



"Doing business with the new OEMs" - Sharing Experiences / Study 2024 Anonymous study among automotive suppliers

Dear Sir or Madam,

How is it doing business with the new OEMs from the USA and China? Do they apply different rules?
And what special requests do those new customers have?

Here are questions for an anonymous exchange of experiences among suppliers to help pave the way with
new insights for you and others to possible new customers.

Please spend 5 minutes of your time for 10 questions on the initial contact, enquiries/quotations
or supply relationships with the new OEMs. In return, we will provide you with a condensed evaluation
of the experiences shared by other suppliers.

Please complete the questionnaire for one or two OEMs - without your name - and return it to us. We will
evaluate the information anonymously and delete the sources.
And please send us an email or postal address later where to send the study, probably finished in
August/September

Thank you very much for your team spirit and cooperation
and best regards,

Hans-Andreas Fein
Strategy consultant for automotive suppliers
and machine builders

Confidentiality Statement

Be sure: The information is only for the study "Business with
new OEMs". The sources will be neutralized and the questionnaires
destroyed after evaluation.

Hans-Andreas Fein Unternehmensberatung is committed to this.

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*The goal: New insights
for your work with OEMs!*