



SUPPLY CHAIN SOLUTIONS

Optimas is the **leading global** industrial manufacturer, distributor and service provider that specializes in **fastening** and supply chain **solutions** for manufacturers seeking to **Efficiency Up**



MIKE TUFFY
CEO, International



DANIEL HARMS
CEO, Americas

We rely on our **supply base** to **compete and win** business that benefits both Optimas and our **valued** vendors.

Our **ongoing success** is contingent upon a vendor base that can **partner** with us in a **competitive** and **flexible** way

GLOBAL REACH LOCAL PRESENCE

Through our geographic footprint we **support** highly **complex**, agile, **supply chains** to provide solutions for our customers **Globally**



OVERVIEW



QUALITY CONTROL

Know you're in good hands with our zero-defect culture and "best-in-class" product range.



GLOBAL SOURCING

Take advantage of our vast supplier network, leveraged buys and global footprint.



INVENTORY MANAGEMENT

Stock only the parts you need, where and when you need them.



SUPPLY CHAIN MANAGEMENT

Reduce risk, improve lead times and save labor costs by working with a single source.



INNOVATIVE TECHNOLOGY

Make data-driven decisions to streamline your processes and improve your productivity.

Minimise Your Supply Chain Risk
Optimize Your Inventory
Enhance Your Operations
Improve Your Quality



WORLD-CLASS MANUFACTURING

Capacity and expertise to manufacture all your specific fastening needs.



KITTING & ASSEMBLY

Increase your efficiency with pre-packaged kits and customised parts.



MANUFACTURING CONSUMABLES

Access in-demand PPE and MRO products, plus standard parts, to keep people and facilities safe.



PROCESS IMPROVEMENT & ENGINEERING

Count on our proactive expertise to drive efficiencies and savings across your operations.



PART DESIGN & TESTING

Partner with our engineers to design and test your parts to increase performance.

