

SUPPLY CHAIN SOLUTIONS



**Minimizing Risk &
Maximizing Efficiency**



support@optimas.com

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**





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

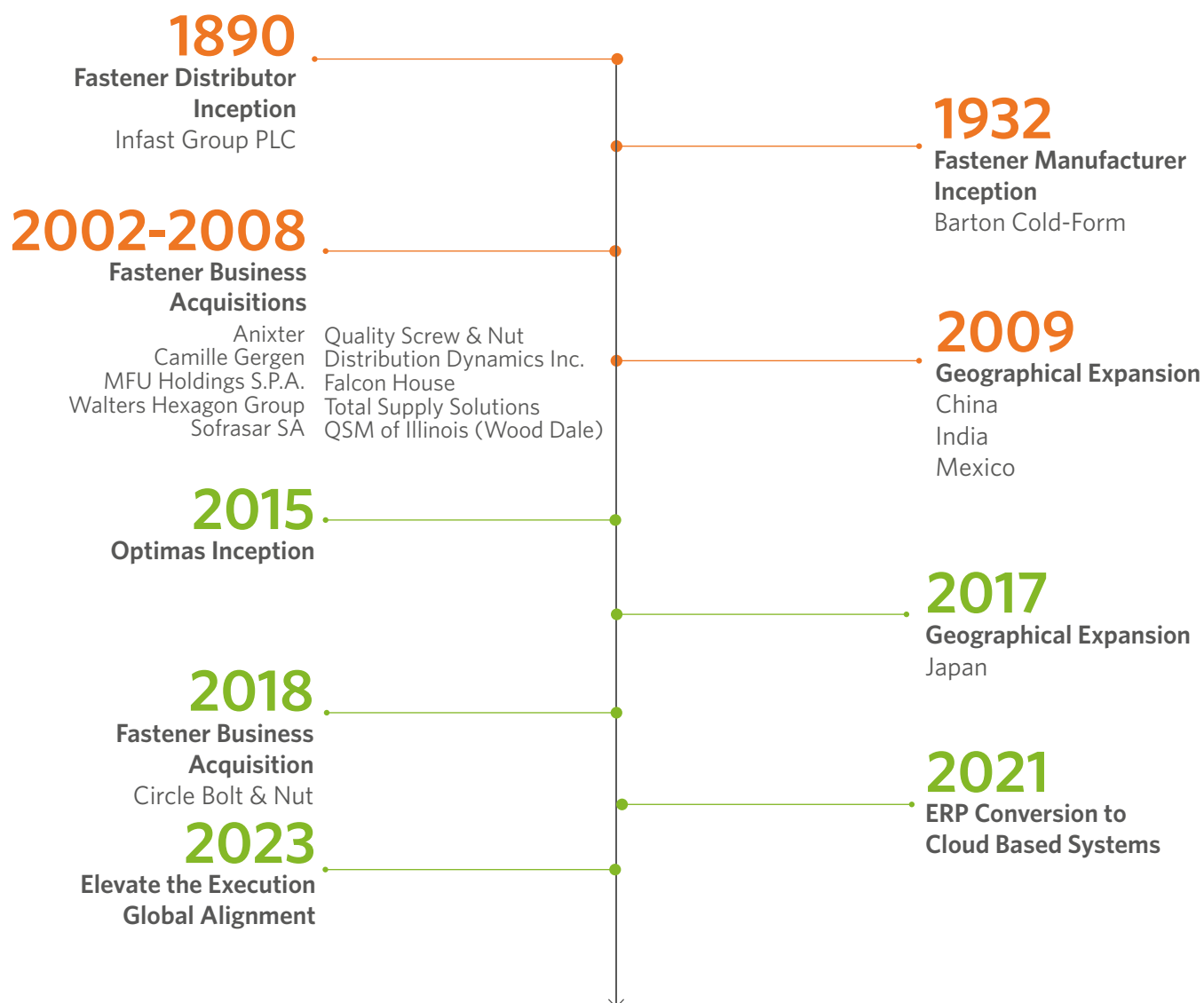


OUR HISTORY

Partnering in our customers'
success for over **100 years**

Optimas specializes in high-quality fastening and supply chain solutions that improve efficiency and profitability.

We take care of the details so our customers can focus on manufacturing cutting-edge products, giving them an unparalleled competitive edge.



