SCHAEFFLER

Do you know, how excellent our Cost Parameter Request (CPR) is?

Overview of the CPR – Version A6
User Manual for internal and external use

Herzogenaurach 2022

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Benefits of the CPR

Advanced Working Environment

With our CPR, we create **cost transparency** which enables us to understand every cost driver that factors into the total price of a commodity. In this way, we can assess cost deviations better and provide a more accurate feedback on the supplier‘s quotation.

Consulting

With the help of the CPR, we can detect weak points to **improve technology capabilities and concepts** in a sustainable manner.

Competitivenes

The Cost Parameter Request helps to detect potentials where costs can be saved. Therefore, the CPR enables us to find smart solutions to **optimize** the **costs** in **cooperation** with the suppliers.

We also find cost deviations and give detailed feedback on global base to enlarge the supplier's competitiveness.

With competitive costs the suppliers can create **sales growth** with SCHAEFFLER and others.

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Remarks

Note:

- The data provided in the CPR will be handled absolutely **confidential** and also corresponds with the non-disclosure agreements with all our business partners.
- Please send the completed CPR-sheet back as an **Excel file**. **DO NOT** convert it to PDF, JPG or other formats.
- On the pages where there is an “Overview” button, click on it to get to the general overview of the CPR.
- Green words, that are underlined, are links. Click on them to get to the respective page they are referring to.

Colors and Buttons

Colors:

These cells contain general **data queries** and can not be edited.

In the headlines, the **requested information** is described. Headlines can not be edited.

These cells need **to be filled out by the supplier.**

These cells are **calculated automatically** based on the data given by the supplier.

Subtotals are calculated automatically in these cells.

These cells contain **total prices**.

Buttons:

By clicking this button **additional rows** can be added (e.g. if the supplier wants to enter more positions than there are rows in the CPR).

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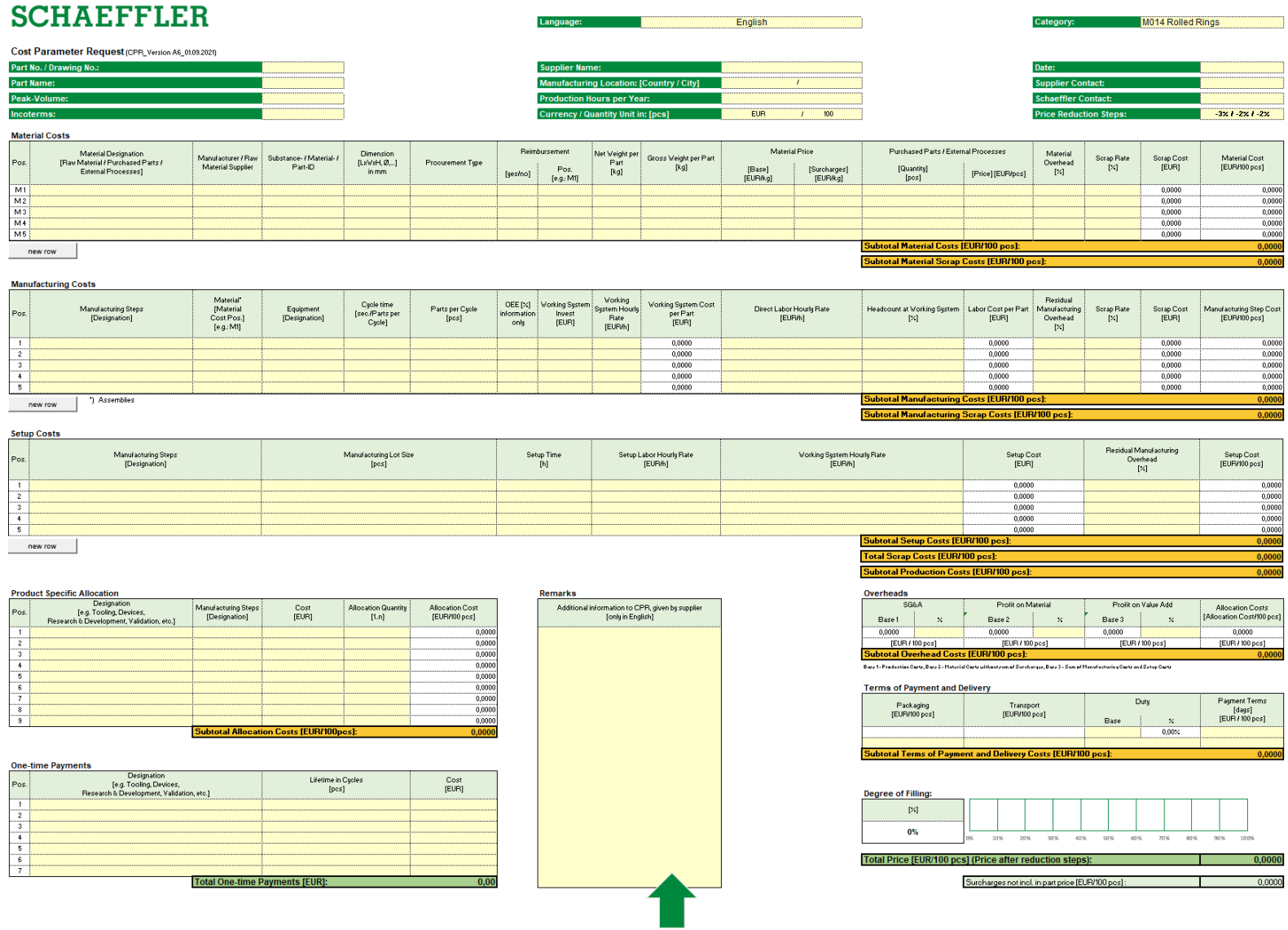
General Structure