OUR NUMBERS TELL THE STORY



1,400

dedicated Optimas
team members serving

+5,000

customers around
the world



9.1 BILLION

parts from over

150,000

SKUs delivered annually



4,000

Global suppliers



+1 BILLION

parts manufactured
annually



Supporting you

365

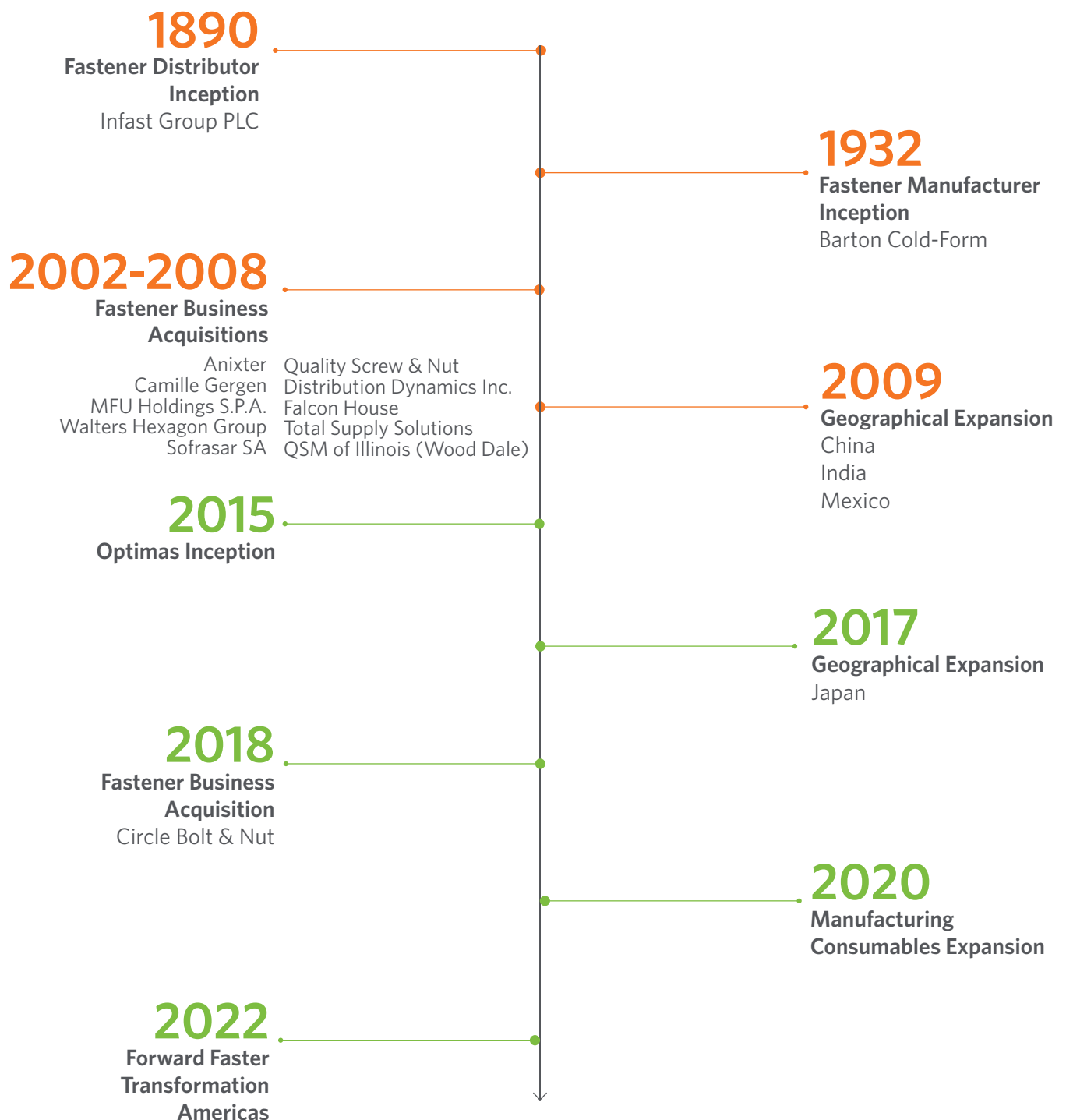
days a year



ZERO

defect culture

OUR HISTORY



INDUSTRY EXPERTISE

Our **customers**,
which are complex
organisations, **benefit**
from using Optimas'
industry expertise



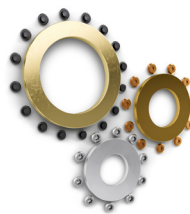
MINIMIZE SUPPLY CHAIN

cost and risk through global sourcing and in-house, cold forming manufacturing.



OPTIMIZE INVENTORY

with tech-enabled, demand planning software and Opti-Tech RFID tools designed to provide the right parts even in a custom build environment.



ENHANCE OPERATIONS

by deploying experts who uncover inefficiencies and implement solution.

