/24/2003 |
| Version 07/28/2003 12:06:59 | |

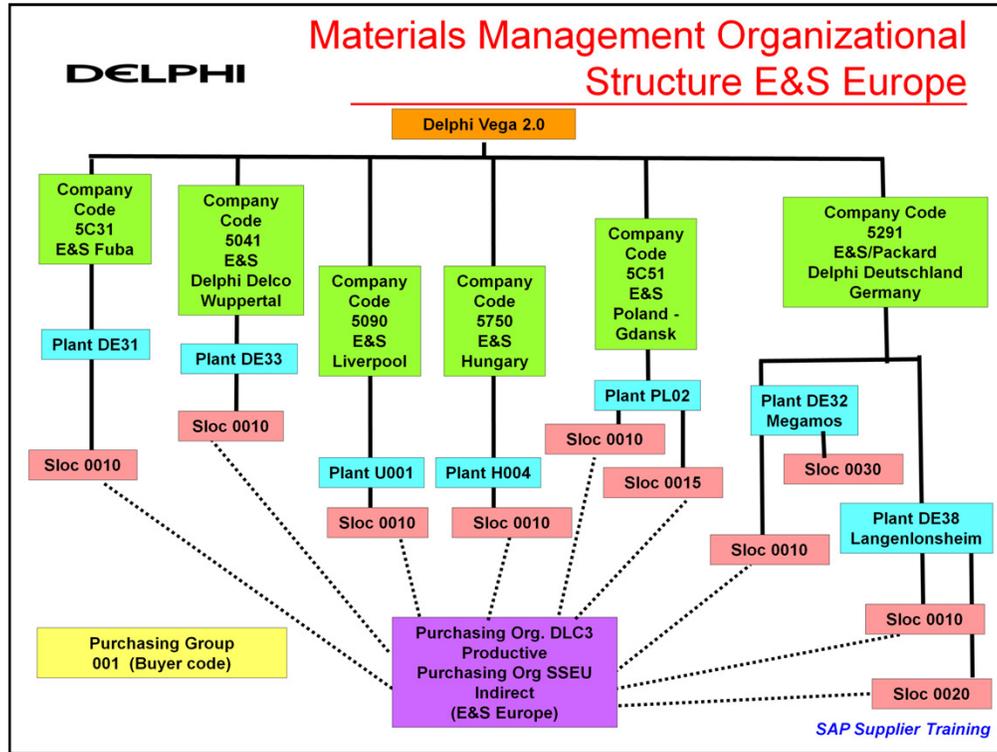
| | |
|------------|-----------|
| Vendor No: | 1001461 |
| DUNS No: | 999999999 |

| Deliver to: |
|--|
| DELPHI D KOKOMO Plants 6,7,8,9 2033 East Boulevard KOKOMO, IN 46904-9005 |

SAP Supplier Training

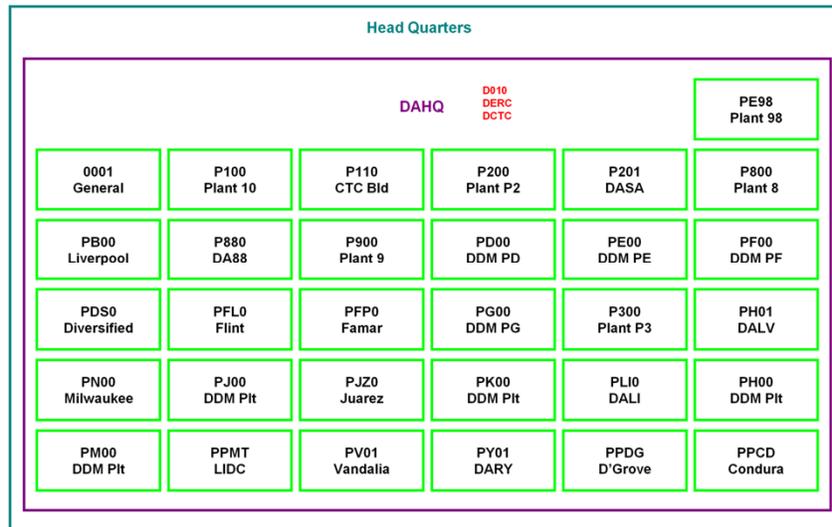
This module in this training presentation will focus on the Supply Management.





DELPHI

E&S Prototype Structure

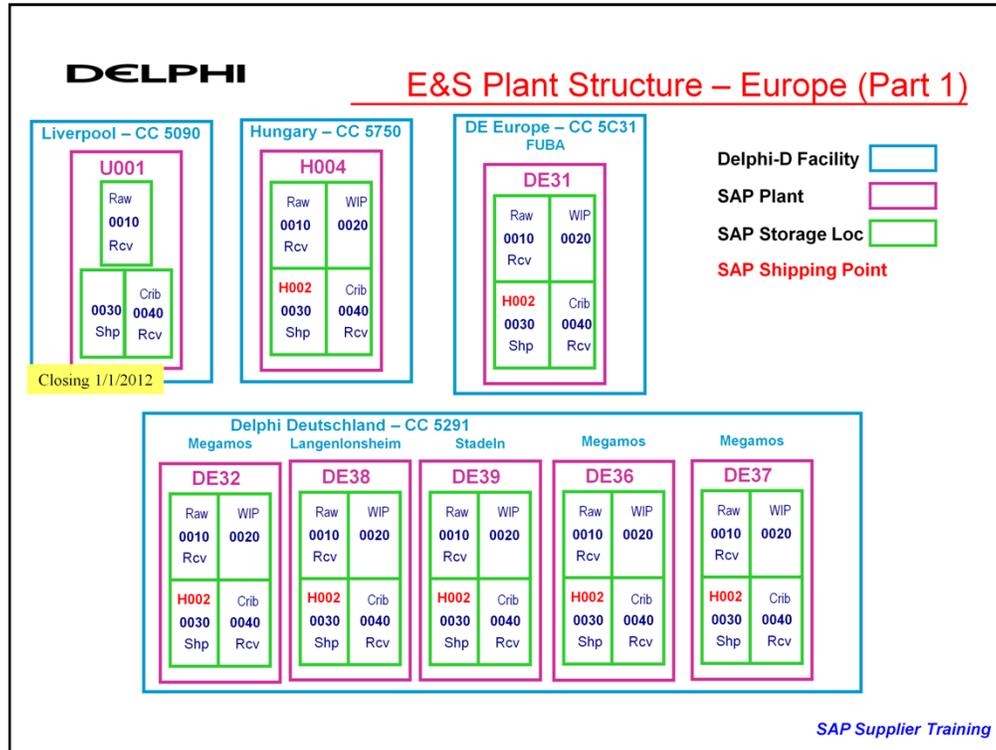


SAP Stor Loc

E&S Facility

SAP Shipping Point

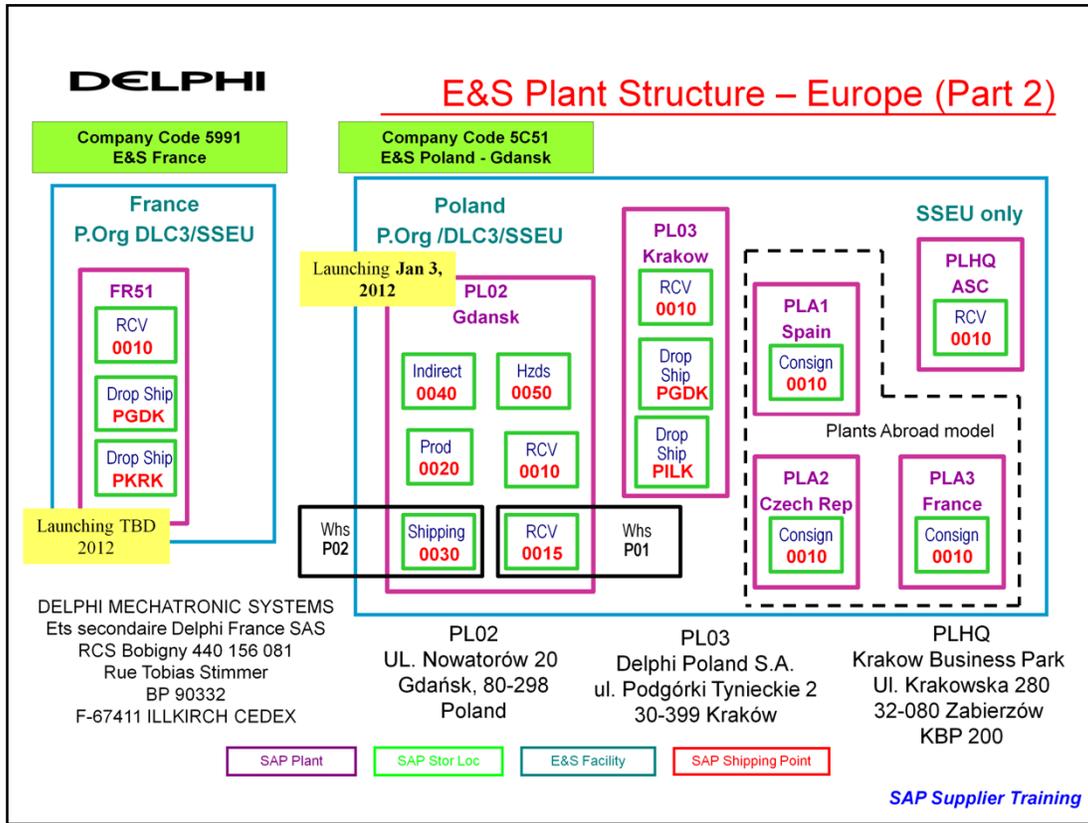
SAP Supplier Training



- DE32 – Megamos – main plant
- DE36 – Megamos – Direct Ship from Hungary with VAT
- DE37 – Megamos – Direct Ship from Hungary without VAT