Click on the headlines for further information.



Header

Material Costs

Manufacturing Costs

Setup Costs

Product Specific Allocation

One-time Payments

Overheads

Terms of Payment and Delivery

Degree of Filling

Remarks

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Header

Overview

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Cost Parameter Request (CPR_Version A6_01.02.2022)

Part No. / Drawing No.:		Language:	English	Category:	M014 Rolled Rings
Part Name:		Supplier Name:		Date:	
Peak-Volume:		Manufacturing Location: [Country / City]	/	Supplier Contact:	
Incoterms:		Production Hours per Year:		Schaeffler Contact:	
		Currency / Quantity Unit in: [pcs]	EUR / 100	Price Reduction Steps:	-3% / -2% / -2%

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These cells need **to be filled out by the supplier.**

Header

Overview

Name	Remarks
Language	Select language of CPR headlines (available languages: German, English, Spanish, Chinese, Korean, Russian)
Category	Drop-down menu, select category name
Part No. / Drawing No.	Internal ID of the part, based on respective drawing index (drawing number)
Part Name	Description of the requested component (see drawing)
Peak Volume	Requested maximum annual quantity at peak
Incoterms	Drop-down menu, International commercial terms Select between FCA (Free Carrier), DAP (Delivered At Place) and DDP (Delivered Duty Paid)
	If you select FCA, please insert the location of the forwarder. If you select DAP, please insert the Schaeffler location from RFQ. If you select DDP, please insert either the Schaeffler location from the RfQ or Location Consignment-Stock (if applicable).

Overview

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Name	Remarks
Supplier Name	Legal company name of supplier
Manufacturing Location	Planned manufacturing location (Country and City) of the requested part Additionally, please insert receiving plant at Schaeffler.
Production Hours per Year	Production hours per year reflect your available gross working hours in your company
Currency / Quantity Unit in: [pcs]	All common currencies are available Quantities: 1, 100 and 1000 -> Attention: Mostly used for sum cells, but not for the input cells
Date	Date of issue of the CPR
Supplier Contact	First name and surname of the responsible contact person at the supplier
Schaeffler Contact	First name and surname of the responsible contact person at Schaeffler
Price Reduction Steps	The total price refers to the peak volume / - year after reduction steps (default value -3%, -2%, -2% can be overwritten according to closed agreement)

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Material Costs

Overview

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Material Costs

Pos.	Material Designation (Raw Material / Purchased Parts / External Processes)	Manufacturer / Raw Material Supplier	Substance- / Material- / Part-ID	Dimension [LxWxH, Ø,...] in mm	Procurement Type	Reimbursement		Net Weight per Part [kg]	Gross Weight per Part [kg]	Material Price		Purchased Parts / External Processes		Material Overhead [%]	Scrap Rate [%]	Scrap Cost [EUR]	Material Cost [EUR/100 pcs]
						[yes/no]	Pos. [e.g.: M1]			[Base] [EUR/kg]	[Surcharges] [EUR/kg]	[Quantity] [pcs]	[Price] [EUR/pcs]				
M1																0,0000	0,0000
M2																0,0000	0,0000
M3																0,0000	0,0000
M4																0,0000	0,0000
M5																0,0000	0,0000
													Subtotal Material Costs [EUR/100 pcs]:				0,0000
													Subtotal Material Scrap Costs [EUR/100 pcs]:				0,0000

new row

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The **subtotals** are calculated automatically and separated by material- and scrap costs.

