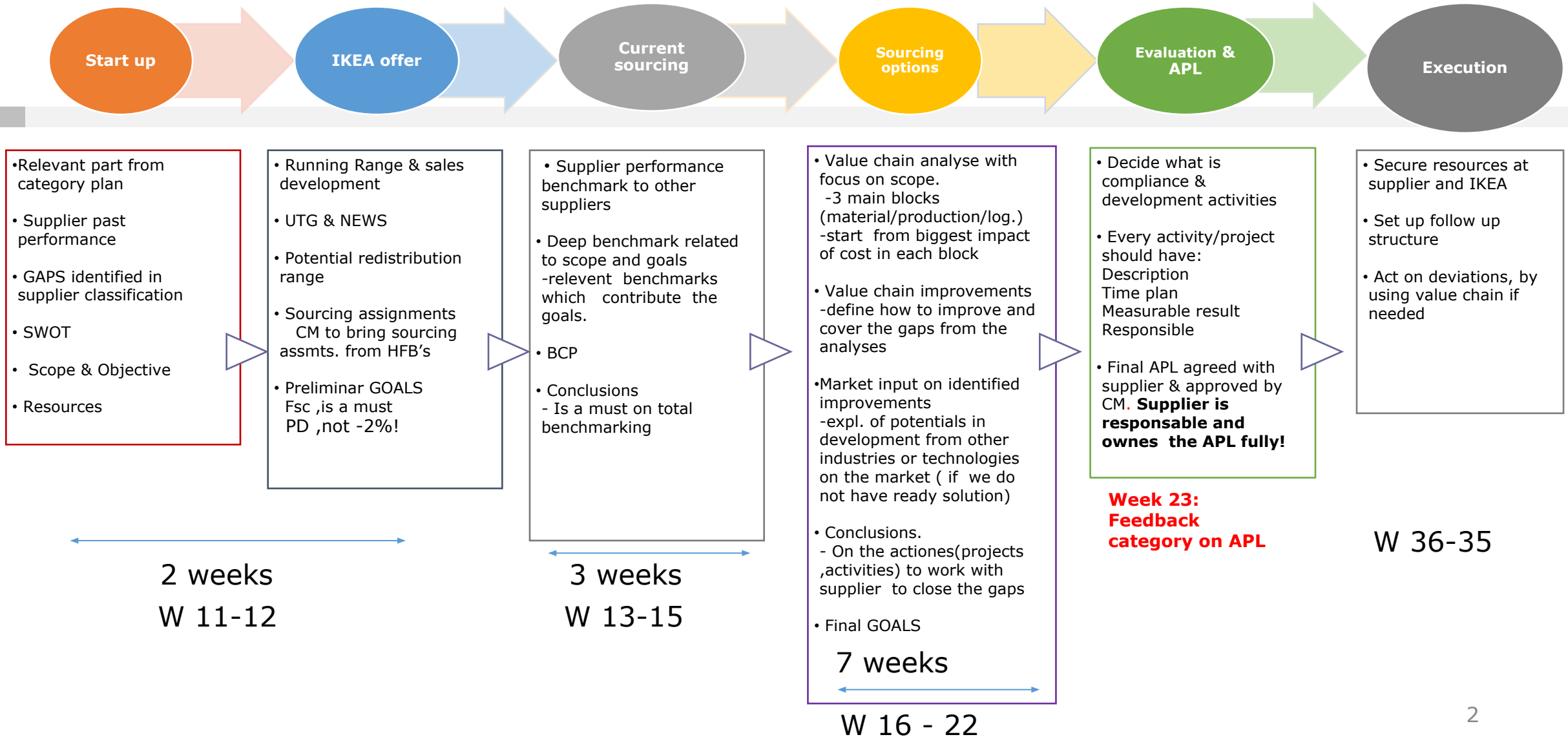


ACTION PLAN for FY 17

Together we can
make the **difference!**

APL identification phase



Business team preparation

- Prepare IKEA offer (on segment & supplier level)
- Prepare conclusions from performance evaluation in running business (on segment & supplier level)
- Prepare benchmarks on total segment level (benchmark what is relevant for the performance & value chains) & Conclude on Benchmarks
- Input from Purchasing Operations Area support functions (Logistic, Quality Compliance, Sustainability Compliance)
- Conclude the preliminary Goals

Expectations from suppliers

- Supplier taking the lead in the in the process over all
- Distribute in his own organization the responsibilities and competences for the process
- Prepare benchmarks on total segment level (benchmark what is relevant for the performance & value chains) & Conclude on Benchmarks
- Input from Experts within company (Logistic, Quality, Sustainability)
- Agreement between supplier and Business team after every conclusion
- Conclude on all APL and agree for the project/actions/activities
- Follow up schedule to be agreed with B team for implementation



**MOST THINGS STILL REMAIN
TO BE DONE.**

GLORIOUS FUTURE!