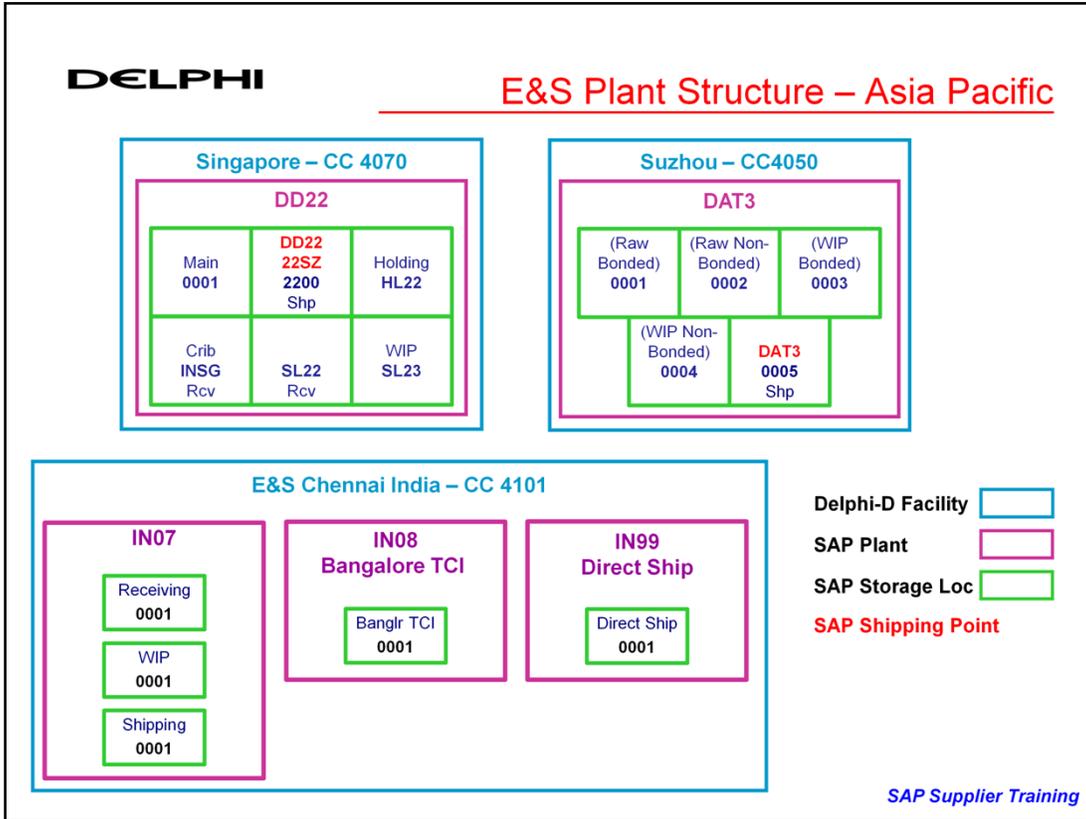
- DE38 – Langenlonsheim Plant
- DE39 – Stadeln Plant

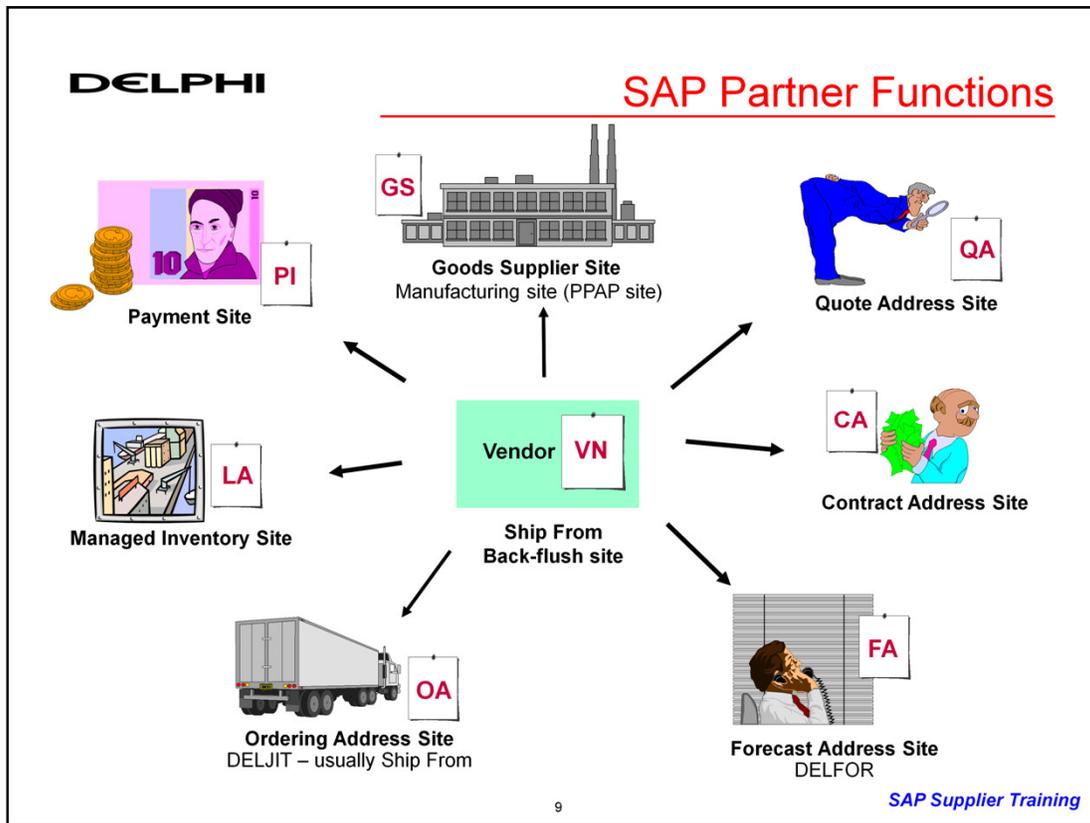
Note: This company code is a mixed divisional company code
 All E&S productive orders are to be done under Purchasing Org – DLC3
 All Packard productive orders are to be done under Purchasing Org – DPE3



DELPHI

E&S Plant Structure – Asia Pacific





The buyer provides the necessary information to the Vendor Master to insure the partner functions are updated correctly. Partner roles define the rights and responsibilities of each partner in a business transaction. Important to understand these functions so orders are set up correctly.

- ✦ **VN: Vendor** (In the middle of the graphic)
This is where the back-flush is controlled.
- ✦ **GS: Goods Supplier** (Directly above vendor)
This is the manufacturing site - PPAP site.
- ✦ **QA: Quote Address** (Moving Clockwise)
This is the address where the quote is to be sent.
- ✦ **CA: Contract Address**
This is the address where the contract is to be sent – this is also the site that is sent in the old DACOR interface for matching to a payment site.
- ✦ **FA: Forecast Address**
This is the address that receives the DELFOR (schedule).
- ✦ **OA: Ordering Address**
This is the address where the DELJIT is sent. This is usually the ship from location.
- ✦ **LA: Vendor Managed Inventory**
Additional Forecast Address – DELFOR – VMI – Vendor Managed Inventory (Warehouse).
- ✦ **PI: Invoice Presented By**
This is the payment site (set up by Finance for SAP Accounts Payable).

NOTE: Changes to the VN, OA and/or CA require Supply Management to issue a new scheduling agreement or spot buy.

DELPHI
Partner Function Form

If modification, explain what needs changed:

| ADDRESS | PLEASE FILL IN ALL FIELDS BEFORE SUBMITTING THE FORM | | |
|---|--|---|--------------------------------|
| <input type="checkbox"/> Ship From (VN) <input type="checkbox"/> DELFOR - Forecast (FA) <input type="checkbox"/> Contract (CA) | | | |
| <input type="checkbox"/> Manufacturing (GS) <input type="checkbox"/> DELJIT - Releases (OA) <input checked="" type="checkbox"/> Remit To (PI) | | | |
| Corporate Name: | REQUIRED | | |
| Division Name: | OPTIONAL | | |
| Currency**: | REQUIRED | Trading Partner | TO BE FILLED IN BY PVMC |
| Duns Number: | REQUIRED | District: | OPTIONAL |
| Street: | REQUIRED | | |
| City: | REQUIRED | Province/State/Region: | REQUIRED |
| Country: | REQUIRED | Postal Code: | REQUIRED |
| PO Box: | OPTIONAL | PO Box Postal Code: | OPTIONAL |
| Mode of transportation: | N/A FOR NORTH AMERICA | Country Postal Code: | OPTIONAL |
| Telephone: | OPTIONAL | Incoterm: | REQUIRED FOR VII |
| Fax: | OPTIONAL | Incotext: | REQUIRED FOR VII |
| Payment Terms: | REQUIRED | Packard/Saginaw/Source Legacy Sending Code | |
| EDI Contact (name/phone/email): | REQUIRED IF VII, OA OR FA SITE FOR PRODUCTIVE VENDORS | | |

****Mechatronics vendors to be paid only in USD**

2

11
SAP Supplier Training

Attached is the form the Buyer must provide the Vendor master personnel for Vendor setup.