Material Costs

Overview

Name	Remarks
Material Designation	Material includes: - Substances / raw materials - External purchased parts - External (outsourced) processes
Manufacturer / Raw Material Supplier	Name of manufacturer of the respective material designation
Substance- / Material- / Part-ID	ID or specification of the respective material designation
Dimension [L×W×H, Ø, …] in mm	Dimension of the given component in mm. This cell is for information only.
Procurement Type	Select the type of procurement for the respective material designation: - Purchase (Raw Material) - Purchase (Part / Component) - Purchase (External Process Step) - Provided (Raw Material) - Provided (Part / Component) - Inhouse Production (Part / Component) External procurement Provided free of charge

Material Costs

Overview

Name	Remarks
Reimbursement **[yes/no] -> Pos. [e.g.: M1]**	By selecting “yes“ the calculated amount is subtracted from the total material costs (Enter yield / scrap in separate line and refer to the associated position of raw-material). Gross or Net Weight and Material Price are used to calculate the deductible amount (see formula).
Net Weight per Part [kg]	Net remaining amount of material – after deduction of waste, scrap, irretrievable losses, etc. Net weight is also mentioned in drawings.
Gross Weight per Part [kg]	Gross amount of material – before deduction of waste, scrap, irretrievable losses, etc.
Material Price [Base & Surcharges]	Base: Direct costs of material Surcharges: Material costs which are not included in the base price (e.g., scrap and alloy surcharges) – these cost will be summarized in a separate line under the total price of the CPR.
Purchased Parts / External Processes	Quantity: Please enter the quantity of purchased parts / external processes. Price: Please enter the price per piece of the respective purchased part / external process (see formula).

Material Costs

Overview

Name	Remarks
Material Overhead [%]	Costs attributable to purchasing, receiving, handling, storing and delivering materials used in assembly or production process
Scrap Rate [%]	Percentage of incurring scrap of the respective material designation This cell is for information purposes only.
Scrap Cost	Material scrap costs of the respective material (see formula)
Material Cost	Total material cost of the given component per position in the selected quantity unit (see formula)
Subtotal Material Costs	Sum of the costs of all materials in the selected quantity unit
Subtotal Material Scrap Costs	Sum of material scrap costs in the selected quantity unit

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Manufacturing Costs

Overview

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Manufacturing Costs

Pos.	Manufacturing Steps [Designation]	Material* [Material Cost Pos.] [e.g.: M1]	Equipment [Designation]	Cycle time [sec./Parts per Cycle]	Parts per Cycle [pcs]	OEE [%] information only	Working System Invest [EUR]	Working System Hourly Rate [EUR/h]	Working System Cost per Part [EUR]	Direct Labor Hourly Rate [EUR/h]	Headcount at Working System [%]	Labor Cost per Part [EUR]	Residual Manufacturing Overhead [%]	Scrap Rate [%]	Scrap Cost [EUR]	Manufacturing Step Cost [EUR/100 pcs]
1									0,0000			0,0000			0,0000	0,0000
2									0,0000			0,0000			0,0000	0,0000
3									0,0000			0,0000			0,0000	0,0000
4									0,0000			0,0000			0,0000	0,0000
5									0,0000			0,0000			0,0000	0,0000
											Subtotal Manufacturing Costs [EUR/100 pcs]:					**0,0000**
											Subtotal Manufacturing Scrap Costs [EUR/100 pcs]:					**0,0000**

*) Assemblies

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Manufacturing Costs

Overview

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Name	Remarks
Manufacturing Steps	Select a manufacturing step by activating the drop-down menu. On the second page of the Excel spreadsheet, you can see an overview of all available manufacturing steps. You can also find this overview on the next page of this manual. If you can not find the proper manufacturing step, choose “others/miscellaneous”. In this case, it is essential to give further explanations in the “Equipment” cell.
Material	Link of the respective material to the process manufacturing step (e.g., assembly M1, M3, M5)
Equipment	Designation (e.g., Brand / Type) of the machine or equipment (**ONLY** in English) used in the respective manufacturing step
Cycle time	Please insert information about the duration of one cycle. Cycle time correlates with the cell “Parts per cycle”.
Parts per Cycle	Number of parts that are manufactured in one cycle It is relevant for the calculation of Working System Cost per Part. (see formula)

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Manufacturing Costs – Overview of the manufacturing Steps

Here you can find all dropdown options for manufacturing steps in the CPR. They are also mentioned on a extra sheet in the CPR.