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

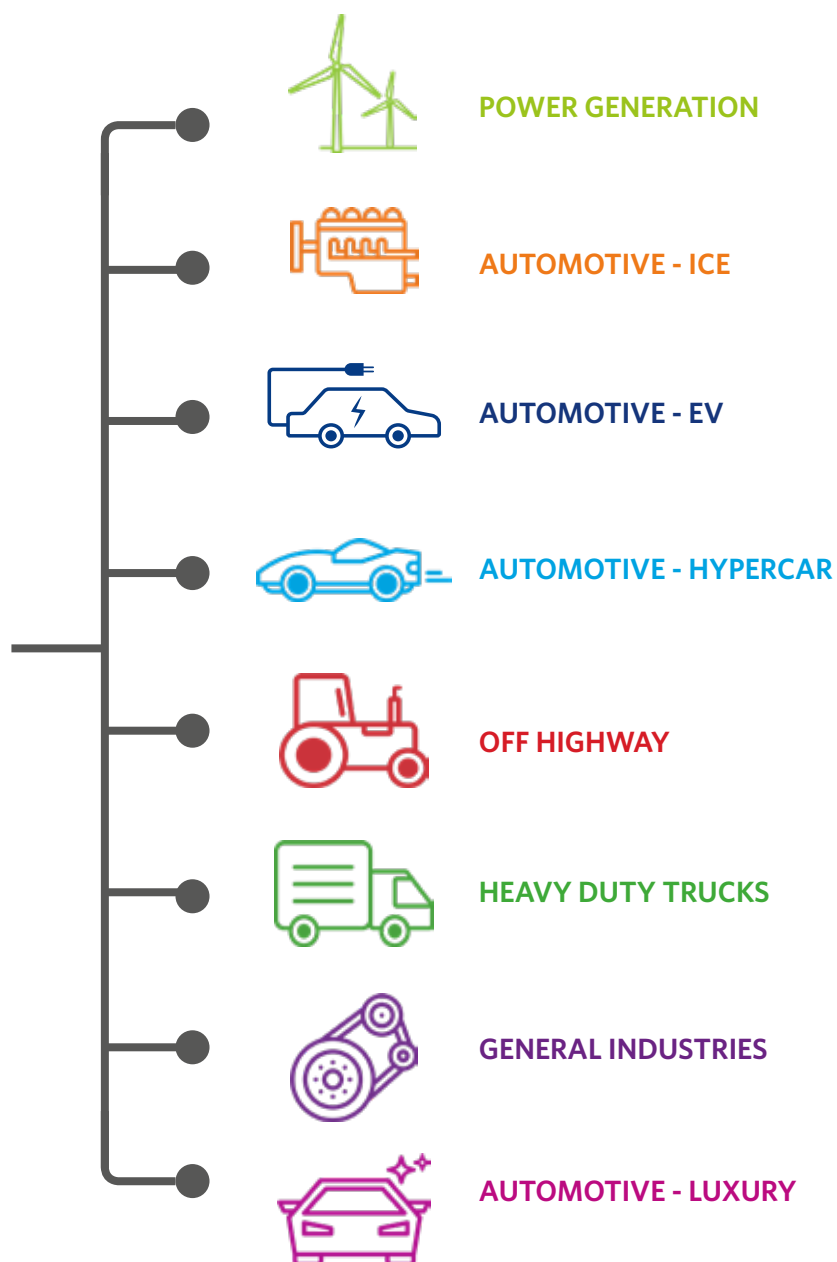
by deploying experts who uncover inefficiencies and implement solution.



