



Potential Supplier Profile

- The data requested on this form will be used to evaluate the potential of your company as a Kollsman supplier. It is essential this information be supplied as completely as possible to be considered a Kollsman source.
- Some questions on this form may not apply to your business. In these cases, enter "N/A" for not applicable.
- Include a copy of a product / company brochure or similar items you wish to be made available for buyers.
- Please submit the completed form to Robert.Bragdon@elbitsystems-us.com.

General Information:

Company Name _____

Street Address _____

City _____ State _____ Zip/Post Code _____

Country _____ Web Address _____

Telephone () _____ Fax () _____

Supplier NAICS Codes: _____

Supplier Federal ID Number: _____

List other Manufacturing Locations:

Address: _____

Address: _____

Key Management Contacts:

	Name	Phone	E-Mail Address
Executive:	_____	_____	_____
Quality:	_____	_____	_____
Manufacturing:	_____	_____	_____
Account Rep:	_____	_____	_____

Company Changes:

If the company has undergone any location, management, or major quality system changes in the last 6 months please provide details: _____



Potential Supplier Profile

Core Business:

List your core business activities and attach a detailed description of your products and or processes.

What product or service do you intend to sell to Kollsman?

Facility Square Footage at proposed mfg site: Total _____ Production: _____

DUN and BRADSTREET Number _____

Is your company privately held? Yes No Stock Symbol _____ Exchange _____

Per Small Business Guidelines, is your business?

Large Small Small Woman Owned Small Disadvantaged HUB Zone
 Veteran Owned Small Business Service Disabled Veteran Small Business

Certifying Agency? _____

Financial Data:

All financial data will be held in strict confidence. Please attach a copy of your latest financial statement or balance sheet and profit and loss statement. Kollsman can review these documents at your company without copy if preferred.

Financial or Banking reference:

Name: _____

Contact: _____

Phone Number: () _____

Has your company ever filed for bankruptcy? Yes No Year _____ Chapter _____ (USA only)

Is your company currently in bankruptcy or receivership? Yes No

If yes: Receiver Name _____

Marketing:

Please list your top three (3) customers:

Company name and location	Contact/Phone	Annual Sales	% Of Total Sales
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____



Potential Supplier Profile

May Kollsman contact these customers for references? Yes No

List your top three (3) competitors:

- 1) _____
- 2) _____
- 3) _____

Staffing Profile

Please indicate number of employees at your company: Total _____ At Mfg. Site _____

How many employees are estimated to be in the following disciplines?

Direct _____ Indirect _____
 R & D _____ Engineering _____
 Sales _____ Quality _____

Installed Information Systems

Please describe the computer systems in use.

MRP _____
 Engineering formats for sending and receiving technical data _____
 CAD _____
 EDI _____
 Others _____

Quality Management System

Please check the appropriate answer/fill in the blank and attach examples where required

ISO 9001 Certified? Yes No

Please attach copy of certificate.

AS 9100 Certified? Yes No

Please attach copy of certificate.

Do you have an active Continuous Improvement Program? Yes No

Do you measure your On-Time-Delivery? Yes No

Do you measure and analyze customer satisfaction? Yes No

Customer Quality Awards: _____ Year _____