A
alpha-v-check
annealing
anti-corrosion
AOI / automated optical inspection
arc forming
array for spray
array on fixture
assembling

B
balancing
bending
blanking
blending
bonding
boring
broaching
brushing

C
calibration
carburizing
casting
chamfering
cleaning
coating
coiling
compacting
condensation
conservation
cooling
cooling lubricant system
crimping
curing
cutting

D
debinding
deburring
deep drawing
deflection test
demagnetize
dephosphating
detensioning
disassembling
DMC marking
drilling
drying
durability test

E
e-coating
eddy current
EOL test / end of line test

F
fine cutting
finishing
forging
forming
friction welding
functional test

G
gating removal
grain boundary diffusion (C
gearing
glue
green machining
grinding ID
grinding OD

H
handling
HAR / hot air riveting
hardening
heat- / force-set test
heat treatment
high pressure washing
hobbing
honing
hot bar soldering
hot rolling
hot setting
hot staking
hydrogen decrepitation

I
IC test / integrated circuit test
inbound logistics
induction heating
injection
inspection
intermediate test

J
jet-milling

L
laser marking
leakage test
liquid dispensing, application (seal, paste)
loading, feeding

M
machining
magnetic property test
magnetizing
marking
material preparation and compounding
measuring
mechanical treatment
melting
micro peening
milling
mixing
molding
MPI

N
nitriding

O
oiling
others / miscellaneous
outbound logistics
overmolding

P
pack
packaging
PCB depaneling
phosphating
pickling
plating
polishing
post curing
potting
powder coating
preforming
press-fit assembly
pressing
pressure test
pretreatment

Q
quench + tempering

R
raw material inspection
reaming
reflow oven
rolling

S
sawing
selective soldering
setting
shearing
shot blasting
shot peening
sintering
sizing
skiving
SMT / surface mounted technology
software flashing
solder paste printing
soldering
sorting
spinning
spot welding
spraying
sputtering / PVD
stamping
storage of powder
straightening
stripe casting, flakes production
surface treatment

T
tempering
testing
transform
transport
trimming
tumbling
turning

U
ultrasonic cleaning
ultrasonic welding

V
varnishing
vulcanization

W
washing
welding
winding

X
x-ray

Manufacturing Costs

Overview

Name	Remarks
OEE [%] information only	OEE means “Overall Equipment Effectiveness”. It identifies the percentage of manufacturing time that is truly productive.
Working System Invest	Acquisition cost of the working system
Working System Hourly Rate	Costs which a machine causes during one hour of operation correlated with utilization losses (including imputed depreciation and interest, cost of maintenance and insurance, space and energy costs of the working system and auxiliary and operating materials)
Working System Cost per Part	Machine costs per piece (see formula)
Direct Labor Hourly Rate	The labor costs (including labor burden) per hour for workers (correlated with labor utilization losses)

Manufacturing Costs

Overview

Name	Remarks
Headcount at Working System	Headcount at Working System in % (see formula)
Labor Cost per Part	Labor cost per piece (see formula)
Residual Manufacturing Overhead	Residual Manufacturing Overheads include all manufacturing costs that cannot be directly allocated (including e.g., indirect labor, general equipment and auxiliary areas, as well as indirect materials and auxiliary and operating supplies).
Scrap Rate	Percentage of scrap incurring at the respective manufacturing step This cell is for information purposes only.
Scrap Cost	Cost of scrap incurring at the respective manufacturing step. Scrap costs will be accumulated in subtotal manufacturing scrap cost. (see formula)
Manufacturing Step Cost	Total cost of the respective manufacturing step per position in the selected quantity unit (see formula)
Subtotal Manufacturing Costs	Sum of the costs of all manufacturing steps in the selected quantity unit
Subtotal Manufacturing Scrap Costs	Sum of the scrap costs of all manufacturing steps in the selected quantity unit

