

# Guidelines for Evaluation & Management of the Supply Company

Established Sep.1, 2013

## Chapter 1 General Provisions

**Article 1 (Purpose)** The purpose of this guideline is to establish the operating procedures for selection of outsourcing group and performance analysis of the supply company in contract while considering the unique educational and research environment of Pohang University of Science and Technology (hereinafter referred to as “the University”).

**Article 2 (Application Scope)** The selection of the supplier and the performance analysis of the supplier in contract shall be governed by these guidelines, except as specified in the relevant laws and other regulations of the University.

**Article 3 (Definition of Terms)** The definition of terms used in these guidelines are as follows.

- ① “Sourcing Group” (hereinafter referred to as “SG”) shall refer to the purchasing group that have selected their supply companies for each of their specialties, in consideration of the supply market, characteristics of goods, and convenience of the contract.
- ② “SG Supplier” shall refer to the supply company that is registered in the SG through a predetermined procedure so that it is capable of participating in the negotiation or bidding for the purchase contract.
- ③ “Supplier Management System” (hereinafter referred to as “the System”) shall refer to a computerized system that provides information necessary for the performance analysis of the supplier and the decision making on purchases for the supplier’s relations management.
- ④ “Performance Analysis” shall refer to classifying suppliers for each SG into Good, Satisfactory, or Poor on the basis of data such as the delivery performance, user evaluation, etc.
- ⑤ “Supplier Evaluation Management Department” shall refer to the department in charge of purchase which conducts reviews and evaluations of the supplier’s misconduct or breach of ethics.
- ⑥ “SG Management Department” shall refer to the department in charge of purchase which performs work such as creation of SG, SG supplier recruitment, evaluation, dismissal, etc.
- ⑦ “Performance Analysis Department” shall refer to the department in charge of purchase which conducts performance analysis on the suppliers mentioned in Clause ④.
- ⑧ “Good Supplier” refers to the supplier that has received an excellent evaluation from the performance analysis of Clause ④.

## Chapter 2 Responsibilities and Authorities of the Organization

**Article 4 (Responsibility and Authority of the Organization)** The criteria for the use, creation, deletion, and supplier recruitment and dismissal for efficient operation and management of SG are as follows.

Classification	Operating Standards	Operating Department
Use of SG	SG shall be registered in the integrated POSBID system for joint use by the university, POSCO, and RIST	Department in charge of purchase
Creation or deletion of SG	Director of the SG Operating Department	
Recruitment of SG Suppliers	Regular Recruitment: second quarter of every year Rolling Recruitment: only when SG supplement is needed	
Dismissal of SG Suppliers	Regular Dismissal: when found to have defects after a regular inspection Rolling Dismissal: when the breach of contract or misconduct occurs	

## Chapter 3 Task Procedures

**Article 5 (Application for Registration of Suppliers)** Application for registration of supplier shall be in accordance with the following procedures and standards.

1. In principle, the suppliers to be registered as SG shall be the engineering companies, equipment manufacturers, exclusive suppliers (exclusive dealers) of the items concerned.
2. The supplier wishing to make a transaction shall verify the relevant SG in the computer system designated by the university and apply for registration.
3. The SG Operation Department shall accept the new registration application from the suppliers and shall register, determine whether or not to register, or reply with the evaluation plan, progress report, etc. within 3 working days from the recruitment deadline.
4. The registration eligibility and procedure for the supply recruitment and registration application must be announced using the computerized system designated by the University, and the registration period shall be announced for more than 30 days in principle.

**Article 6 (Supplier Evaluation)** The supplier evaluation shall be classified into new SG registration evaluation and the performance analysis for suppliers registered in SG.

**Article 7 (New Registration Evaluation)** The method and standard for new SG registration evaluation are as follows:

1. The evaluation method is divided into document screening and the actual condition inspection (hereinafter referred to as “inspection”). In principle, only the suppliers that passed the document screening shall be subjected to inspection.
2. The subject of inspection shall be the suppliers who applied for registration or the suppliers that were judged to be in need of finding new suppliers by the director of the SG Operation Department.