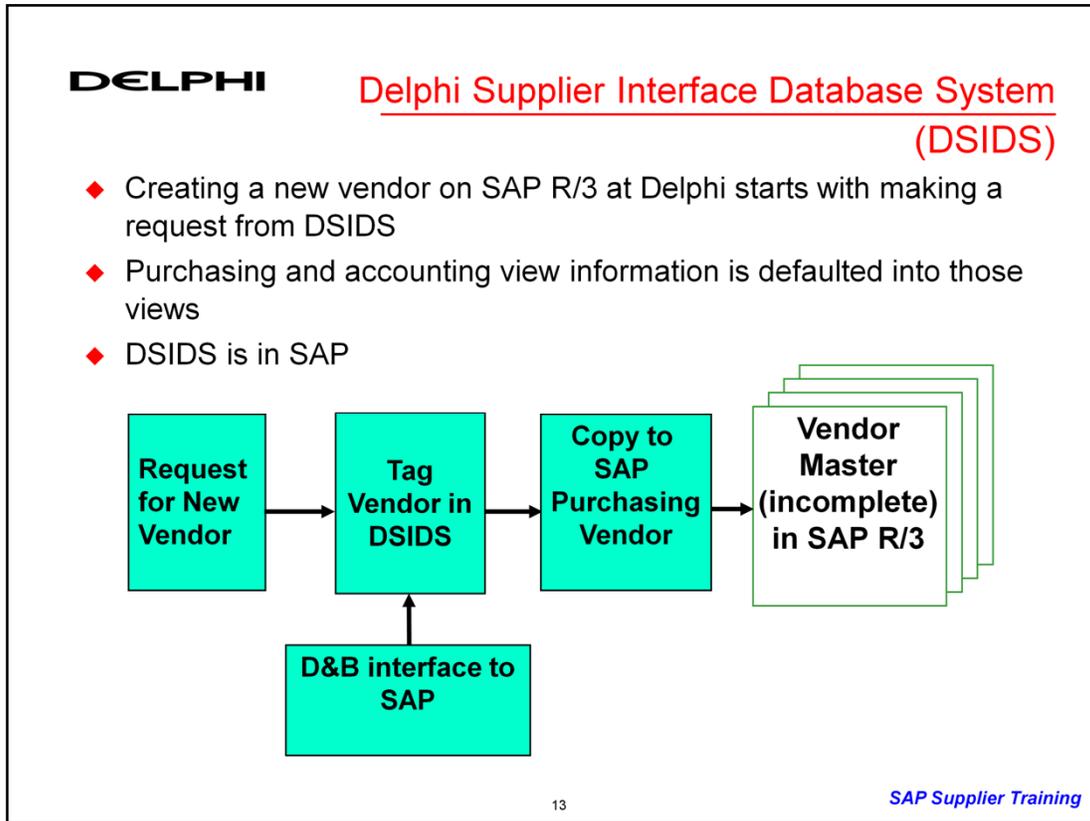
The Buyer may ask for the Supplier to provide this information for new site set up.

DELPHI

Partner Functions

| EDI Message | Partner Function | Comments |
|-------------|------------------|---|
| DELFOR | FA, LA | EDI 830 Forecast Schedule |
| DELJIT | OA | EDI 862 Ship Schedule |
| ORDERS | OA | EDI 850 to suppliers for spot buys |
| ORDCHG | OA | EDI 850 change to suppliers for change in spot buys |
| DESADV | VN | EDI 856 inbound ASN from the supplier, uses VN DUNs from DELJIT |
| CONTRL | -- | EDI 997, acknowledges ASN, either good or bad. Is returned to the sender of the DESADV. |
| APERAK | VN | Returns SAP posting errors from ASN to the supplier |
| RECADV | VN | Message to supplier confirming Delphi Receipt of Goods |
| GENRAL | VN | EDI 864 text message |

This page shows how the SAP Partner Functions relate to EDI.



Delphi Supplier Interface Database System (DSIDS).

DSIDS is DUNS based. **If you have changes to your address you must contact Dunn & Bradstreet (D&B) because D&B feeds DSIDS. This will update our SAP system automatically.**

NOTE: The DSIDS person may contact the supplier to resolve SAP load issues. D&B does not always have complete information.

For example:

The jurisdiction the vendor is located in. Jurisdiction is the identification of which county a vendor is located in. This information is used for taxation purposes and required.

SAP system needs accurate postal code information.

DELPHI Proof of Delivery

- ◆ Supplier will receive RECADV (receipt advice message) from Delphi Electronics & Safety when receipt is completed
- ◆ Supplier is expected to have process in place to feed back receiving issues

Delphi Electronics & Safety receiving dock receives material from vendor

Vendor Master *POD Relevant* **Vendor Notified (RECADV)**

14 SAP Supplier Training

If the Proof of Delivery (POD) setting is set to “A”, then the Supplier will receive a notification of receipt when receiving is done.

Activating the POD Relevant function will send notification (RECADV) to the Vendor identifying the amount of material received assuming the Supplier is EDI.

The POD is created at the point of receipt (not with a DESADV (ASN) receipt).

The RECADV is sent when the goods are received.

NOTE:

To proactively eliminate payment discrepancies --

RECADV discrepancies (or the failure to receive the RECADV from the DESADV / ASN), must be addressed by contacting the Delphi-E&S point of receipt within ten days to resolve.

Indirect orders do not have ASN functionality and thus no Proof of Delivery.

DELPHI

Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

#1 -- Buyer: Delphi legal entity

Requirements Contract

PO Number: 550002012 Date Issued: 07/24/2003
 Version: 07/28/2003 12:06:59

#2 -- Requirements Contract: Unique Supplier Management document number

Please deliver to:
 See Delivery Schedule

#3 -- Delphi deliver to location: Identifies the Delphi address to which the vendor will be shipping the material. For any plants besides DA99, DE36, and DE37, the delivery to address will print on the order

DELPHI Delco Electronics Systems
Page 1 of 3

Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

Requirements Contract

PO Number: 550002012 Date Issued: 07/24/2003
 Version: 07/28/2003 12:06:59

Please deliver to:
 See Delivery Schedule

ABC Supplier
 C/O J&S Supplier
 127 East Boulevard
 KOKOMO, IN 46902

Vendor No: 1001461
 DUNS No: 999999999

Payment Terms: 2M/2 Currency: USD
 Payment settled on 2nd, 2nd Month

Incoterms: FCA-Freight Forwarder's Dock

| Item No. | Material No. | Description | Plant |
|----------|--------------|-------------------------------|-----------------|
| 00010 | 1431914 | DELPHI D KOKOMO P1mat 6,7,8,9 | |
| | | *CAP-EM, 4, 7UF, 35V20* | |
| | | Valid From | Valid To |
| | | 07/24/2003 | 12/31/2003 |
| | | 01/01/2004 | 12/31/2004 |
| | | USD | 75.00 |
| | | USD | 73.99 |
| | | | 1,000 |
| | | | PC |
| | | | 1,000 |
| | | | PC |

This Requirement Contract is for 100% unless otherwise specified.

Notes:

Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, by clicking on the "Supplier" in the header.

SFDP / PFAP:
 Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PFAP) Manual. The Production Part Approval Process Manual is available from ALAG (010-318-3007) and the SFDP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.

Toxic:
 Restricted, toxic, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials, as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the salable product and the manufacturing processes. (Refer also to Terms and Conditions No. 8 Incentives, Disclosure and Special Warnings Instructions)

Purchasing Contact: Buyer, Ima
 Phone: 765-451-0910
 Fax: 765-451-0238

Contact Address:
 Delphi Delco Electronics Systems
 One Corporate Center MCSTELLM,
 KOKOMO IN 46904

Date and Time Printed: 07/28/2003 12:06:59

15

SAP Supplier Training

#1 -- Buyer is the Delphi legal entity responsible for the Requirements Contract (RC). This RC could also be referred to as the Scheduling Agreement.

#2 -- Requirements Contract:

- Date Issued – The date the requirements contract is issued.
- Version – The date stamp of the revision change. This will replace the Purchase Order Amendment (POA).

#3 -- Deliver to:

- For the RC, this address will be provided unless the item is Direct Ship (DA99, DE36 and DE37).
- For DA99, DE36, and DE37 orders the delivery to will be provided in the EDI only.

© 2003-2011 Delphi Electronics & Safety
 SAP Supplier Training – Supply Management
 Page 15

DELPHI

ABC Supplier
C/O DEF Supplier
127 East Boulevard
KOKOMO IN 46902

#4 -- Supplier Contract location name and address: Identifies the address to which the contract is to be sent

Vendor No: 1001461
DUNS No: 999999999

#5 -- Supplier Ship From DUNS number:
The vendor number represents the internal SAP number of the location the supplier ships from (VN partner function). The DUNS Number is the DUNS for the contract location (CA Partner Function)

Payment Terms: ZMN2
Payment settled on 2nd, 2nd Month

#6 -- Specified payment terms: Represents the terms Delphi-E&S has agreed to pay

DELPHI

Delco Electronics Systems
Page 1 of 3

| | | | |
|--|--|--|---------------------------|
| Buyer: | | Requirements Contract | |
| DELPHI DELCO AUTOMOTIVE SYSTEMS LLC DELPHI ELECTRONICS & SAFETY DIVISION PO BOX 9005 KOKOMO, IN 46904 | | PO Number 550002012 Version 07/28/2003 12:06:59 | Date Issued 07/24/2003 |

Please deliver to:
See Delivery Schedule

| | |
|--|--|
| ABC Supplier C/O DEF Supplier 127 East Boulevard KOKOMO IN 46902 | Vendor No: 1001461 DUNS No: 999999999 |
| 4 | 5 |
| Payment Terms: ZMN2 Currency: USD Payment settled on 2nd, 2nd Month Incoterms: FCA-Freight Forwarder's Dock | |

| Item No. | Material No. | Description | Plant |
|----------|--------------|-------------------------|----------------------------------|
| 00010 | 14319194 | *CAP-EM, 4, 7UF, 35V20* | DELPHI D KOKOMO Plant 6, 7, 8, 9 |
| | | Valid From | Valid To |
| | | 07/24/2003 | 12/31/2003 |
| | | 01/01/2004 | 12/31/2004 |
| | | QTY | Price |
| | | 75.00 | 1.000 |
| | | 75.99 | 1.000 |

This Requirement Contract is for 100% unless otherwise specified.