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Setup Costs

Overview

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Setup Costs

Pos.	Manufacturing Steps [Designation]	Manufacturing Lot Size [pcs]	Setup Time [h]	Setup Labor Hourly Rate [EUR/h]	Working System Hourly Rate [EUR/h]	Setup Cost [EUR]	Residual Manufacturing Overhead [%]	Setup Cost [EUR/100 pcs]
1						0,0000		0,0000
2						0,0000		0,0000
3						0,0000		0,0000
4						0,0000		0,0000
5						0,0000		0,0000
						Subtotal Setup Costs [EUR/100 pcs]:		**0,0000**
						Total Scrap Costs [EUR/100 pcs]:		**0,0000**
						Subtotal Production Costs [EUR/100 pcs]:		**0,0000**

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The **subtotals** are calculated automatically and separated by setup-, scrap- and production costs.

Setup Costs

Overview

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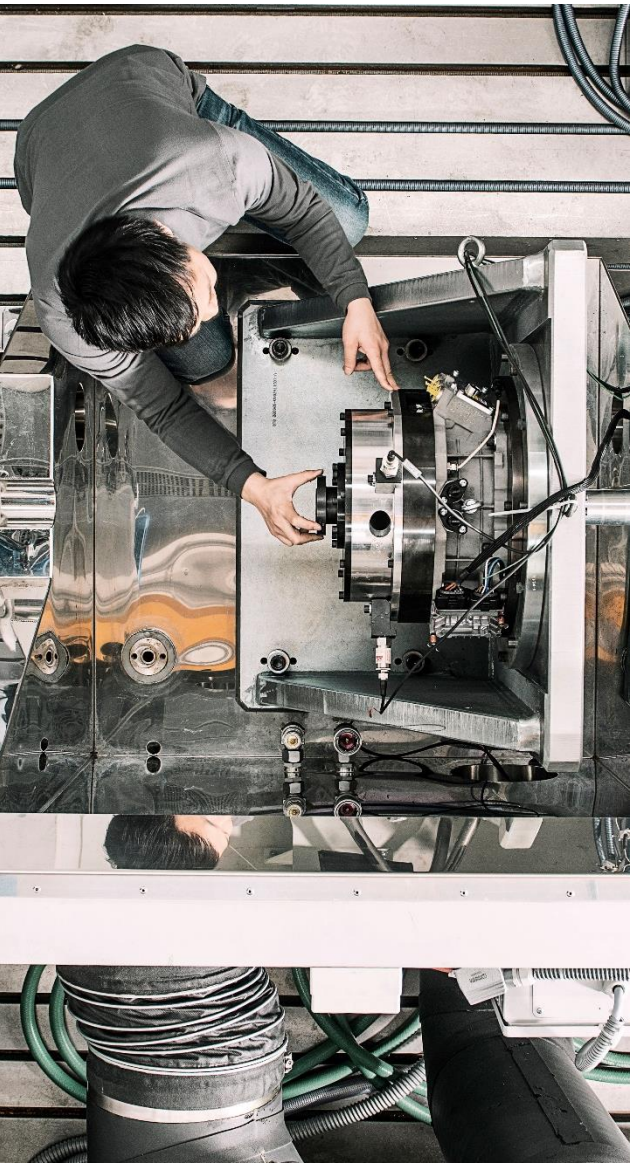
Name	Remarks
Manufacturing Steps	Select a manufacturing step by activating the drop-down menu. On the second page of the Excel spreadsheet, you can find an overview of all available manufacturing steps. If you can not find the proper manufacturing step, choose “others/miscellaneous”. Note: The **manufacturing steps** in the **“Setup Costs” section refer to** the respective manufacturing steps in the **“Manufacturing Costs” section** (see p. 22).
Manufacturing Lot Size	Number of pieces per manufacturing lot
Setup Time	The setup time includes all efforts of the setup / retooling process of the working system. The setup time must be filled in absolute hours.
Setup Labor Hourly Rate	The labor costs (including labor burden) per hour for workers during setup (correlated with labor utilization losses)
Working System Hourly Rate	Costs which a machine causes during one hour of operation correlated with utilization losses (including imputed depreciation and interest, cost of maintenance and insurance, space cost of the working system and auxiliary and operating materials)

