

Information for Potential UQM Suppliers

Thank you for your interest in becoming a UQM supplier. Quality suppliers and an efficient, highly motivated supply chain are critical to UQM's success in increasingly competitive electrification and motor service markets. Expectations that is vital to both Supplier and UQM's success.

Our Business Relationship

As a valued member of the UQM supply team, UQM suppliers are expected to provide value-added products and services that will meet or exceed our customer's expectations and differentiate UQM products and services from our competitors. Our supplier relationship must therefore help support UQM's company growth, reduce costs, improve UQM productivity and either reduce UQM's working capital demands or increase UQM's cash flow. If you are selected as a UQM supplier, you will expected to demonstrate consistent improvement in each of these areas and to follow very specific UQM guidelines to help deliver lower total cost to UQM.

Our suppliers are also expected to comply with all applicable laws and to conduct business ethically. These and other expectations are more fully outlined in both our standard Purchase Order Terms & Conditions and our Sourcing Agreements. UQM has also developed various business conduct standards for its suppliers in areas such as the environment, workplace health & safety and human resources. Those standards continue to evolve in response to rapidly changing societal views on the proper role of transnational corporations and their role in shaping global supply chain performance.

Payment Terms

In order to be considered for selection as a UQM supplier you must agree to UQM's standard payment terms of net 45. In addition, each invoice must list the UQM Purchase Order number. Invoices not matching UQM Purchase Orders will be returned unpaid unless prior arrangements are made before the invoice is submitted.

Supplier Selection

UQM suppliers are selected based on their ability to meet UQM requirements including technical capability, required qualifications and certifications, product and service quality, innovative product and service improvements, responsiveness, timely and accurate delivery, total cost, financial strength and best overall value. These are consistent with UQM's own expectations for service to its customers and reflect the spirit of partnership we expect with our suppliers.

Minority, Women, Small Woman-owned, and Small Disadvantaged Suppliers

UQM Sourcing Operations is committed to identifying minority, women, small womanowned, and small disadvantaged sources for goods and services. UQM will endeavor to provide reasonable technical assistance to these types of firms that demonstrate significant potential for a long-term UQM relationship.

Supplier Management and Development

UQM suppliers are expected to participate in UQM's Supplier Management Process. This Process has been developed by UQM to help assure continuous supplier improvement and better communications between UQM and its supply chain. Depending on the goods or services you provide to UQM, this process can take various forms, such as the TQRDC (Technology/Quality/Responsiveness/Delivery/Cost) improvement model or jointly developed continuous improvement plans that take into account the unique challenges in specific supplier relationships. Regardless of the supplier management and development tools used, this process also involves regular meetings between UQM and key suppliers.