Notes:
Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, by clicking on the "Supplier" in the header.
SFCP / PFAP: Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PPAP) Manual. The Production Part Approval Process Manual is available from ALAG (010-318-5007) and the SFCP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.
Toxic: Restricted, toxic, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials, as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the salable product and the manufacturing processes. (Refer also to Terms and Conditions No. 8 Incentives, Disclosure and Special Warning Instructions)

| | |
|--|--|
| Purchasing Contact: Buyer, Ima Phone: 765-451-0910 Fax: 765-451-0238 | Contact Address: Delphi Delco Electronics Systems One Corporate Center MCTELLM, KOKOMO IN 46904 |
|--|--|

Date and Time Printed: 07/28/2003 12:06:59

16 SAP Supplier Training

Vendor # is the VN SAP number, the ship from vendor number, in SAP.
DUNS # is the CA (supplier contract) DUNS number.

© 2003-2011 Delphi Electronics & Safety
SAP Supplier Training – Supply Management
Page 16

DELPHI

| Currency |
|----------|
| USD |
| USD |

Currency: USD

#7 -- Currency: Represents the currency Delphi-E&S will pay for a specific material number

Incoterms: FCA-Freight Forwarder's Dock

#8 -- Incoterms: Shipping terms (delivery/freight) Delphi-E&S has agreed to for shipping

| Item No. | Material No. | Description |
|----------|--------------|-------------------------|
| 00010 | 16191914 | "CAP-SM, 4.7UF, 35V20%" |

#9 -- Material Number and Description: The number that uniquely defines the goods being ordered

| Price | Price Unit | UOM |
|-------|------------|-----|
| 75.00 | 1,000 | PC |
| 73.99 | 1,000 | PC |

#10 -- Price and Unit of Measure specifications: Price represents the price effective during the period in the price valid from and valid to fields. UoM is the unit of measure in which the material is procured.

DELPHI

Delco Electronics Systems
Page 1 of 3

| | |
|---|---|
| Buyer: DELPHI DELCO AUTOMOTIVE SYSTEMS LLC DELPHI ELECTRONICS & SAFETY DIVISION PO BOX 9005 KOKOMO, IN 46904 | Requirements Contract PO Number: 550002012 Date Issued: 07/24/2003 Version: 07/28/2003 12:06:59 |
|---|---|

Please deliver to:
See Delivery Schedule

| | |
|---|---|
| ABC Supplier C/O J&S Supplier 127 East Boulevard KOKOMO IN 46902 | Vendor No: 1001461 DUNS No: 999999999 Payment Terms: 2M/2 Payment settled on 2nd, 2nd Month Incoterms: FCA-Freight Forwarder's Dock |
|---|---|

| Item No. | Material No. | Description | Plant | Current Price | Price | Price Unit | UOM |
|----------|--------------|-------------------------|-----------------------------|---------------|-------|------------|-----|
| 00010 | 16191914 | "CAP-SM, 4.7UF, 35V20%" | DELPHI-KOKOMO Plant 6,7,8,9 | 75.00 | 73.99 | 1,000 | PC |

This Requirement Contract is for 100% unless otherwise specified.

Notes:
Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, by clicking on the "Supplier" in the header.
SFP/PPAP: Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PPAP) Manual. The Production Part Approval Process Manual is available from ALAG (010-316-3007) and the SPDP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.
Toxic, Restricted, toxic, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the salable product and the manufacturing processes. (Refer also to Terms and Conditions No. 3 Incentives, Disclosure and Special Warning Instructions)

| | |
|--|--|
| Purchasing Contact: Buyer, Ima Phone: 765-451-0910 Fax: 765-451-0238 | Contact Address: Delphi Delco Electronics Systems One Corporate Center MCTELLM, KOKOMO IN 46904 |
|--|--|

Date and Time Printed: 07/28/2003 12:06:59

17
SAP Supplier Training

7 There should not be a mismatch of currency

#9 -- It is important to know that the Price Unit is per 1000 for production orders. The line items will be listed as 00010, 00020 etc

Note: Indirect orders will continue to use Price Unit as 1.

DELPHI
Requirements Contract

| Valid From | Valid To | Currency | Price |
|------------------|----------------|----------|--------|
| 08/18/2003 | 12/31/2004 | USD | 105.99 |
| Quota Valid From | Quota Valid To | Quota % | |
| 08/18/2003 | 12/31/2004 | 80.0 | |

This Requirement Contract is for 100% unless otherwise specified.

#11 -- Percentage of business: Identifies the percentage of the business allotted a particular Supplier

Notes:

Suppliers are required to meet all requirements detailed in the Delphi Global Purch Delphi website, www.delphi.com, (by clicking on the "Suppliers" in the header).

#12 -- Notes:
Contract legalities and clauses

Purchasing Contact: Buyer, Ima
Phone: 765-451-0910
Fax: 765-451-0238

Date and Time Printed: 07/28/2003 12:06:59

#13 -- Purchasing contact: Buyer (name, phone number, fax number, address) responsible for the particular material number and subsequent Supplier Management documents.

Requirements Contract

PO Number: 550002012 Date Issued: 07/24/2003
Version: 07/28/2003 12:06:59

Vendor No: 1001461
DUNS No: 999999999
Payment Terms: 2M/2 **Currency:** USD
Payment settled on 2nd, 2nd Month
Incoterms: FCA-Freight Forwarder's Dock

ABC Supplier:
C/O J&S Supplier
127 East Boulevard
KOKOMO IN 46902

Item No. Material No. Description Plant

00010 14301914 DELPHI D KOKOMO Plant 6,7,8,9

| Valid From | Valid To | Currency | Price | Price Unit | UOM |
|------------------|----------------|----------|--------|------------|-----|
| 08/18/2003 | 12/31/2004 | USD | 105.99 | 1.000 | PC |
| Quota Valid From | Quota Valid To | Quota % | | | |
| 08/18/2003 | 12/31/2004 | 80.0 | | | |

This Requirement Contract is for 100% unless otherwise specified.

Notes:

Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the Delphi website, www.delphi.com, (by clicking on the "Supplier" in the header).

SPQP /PPAP:
Suppliers are required to meet the requirements of Delphi's Production Part Approval Process as described in the Supplier Performance Development Process (SPDP) and in the Production Part Approval Process (PPAP) Manual. The Production Part Approval Process Manual is available from ALAG (10-318-3007) and the SPQP documents can be provided by the appropriate Supplier Quality Representative. Suppliers must have part manufacturing site approval prior to shipping production quantities. Contact the appropriate Delphi Supplier Quality Representative regarding questions on the approval process or approval status.

Toxic:
Restricted, toxic, and hazardous materials - Suppliers are required to comply with current governmental and safety constraints on restricted, toxic and hazardous materials as well as environmental, electrical and electromagnetic considerations applicable to the country of manufacture and sale. This relates to both the

Purchasing Contact: Buyer, Ima Contact Address:
Phone: 765-451-0910 Delphi Delco Electronics Systems
Fax: 765-451-0238 One Corporate Center MCTELLM,
KOKOMO IN 46904

Date and Time Printed: 07/28/2003 12:06:59

- #11 – The percent of business if less than 100% is shown here.
- #12 – The directions on where to find Delphi Electronics & Safety terms and conditions are found in NOTES:
- #13 – Buyer of Record

DELPHI

Purchase Order

PO Number: 45002696 Date Issued: 07/28/2003
 Version: 07/28/2003 12:07:28

#1 – Purchase Order: Unique Supplier Management document number

Deliver to:

Delphi D KOKOMO Plants 6,7,8,9
 2033 East Boulevard
 KOKOMO IN 46904-9005

#2 -- Delphi deliver to location: Identifies the address to which the vendor will be shipping the material

Currency: USD

#3 -- Currency: represents the currency Delphi-E&S will pay for a specific material number

| Price | Price Unit | UOM |
|--------|------------|-----|
| 100.50 | 1,000 | PC |
| 100.50 | 1,000 | PC |

#4 -- Price and Unit of Measure specifications: Price represents the price effective for the delivery date listed

Delphi Electronics Systems
Page 1 of 3

Buyer:
 DELPHI DELCO AUTOMOTIVE SYSTEMS LLC
 DELPHI ELECTRONICS & SAFETY DIVISION
 PO BOX 9005
 KOKOMO, IN 46904

Deliver to:
 DELPHI D KOKOMO Plant 6,7,8,9
 2033 East Boulevard
 KOKOMO IN 46904-9005

