

HOW TO READ A PAST PERFORMANCE EVALUATION (PPE) REPORT

A. Past Performance Evaluation Report consists of the following sections:

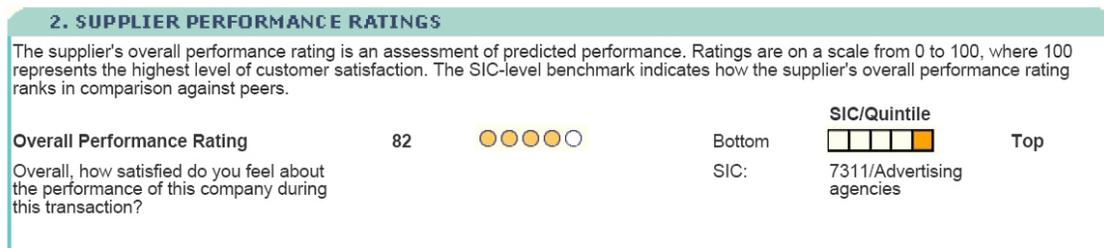
1.) Company Overview: Contains basic location, contact and operating data for the company being evaluated. This information is provided by D & B according to the D-U-N-S Number provided.

2.) Supplier Performance Ratings -

Overall Performance Rating: Provides the supplier’s Summary Performance Rating, which is an assessment of likely overall performance. The overall performance rating is based on the survey responses to the question: “Overall, how satisfied do you feel about the performance of this company during this transaction?” It is not an aggregate or average of the detailed performance ratings.

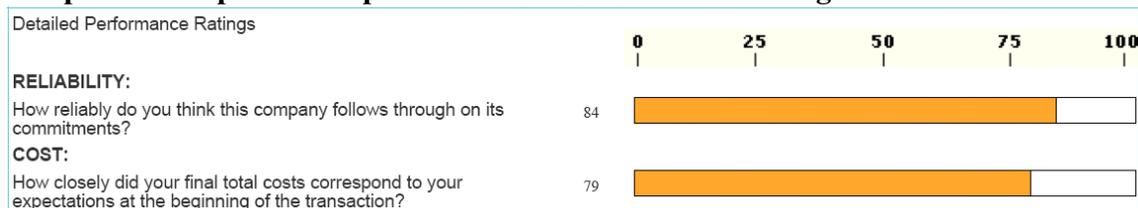
This section also contains your SIC Level Quintile, which is a rating that benchmarks the overall performance of a supplier against all other suppliers in its Standard Industry Classification code (SIC).

Sample PPE Report Excerpt of Overall Performance Rating:



Detailed Performance Ratings: Provides the detailed performance ratings based on the detailed performance questions that customer references are asked in the survey.

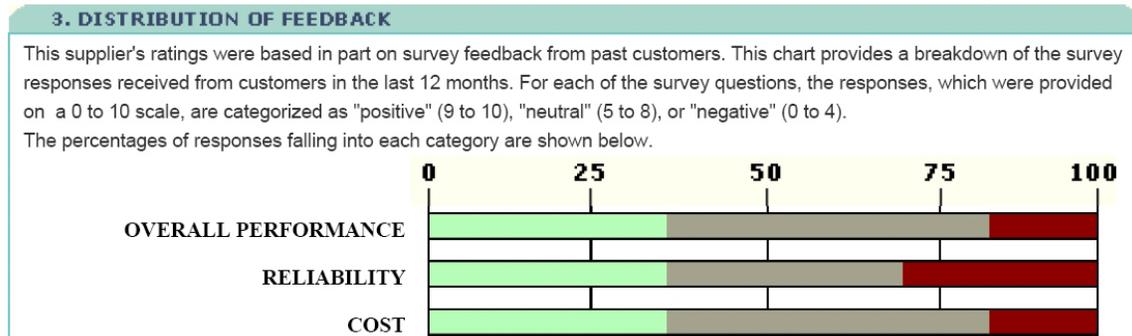
Sample PPE Report Excerpt of Detailed Performance Rating



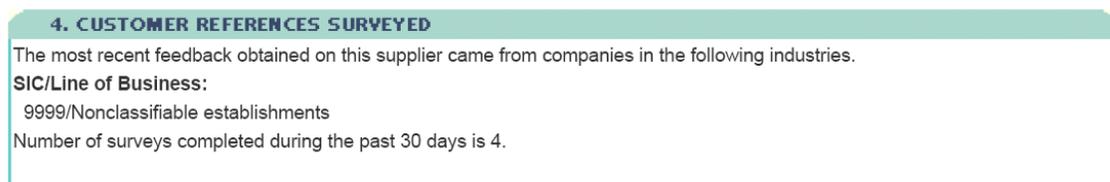
Past Performance Evaluation

4.) Distribution of Feedback: Provides a breakdown of the survey responses received from raters (references) of this supplier in the past 12 months. The responses are rated on a 0-10 scale for each survey question.

- 9-10 Positive Feedback
- 5-8 Neutral Feedback
- 0-4 Negative Feedback



3.) Customer References Surveyed: Indicates the industries of the companies that provided ratings on this supplier in the last 30 days. Individual raters are not identified in order to preserve confidentiality.



B. How do I interpret the results?

All scores are relative to the companies that are listed in the SIC code you provide. Favorable scores are those in the top quintile. If your scores rate in the lower quintile it does not mean that your references gave you poor results, only that the scores were lower than other companies with the same SIC code.

C. Can I see my customer references' survey responses?

All individual survey results are confidential and are not shared with anyone.

D. Complete Sample PPE Report can be found at

https://www.supplierriskmanager.com/ppe-order/static/layout/include/PPE_Sample.pdf