

NORWAY OPERATIONAL REQUIREMENTS



GOODYEAR CONFIDENTIAL. FOR INTERNAL USE ONLY

DISCLAIMER

- This invitation to tender and all associated documents together with all subsequent related correspondence are and shall be treated as strictly confidential, pursuant to the terms of the existing NDA, and no copies or use of the enclosed documents should be made other than as directly required for the purpose of this RFQ.
- **By participating in this tender, Bidder automatically accepts provided Distribution and Warehousing service agreement template T&Cs.**
- Under no circumstances is this RFQ to be considered as complete. **It is the responsibility of the Bidder to ensure that all necessary components to provide the requested solution are captured and specified.**
- The contents, including any specifications are to the best of GY knowledge. GY will not be held liable for any incorrect information contained or considered part of this RFP document. This RFP document should not be construed as a commitment on GY part to obtain any services from any vendor or to implement, in whole or in part, this project. At any time, GY may terminate or modify this invitation to tender, in any manner, with or without notice to you and/or any other potential provider and without any liability whatsoever to you or any other potential provider, and/or negotiate with one or more respondents. GY may reject any or all proposals or offer a contract to one or more respondents in its sole discretion. The information provided in this invitation to tender has been provided solely for the convenience of soliciting proposals, and GY makes no representation as to, or takes any liability with respect to, its accuracy. GY assumes no legal or financial responsibilities for such expenses. By participating in the invitation to tender, providers consent to and authorize GY and affiliates to verify any responses contained herein. Proposals not received by the deadline date specified below may be automatically disqualified.