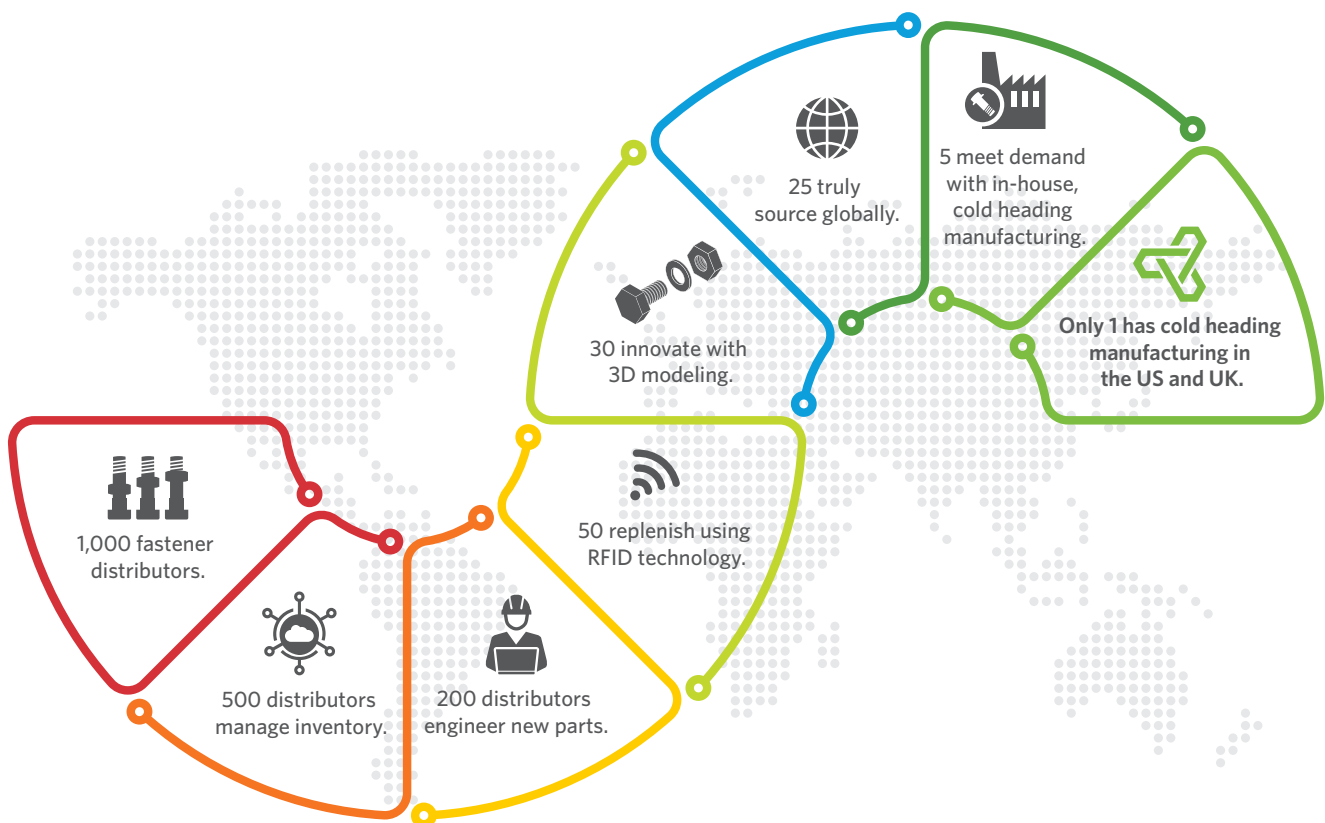


IMPROVE QUALITY

via a zero-defect culture founded on proven processes and the latest technology.

1000 DISTRIBUTORS ONLY ONE OPTIMAS

Optimas **delivers** technology based **processes** designed to have a **meaningful impact** on our customer operations and financials





OUR EFFICIENCIES

Everyday we bring unparalleled **value** to our customers **supply chain**



Global sourcing



Optimas Quality Solutions



World-class, technology-enabled,
global fastener, C-Class component
and MRO sourcing



Operational resource reduction



Automated replenishment, delivery
and reporting



Engineering expertise



Kitting services



In-house manufacturing



Lean 5S practices



Dedicated account management

WE REDUCE OUR CUSTOMERS' TOTAL COST OF OWNERSHIP

We **understand**
the **challenges** our
customers face across
a **variety of industries**

We are **experts** in...



Accessing high-quality products
that meet customer specifications



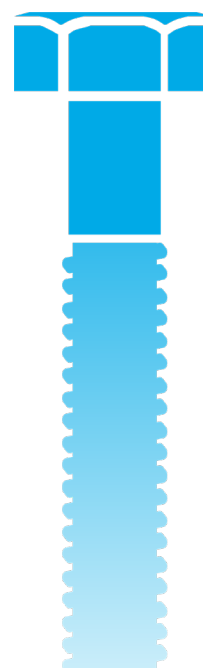
Having the right part in stock when
customers require it



Understanding their part
consumption data



Developing new products and
markets for growth.



PART COST

15%
VISIBLE COST

SUPPLY CHAIN
MANAGEMENT

LOGISTICS

INVENTORY
MANAGEMENT

85%
HIDDEN COST

ENGINEERING

QUALITY

FINANCE



VALUE ADDED SERVICES

Bringing **value** through **service** to our **customers**, 365 days a year



Optimas Solutions is a proven and trusted industry partner, providing best in class fastener and C-Class Components and related solutions for decades



The full suite of our services are outlined opposite, from which a fully bespoke programme can be developed, bringing value to the partnership between Optimas and our customers



INVENTORY MANAGEMENT

- Access to the full Optimas suite of Managed Inventory Solutions from Dock-to-Dock delivery through to Direct Line Feed
- Bespoke inventory management solution



ENGINEERING SUPPORT

- Product development, analysis and performance testing
- Rapid prototyping and sampling with 3D printing
- Re-engineering of existing fasteners
- Value analysis and value engineering
- Finding the right fit per application



BEST PRACTICE SOURCING

- Product selection support
- Avoid lengthy lead-times and delays in obtaining parts
- Reduce time to market for new product design



BESPOKE PARTS PORTAL

- Access to Optimas stocked and supplied products
- Quality documentation available
- Elimination of MOQs and initial lead times
- Option to introduce all existing live products



LIFETIME PRODUCT SUPPORT

- Seamless carry over of bill of materials
- On hand engineering support including new projects, face-lifts, or design changes
- Functionality support - full issue resolution to prevent line stops
- Consolidated supply of fastening BOMs

SUSTAINABILITY

WHERE WE ARE



CERTIFICATIONS

ISO Certified ISO 14001
Environmental Management.