3. Screening shall be carried out by the SG Operation Department, and may form a Task Force Team including the Usage Department and Technical Department if necessary.
4. In principle, the screening period shall be carried out in the second quarter of every year, if additional SG is deemed necessary due to reasons such as lack of competition. However, SG may also be recruited through rolling recruitment if necessary.
5. The suppliers to be registered for SG and their screening items are as follows:
  - A. In principle, the suppliers subject to the SG registration shall have a credit rating of above B or equivalent issued by the credit-rating agencies approved by the University or by other institution/agencies of equivalence.
  - B. In principle, the suppliers subject to SG registration shall be the engineering companies, device manufacturers, exclusive suppliers (exclusive dealer agencies, etc.) which produce the concerned items. If necessary, the suppliers who have their factories are registered for concerned items or those who manufacture their products by leasing another person's factory must have their lease contract notarized. However, dealer agencies of the concerned items shall be made exceptions.
  - C. The suppliers subject to registration shall be classified into engineering companies, device manufacturers and exclusive suppliers (exclusive dealer agencies, etc.) in accordance with the SG characteristics, and the evaluation criteria and the distribution of point scores are shown in the following table.

Classification	Research Apparatus		Research Equipment	
	Items of Evaluation	Distribution of Points	Items of Evaluation	Distribution of Points
Technical Skills	Design Quality	30	Ability to Supply	30
	Manufacturing Quality	30		
	Quality Management	10	Quality Management	20
Business Performance	Product Expertise	10	Product Expertise	20
	Delivery Performance	10	Delivery Performance	20
Credibility	Credit Rating	10	Credit Rating	10

- (1) The registration screening shall be marked out of 100 points, but the marker may deduct or assign additional points by considering extra factors (items) that characterize each of the SG's.

- (2) In accordance with (1), the Director of the SG Operation Department who is in charge of managing extra screening factors must define and confirm the contents of screening items and the criteria for making prior to screening.
  - (3) For research equipment that is difficult to evaluate according the above criteria such as the specialized technical items, an evaluation can be carried out by applying separate criteria.
6. In order to pass the screening, the supplier must receive the score of 80 points or above, and such suppliers shall newly register in the SG of concerned.
7. The procedures for screening is the same as follows:
- A. If the Director of the SG Operation Department judges that document screening alone is sufficient for a certain supplier, and that supplier exceeds the standard after its related documents and credit rating level are confirmed, then that supplier can immediately be registered and be issued an electronic certificate.
  - B. The Director of the SG Operation Department shall conduct the screening by establishing a basic plan including the screening subjects, subject suppliers, reviewers, screening date, etc.
  - C. Prior to visiting suppliers, the reviewers must notify the suppliers the date of the planned visit in writing or in an electronic form, and must have received confirmations from them.
  - D. The Director of the SG Operation Department must notify the suppliers their screening result (including the reason of failure) in writing as soon as the screening is over.
  - E. The disqualified suppliers shall be granted an opportunity for an appeal for a period of over 15 days from the date of notification.
  - F. The supplier that passed the screening shall be registered for bidding and be issued an electronic certificate.
  - G. The Director of the SG Operation Department must save the registration screening results in the University's POSBID system and manage those records.
8. The Director of the SG Operation Department must receive the following documents which are required for screening from the suppliers during the screening period.
- A. SG Registration Application ----- 1 copy
  - B. Certificate of Business Registration ----- 1 copy
  - C. Factory Registration Certificate (only required for manufacturers) ----- 1 copy
  - D. Other documents considered necessary for the screening
9. If a noticeable change arises in the SG registered suppliers' facilities and/or the manufacturing ability, that supplier may be re-evaluated by the evaluation criteria for the new suppliers, and if the result of the evaluation does not meet the New Supplier Pass Standard, the supplier must be excluded from the SG.

**Article 8 (Performance Analysis)** Performance analysis shall be conducted according to the following criteria:

- 1. Performance analysis shall be conducted annually on the annual delivery performance of each of the SG suppliers that deliver research equipment to the University, and the standard on misconduct shall also be separately managed.
- 2. The supervision of performance analysis shall be conducted by the Director of the Performance Analysis Department that operates performance analysis system of the suppliers.
- 3. The performance analysis procedures as follows:
  - A. The performance analysis procedures for suppliers shall be maintained and managed electronically.
  - B. The Director of the Performance Analysis Department shall write a letter of agreement for improvement to the supplier that has been judged defective, and have it approved or

rejected within 5 working days. In case of a rejection, this same procedure shall be repeated.

