



NAED's Supply Chain Scorecard

MANUFACTURER'S USE THIS SCORECARD TO MEASURE ACTUAL DISTRIBUTOR PERFORMANCE.

Scorecard For: _____

Time Period

Prepared By: _____

From: _____ To: _____

Please highlight areas of extraordinary performance and explain unsatisfactory scores.

Sales Management Measures

This area reserved for benchmarks and charting.

[Ex: NEMA Trading Area, Regional and/or National]

	Distributor Total Sales	Stock Sales	Direct Shipments	Sales Growth
Actual YTD				
Goal YTD				
Variance %				

Profitability Measures

This area reserved for measures that individual manufacturers may share with individual distributors.

SPAs

This area reserved for individual manufacturer sales measures [New Product Sales, Top 10 Products, Sales by Branch, Product Mix Statistics, Quote Stastics, etc.]

Relationship Measures

Dimension	5 [Excellent/Outstanding]	4 [Very Good]	3 [Adequate/Satisfactory]	2 [Marginal/Needs Improvement]	1 [Inadequate/Not Acceptable]
Business Alignment					
Joint Business Planning					
Investment in the Future					
Communication					
Credibility					

Key Efficiency Drivers

This area reserved for individual manufacturer measures of Online Usage of a manufacturer's secured web site, including, but not limited to, product availability, order tracking, training, graphics, Material Data Safety Sheets [MDSS] and Return Good Authorization Requests [RGA].

	Purchase Order Accuracy	Emergency/Expedited Orders
This Distributor		
All Distributors		

Electronic Communications

	Electronic Stock Items	Orders [850/852] Total Orders	Electronic Invoices [810] Stock Items	Electronic Invoices [810] Total Invoices	EDI Transaction Sets				
% Lines This Distributor				810	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	849	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	856	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting
% Lines All Distributors				820	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	850	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	861	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting
% \$\$\$ This Distributor				844	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	852	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	867	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting
% \$\$\$ All Distributors				845	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	855	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting	UCC 128	<input type="checkbox"/> Set Up <input type="checkbox"/> Transmitting

Performance Measures

Returns Management

	Freight Efficiency	On-Time Payment	Time to Return Authorized Goods
This Distributor			
All Distributors			

Industry Affiliations & IDEA Participation*

Is this distributor an IDEA member?	
Does this distributor use IDW to obtain my company's product and distributor published cost data?	
Does this distributor use IDW to obtain my company's enriched/catalog data and images?	

**Manufacturers may also want to ask, "Is this distributor a member of the National Association of Electrical Distributors [NAED]?"*

This area reserved for marketing measures that individual manufacturers may want to share with individual distributors.

Scope of this Document: This compilation is designed to facilitate a dialogue among individual distributors and the manufacturers that supply products to them for the purposes of making the supply chain evaluation process more efficient and reducing the costs for all parties involved. It is not intended to express any views regarding individual distributors' or manufacturers' business decisions. All distributors and manufacturers will continue to make their own independent decisions regarding all matters affecting competition. Information outside the scope of the designated categories (e.g. manufacturer pricing and payment terms, promotional allowances, etc.) has been omitted from this document. However, individual distributors are free to discuss these subjects in separate dealing with individual manufacturers.