ABC Supplier:
 CIO 200 Regilar
 127 East Boulevard
 KOKOMO IN 46902

Vendor No: 1001461
DUNS No: 999999999

Payment Terms: 2/0N2 **Currency:** USD
 Payment settled on 2nd, 2nd Month
Incoterms: FCA-Freight Forwarder's Dock

| Item No. | Material No. | Description | Total Order Quantity | Plant | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------|-------------------------|----------------------|-------------------------------|---------------|--------------------|-------|------------|-----|-------|------------|-----------|--------|-------|----|--------|----------------------------|-----------|--------|-------|----|---------------|------------|-----------|--------|-------|----|--------|----------------------------|--|--|--|--|---------------|
| 00010 | 16192000 | *CAP-SM, 4.7UF, 35V20V* | 6,000.000 | DELPHI D KOKOMO Plant 6,7,8,9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UOM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>08/01/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1,000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/07/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1,000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/14/2003</td> <td>2,000.000</td> <td>100.50</td> <td>1,000</td> <td>PC</td> <td>201.00</td> </tr> <tr> <td colspan="5">Net Line Item Value</td> <td>603.00</td> </tr> </tbody> </table> | | | | | Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | 08/01/2003 | 2,000.000 | 100.50 | 1,000 | PC | 201.00 | 08/07/2003 | 2,000.000 | 100.50 | 1,000 | PC | 201.00 | 08/14/2003 | 2,000.000 | 100.50 | 1,000 | PC | 201.00 | Net Line Item Value | | | | | 603.00 |
| Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/01/2003 | 2,000.000 | 100.50 | 1,000 | PC | 201.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/07/2003 | 2,000.000 | 100.50 | 1,000 | PC | 201.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/14/2003 | 2,000.000 | 100.50 | 1,000 | PC | 201.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net Line Item Value | | | | | 603.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 00020 | 16192000 | *CAP-SM, 4.7UF, 35V20V* | 5,000.000 | DELPHI D KOKOMO Plant 6,7,8,9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UOM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>08/01/2003</td> <td>5,000.000</td> <td>88.88</td> <td>1,000</td> <td>PC</td> <td>444.40</td> </tr> <tr> <td colspan="5">Net Line Item Value</td> <td>444.40</td> </tr> </tbody> </table> | | | | | Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | 08/01/2003 | 5,000.000 | 88.88 | 1,000 | PC | 444.40 | Net Line Item Value | | | | | 444.40 | | | | | | | | | | | | |
| Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/01/2003 | 5,000.000 | 88.88 | 1,000 | PC | 444.40 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net Line Item Value | | | | | 444.40 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total net value | | | | USD | 1,047.50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Notes:
 Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the

Purchasing Contact: Buyer, Ima **Contact Address:**
 Delphi Delco Electronics Systems
 One Corporate Center MCCTCLM,
 KOKOMO IN 46904

Date and Time Printed: 07/28/2003 12:07:33

SAP Supplier Training

On this Purchase Order Form for a Spot Buy, the fields that are slightly different from the Requirements Contract are identified and explained.

#1

NOTE:

Purchase Order numbers always start with 45XXXXXXXX
 Requirements Contracts or Scheduling Agreements always start with 55XXXXXXXX.

© 2003-2011 Delphi Electronics & Safety
 SAP Supplier Training – Supply Management
 Page 19

DELPHI

Purchase Order – Spot Buy

| Delivery Date | Scheduled Quantity |
|----------------------------|--------------------|
| 08/01/2003 | 2,000.000 |
| 08/07/2003 | 2,000.000 |
| 08/14/2003 | 2,000.000 |
| Net Line Item Value | |

#5 – Delivery Date and Schedule Quantity:
Specifies the date the material must arrive at Delphi-E&S and the quantity to be delivered

DELPHI Delphi Electronics Systems
Page 1 of 3

| | |
|---|--|
| Buyer: DELPHI DELCO AUTOMOTIVE SYSTEMS LLC DELPHI ELECTRONICS & SAFETY DIVISION PO BOX 9005 KOKOMO, IN 46904 | Purchase Order PO Number: 450002694 Date Issued: 07/28/2003 Version: 07/28/2003 12:07:28 |
| Deliver to: DELPHI D KOKOMO PLANT 1,6,7,8,9 200 East Boulevard KOKOMO IN 46904-9005 | Vendor No: 1001461 DUNS No: 999999999 Payment Terms: 2/0/2 Currency: USD Payment settled on 2nd, 2nd Month Incoterms: FCA-Freight Forwarder's Dock |
| ABC Supplier: C/O 100 Supplier 127 East Boulevard KOKOMO IN 46902 | |

| Item No. | Material No. | Description | Total Order Quantity | Plant | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------|------------------------|----------------------|---------------------------------|-----------------|--------------------|-------|------------|-----|-------|------------|-----------|--------|--|----|--------|----------------------------|-----------|--------|--|-----|---------------|------------|-----------|--------|--|----|--------|----------------------------|--|--|--|-----|---------------|
| 00010 | 1619200 | *CAP-SM, 4.7UF, 35V20% | 6,000.000 | DELPHI D KOKOMO PLANT 6,7,8,9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UOM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>08/01/2003</td> <td>2,000.000</td> <td>100.50</td> <td></td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/07/2003</td> <td>2,000.000</td> <td>100.50</td> <td></td> <td>PC</td> <td>201.00</td> </tr> <tr> <td>08/14/2003</td> <td>2,000.000</td> <td>100.50</td> <td></td> <td>PC</td> <td>201.00</td> </tr> <tr> <td colspan="2">Net Line Item Value</td> <td></td> <td></td> <td>USD</td> <td>603.00</td> </tr> </tbody> </table> | | | | | Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | 08/01/2003 | 2,000.000 | 100.50 | | PC | 201.00 | 08/07/2003 | 2,000.000 | 100.50 | | PC | 201.00 | 08/14/2003 | 2,000.000 | 100.50 | | PC | 201.00 | Net Line Item Value | | | | USD | 603.00 |
| Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/01/2003 | 2,000.000 | 100.50 | | PC | 201.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/07/2003 | 2,000.000 | 100.50 | | PC | 201.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/14/2003 | 2,000.000 | 100.50 | | PC | 201.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net Line Item Value | | | | USD | 603.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 00020 | | *CAP-SM, 4.7UF, 35V20% | 6,000.000 | DELPHI D KOKOMO PLANT 1,6,7,8,9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>Delivery Date</th> <th>Scheduled Quantity</th> <th>Price</th> <th>Price Unit</th> <th>UOM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>08/01/2003</td> <td>2,000.000</td> <td>69.99</td> <td></td> <td>PC</td> <td>140.00</td> </tr> <tr> <td colspan="2">Net Line Item Value</td> <td></td> <td></td> <td>USD</td> <td>444.50</td> </tr> </tbody> </table> | | | | | Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | 08/01/2003 | 2,000.000 | 69.99 | | PC | 140.00 | Net Line Item Value | | | | USD | 444.50 | | | | | | | | | | | | |
| Delivery Date | Scheduled Quantity | Price | Price Unit | UOM | Value | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 08/01/2003 | 2,000.000 | 69.99 | | PC | 140.00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net Line Item Value | | | | USD | 444.50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total net value | | | | USD | 1,047.50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Notes:

Suppliers are required to meet all requirements detailed in the Delphi Global Purchasing Supplier Guidelines and reference documents that are available on the

| | |
|---|---|
| Purchasing Contact: Buyer, Ima Phone: 765-451-0910 Fax: 765-451-0238 | Contact Address: Delphi Delco Electronics Systems One Corporate Center MCCTCLM, KOKOMO IN 46904 |
|---|---|

Date and Time Printed: 07/28/2003 12:05:53

DELPHI

Material No/Item Identifier No
Description

Tooling for 16191914

#1 – Description of tooling: Identifies the tooling ordered and the Delphi-E&S part (material) number for which it is being ordered

Delivery Date

03-MAR-2008

#2 – Delivery Date: Identifies the date the tooling is expected to be completed

Price

25,000.00

#3 – Price: Identifies price per unit

Total net value

#4 – Total Net Value: Identifies the net value of all purchase order line items

DELPHI Delphi Electronics and Sat
Page 1 of 2

| | |
|--|---|
| <p>BUYER: DELPHI DELCO ELECTRONICS OVERSEAS CORP MOORGATE ROAD KIRKBY LIVERPOOL L33 7XJ GREAT BRITAIN</p> <p>DELIVERY TO: DELPHI D LIVERPOOL Morgan Road LIVERPOOL L33 7XJ GREAT BRITAIN</p> <p>ABC Company: 123 S. Main St. KOKOMO IN 46902 UNITED STATES</p> <p>INVOICE TO: Delphi Delco Electronics Systems Administrative Service Center PO Box 75, Delphi House Washtoni Road LITON L33 7YU GREAT BRITAIN</p> | <p>Purchase Order</p> <p>PO Number: 450035620 Date Issued: 28-Jan-2008 Version: 28-Jan-2008 10:33:07</p> <p>Delivery date: 03-MAR-2008</p> <p>Vendor No: 1038048 DUNS No: 123555888</p> <p>Payment Terms: Z2012 Currency: USD Payment settled on 2nd, 2nd Month</p> <p>Incoterms: FCA-Freight Forwarder's Dock</p> <p>Buyer Tax Id: GB616003976 Seller Tax Id:</p> |
|--|---|

| Item No. | Material No/Item Identifier No | Description | Total Order Quantity | Plant | Requester | |
|------------------------|--------------------------------|-----------------|----------------------|-------------------------|-----------|---------------|
| 00010 | PR10999410 00010 | 1 | 1.000 | 0001 DELPHI D LIVERPOOL | | |
| | Tool Line For 16191914 | | | | | |
| | | 1 Delivery Date | Scheduled Quantity | Price | Unit LOM | Value |
| | | 03-003-2008 | 1.000 | 25,000.00 | 1 206 | 25,000.00 |
| | | NET Item Value | | | | 25,000.00 |
| Total net value | | | | | | USD 25,000.00 |

Total net value **USD 25,000.00**

Purchasing Contact: Buyer, Ima
Phone: 765-451-6512
Fax: 765-451-0265

Contact Address:
DELPHI DELCO ELECTRONICS SYSTEMS
ONE CORPORATE CENTER MS CT11M
KOKOMO IN 46902

3

Date and Time Printed: 28-Jan-2008 10:33:07

21

SAP Supplier Training

The Purchase Order for Indirect Tooling is very similar to the Spot Buy Purchase Order. There are only a few fields that get special attention for clarity.