Setup Costs



Name	Remarks
Setup Cost (without Overheads)	Absolute setup costs including all costs caused by the setup / retooling processes of the working system (e.g., labor- and working system costs). (see formula)
Residual Manufacturing Overhead	Residual Manufacturing Overheads include all manufacturing costs that cannot be directly allocated (including e.g., indirect labor, general equipment and auxiliary areas, as well as indirect materials and auxiliary and operating supplies).
Setup Cost	Setup costs per position in the selected quantity unit (see formula)
Subtotal Setup Cost	Sum of the setup costs of all manufacturing steps in the selected quantity unit
Total Scrap Costs	Sum of material scrap costs and manufacturing scrap costs in the selected quantity unit
Subtotal Production Costs	Sum of material costs, manufacturing costs, setup costs and total scrap costs in the selected quantity unit

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Product Specific Allocation

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Product Specific Allocation

Pos.	Designation [e.g. Tooling, Devices, Research & Development, Validation, etc.]	Manufacturing Steps [Designation]	Cost [EUR]	Allocation Quantity [1..n]	Allocation Cost [EUR/100 pcs]
1					0,0000
2					0,0000
3					0,0000
4					0,0000
5					0,0000
6					0,0000
7					0,0000
8					0,0000
9					0,0000
		Subtotal Allocation Costs [EUR/100pcs]:			**0,0000**

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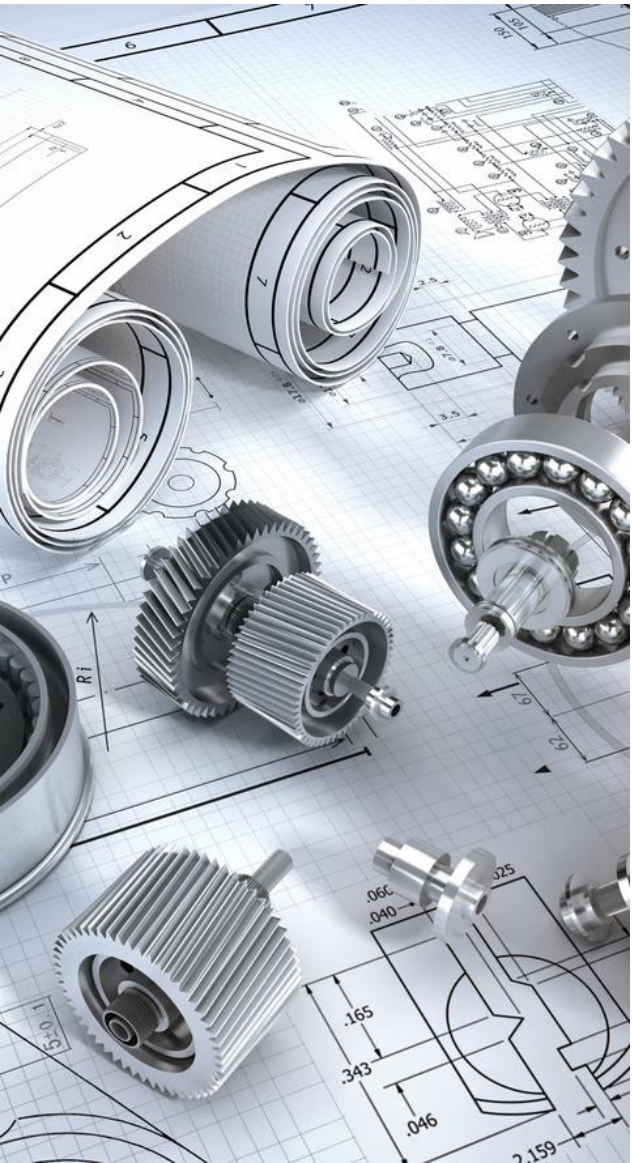
The **subtotals** are calculated automatically.

Product Specific Allocation

Overview



Name	Remarks
Designation	Designation of costs to be allocated in piece price (**ONLY** in English)
Manufacturing Steps	Select the manufacturing step for which the respective tool / device, etc. is needed. If you can not find the proper manufacturing step, choose “others/miscellaneous”. Note: The **manufacturing steps** in the **“Product Specific Allocation” section refer to** the respective manufacturing steps in the **“Manufacturing Costs” section** (see p. 22).
Cost	Costs of the respective designation
Allocation Quantity	Number of parts over which the costs for the respective designation are allocated.
Allocation Cost	This field shows the allocation costs for the selected price quantity unit. (see formula)
Subtotal Allocation Costs	Sum of all allocation cost parameters in the selected quantity unit . This number will be considered in the Overhead cost's calculation.