ISO 14001 Wood Dale, IL, USA,
Droitwich Spa, UK, Gloucester,
UK, Bredbury, UK, Suzhou, China,
Sarreguemines, France.

100% of our UK employees work
within ISO 14001-certified facilities.



ENERGY

UK & France using nuclear, solar
and wind electricity, with both
regions representing 20% green
energy use of Optimas' global
energy consumption.

Early 2023 Wood Dale, USA, moved
onto green energy tariff, meaning
Optimas has achieved global green
energy usage of over 50% before
even starting an official roadmap.



RECYCLING

89% waste recycling (1,087 tons
generated).

Up to 92% by volume recycled
scrap metal is used in our raw
materials.



Optimas is working with an energy and **sustainability advisor**, providing us with **science-based targets** to work towards.

OPTIMAS SUSTAINABILITY EXPECTATIONS



Optimas is **committed** to **reducing** our **carbon footprint**.

From January 2023 we have been holding business-wide consultation meetings to establish our current position and detailed baseline data.

Our **vendors** must also be able to demonstrate a **commitment** to achieving a **sustainable future** in line with our goals in **reaching** our scope three **targets by 2030**



Optimas commits to reduce Scope 1 and 2 emissions on a market basis by 55% by 2030 from a 2022 baseline.



Optimas commits to reduce Scope 3 emissions per \$m company revenue by 51.6% by 2030 from a 2022 baseline.



Optimas commits to reduce Scope 1 and 2 emissions by 90% by 2037, in line with reaching net-zero.



Optimas commits to reduce Scope 3 emissions by 90% by 2050, in line with achieving net-zero greenhouse gas emissions in the value chain.

SUPPLIER EVALUATIONS

01


COMPETITIVITY THROUGH PROCUREMENT & PRODUCTION EFFICIENCIES

Suppliers with a continuous improvement philosophy that control their costs and are efficient in the use of resources will always give themselves the best opportunities to be competitive.

02


MANAGE RISKS

Evaluate and protect Optimas from risk including cost inflation when markets are inflationary.

Are agile working with Optimas to reduce production lead times and schedule fixed periods in combination with optimized order multiples.

03


CONTRACT TERMS OPTIMIZED

Cost escalator agreements using recognised indices and agreed calculation methods.

Robust and equitable terms and conditions of trade.

Payment terms.

INCO terms defined.

04


CUSTOMER OF CHOICE

Excellent quality.

Delivery performance.

Best possible pricing.

Collaboration to improve bottom line for all.

05


ENVIRONMENT & ETHICS

Compliance with international legal and regulatory requirements such as Conflict Minerals declarations or Anti-Bribery policies and declarations.

Prioritization of environmental protection and sustainability.

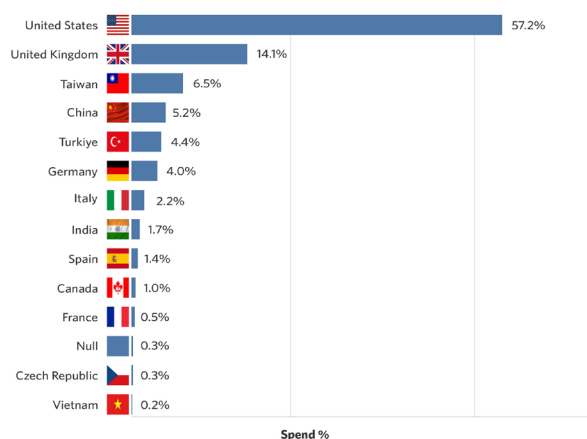
QUOTATION EVALUATION & BEST VALUE

Optimas uses the below criteria when **choosing** a **vendor**.

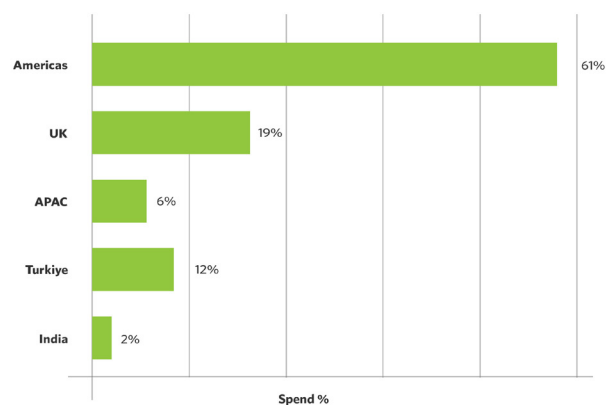
LANDED COST COMPARISON	COST OF CASH (NET WORKING CAPITAL)	NON-COST CRITERIA
Ex-Works Cost	Lead time schedule & fixed periods (Defined by Capacity allocation to Optimas)	Pack quantities & packing types (Cost of manual handling at Optimas)
INCO Terms prevailing	Minimum Order Quantities (Defined by allocation to Optimas/Flexibility of supply chain) & order multiples	Quality & Delivery performance to date
Shipping Rates - including premium freight costs incurred historically	Payment Terms	Range of parts quoted Diligence and detail of quotation Speed of response
Applicable customs clearance costs		Response times & flexibility (Capacity allocation and flexibility of supply chain)
Applicable tariffs & other trade barriers		Contract status