#2 – Delivery Date:

Indicates when the tooling will be completed and can start being used at the manufacturing plant where the product is being produced.

© 2003-2011 Delphi Electronics & Safety
SAP Supplier Training – Supply Management
Page 21

DELPHI

Invoice to:
 Delphi Delco Electronics Systems
 Administrative Service Center
 PO Box 75 Delphi House
 Windmill Road
 LUTON
 LUI 3YU
 GREAT BRITAIN

Buyer Tax id: GB616003976
 Seller Tax id:

#6 A Tax ID box is provided for most Foreign sites

Purchase Order – Indirect Tooling

DELPHI Delphi Electronics and Sat
Page 1 of 2

| | |
|---|--|
| <p>BUYER: DELPHI DELCO ELECTRONICS OVERSEAS CORP MOORGATE ROAD KIRKBY LIVERPOOL L33 7XJ GREAT BRITAIN</p> <p>DELIVERY TO: DELPHI@LIVERPOOL Moorgate Road LIVERPOOL L33 7XJ GREAT BRITAIN</p> <p>ABC Company 123 A Main St KOKOMO IN 46902 UNITED STATES</p> | <p>Purchase Order</p> <p>PO Number: 450035620 Date Issued: 28-Jan-2008 Vendor: 28-Jan-2008 10:33:07</p> <p>Delivery date: 03-MAR-2008</p> <p>Vendor No: 1038048 DUNS No: 123555888</p> <p>Payment Terms: Z202 Currency: USD Payment settled on 2nd, 2nd Month</p> <p>Incoterms: FCA-Preight Forwarder's Dock</p> |
|---|--|

INVOICE TO:
 Delphi Delco Electronics Systems
 Administrative Service Center
 PO Box 75 Delphi House
 Windmill Road
 LUTON
 LUI 3YU
 GREAT BRITAIN

5

Buyer Tax id: GB616003976
 Seller Tax id:

6

| Item No. | Material No/Item Identifier No | Total Order Quantity | Plant | Requester | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------------------|----------------------|---------------|-----------|----------------|--------------------|-----|-------|------|----|-------|-----------|-------|-----------|--|--|--|-----------|-----------------------------|--|--|--|--|--|-----------|
| 00010 | PR10999410 00010 | 1.000 | 0001 DELPHI D | LIVERPOOL | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Pool/Line Item</th> <th>Scheduled Quantity</th> <th>Qty</th> <th>Range</th> <th>Unit</th> <th>UM</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>0000-2028</td> <td>1.000</td> <td>35,000.00</td> <td></td> <td></td> <td></td> <td>35,000.00</td> </tr> <tr> <td colspan="6">Net Line Item Value:</td> <td>35,000.00</td> </tr> </tbody> </table> | | | | | Pool/Line Item | Scheduled Quantity | Qty | Range | Unit | UM | Value | 0000-2028 | 1.000 | 35,000.00 | | | | 35,000.00 | Net Line Item Value: | | | | | | 35,000.00 |
| Pool/Line Item | Scheduled Quantity | Qty | Range | Unit | UM | Value | | | | | | | | | | | | | | | | | | | |
| 0000-2028 | 1.000 | 35,000.00 | | | | 35,000.00 | | | | | | | | | | | | | | | | | | | |
| Net Line Item Value: | | | | | | 35,000.00 | | | | | | | | | | | | | | | | | | | |
| Total net value | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | USD | 25,000.00 | | | | | | | | | | | | | | | | | | | | |

Purchasing Contact: Buyer, Ima
 Phone: 765-451-6817
 Fax: 765-451-0265

Contact Address:
 DELPHI DELCO ELECTRONICS SYSTEMS
 ONE CORPORATE CENTER MS CT11LM
 KOKOMO IN 46902

Date and Time Printed: 28-Jan-2008 10:33:07

#5 – Invoice to: - If required, for Foreign sites, the invoice address will print on the order.

#6 - A Tax ID box is provided for most Foreign sites.

If the buyer or seller ID are incorrect, please notify the buyer if wrong

DELPHI

Supplier changes

- ◆ Supplier is to notify Delphi-E&S if any of the following partner function changes prior to the change:
 - CA – Contract address site
 - » At least two weeks in advance; one month in advance preferred
 - VN – Ship from site
 - » At least one month in advance if the site is already EDI certified; for uncertified EDI sites timing will depend on the length of time required for EDI certification
 - OA – Ordering Address (DELJIT) site
 - » At least one month in advance if the site is already EDI certified; for uncertified EDI sites timing will depend on the length of time required for EDI certification
 - FA – Forecast Address (DELFOR) site
 - » At least one month in advance if the site is already EDI certified; for uncertified EDI sites timing will depend on the length of time required for EDI certification
 - GS – Goods Supplier / Manufacturing Site
 - » Must provide PPAP sample submission as required
 - » Must have PPAP approved before any manufacturing site changes are to occur

23

SAP Supplier Training

Proof of Delivery (RECADV) and text messages (GENRAL) transmit to the VN site.

Additional EDI set-up may be required if a supplier's VN, OA and/or FA combination(s) change.

If the supplier changes their EDI system and/or process it is preferred to receive 6 months notice prior to change.

DELPHI

Incoterm Guidelines

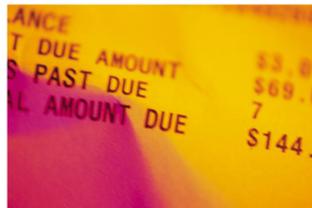
- ◆ Domestic North America Shipments
 - Free Carrier (FCA) – Seller's City, State, Country
 - Title Transfer Delphi-E&S Plant
- ◆ International Shipments
 - Free Carrier (FCA) – Seller's City, State, Country
 - Title Transfer Delphi-E&S Plant
 - ExWorks (EXW) is not an acceptable Incoterm for Delphi
 - Delivery Duty Unpaid (DDU) or Duty Delivery Paid (DDP) – Buyer's Dock
 - » Acceptable terms for hazardous materials and special chemical materials where the supplier is better equipped to do the transport
- ◆ Vendor Managed Inventory (VMI) – Delphi-E&S takes over Freight Collect at the Supplier's ship from address
- ◆ Insurance
 - Delphi-E&S specified carrier – Delphi-E&S insurance liable
 - Carrier Supplier owned – Supplier insurance liable



DELPHI

Standard Payment Terms

- ◆ MNS3 – Preferred Method Effective 1/1/2008
 - Payment is made second day of third month from Receipt date
 - SAP – Z23



25

SAP Supplier Training

Deviations may be required for payment terms more favorable than MNS3. The buyer is responsible to obtain the necessary deviations.

DELPHI

Delphi Customer Specific Requirements

To access via web:
<http://www.delphi.com>
Select **Suppliers** tab

Select **DELPHI Supplier
Community Portal**

The image shows two screenshots of the Delphi website. The top screenshot is the main corporate website with the 'Suppliers' tab highlighted in the navigation menu. A red arrow points from the 'Suppliers' tab to the 'Supplier Main' page shown in the bottom screenshot. The bottom screenshot shows the 'Supplier Main' page with a sidebar containing links: 'How to Become a Supplier', 'Login to Delphi Supplier Portal', and 'How to Become a Supplier'. The main content area is titled 'Introduction to Delphi Global Supply Management' and includes the heading 'VISIT THE PUBLIC PAGES OF THE DELPHI SUPPLIER COMMUNITY PORTAL'. A red arrow points from the 'Login to Delphi Supplier Portal' link in the sidebar to the 'Introduction to Delphi Global Supply Management' heading in the main content area.

SAP Supplier Training

DELPHI

Select Supplier Standards

Select Delphi Customer Specific Requirements

Delphi Customer Specific Requirements

The screenshot shows a web browser window with the URL <https://delphi.portal.covisint.com/webportal/home;sessionId=14030F0E81CC175B22E3C1554F28602>. The page content includes:

