10TH ANNUAL OEM PURCHASING EXECUTIVES SUMMIT

FCA UPDATE

Tuesday, June 18

SIG HUBER
Director of Supplier Relations & Risk Management
RECENT PARTNERSHIPS

FCA US and Aurora to Partner to Develop and Deploy Self-Driving Commercial Vehicles

FCA Selects HARMAN (Samsung) and Google Technologies for New Global Connected Vehicle “Ecosystem”

FCA Signs Partnerships with Enel X and ENGIE group for New E-mobility Solutions
OUR ORGANIZATIONAL PRIORITIES FOR 2019

New Business Plan
Proactive Launch Approach
Launch Quality
SUPPLIER RELATIONS IMPROVEMENT INITIATIVES

BUYER SURVEY
Supplier provided feedback on individuals at all levels throughout the Purchasing organization

BUYER KNOWLEDGE
Offer technical deep-dives to strengthen buyers’ business acumen

INNOVATION
Closer collaboration between Innovation Engineering and Purchasing departments

Key Areas Requiring Additional Focus to Ensure the Largest Impact on Supplier Relationships
SUPPLIER FEEDBACK

Purchasing Assessment Survey Measures:

COMMUNICATION
BUYER KNOWLEDGE
TIMELY RESOLUTION
ACCOUNTABILITY

Gain Feedback on Individual Team Members Within Purchasing

Your Feedback Helps Us to Improve Our Working Relationships
EXPANDING BUYER KNOWLEDGE

Longer Time in Position Guidelines Established

Supplier Hosted Technical Training Courses

Web Based Technical Training Courses
INNOVATION

SUPPLIER ENGAGEMENT

Y-O-Y Improvement on Projects Submitted

Global NDAs

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<th>Year</th>
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<td>2018</td>
<td>24</td>
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<td>2019</td>
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Feasibility Assessment
System Development
Product Introduction

New Idea Submission
TECHNOLOGY DELIVERED

Forward Facing Off-Road Camera
Magna

Portable Bluetooth Speaker
Alpine

Lockable Rear Seat Features Behind Seat “Top Off”
Adient Underseat Bins - Mayco

Hollow Track & Stabilizer Bars THK
Tenneco, SMMC
SUPPLIER “PITCH PIT”

• Exclusive to FCA US at the SAE Annual Engineering Showcase

• Provided Suppliers the Opportunity to Connect with FCA Purchasing & Engineering Decision Makers

• Open to Any WCX Supplier Exhibitor
LOOKING AHEAD
THANK YOU