SPEND HEAT MAP WHOLE COMPANY

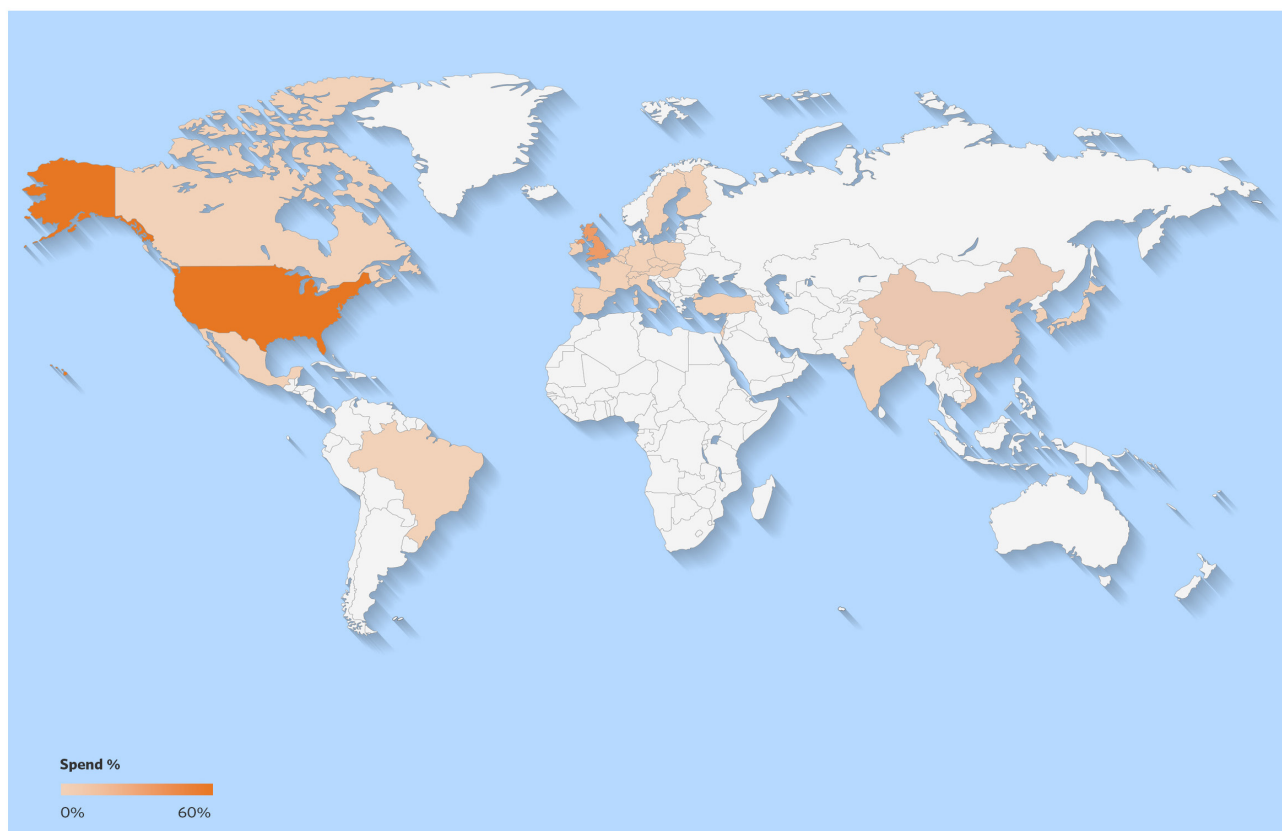
VENDOR COUNTRY



OPTIMAS RECEIVING COUNTRY



