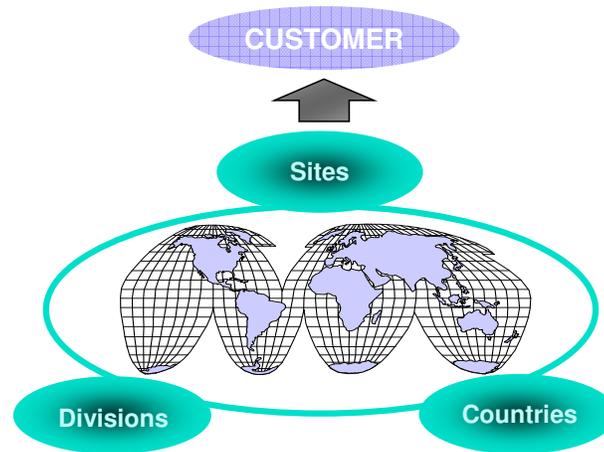


DELPHI

Delphi Electronics & Safety SAP Supplier Training



Supplier Training

Welcome to Delphi Electronics & Safety SAP Supplier Training. This participant manual is designed to be used as a reference tool during the training and also as a resource tool after the class.

This is a comprehensive manual, and not all of the information contained in this manual will be covered during the training session. We will review the most critical elements with you during the training with an understanding that you will review the additional material on your own.

It is imperative that you understand all of the material. Therefore, we have included many resource tools within specific modules that will guide you through the steps for accessing many forms and resources available to you as a supplier to Delphi Electronics & Safety.

In addition, an *Appendix* section is provided that includes a brief overview of supplier responsibilities concerning SAP as well as detailed contact information for questions and issues.

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Objectives

- ◆ Why are we here?
 - Explain the SAP system to Suppliers
 - Provide Requirements
- ◆ How is Delphi Electronics & Safety going to assist Suppliers?
 - Conduct EDI Certification
 - Conduct Label and Packing Slip Certification
 - Provide training
 - » Comprehensive overview of SAP
 - » Ensure Suppliers know how SAP impacts them
 - » Provide SAP reference and contact information

Delphi Electronics & Safety SAP Supplier Training material:
http://www.delphisuppliers.com/vendor_documents/delphi-d/Vega2/index.html

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Supplier Training

You may be familiar with SAP; however, we want to ensure that you as a Delphi Electronics & Safety suppliers are comfortable with Delphi SAP business processes.

The Delphi Electronics & Safety SAP supplier training material is available at the web site displayed on this slide. No supplier password is required to access this site.

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Agenda

- ◆ Overview
- ◆ Supply Management
- ◆ Electronic Data Interchange (EDI)
- ◆ Vendor Managed Inventory (VMI)
- ◆ Container Labeling & SID bar code
- ◆ Packaging and Containerization
- ◆ Transportation
- ◆ Supplier Scorecard
- ◆ SAP Key Highlights

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Supplier Training

This agenda lists the modules that are covered during this four-hour training session. However, there is additional material included within this training manual that will not be covered during the session but is just as important for you to review and understand.

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SAP
Overview

- ◆ SAP: The Company
 - SAP = Systems, Applications and Products
 - SAP is the world's leading provider of e-business solutions
 - Over 10 million users globally
 - » Delphi is one of SAP's largest customers
- ◆ SAP: The System
 - SAP runs on PCs with a Windows-based interface connected to a powerful, integrated database
 - Real-time vs. batch data handling
 - Multi-lingual and multi-currency capability
 - Delphi's common, enterprise-wide system solution
 - Integrates Finance, Manufacturing, Sales, PC&L, and Supply Management

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Supplier Training

SAP is a German company. There are other companies that provide a similar type of service; however, Delphi decided on SAP because of the real-time and multi-lingual capabilities of the system.

Because Delphi is a large customer, SAP has customized the package to better fit our needs. VEGA was the name of Delphi's project for implementing SAP and Delphi Electronics & Safety is using version 2; thus the name for Delphi Electronics & Safety's version is VEGA 2.

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Benefits of SAP *Overview*

◆ Benefits

- Supports Delphi's common process and systems initiative
- Greatly improves business decision support with real-time, enterprise-wide information which is tied to Finance
- Provides users with access to data which is available today
- More economical long-term approach to system maintenance and upgrades.
- Reduces redundant effort to solve business problems (i.e., label management, data warehousing, etc.)

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Supplier Training

This is a partial list of the benefits of SAP. The different Delphi divisions had different systems making it difficult for the supply base to adapt to the various shipping methods necessary for each division. By implementing SAP, Delphi will have a common system across divisions allowing for commonality and economic benefits for both Delphi and suppliers.

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Sites Using SAP *Overview*

- ◆ North America
 - Kokomo including Cuneo (DA01, DAIC & DA74)
 - Flint (DA43)
 - Mexico sites (DA26, DA31, DACM, DARY, DALV, DALI)
- ◆ Suzhou China (DAT3)
- ◆ Beijing (DAT5)
- ◆ Singapore (DD22)
- ◆ Liverpool (U001)
- ◆ Hungary (H004)
- ◆ Germany (DE31, DE32, DE33, DE38 & DE39)

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Supplier Training

Above are the Delphi Electronics & Safety sites impacted by SAP. As shown, this is a global implementation strategy.