- C. The supplier may object to the performance analysis result within 15 days from the date the result was posted. In this case, the Director of the SG Operations Department concerned may revise the analysis through the confirmation procedure within 5 working days.
- 4. In principle, the quarterly and annual performance analysis standards per each of the SG shall be operated in the same manner, and the detailed standards shall be maintained and managed in electronic forms.
  - A. The evaluation period for the annual evaluation shall be from March 1 of the previous year to February 28 of the year concerned.
  - B. The items for performance analysis are as follows: credit, quality, cost, delivery, collaboration, and environment & safety.
  - C. The items and the assignment of points can be operated differently considering the characteristics of SG.
  - D. The items shall have subdivisions and sub-points.
  - E. The subdivisions shall have a rating standard which can be converted to a 100-point scale.
  - F. The criteria for point allocation is the same as follows:

Group	Items	Points
Credit	Credit Rating	15
Quality	Technician's Performance	-
	Defect Management	20
	User Satisfaction	25
Delivery	Delivery Management	20
Cost	Bidding/Tender Management	10
Collaboration	Collaboration on Submission of Information	10
Additional Points (Max. +10 points)	Environment & Safety	4
	Design/Drawing Participation (Yes/No)	2
	Performs Government Projects (Yes/No)	2
	Possession of Laboratories (Yes/No)	2

	Performs Joint Research (Yes/No)	2
	Technology Transfer Consignment (Yes/No)	2
Deduction (Max.-10 points)	Caused Civil Complaints	-10

5. The use of the performance analysis results shall be as follows:
- A. The supplier with outstanding performance analysis results may be given small preferential treatment.
  - B. The SG supplier whose performance analysis results is poor may be given support for improvement, in which case the letter of agreement for improvement must be requested to the supplier.
  - C. The following measure shall be taken for suppliers that received poor results on the performance analysis. However, if the transaction period is less than a year or if the suspension of the transaction causes difficulties in supplying goods, downslide of quality, etc., then the restriction on the participation in negotiations/tenders may be waived.
    - (1) Rated 'poor' on the annual evaluation once: participation in the negotiations/tenders is restricted for 6 months
    - (2) Rated 'poor' on the annual evaluation two years in a row : registration as SG group is cancelled for a year
  - D. If the Director of the Performance Analysis Department decides to ultimately terminate transaction as in clause 'C', such information shall be immediately notified to the relevant on-campus notice, POSCO, RIST, and the supplier concerned.
  - E. If the Director of the Performance Analysis Department decides to ultimately terminate transaction with the low-performance company as in clause 'D', then University shall implement sanctions jointly with the group.
  - F. The supplier with no contract in the last two years shall be excluded from the SG. However, exceptions may be made when necessary for competitive purchase.
6. The sanction standard for misconduct or breach of contract are as follows:
- A. The sanction standard for misconduct or breach of contract is specified in Attachment 1.
  - B. If the supplier breaches contract or commits any misconduct specified in Attachment 1, the University shall immediately terminate their contract, limit all their business qualification with the University during the sanction period. If, at the end of the sanction period, the same supplier requests re-registration to the same SG that they were registered before, the University shall conduct survey on the supplier's quality, and register them to the SG only if they pass the New Supplier Evaluation Standard. However, if the sanction period is less than a year as a result of the deliberation by the SG Operation Department, the SG qualification shall be reissued to them after the end of the sanction period.
  - C. The company of misconduct shall include companies operated by the same or virtually the same person such as the executives and the special relations of executives.