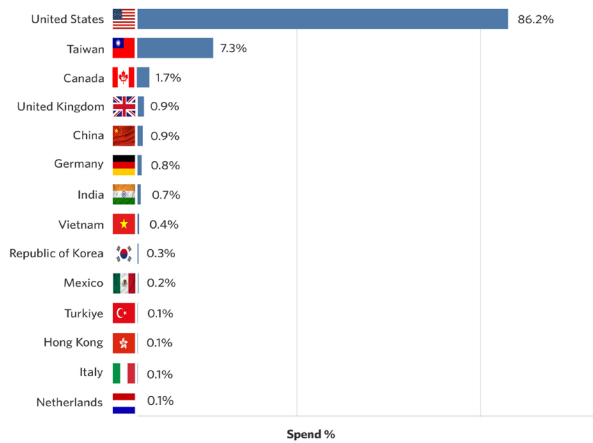
*Data excludes Optimas France



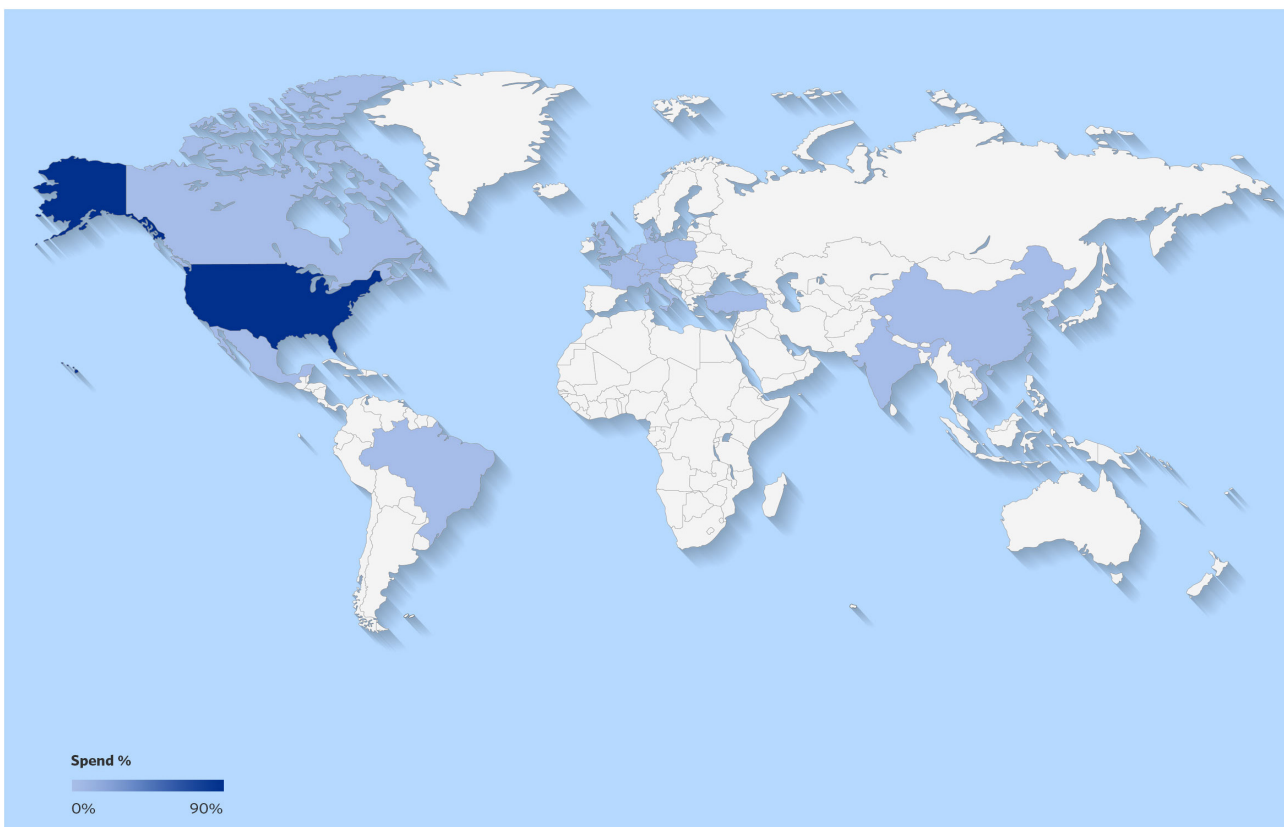
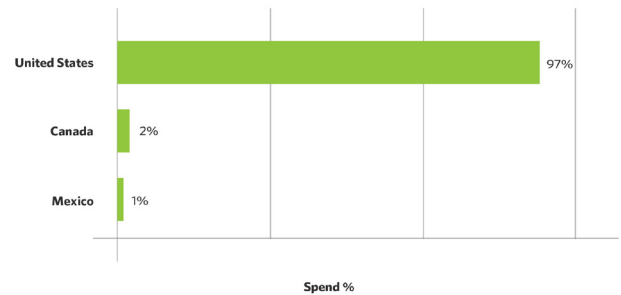