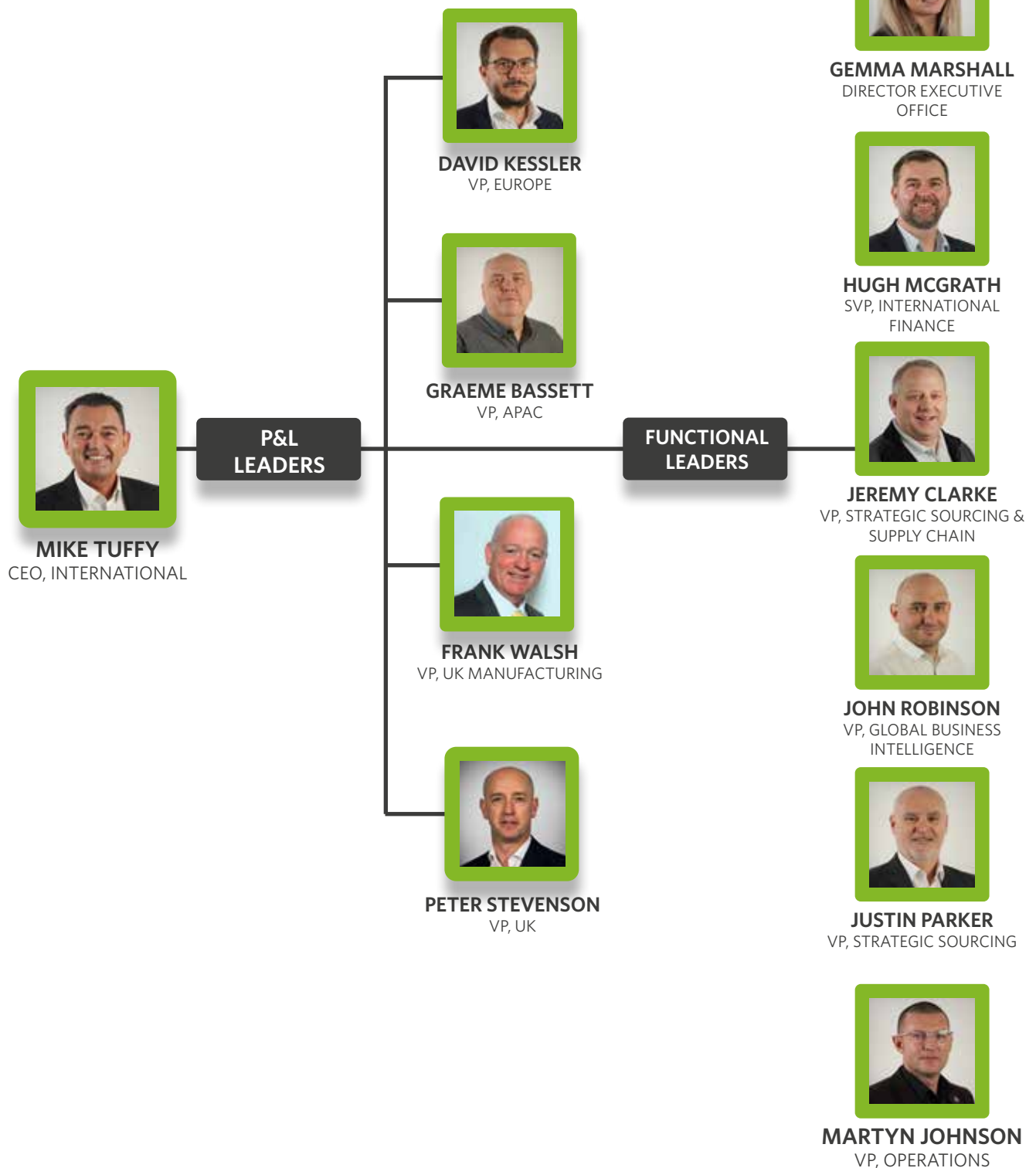
IMPROVE QUALITY

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

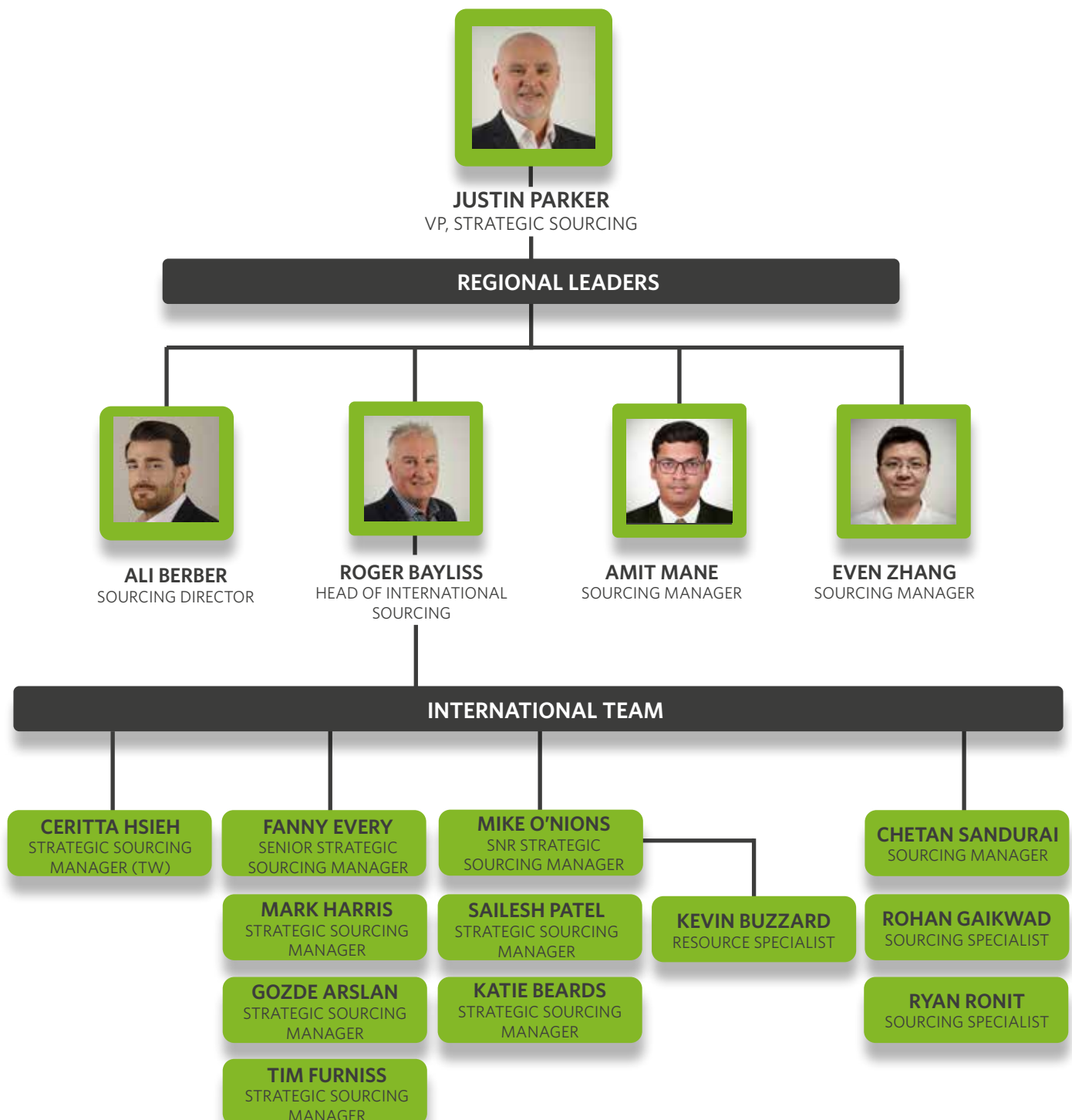
KEY MARKET SEGMENTS



INTERNATIONAL SENIOR LEADERSHIP TEAM



INTERNATIONAL SOURCING TEAM



DEDICATED ENGINEERING SUPPORT

Engineering support for our customers drives cost savings in new product launches and iteration of current products.

At Optimas we elevate our customer engineering capabilities with fastener development best practices, workflow process and technology that will:

DEDICATED FASTENER APPLICATION ENGINEERS

APPLICATION ASSISTANCE

EARLY ENGAGEMENT IN DESIGN STAGE

Part selection, joint design, material composition, corrosion protection

PRODUCT TESTING AND PROTOTYPING

FASTENER SURGERY SESSIONS

Weekly open sessions.