- D. If the seller has purchased and delivered the goods from the supplier who has committed the misconduct or breached the contract as specified in [Attachment 1], the buyer shall recommend the seller to make a correction, and if the seller does not fulfill the recommendation, sanctions specified in Attachment 1 may be taken.
- E. If a supplier who has been sanctioned by misconduct or breach of contract commits another misconduct or breach of contract during the period up to 6 months after the end of the sanction period, the sanction period may be extended considering the motivation, nature, and frequency of misconduct, to within one-half of the period specified in Attachment 1.
- F. If a supplier of misconduct has committed several offences and two or more reasons in Attachment 1 are applicable, it shall be subject to heavier/heaviest sanction among them.
- G. If the SG Operations Department implements sanctions against the supplier who breached the contract or committed misconduct, the sanction period may be mitigated in consideration of the distinctiveness of the education/research environment of the University such as the motivation and the mens rea for offence, the supplier's former contributions to the University, etc., and within one-half of the period specified in the clause of concern in Attachment 1. In this case, the sanction period after mitigation must still be over 2 months.
- H. An access to the University may be limited for up to five years for anyone who has committed, or was associated to an unethical acts such as provision of money and valuables.
- I. In case of a supplier whose all business qualifications are sanctioned due to unethical acts or misconducts stipulated in the University's Ethical Terms and Conditions or other relevant terms, it may also be subject to the equivalent sanctions on the contracts with POSCO, corporations invested by POSCO, The Educational Foundation of Pohang University of Science and Technology, the corporation invested by the Educational Foundation of POSCO, or on all contracts.
- J. In case of a supplier sanctioned by POSCO, corporations invested by POSCO, the Educational Foundation of Pohang University of Science and Technology, or the corporation invested by the Educational Foundation of POSCO, the same degree of sanction can be imposed by the University. However, in case of joint sanctions, the University has a discretion over the degree of sanctions.

### **Addenda**

This regulation was established on, and will take effect from September 1<sup>st</sup>, 2013

(Asterisk 1)

## Sanction Standard for Misconduct or Breach of Contract

	Reason for Sanction	Sanction Period
Breach of Contract	○ Not concluding or fulfilling a contract without due cause after winning a bid	2 years
	○ The expected fulfillment of contract is deemed impossible due to contractor's bankruptcy or closure of business	2 years
	○ Failure to comply with the request to deliver and replace disqualified items with substitutions and not fulfilling the contract without due cause	1 year
	○ Not fulfilling a contract without a due cause for more than 30 days	1 year
	○ Failure to enter a contract after winning a bid due to unintentional mistakes such as not verifying the product (does not apply to simple clerical errors)	6 months
	○ Failure to fulfill a contract after concluding a contract due to unintentional causes such as difficulty in supplying the product	3 months
	○ Causing a disaster inside the University by neglecting the safety measures while fulfilling the contract or in other cases	
	- For causing any of the following major disasters	1 year
	(1) A disaster that caused more than one death	
	(2) A disaster that caused more than two injuries that require medical treatment for more than three months	
	(3) A disaster that caused more than ten injuries or ill persons at the same time	
	- Causing a general disaster (that requires victims to receive medical treatment for more than four days)	6 months
	- Causing a minor disaster (that requires victims to receive medical treatment for less than four days)	3 months
	Misconduct	○ Deliberately delivering low-quality materials or faking quantities
○ Unauthorized removal of University assets without due cause		2 years
○ Sending a malicious anonymous letter or spreading false rumors		2 years
○ Engaging in an illegitimate subcontract		
- 1 <sup>st</sup> violation		3 months
- 2 <sup>nd</sup> violation		2 years
○ Pre-negotiating a bidding price with another bidder prior to the competitive bidding, or for colluding to make a certain person win.		
- Taking lead in the collusion for bidding		3 years
- Participating in the collusion for bidding	1 year	

○ Entering a contract using another person's name	1 year
○ Lending a name for another company's contract	6 months
○ Forging or falsifying the documents or lying on the documents related to bidding or contract, or submitting a fake document	2 years
○ Hindering buyer's bidding, negotiation, inspection, or other performance of contract	1 year
○ Violating small purchase management standard for 3 times or more (cumulative)	3 months
○ Failing to comply with the recommendations after purchasing and delivering products from an illegitimate supplier and being asked to redress	1 year
○ Unethical Act (Clause 4 of Special Terms of Ethics)	
- Providing more than KRW 1 million worth of money or valuables	5 year
- Providing less than KRW 1 million worth of money or valuables	3 year
- Providing entertainment, convenience, or hospitality that exceeds the norms	1 year

(Attachment 1)