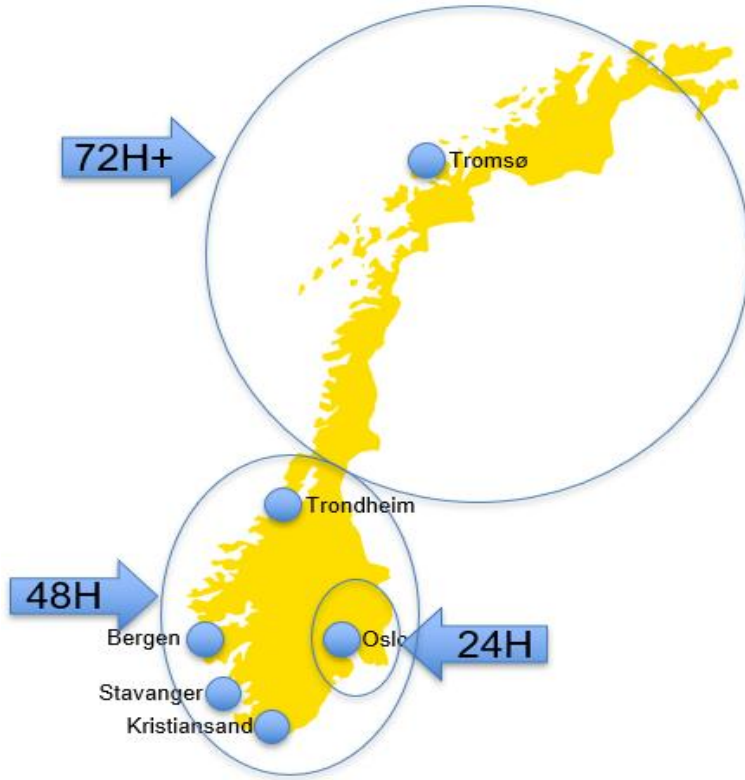


BACKGROUND

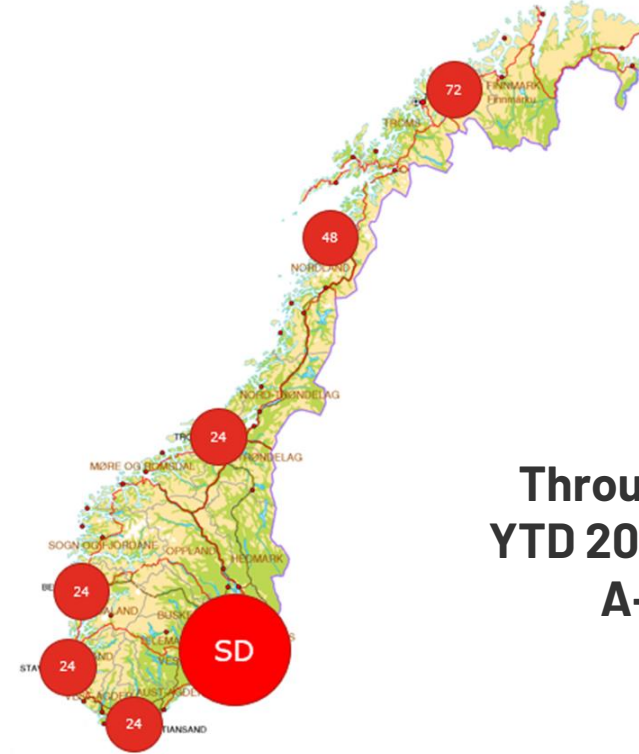
- Strong seasonality in current sales in Norway – Goodyear under-represented in terms of SOM outside Sell-In season in winter
- Increasing share of BEV in market , important tenders with main car importers. Strongest growth potential for us within Car-Channel
- Local warehouse footprint , with in market mounting solution and enhanced transport service level critical to activation of growth plans in Norway
- Investments needed to build a reliable logistic partnership supporting the growth potential in Norway.



CURRENT SERVICE LEVELS / CAPABILITIES



Main supply into Norway coming from our Local Distribution Center (LDC) in Sweden. This is also where all mounting is performed. Rims transferred into Sweden, mounted and then stocked either in LDC or in satellite hub in Norway.



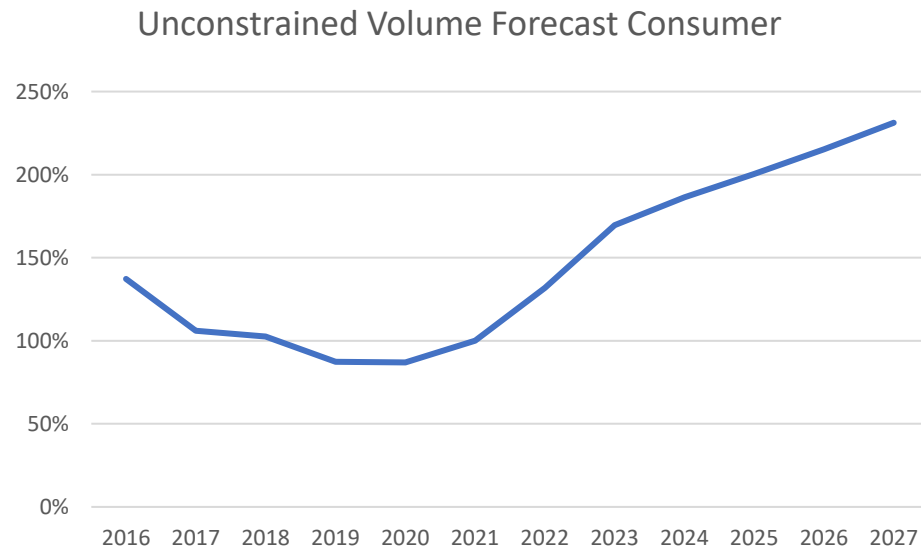
**Through-put of 15K
YTD 2021, approx 75%
A-Segment**

Since spring 2020 we hold a limited inventory of approx 250 SKU's and 30 SKU's of complete wheels in a small WHS operation located in Oslo. From there we can service the Oslo Area the Same Day and major cities for next day



BUSINESS CASE

- Market FC indicates significant growth in consumer business overall , particularly in car dealer channel linked to tender wins
- Car channel main growth potential , predominantly In Complete wheels
- Natural Growth in Wholesale and retail channel through enhanced service level and local market presence



*Growth projection based on unconstrained FC assumptions for future years

Country	2019	2020	2021	2022	2023	2024	2025	2026	2027
Norway	135 900	135 280	155 615	205 200	264 000	290 000	312 000	335 000	360 000
Car	2 324	2 935	4 625	30 000	70 000	85 000	90 000	100 000	110 000
Retail	99 370	94 256	95 917	110 100	120 000	130 000	145 000	155 000	165 000
Wholesale	34 206	38 089	55 073	65 100	74 000	75 000	77 000	80 000	85 000