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One-time Payments

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One-time Payments

Pos.	Designation [e.g., Tooling, Devices, Research & Development, Validation, etc.]	Lifetime in Cycles [pcs]	Cost [EUR]
1			
2			
3			
4			
5			
6			
7			
	Total One-time Payments [EUR]:		**0,00**

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One-time payments

Overview

Name	Remarks
Designation	Exact designation of costs to be paid up front (**ONLY** in English)
Lifetime in Cycles	Lifetime of the respective tool and / or device, etc. in cycles
Cost	Costs of the respective tool, device, etc.
Total One-time Payments	Sum of all one-time payments

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Overheads

Overview

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Overheads

SG&A		Profit on Material		Profit on Value Add		Allocation Costs [Allocation Cost/100 pcs]
Base 1	%	Base 2	%	Base 3	%	
0,0000		0,0000		0,0000		0,0000
[EUR / 100 pcs]		[EUR / 100 pcs]		[EUR / 100 pcs]		[EUR / 100 pcs]
Subtotal Overhead Costs [EUR/100 pcs]:						**0,0000**

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Overheads

Overview

Name	Remarks
SG&A	The sales, general and administration costs are expressed as a percentage of production costs. For example, they include costs for central expenses such as business function costs and costs of distribution or storage of finished goods. (see formula)
Profit on Material	Percentage of profit on total material costs without the sum of surcharges (see formula)
Profit on Value Add	Percentage of profit on the sum of manufacturing costs and setup costs (see formula)
Allocation Costs	The sum of allocation costs appears here. In the second line, the selected price unit and quantity are shown.
Subtotal Overhead Costs	Sum of all overhead cost parameters in the selected quantity unit

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Terms of Payment and Delivery

Overview

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Terms of Payment and Delivery

Packaging [EUR/100 pcs]	Transport [EUR/100 pcs]	Duty		Payment Terms [days] [EUR / 100 pcs]
		Base	%	
			0,00%	
Subtotal Terms of Payment and Delivery Costs [EUR/100 pcs]:				**0,0000**

In the headlines, the **requested information** is described. They can not be edited.	These cells need **to be filled out by the supplier.**	These cells are **calculated automatically** based on the data given by the supplier.	The **subtotals** are calculated automatically.

Terms of Payment and Delivery

Overview

Name	Remarks
Packaging	Costs of packaging material for the selected quantity unit (see formula)
Transport	Costs of logistics for the selected quantity unit according to Incoterms (see formula)
Duty	All efforts of customs & duty. Please state the base and the costs in the selected quantity unit, the percentage will be calculated automatically. (see formula)
Payment Terms	Conditions of Payment, please select payment days per drop-down menu in the first line. In the second line, please enter the cost.
Subtotal Terms of Payment and Delivery Costs	Subtotal of all terms of payment and delivery cost parameters in the selected quantity unit

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Total Price

Overview

Total Price [EUR/100 pcs] (Price after reduction steps):	0,0000

These green cell contains the **total price** w/o sum of material surcharges.

After filling in the required information, the total price for the selected quantity of pieces is calculated **automatically**.

This price refers to the **total price after** the agreed **reduction steps** on **peak volume** but **without the sum** on **material surcharges**.

These **surcharges**, which are being **passed directly through**, will be shown in a separate box beneath the total price

Surcharges not incl. in part price [EUR/100 pcs] :	0,0000

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Remarks

Overview

- Additional information can be placed in the “Remarks” – Box.
- Furthermore, important background information in line with the corresponding quotation must be mentioned here.
- This section is to be filled by the supplier **ONLY** in English.

In the headlines, the **requested information** is described. They can not be edited.

These cells need **to be filled out by the supplier.**

Remarks

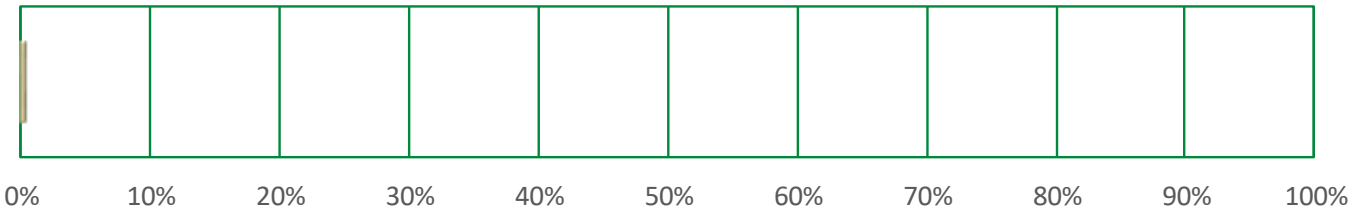
Additional information to CPR, given by supplier [only in English]

Degree of Filling

Overview

Degree of Filling:

[%]
0%



- The degree of filling / quality will be shown here.
- The degree of filling shows us your cost transparency.
- If you do not have any costs you can list in certain fields, please enter “0” in these fields to make sure that you do not negatively affect the degree of filling.