## Research Facilities Registration Evaluation Standard

<Research Equipment>

Evaluation Items			Evaluation Criteria	Points
Technical Ability (70%)	Design Ability (43%)	Technology (60%)	1) Has performance credits for Basic Engineering or Basic Design on the concerned items	100
			2) Has performance credits for Detail Design on the concerned item	90
			3) Has performance credits for Detail Design (utilizes design subcontractor) on the concerned item	80
			4) None of the above	50
	Production Ability (43%)	Facilities in Possession (30%)	1) Has a separate organization (of 5 persons or more) capable of self-design	100
			2) Has a separate organization (of 2 persons or more) capable of self-design	90
3) Is incapable of self-design but has a design management organization (of 2 persons or more)			80	
4) Has a person in charge who is capable of design management			70	
5) None of the above			50	
			1) Has production facilities for the entire manufacturing process of concerned items	
			2) Has production facilities for the main manufacturing process of manufacturing concerned items	100
			3) Has partial production facilities for main manufacturing process of concerned items	90
			4) Lacks majority of production facilities for the main manufacturing process of concerned items	80
			5) Depends most of its main manufacturing process of concerned items on subcontract	70

		<p>Technical Certificates, Licenses or Qualifications (20%)</p>	<p>1) Has the following certifications, licenses or qualifications for the concerned items (e.g. technical certificates such as ISO, IES, KS, JIS, DIN, ASME, UL, API, etc.)</p> <p>2) Has its own quality control standards <i>and</i> guidelines</p> <p>3) Has its own quality control standards <i>or</i> guidelines</p> <p>3) None of the above</p>	<p>100</p> <p>90</p> <p>80</p> <p>50</p>
		<p>Technical Certification (20%)</p>	<p>1) Patens owned</p> <p>2) Utility model</p> <p>3) Registered designs</p> <p>4) None of the above</p>	<p>100</p> <p>80</p> <p>70</p> <p>50</p>
		<p>Technical Cooperation or Collaborative Research Performance (15%)</p>	<p>With regards to the SG of concern,</p> <p>1) Has both overseas technology partnership achievements and joint research achievements from academia (research institute)</p> <p>2) Has either overseas technology partnership achievements or joint research achievements from academia (research institute)</p> <p>3) Has neither overseas technology partnership achievements nor joint research achievements from academia (research institute)</p>	<p>100</p> <p>80</p> <p>50</p>
		<p>Employment of Technical Personnel (15%)</p>	<p>1) The percentage of full-time employees with technical (functional) qualification is above 30%</p> <p>2) The percentage of full-time employees with technical (functional) qualification is above 15%</p> <p>3) The percentage of full-time employees with technical (functional) qualification is less than 15%</p>	<p>100</p> <p>80</p> <p>50</p>

Evaluation Items			Evaluation Criteria	Points
	Quality Management Ability (14%)	Level of Quality (35%)	1) Has a Q.C organization or personnel separately 2) Has Q.C agent(s) separately and is managed by its own inspection standard, etc. 3) Does not have a Q.C organization separately but has appointed a person in charge 4) Does not have any Q.C related personnel or system.	100 90 80 50
		International Quality and/or National Standard Certification (35%)	International Quality and/or National Standard Certification 1) 5 years or more since acquisition 2) 3 years or more since acquisition 3) 1 year or more since acquisition 4) 1 year or less since acquisition 5) None of the above	100 90 80 70 50
		Inspection Equipment (30%)	1) Possesses the entire inspection and test facilities for the SG inspection items and the records are well sustained. 2) Possesses more than 50% of inspection and test facilities for the SG inspection items, and the records are well sustained. 3) Possesses less than 50% of inspection and test facilities for the SG inspection items 4) Possesses only the measurement tools for the SG inspection items	100 90 80 50
Business Performance (20%)	Product Expertise (50%)	Main Standard (100%)	1) The share of total sales of the concerned item in the previous year is greater than 50% 2) The share of total sales of the concerned item in	100 90 80 70

			<p>the previous year is greater than 30%</p> <p>3) The share of total sales of the concerned item in the previous year is greater than 10%</p> <p>4) The share of total sales of the concerned item in the previous year is less than 10%</p>	
	<p>Delivery Performance (50%)</p>	<p>Delivery Amount (100%)</p>	<p>1) Has delivered more than 1 billion KRW worth of concerned items to the University, POSCO group and other institutions</p> <p>2) Has delivered less than 1 billion KRW worth of concerned items to the University, POSCO group and other institutions</p> <p>3) Has delivered less than 700 million KRW worth of concerned items to the University, POSCO group and other institutions</p> <p>4) Has delivered less than 500 million KRW worth of concerned items to the University, POSCO group and other institutions</p> <p>5) Has delivered less than 300 million KRW worth of concerned items to the University, POSCO group and other institutions</p>	<p>100</p> <p>90</p> <p>80</p> <p>70</p> <p>50</p>
<p>Credibility (10%)</p>	<p>Credit Rating from Domestic/Abroad (100%)</p>		<p>1) has a credit rating of AAA, AA, A or equivalent from an overseas credit rating agency</p> <p>2) has a credit rating of BBB, BB or equivalent from an overseas credit rating agency</p> <p>3) has a credit rating of B or equivalent from an overseas credit rating agency</p>	<p>100</p> <p>90</p> <p>80</p>