SPEND HEAT MAP AMERICAS

VENDOR COUNTRY

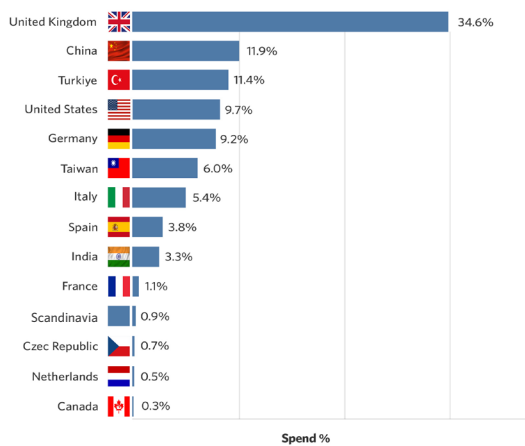


OPTIMAS RECEIVING COUNTRY

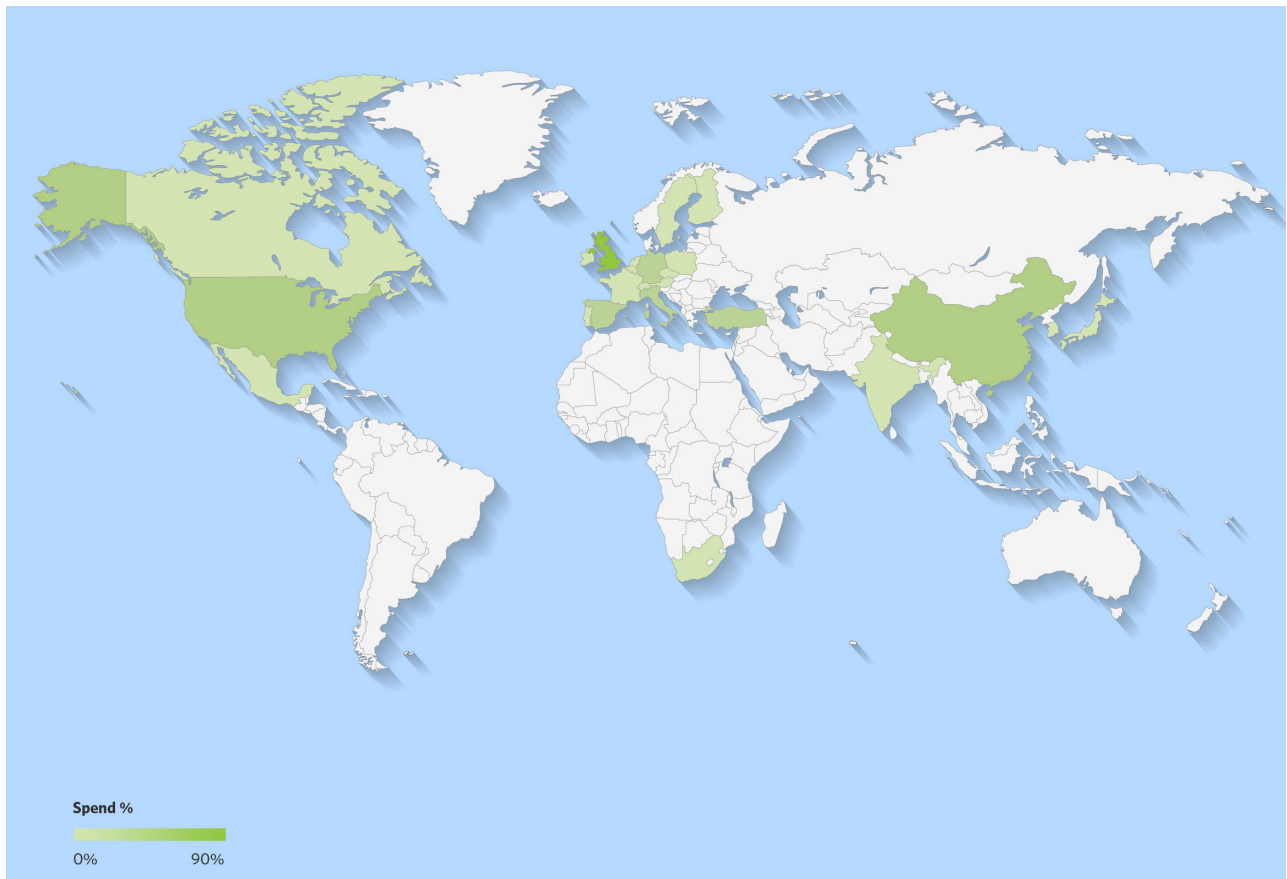
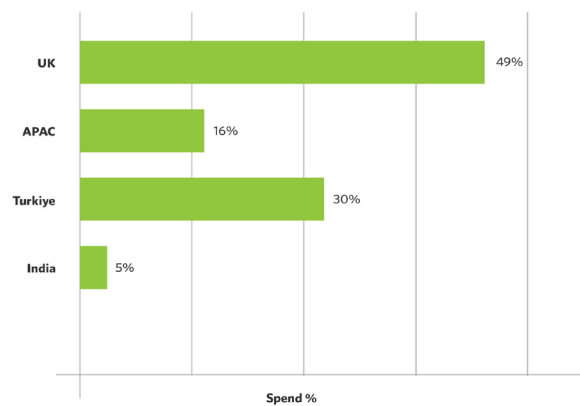