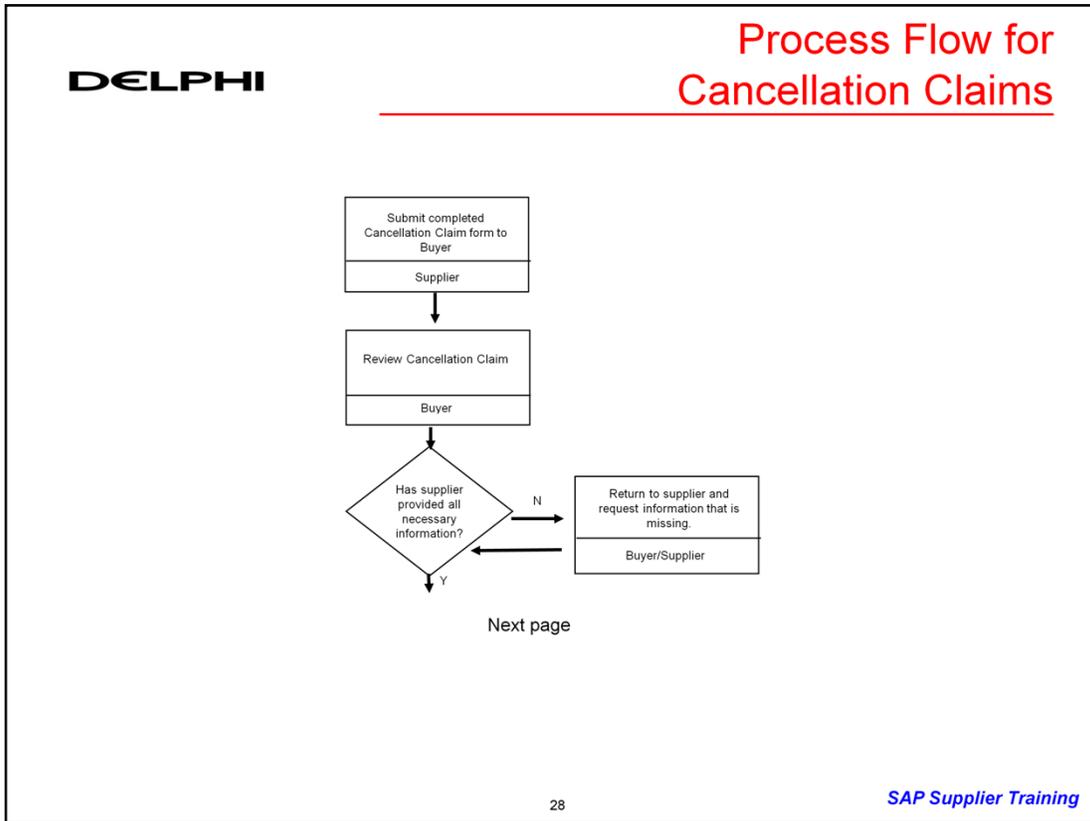
- Emergency Information:**
 - Update: Delphi Corporation Modified Plan of Reorganization (30-Oct-2009)
 - Assignment Letter Post Petition Supplier Contracts (Nevco DAS) (21-Sep-2009)
 - Assignment Letter Post Petition Supplier Contracts (Nevco DCS) (21-Sep-2009)
 - Assignment Letter Post Petition Supplier Contracts (Nevco Medical) (21-Sep-2009)
- Recently Used Documents:**
 - Contact Global Supply Management
 - Delphi Customer Specific Requirements
 - Delphi Name Change
 - Doing Business With Delphi
 - Delphi's Privacy Awards for Supplier Excellence
 - General Terms and Conditions (IME worldwide, Direct/Indirect Material)
 - Forced Labor Letter from Sid Johnson, VP Global Supply Management (1-Dec-2006)
 - Forced Labor Policy
 - Supplier Standards
 - Materials Specifications / Substances of Concern
 - Delphi Supplier Portal Registration Quick Reference
 - Delphi Portal Applications Help Desk Information
 - Shipping Goods Across International Borders
 - Communications to Suppliers, Customs Forms, CTPAT Information
 - Information About Payment Visibility (ePayments - Payment Status)
 - Diesel Romania Procurement
 - Traveling to Mexico for Business Information
 - Shipping Hazardous Materials to Delphi Plants in Mexico
 - Supplier Conference / Event Materials (Login to View)

Below the browser window is a screenshot of the Delphi portal's 'Delphi Supplier Standards' page. It features a login section on the left and a main content area with a document list:

| Document and Description | Type | Last Updated |
|--|------|---------------|
| NATURAL SPECIFICATIONS | | |
| <ul style="list-style-type: none"> Finalizes Approved Sources List This copy of the Delphi-A-Process Approved Source List (ASL) is for reference purposes only and is not considered a controlled document. This list contains information on Wash-Chemical Suppliers and Applicators that meet the requirements outlined in D1500003. Any questions regarding this list can be directed to why-direct@delphi.com. | doc | Sep 17, 2009 |
| <ul style="list-style-type: none"> Delphi Material Safety Data Sheet (MSDS) Requirements | doc | May 28, 2009 |
| NATURAL SPECIFICATIONS - SUBSTANCES OF CONCERN | | |
| <ul style="list-style-type: none"> Letter from Steve Nelson, VP Global Supply Management addressed to All Delphi Supplier Executives | pdf | June 23, 2009 |

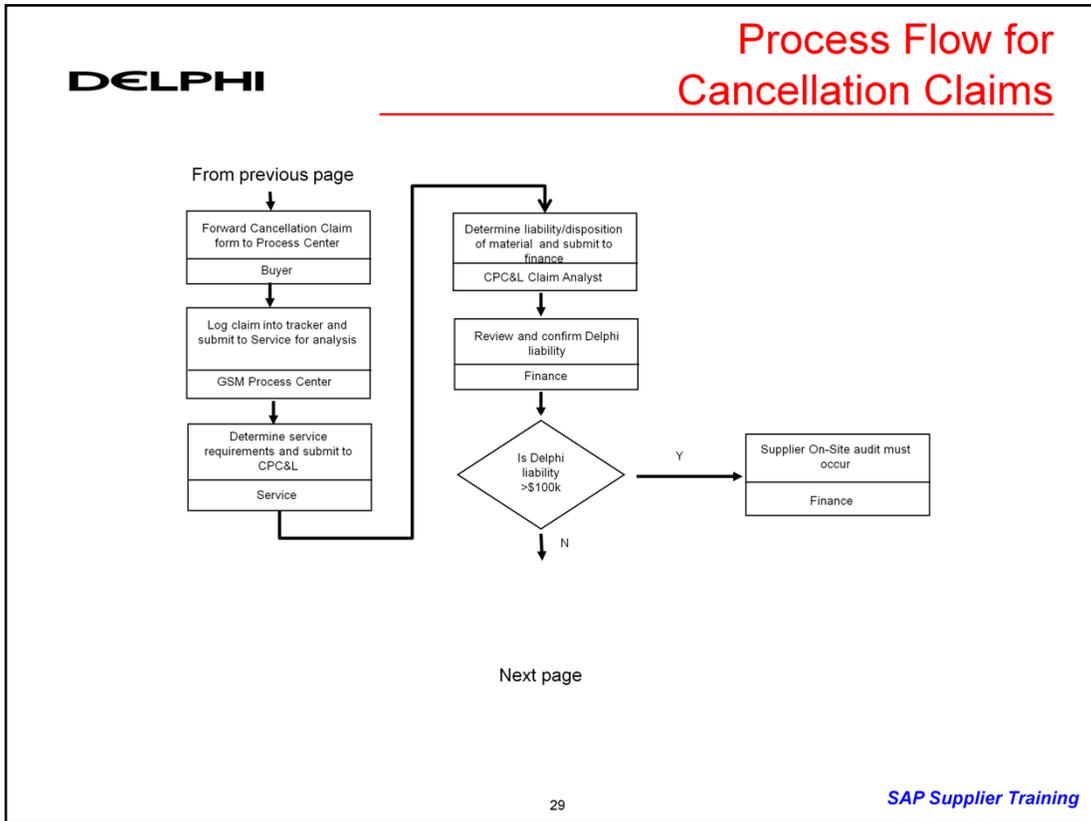
SAP Supplier Training

Directions on where to locate the customer specific requirements



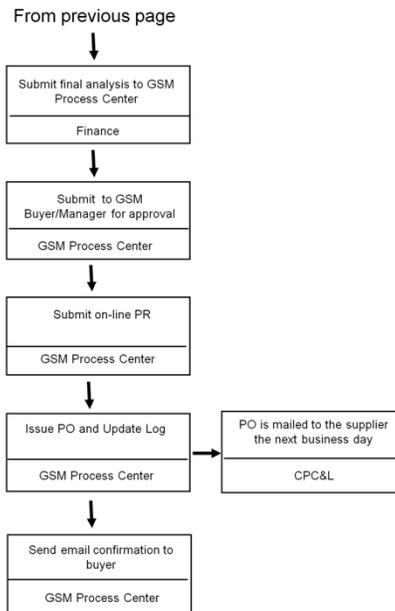
The following slides represent the competencies that are responsible for sections of the supplier claim process.

The Buying Office is always supplier's first point of contact. Suppliers should not contact Central Production & Logistics (GPC&L) Supplier Claim Analyst to obtain an update on where the claim is located in the process.



DELPHI

Process Flow for Cancellation Claims



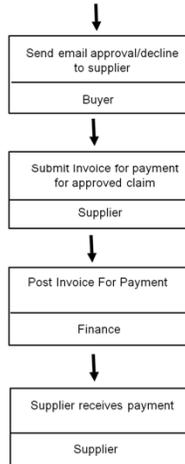
Next page
30

SAP Supplier Training

DELPHI

**Process Flow for
Cancellation Claims**

From previous page



End

DELPHI

Shaded Areas on form are for Delphi Electronics & Safety (Delphi E&S) use only

***Supplier Name and Address:** Name and address of Supplier submitting claim

***Date:** Enter date of submission of claim to Delphi E&S

***Requirements Contract:** Unique Supplier Management Document Number

***Supplier Scheduling and Shipping Duns:** Dun & Bradstreet number of Supplier's Location: Scheduling is the Forecast Site Number. Ship Duns identifies the DUNS location for the location from which the vendor ships material

***Vendor Managed Inventory:** VMI is a locally-based operation set up to better service customers with the availability for inventory and responsiveness to customer scheduling changes.

***Plant Code (s):** Delphi E&S ship to location for example DA26

MRP Controller (s): Delphi E&S plant employee responsible for managing material in plant

Items with an asterisk are required fields

Direct Supplier Cancellation Claim Fields

The screenshot shows a form titled 'DELPHI ELECTRONICS & SAFETY DE WI FOR 406.05.01A Direct Supplier Cancellation Claim Request'. It includes fields for Buyer Information, Supplier Name and Address, Requirements Contract, Supplier Duns, Vendor Managed Inventory, and Plant Code. Shaded areas indicate fields to be completed by Delphi E&S.

SAP Supplier Training

All shaded areas on the form are to be completed by Delphi Electronics & Safety employees.

The Supplier Cancellation Claim Form should be completed electronically and submitted to the appropriate buying office.

Failure to complete all fields will cause form to be rejected and Supplier will be required to resubmit the document.

This is the current form and all other forms are no longer acceptable for Submission. If a previous form is submitted it will be rejected and supplier will be required to complete the data on the revised form.