Evaluation Items	Evaluation Criteria	Points
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Additional Points or Deductions	Additional Points (+Max of 10 points)	<p>1) Eco-friendliness and safety management (up to 7 points max.) (2p each)</p> <p>-Possesses environmental management ISO 14001 certification, produces government-certified eco-friendly product of concerned items, or designated as eco-friendly company (2p each)</p> <p>-Has published environmental reports, implemented environmental management accounting or Green Procurement (2p each)</p> <p>-Is AEO-certified (2p each)</p> <p>-Has received over 80% satisfaction on the import/export safety management evaluation survey</p> <p>2) Has performed a government task before 2</p> <p>3) Owns its own laboratory 2</p> <p>4) Has performed a joint research before 2</p> <p>5) Has performed technical transfer consignment 2</p>	
	Deduction (-Max. of 10 points)	1) Has received complaints	-10

<Research Equipment>

Evaluation Items			Evaluation Criteria	Points
Technical Ability (50%)	Supplying Ability (60%)	Supplying Qualification (90%)	1) Has production facilities for the entire manufacturing process of concerned items or has a domestic supply branch or distributor	100
			2) Has production facilities for the main manufacturing process of concerned items or has many domestic supplier agencies all throughout Korea.	90
			3) Has partial production facilities for the main manufacturing process of concerned items or has domestic supplier agencies in certain regions	80
			4) Is missing most of the production facilities for main manufacturing process of concerned items, and only has domestic supplier	70
			5) Relies most of its manufacturing process of concerned items on outsourcing, and only employs delivery agency service.	60
	Employment of Technical Personnel (3%)		1) Has 3 or more personnel who possess technical qualification of level 1 or 2 in the relevant fields, or is capable of providing technical support from its headquarters.	100
			2) Has 1 or more personnel who possess technical qualification of level 1 or 2 in the relevant fields, or is capable of providing independent technical support	90
			3) Has 3 or more certified technician in the relevant fields or has 3 or more personnel for the independent walk-around inspection	80
			4) Has 3 or less certified technician in the relevant	70

			fields or has 3 or less personnel for the independent walk-around inspection	
		Possesses Technical Certification /Standards (3%)	1) Has the following certifications, licenses or qualifications for the concerned items (e.g. technical certificates such as ISO, IES, KS, JIS, DIN, ASME, UL, API, etc.) (main company included for franchises) 2) Has its own quality control standards <i>and</i> guidelines (main company included for franchises) 3) Has its own quality control standards <i>or</i> guidelines 4) None of the above	100 90 80 50
		Patent/ Partnerships (4%)	1) Has patent or utility model in the relevant fields, or technical partnership (main company included for franchises) 2) Has no patent or utility model in the relevant fields, nor technical partnership (main company included for franchises)	100 50
	Quality Management (40%)	Organization and Personnel (50%)	1) Has an always operating QC organization and personnel or has an operating A/S organization and personnel 2) Has no QC organization and separately operates personnel or has no A/S organization and only operates personnel 3) Selectively operates personnel in charge of QC only when necessary, or operates A/S organization only when necessary 4) None of the above	100 90 80 50
		Quality Management Performance (50%)	1) Conducts process-specific inspections, records management is good, and operates organization or personnel for quality control	100 90

			2) Conducts process-specific inspections, but records management is inadequate, and does not operate a quality-control organization but only quality-control personnel	80
			3) Does not conduct process-specific inspections, records management is inadequate, and does not operate a quality-control organization and the operation of quality-control personnel is inadequate	50
			4) None of the above	