Engineering & purchasing

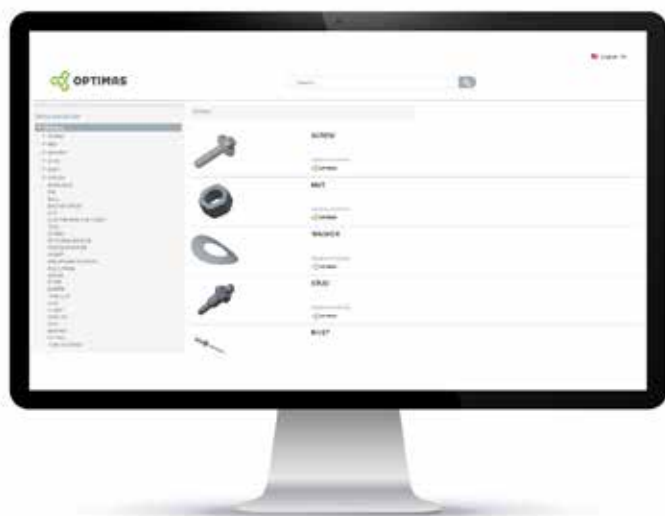
ACCESS TO A WORLD CLASS LABORATORY

Services including state of the art inspection, measurement and testing capabilities, advanced 3D printing technologies to rapidly prototype new parts for fit and function

LINE TRIALS AND SAMPLE TESTING



OPTISPEC



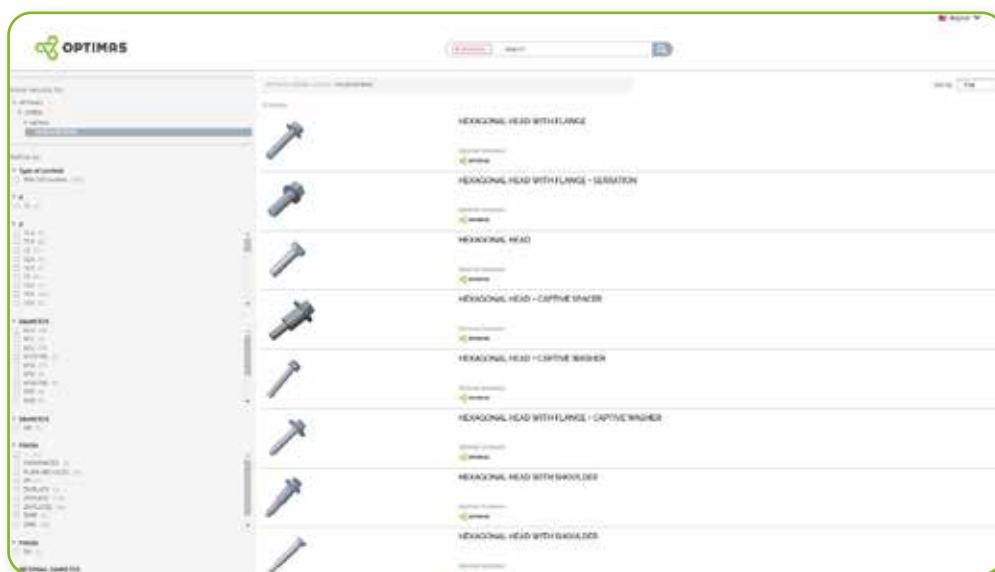
Bill of materials management & design engineering solution

Achieved through an easy-to-use cloud-based application

Can significantly improve speed to market of new products

User friendly drill down system

Navigate parts through a range of categories to find what you need





- Specifications
- 3D Renders
- Diagrams
- CAD Models



**PREVENT PART
PROLIFERATION**



**ENCOURAGE PART
RATIONALISATION**

**Helps you improve your
operation and supply
chain management**

CBAM REPORTING OVERVIEW

Companies **importing goods**
into the EU will **have to declare:**



Quarterly reports



Declared in a dedicated EU portal
(Steel and Aluminium)



Total volume of products imported



Carbon footprint calculated in portal



Quantity of emissions embedded
within each product (direct and
indirect emissions)