DELPHI

Direct Supplier Cancellation Claim Fields

***Delphi Part Number, Description and Standard Pack:** Number that uniquely identifies the goods being ordered from supplier. Unique description and ordering quantity of material.

ONLY ONE PART PER CLAIM

***Total \$ Value:** Total value of material claimed.

Reason For Cancellation: Provide details to assist in evaluation of claim submission. If applicable, provide date code of material or revision date details.

***Type of Material and Hazardous Classification:** Provide classification of material. Indicate if material is hazardous and what is disposition process.

***Quantity and Price:** Finished goods quantity Supplier is claiming liability. Price is Delphi E&S purchase price for the time period the claim is being analyzed.

***DELFOR Information:** Provide date/release of DELFOR and quantity shipped after DELFOR used for calculation. Attach details of documentation such as email correspondence from plant personnel.

Items with an asterisk are required fields

| DELPHI ELECTRONICS & SAFETY | | DE WI FOR 406.05.01A | |
|--|----------|-----------------------------------|--------------|
| Direct Supplier Cancellation Claim Request | | | |
| Effective Date: | Rev: 010 | Page 1 of 1 | |
| NOTE: Pages one and two of this form are to be filled out by Supplier and sent to Delphi. E&S Buyer for processing. Shaded areas are for Delphi-E&S use only. | | | |
| Buyer Information: | | | |
| Buyer Name | Phone | FAX | M.S. |
| Supplier Name: ABC Associates Date: 4/22/10 | | | |
| Supplier Address: 33 Park Road | | | |
| Kokomo, IN 46902 | | | |
| Requirements Contract(s): RC Scheduling Agreement(SA Purchase Order PO Number(s): 862000123 and 85123486 | | | |
| Supplier Data Number: Scheduling: 154012507 Shipping: 544789123 | | | |
| *Vendor Managed Inventory* Part? No (if yes, provide documentation) | | | |
| Plant Code(s) of Delphi-E&S using plant(s): CA26 and CA31 | | | |
| MSP Controller(s): John Smith and Mary Doe | | | |
| Delphi Part Number (only 1 class per part): 12244444 | | | |
| Part Description: Widget | | | |
| Part standard pack quantity: 500 | | | |
| Total \$ value declared: \$5,915.91 | | | |
| Reasons for cancellation (include CR # or Customer Cancellation Request if applicable): If this is a part revision change, provide Part Date details. Provide date code if applicable. | | | |
| End of life: No active Delphi schedule. John Smith confirmed via email on 3/25/10 to submit cancellation claim. | | | |
| Type of material (metal, plastic, precious metals, etc.): Plastic | | | |
| Are there any hazardous concerns? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> | | | |
| If Yes, describe the appropriate disposition process: Contains Lead | | | |
| Quantity that is | 3,400 | X Part 1: 54 | = 9 2,176.00 |
| Quantity shipped | | Price (Delphi-E&S purchase price) | |
| DELFOR Date and Quantity for PAB: 3/1/10 (Provide date release of DELFOR and quantity) | | | |
| - DELFTS shipped: 2000 (Total quantity shipped after DELFOR used for calculation) | | | |
| - Other Explain: | | | |
| When printed, this document is uncontrolled unless identified as controlled by a Document Control Center. | | | |

Please provide any communication emails that you have regarding a claim in question if plant personnel required your company to ship outside of SAP.

DELPHI

***Partially Fabricated Material:** Quantity, percent complete, and value of work in process (WIP). Provide where the material is located that is in the work in process

***Raw Material :** Must include per part the description or source number, BOM usage, net claim quantity, unit of measure, and unit cost. If claiming more than two parts, attach excel file with details so Delphi E&S can insert data quickly or provide separate form.

***Supplier Contact Information:** Individual's name, contact phone, fax and email address. Information should be accurate in order to discuss questions with preparer's name.

DO NOT DESTROY OR SELL CLAIMABLE MATERIAL UNTIL WRITTEN APPROVAL IS PROVIDED BY DELPHI E&S. DELPHI E&S HAS THE RIGHT TO AUDIT MATERIAL

Items with an asterisk are required fields

Direct Supplier Cancellation Claim Fields

If you have more than two part numbers for the raw material section, please attach an excel file with ALL fields completed for raw material.

The fields are the following that must always be supplied:

- Usage per part
- Net claim quantity
- Unit of measure
- Net Claim unit cost

Failure to provide the data will cause your claim to be rejected and your company will have to resubmit with all information provided.

DELPHI

**Direct Supplier
Cancellation Claim Request**

This portion of the form is reserved for Delphi Electronics & Safety Employees. Service, CPC&L Claims Analyst, and Finance representatives complete their appropriate area.

DELPHI ELECTRONICS & SAFETY DE WI FOR 406.05.01A
Direct Supplier Cancellation Claim Request Page 1 of 1
Effective Date: May 2010

| | |
|--|------------|
| Service Needs (Excluding life time buys) _____ | Lot# _____ |
| _____ | _____ |
| _____ | _____ |
| Service Signature _____ | Date _____ |

Cancellation Claim Analysis: _____ Date _____

End Model Numbers (See Attached List) _____

Plant(s) Inventory _____

Date of High Point of Fab Schedule _____ SAP MCA (commitment time) _____

Date of High Point of Material Schedule _____

DELPHI total commitment per MCA FAB# _____

Total number of parts received _____ Material# _____

Delphi-Eds's ability to salvage _____

Additional Comments: _____

Analysis done by: _____ P&L Source _____

Salvage Recommendation:

Send to Delphi-Eds _____ Scrap at Supplier _____

Comments: _____

Salvage Signature _____ Date _____

Physical material audit by Finance recommended? Yes _____ Recommended by _____

Account Classification & Finance Approval:

General Ledger Account No. _____

Finance Approval Signature _____ Date _____

When printed, this document is uncontrolled unless identified as controlled by a Document Control Center.

This page is reserved for Delphi Electronics & Safety employees. Service, Central Production Control & Logistics (CPC&L) Analyst, Salvage and Finance review the claims.

DELPHI

Direct Supplier Cancellation Claim Request

This portion of the form is reserved for Delphi Electronics & Safety Global Supply Management Employees

DELPHI ELECTRONICS & SAFETY DE WI FOR 406.05.01A
Direct Supplier Cancellation Claim Request Page 4 of 5
Effective Date: May 2010

Lot # _____

Global Supply Management Checklist & Approval:

| | |
|--|--|
| Vendor will not accept for credit _____ | No use as alternate or optional part _____ |
| Cannot be modified for other use _____ | Cannot be sold _____ |
| Service requirement addressed _____ | Savings recommendation addressed _____ |
| Release returned part on cancellation: EC-SAPO _____ | |
| Original EC-SAPO Number and Part Number included in Description on EC-SAPO _____ | |
| Final suggested cancellation charge \$ _____ PR.30 _____ | |
| Original EC-SAPO No. _____ | |
| Cancellation EC-SAPO No. _____ | |
| CFR or Customer Cancellation # _____ | |
| Comments: _____ | |
| _____ | |
| Buyer Approval Signature _____ | Date _____ |
| Purchasing Mgr/Commodity Mgr Approval Signature _____ | Date _____ |
| OS&PBU Director Signature (Over \$100K) _____ | Date _____ |

When printed, this document is uncontrolled unless identified as controlled by a Document Control Center.

This page is reserved for Global Supply Management

DELPHI

Why claims could be rejected

- ◆ Claim Rejections
 - Claim request was already processed for part number
 - Receipts exceed high point quantity allowed
 - Open quantities remain to ship
 - Service Requirements exceed claim quantity
 - Fields missing or inaccurate data on claim
 - Incorrect form used
 - Claim form submitted in PDF format only



DELPHI

Areas that analyze claims

- ◆ Service determines if there are any future requirements for material

- ◆ Central Production Control & Logistics (CPC&L) Supplier Claim Analyst reviews the claim against high point data and receipts from SAP system.
 - SAP report calculates the Fab and material authorization for a given part based on the Material Commitment Authorization (MCA)

 - Fab authorization quantity is calculated by totaling the scheduled amounts for deliveries between the transmission date and the end of the firm zone date.

 - Material authorization quantity is calculated by totaling the scheduled amount for the deliveries between the transmission date and the end of the trade-off zone date

DELPHI

Areas that analyze claims

- ◆ Central Production Control & Logistics (CPC&L) Supplier Claim Analyst recommends disposition of material to scrap at supplier or send to Delphi-E&S

- ◆ Finance performs appropriate checks such as MCA terms and conditions and price
 - If claim amount is greater than \$100K, on site audit is conducted



DELPHI

Areas that analyze claims

- ◆ Global Supply Management (GSM) buyer receives initial claim from supplier
- ◆ Buyer / Category Manager / Product Line Purchasing Manager (PLPM) will review final claim analysis
- ◆ GSM cancellation claim specialist issues a purchase order to cover cancellation charges and disposition of material if claim is approved for payment.

DELPHI

General Information

- ◆ End of Firm Zone
 - Represents the go-ahead for production for a material
- ◆ End of Trade of Zone
 - Represents the go-ahead for purchase of input materials to a supplier such as materials required to build material the supplier sells to Delphi.
- ◆ Committed Quantity
 - This is the Delphi committed quantity for the fabrication and material authorization as per the agreed Material Commitment Authorization (MCA) terms.
- ◆ Communication should always be made with the appropriate buying office
- ◆ Do not contact other competencies to locate where a claim is in the process
- ◆ If a claim is rejected or additional information is required, please respond quickly to avoid delays in the process

**DELPHI
DELPHI**

Questions and Answers

If you have additional questions regarding VEGA 2 after the training session, please contact the Delphi Electronics & Safety VEGA Support Team:
delco.vega.support.kokomo@delphi.com

SAP Supplier Training