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Formula – Material Costs

Please click on the formulas to get back to their respective explanation in the user manual.

1) Material Cost = (Gross Weight per Part × Material Base Price + Material Base Price × Gross Weight per Part × $\frac{\text{Material Overhead}}{100}$) × Quantity Unit

2) Material Cost of Purchased Parts / External Processes = (Quantity × Price + Quantity × Price × $\frac{\text{Material Overhead}}{100}$) × Quantity Unit

3) Reimbursement:
   1) If Gross Weight per Part > Net Weight per Part: Calculation of Material Costs as shown in Material Costs formula
   2) If Gross Weight per Part < Net Weight per Part: Gross Weight per Part is replaced by Net Weight per Part

   → (Net Weight per Part × Material Base Price + Material Base Price × Net Weight per Part × $\frac{\text{Material Overhead}}{100}$) × Quantity Unit

   Amount is substracted

4) Scrap Cost = Material Cost per position × Scrap Rate per position

5) Error message: If you fill “Material Price” and “Purchased Parts / External Processes” at once, an error message will appear

In **SupplyOn**, the error message is shown as “9999999999”

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Formulary – Manufacturing Costs

Please click on the formulas to get back to their respective explanation in the user manual.

1) Working System Cost per Part = $\frac{\text{Working System Hourly Rate}}{3600} \times \frac{\text{Cycle time}}{\text{Parts per Cycle}}$

2) Headcount at Working System = $\frac{\text{Number of Workers}}{\text{Number of Supervised Working Systems}} \times 100$

3) Labor Cost per Part = $\frac{\text{Direct Labor Hourly Rate}}{3600} \times \frac{\text{Headcount at Working System}}{100} \times \frac{\text{Cycle Time}}{\text{Parts Per Cycle}}$

4) Scrap Cost = Manufacturing Step Cost × Scrap Rate

5) Manufacturing Step Cost = (Working System Cost per Part + Labor Cost per Part) × $\left(1 + \frac{\text{Residual Manufacturing Overhead}}{100}\right)$ × Quantity unit

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Formulary – Setup Costs & Product Specific Allocation

Please click on the formulas to get back to their respective explanation in the user manual.

Setup Costs

1) Setup Costs[1] = (Setup Labor Hourly Rate + Working System Hourly Rate) × Setup Time

2) $$\text{Setup Costs}^2 = \frac{\text{Setup Costs}^1 \times \frac{Residual\ Manufacturing\ Overhead}{100} + \text{Setup Costs}^1}{\text{Manufacturing Lot Size}} \times \text{Quantity Unit}$$

Product Specific Allocation

1) $$\text{Allocation Cost per position} = \frac{\text{Cost}}{\text{Allocation Quantity}} \times \text{Quantity Unit}$$

[1]without Residual Manufacturing Overheads

[2]including Residual Manufacturing Overheads

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Formulary – Overheads & Terms of Payment and Delivery

Please click on the formulas to get back to their respective explanation in the user manual.

Overheads

1) SG&A = Base 1[1] × Percentage of SG&A

2) Profit on Material = Base 2[2] × Percentage of Profit on Material

3) Profit on Value Add = Base 3[3] × Percentage of Profit on Value Add

4) Allocation Costs = Subtotal Allocation Costs

Terms of Payment and Delivery

1) Packaging Percentage = $\frac{\text{Packaging Costs}}{\text{Subtotal Production Costs}}$

2) Transportation Percentage = $\frac{\text{Transportation Costs}}{\text{Subtotal Production Costs}}$

3) Duty Percentage = $\frac{\text{Duty Costs}}{\text{Duty Base}}$

Surchages

1) Surchages not incl. in part price = Gross Weight per Part x Surchage Material Price

[1]Base 1: Production Costs

[2]Base 2: Subtotal Material Costs without sum of Surcharges

[3]Base 3: Subtotal Manufacturing Costs + Subtotal Setup Costs

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Thank you!

Because yesterday we were already thinking about tomorrow.