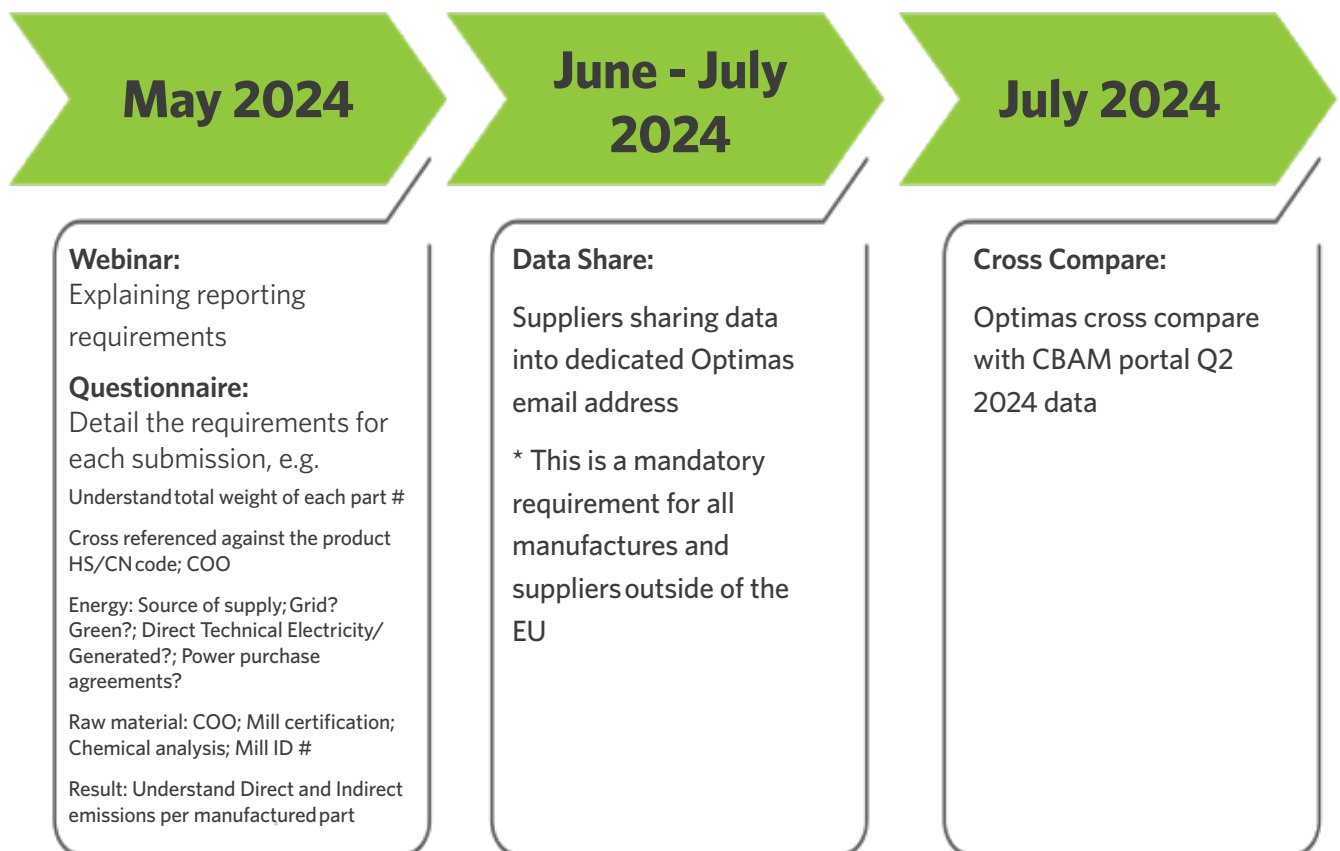
				2024							
Jan	Feb	March	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
Q4 2023											
		Q1 2024									
						Q2 2024					
								Q2 2024			
Default Data						Real Data					

Submissions for Q4 - 2023, Q1 & Q2 - 2024

- Default data used – report on HS code for each part imported
- Optimas have submitted details for Q4 – 2023
- Q1 – 2024 submission in progress
- Q2 data combination of default data PLUS information received from suppliers
- Q3 2024 transition to ‘real data’ mandatory

CBAM VENDOR REQUEST FOR INFORMATION PROCESS

The diagram below, illustrates the
forthcoming steps for data submission



SUSTAINABILITY

Where **we are...**



CERTIFICATIONS

ISO Certified ISO 14001
Environmental Management

ISO Certified ISO 45001
Occupational Health & Safety
management Sarreguemines,
France.

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



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 have 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.

