## ACTION PLAN for FY 17

**Together** we can make the **difference!** 

### APL identification phase

Current Evaluation & Start up **IKEA** offer sourcing Execution APL Value chain analyse with Decide what is •Relevant part from Running Range & sales Supplier performance Secure resources at focus on scope. compliance & development benchmark to other supplier and IKEA category plan -3 main blocks development activities suppliers (material/production/log.) Set up follow up Supplier past UTG & NEWS -start from biggest impact Every activity/project performance Deep benchmark related structure of cost in each block should have: Potential redistribution to scope and goals Description GAPS identified in Act on deviations, by range -relevent benchmarks Value chain improvements Time plan using value chain if supplier classification which contribute the Measurable result -define how to improve and Sourcing assignments needed goals. cover the gaps from the Responsible CM to bring sourcing SWOT analyses assmts. from HFB's **BCP**  Final APL agreed with Scope & Objective Market input on identified supplier & approved by Preliminar GOALS Conclusions CM. Supplier is improvements Resources - Is a must on total Fsc ,is a must -expl. of potentials in responsable and PD ,not -2%! benchmarking development from other ownes the APL fully! industries or technologies on the market ( if we do not have ready solution) Week 23: Feedback Conclusions. W 36-35 category on APL - On the actiones(projects 2 weeks 3 weeks ,activities) to work with supplier to close the gaps W 11-12 W 13-15 Final GOALS 7 weeks

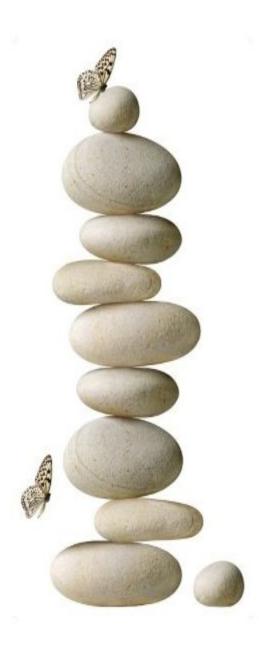
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### Business team preparation

- Prepare IKEA offer (on segment & supplier level)
- Prepare conclusions from performace 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!**