DISTRIBUTION REQUIREMENTS

- Order cut off 16:00 for next day distribution
- Sameday capability – Order cut off 11:00
- Loose tyre / palletised distribution to Goodyear Customer base
- On time in full service level >98%
- Fixed(non variable) lead time per transportation zone
- Transport planning solution with warehouse from Goodyear EDI
- Track and Trace solution on all shipments
- Reverse Logistics(Customer returns / claims tyres / pallets)
- Control tower / Service function – Day to day questions, administration, handling claims management utilising Goodyear QM system



WAREHOUSE REQUIREMENTS

- End to end warehouse activities incl. Mounting and Crossdock (X-Dock) activities to serve customers in Norway
- Estimated Storage 6000 Sqm (Based on Mixed Bin Solution, Mounting space included)
- Flexible storage rate allocation (no space commitment from GY, service provider responsible for space management)
- High complexity storage (approx. 1300 SKUs: 70/30 summer vs winter)
- Warehouse and Handling for all Goodyear Business units in Norway (Including Consumer ,Complete wheels & Commercial products)
- Inhouse mounting Service (assemble tire+rim+other components needed), balancing, labelling
- Connectivity and direct input to Goodyear SAP
- Claims management utilising Goodyear QM system in SAP



TENDER REQUIREMENTS

- Service launch – early September 2022
- Term – minimum 3 years
- Option for 3 + 2 years contract
- All inclusive rates (as per rate card)
- Fixed rates for the duration of the contract (excl. fuel surcharge mechanism in distribution)
- Extra focus to innovative ideas and proposals to improve operational efficiencies
- Extra focus towards the transparent and cooperative relationships
- Business awarded will be based on GY contract template. Standard GY T&Cs apply
- 90 EOM Payment terms



TENDER REQUIREMENTS (CONT.)

- The Bidder should ensure compliance with all appropriate certification and local regulation/ guidelines required to supply the equipment and conduct the works/ services, based on the scope and locations noted within this RFP. Copies of any certification should be provided where requested.
- At its option, GY reserves the right to inspect the Bidder's facilities prior to award of contract and during production, at reasonable intervals, for quality control purposes.
- GY reserves the right to make changes to the requirements during the bid process or following completion.
- GY will not be liable for any costs incurred by the Bidder in the production of their proposal, submission or any contract negotiation.
- Nothing within this RFQ shall modify the terms agreed within any of the Bidders existing agreements with GY or its affiliates for any products or services they are currently supplying.
- Should the Bidder see that there are further opportunities to provide greater value for money, improve upon the requested products or services and/or notice that potential problems may be inherent in the requested products or services; these should be clearly highlighted separately within the submission.
- The Bidder should advise as part of their submission of any sub-contractor or joint venture parties that will be used and detail the work that they will be conducting. Any sub-contracted resource will be expected to comply with the same standards as those agreed with the Bidder.



TENDER TIMELINE

Stage	Action	Date (CoB)
Issue RFQ	Goodyear	28 Feb 2022
Confirmation of participation	Bidder	02 Mar 2022
Q&A Process- queries submitted	Bidder	04 Mar 2022
Q&A Process- answers issued	Goodyear	09 Mar 2022
Submission of offers	Bidder	21 Mar 2022
Evaluation and offers	Goodyear	01 Apr 2022
Consecutive discussions	Goodyear / Bidder	Apr / May 2022
Preliminary award of business*	Goodyear	Jun 2022
Contract finalisation and confirmation of the award	Goodyear / Bidder	Jul / Aug 2022

**In principle only, subject to contract signed*

- With respect to review and notification of award periods, the timescales noted are indicative. The Bidder is expected to comply with the dates noted; failure to do so, without prior approval from GY will potentially make the submission invalid. GY reserves the right to amend and adjust this proposed schedule.
- *For the Q&A part of the process, note that as part of the answer response all Bidders will be sent all submitted queries and subsequent answers to ensure understanding by all, as well as to ensure comparative benchmarking.*
- GY decision to award the successful bidder will be non-binding subject to the formalisation of any mutually agreed contractual agreement.
- Any questions as part of the Q&A Process to be submitted by email, responding to the tender invitation.





**THANK YOU
/QUESTIONS?**