Where **we're going...**

- Our commitment in 15 years: Net Zero carbon footprint by 2037
- 50% reduction in carbon footprint at US and UK manufacturing facilities in five years
- We are implementing plans to reduce our Scope 1 and 2 carbon footprint by 50% by 2027 and reach net zero by 2037

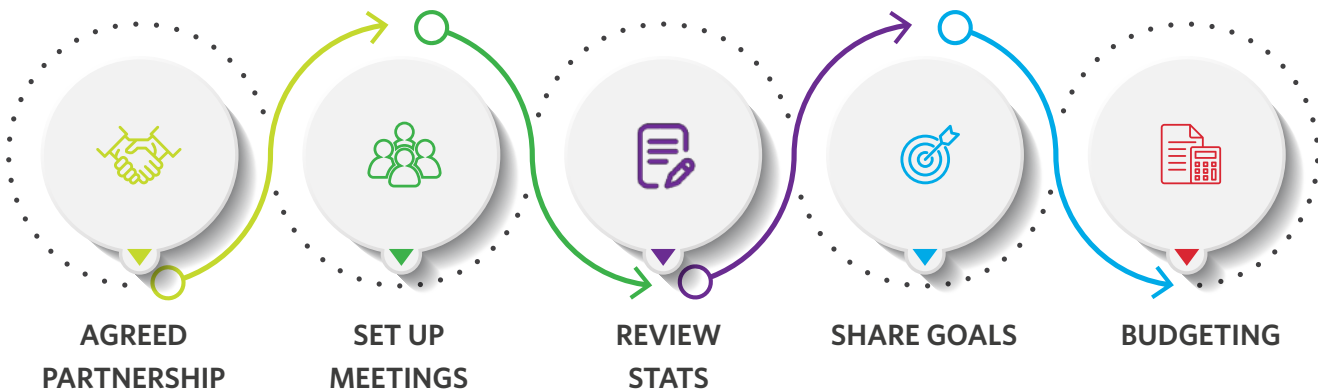
Optimas started working with an outside energy and sustainability advisor in January 2022, providing us with tangible milestones and science-based targets to work towards.

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

Next steps: Outline our timeline and establish a full sustainability roadmap.

OPTIMAS - INSPIRED PARTNERSHIP

Supporting **carbon neutrality**



Optimas' sustainability **expectations**

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

Optimas is committed to reducing our carbon footprint.

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.



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



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 1 and 2 emissions by 90% by 2037, in line with reaching net-zero.



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

OUR SUSTAINABILITY



Sustainability **awareness** is quite rightly at an **all-time high** and is playing a **key role** in the way all companies **operate**

The focus is firmly on industry to play a crucial role in addressing ways of protecting our natural environment and human and ecological health.

By investing in innovation and a greener future for generations, Optimas is setting the standard.



100% of Optimas UK facilities (6 sites for manufacturing and distribution) are powered by renewable energy.



89% of cold forming waste material is recycled with **0%** sent to landfill.



100% of additive manufacturing waste is recycled.



We source PPE from manufacturers who produce eco-friendly solutions, for example safety gloves, made from **50%** recycled materials.

SUPPLY PARTNER EVALUATION METHOD

LANDED COST COMPARISON

Ex-Works Cost

INCO Terms prevailing

Applicable customs clearance costs

Applicable tariffs & other trade barriers

Minimum Order Quantities

SUPPLY PARTNER RATING

Master Supply Agreement (MSA) status

Stocking agreement (SIP) status

Agreed Payment Terms

Market Competitive Pricing

Quality & Delivery Performance

Environment & Ethics Compliance

Audit Adherence & Rating

ADDITIONAL CONSIDERATIONS

Innovation – Grow together opportunities

Response times & flexibility

Product range capabilities

Pack quantities & packing types (Cost of manual handling)

Continuous improvement philosophy

PREFERRED SUPPLY PARTNER EXAMPLE



MSA – Live through May 2026



Stocking agreement – Live
through May 2026



Payment Terms – 120 Days
EOM



Innovation score – 80/100 (specialised
widgets loaded to Optispec)



Quality scorecard rating –
90% (A)



Market Competitive –
Benchmark passed May 2024



EXAMPLE OF A SUPPLIER SCORECARD





Supply Chain Solutions
That Minimize Risk &
Maximize Efficiency



ABOUT OPTIMAS

Optimas is the leading global industrial distributor and service provider specializing in fastening and supply chain solutions for manufacturers seeking to improve efficiency and profitability. We take care of the details so you can focus on manufacturing cutting-edge products—giving you an unparalleled competitive edge.

CONTACT US

Address:

Optimas International HQ
Waterwells Drive
Quedgeley Gloucestershire
GL2 2FR, United Kingdom

sales@optimas.com
www.optimas.com
+44 1452 880 500