SPEND HEAT MAP INTERNATIONAL ORIGIN OF SPEND

VENDOR COUNTRY



OPTIMAS RECEIVING COUNTRY



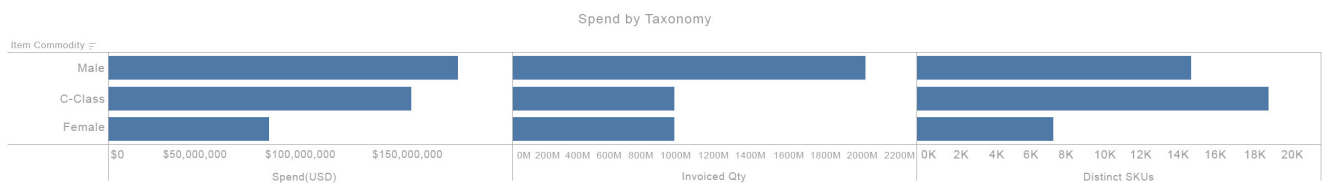
SPEND PROFILE BY TAXONOMY

SPEND

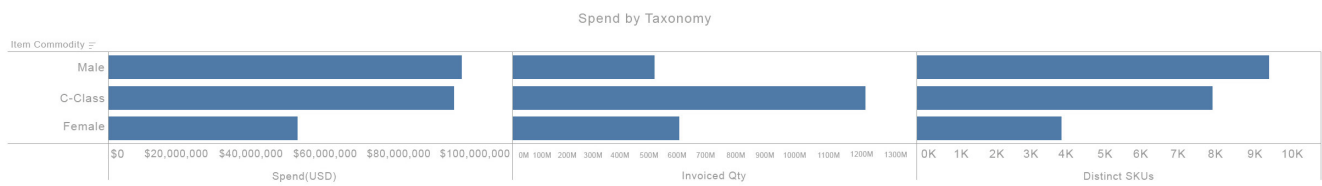
VOLUME

SKUs

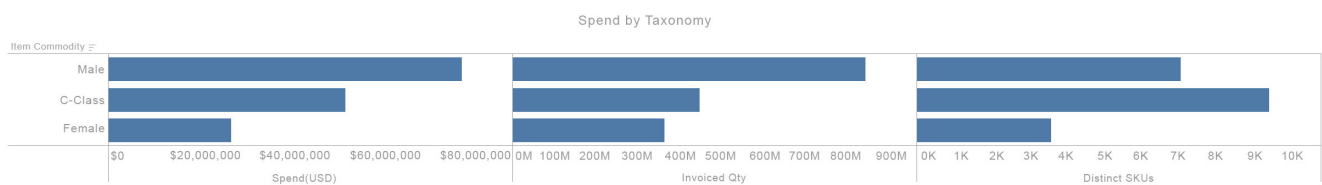
WHOLE COMPANY



AMERICAS



INTERNATIONAL





Supply Chain Solutions
That Minimise Risk &
Maximise Efficiency



Address:

Americas HQ
1441 North Wood Dale Rd
Wood Dale, IL
60191 USA

Telephone:

+1 224-999-1000

Email:

engage@optimas.com

Website:

www.optimas.com

Address:

International HQ
Waterwells Drive
Quedgeley Gloucestershire
GL2 2FR United Kingdom

Telephone:

+44 1452 880 500

Email:

sales@optimas.com

Website:

www.optimas.com