Evaluation Items			Evaluation Criteria	Points
Business Performance (40%)	Product Expertise (50%)	Main Standard (100%)	1) The turnover for the concerned item is more than 50% of the total sales.	100
			2) The turnover for the concerned item is more than 30% of the total sales.	90
			3) The turnover for the concerned item is more than 10% of the total sales.	80
			4) The turnover for the concerned item is less than 10% of the total sales.	70
	Delivery Performance (50%)	Delivery Amount (50%)	1) Has delivered more than 1 billion KRW worth of concerned items to the University, POSCO group and other institutions	100
			2) Has delivered less than 1 billion KRW worth of concerned items to the University, POSCO group and other institutions	90
			3) Has delivered less than 700 million KRW worth of concerned items to the University, POSCO group and other institutions	80
			4) Has delivered less than 500 million KRW worth of concerned items to the University, POSCO group and other institutions	70
			50	

		<p>other institutions</p> <p>5) Has delivered less than 300 million KRW worth of concerned items to the University, POSCO group and other institutions</p>	
	Period of Delivery (50%)	<p>1) Has delivered the concerned items to the University, POSCO Group, and other organizations for 3 consecutive years or more</p> <p>2) Has delivered the concerned items to the University, POSCO Group, and other organizations for 1 year or more</p> <p>3) None of the above</p>	<p>100</p> <p>80</p> <p>50</p>
Credibility (10%)	Credit Rating (100%)	<p>1) has a credit rating of AAA, AA, A or equivalent from an overseas credit rating agency</p> <p>2) has a credit rating of BBB, BB or equivalent from an overseas credit rating agency</p> <p>3) has a credit rating of B or equivalent from an overseas credit rating agency</p>	<p>100</p> <p>90점</p> <p>80점</p>
Additional Points or Deductions	Additional Points (+Max of 10 points)	<p>1) Eco-friendliness and safety management (up to 7 points max.)</p> <ul style="list-style-type: none"> <li>-Possesses environmental management ISO 14001 certification, produces government-certified eco-friendly product of concerned items, or designated as eco-friendly company</li> <li>-Has published environmental reports, implemented environmental management accounting or Green Procurement</li> <li>-Is AEO-certified</li> <li>-Has received over 80% satisfaction on the import/export safety management evaluation survey</li> </ul> <p>2) Has performed a government task before</p>	<p>(2p each)</p> <p>(2p each)</p> <p>(2p each)</p> <p>(2p each)</p> <p>2</p> <p>2</p> <p>2</p> <p>2</p>

		3) Owns its own laboratory 4) Has performed a joint research before 5) Has performed technical transfer consignment	
	Deduction (-Max. of 10 points)	1) Has received complaints	-10

(Attachment 2)

## Sourcing Group Registration Application Form

Registration Application S/G (Write a separate application form if you are applying for 2 or more fields)		Credit Rating	*Attach supporting documents
		Factory Registration Certificate	*Attach supporting documents

General Information	Company Name	
	Representative	
	Foundation Date	
	Location	
	Number of Employees	
	Type of Business	

Financial Status	Credit Rating	
	Capital	KRW
	Debt	KRW
	Turnover	KRW
	Net Profit	KRW

Delivery	Total	KRW
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Technology	# of	Engineer	
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Performance Registration Application S/G	POSTECH	KRW
	POSTECH Group	KRW
	Research Institution	KRW
	Other Institution	KRW

Holdings	personnel	Technicians	
	Technical Certification (ISO, KS, Patents, etc.)		
	Environmental/Safety Certification		

Equipment/ Inspection	Main Production Facilities	
Equipment Possession Status	Main Inspection Equipment	
Etc.	- Localization performance, designation of promising small businesses, professional licenses, etc.	

Registration Application	Registration Application Date			
	Registration Applicant	Representative:		(Seal)
	Person in Charge	Phone:	Cell:	e-mail

※S/G Registration Application Fields: Model Device, Heating & Melting, Vacuum Device, Lab Machine Equipment, Lab Analysis Equipment, Electrical Equipment, Optical Equipment, Measuring Equipment, Equipment Control, Software

※ Application Documents for S/G Registration - 1 copy for each of: S/G registration application, credit rating report, factory registration certificate or exclusive supply agency registration certificate, proof of delivery performance, business registration certificate, data on technology holdings, seal (seal on the application form, usage seal if necessary), facilities/inspection equipment log, professional license, and all other documents or data considered in an evaluation (please submit to: ○○○, ○○○@postech.ac.kr, Mail: Gyeongsangbuk-do, Pohang-si, Nam-Gu, Hyoja-dong, San 31 street, Purchase Innovation TFT)