

ILLUSTRATIVE EXAMPLE OF SUPPLIER KPI SCORECARD

KPI Matrix

| Key Performance Indicators (KPIs) | Actual | Q3 2015 | | Q4 2015 | | Q1 2016 | | Q2 2016 | |
|-----------------------------------|-------------|-------------|-------|-------------|-------|-------------|-------|-------------|-------|
| | | Actual | Score | Actual | Score | Actual | Score | Actual | Score |
| Fill Rate (contractual) | 56% | 98.7% | 3.20 | 98.6% | 3.98 | 99.2% | 4.00 | 98.7% | 5.00 |
| Price Audit (contractual) | 11% | 100% | 4.00 | 100% | 4.65 | 100% | 5.00 | 100% | 5.00 |
| PURS Scorecard (contractual) | 6% | 4.78 | 4.11 | 4.59 | 4.20 | 4.59 | 4.59 | 4.52 | 4.52 |
| Strategic Sourcing Score* | 11% | 3.25 | 3.13 | 4.00 | 3.76 | 4.00 | 4.00 | 4.00 | 4.00 |
| FSCR Score* | 11% | 4.02 | 3.98 | 4.32 | 4.00 | 4.41 | 4.41 | 4.15 | 4.15 |
| Incidents | 2.8% | 12 | 2.0 | 10 | 2.0 | 10 | 2.0 | 3 | 5.0 |
| Days to Close Incidents | 2.8% | 7.48 | 2.7 | 4.72 | 3.8 | 1.89 | 5.0 | 1.33 | 5.0 |
| Total | 100% | 3.37 | | 3.98 | | 4.16 | | 4.77 | |

* represents subjective metric

FSCR Scoring

| | Q3 2015 | Q4 2015 | Q1 2016 | Q2 2016 |
|---------------|---------|---------|---------|---------|
| Pricing | 4.19 | 4.61 | 4.46 | 4.20 |
| Quality | 4.15 | 4.52 | 4.36 | 4.05 |
| Cust. Service | 3.72 | 3.84 | 4.41 | 4.21 |
| Final Score | 4.02 | 4.32 | 4.41 | 4.15 |

Strategic Sourcing

| | Q3 2015 | Q4 2015 | Q1 2016 | Q2 2016 |
|--------------------------|---------|---------|---------|---------|
| Level of Responsiveness | 3.00 | 4.00 | 4.00 | 4.00 |
| Quality of Response | 3.00 | 4.33 | 4.00 | 4.00 |
| Timeliness of Response | 3.00 | 3.67 | 4.00 | 4.00 |
| Overall Performance | 4.00 | 4.00 | 4.00 | 4.00 |
| Strategic Sourcing Score | 3.25 | 4.00 | 4.00 | 4.00 |

Supplier Performance Tracker

| | Q3 2015 | Q4 2015 | Q1 2016 | Q2 2016 | Qtrly Avg. |
|-----------|---------|---------|---------|---------|------------|
| KPI Score | 3.37 | 3.98 | 4.16 | 4.77 | 4.07 |

PURS Scoring

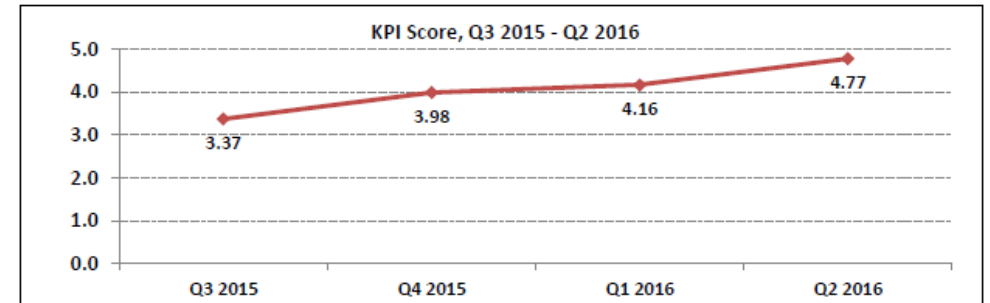
| | Q3 2015 | Q4 2015 | Q1 2016 | Q2 2016 |
|----------------|--------------------------------|--------------|---------|---------|
| Accounts | 5.00 | 5.00 | 5.00 | 5.00 |
| Data Loading | 4.05 | 4.38 | 4.15 | 3.75 |
| Research - | 5.00 | 5.00 | 5.00 | 5.00 |
| Billing - Dist | 4.40 | 3.60 | 4.40 | 4.40 |
| Matching - | 4.64 | 5.00 | 5.00 | 5.00 |
| CLP | 5.00 | 5.00 | 5.00 | 5.00 |
| Research - | 5.00 | 5.00 | 5.00 | |
| Billing - Mfr | 5.00 | 5.00 | 5.00 | |
| Matching - IPP | | 4.00 | 4.00 | 4.00 |
| Final Score | 4.78 | 4.59 | 4.59 | 4.52 |
| | Manufacturer thru Distribution | POC supplier | | |

Incidents/Days to Close

| | Q3 2015 | Q4 2015 | Q1 2016 | Q2 2016 | Qtrly Avg. |
|--------------------|---------|---------|---------|---------|------------|
| # of Incidents | 12 | 10 | 10 | 3 | 8.8 |
| Avg. Days to Close | 7.48 | 4.72 | 1.89 | 1.33 | 3.86 |

Price Audit

| | Most Recent Score | Audit Type | Date | Scoring Party |
|-------------------|-------------------|------------|------------|---------------|
| Price Audit Score | 100% | Full | 12/10/2014 | John Smith |



Thresholds for KPI Scoring Metrics

| RATING | SCORE | TOTAL SCORE | FILL RATE | PRICE AUDIT | | PURS SCORECARD | STRATEGIC SOURCING SCORE | FSCR SCORE | INCIDENTS | | DAYS TO CLOSE INCIDENTS | |
|----------------|-------|-------------|------------|-------------|--------|----------------|--------------------------|------------|-----------|-----|-------------------------|-------|
| | | | Thresholds | MIN | MAX | Scale | Scale | Scale | MIN | MAX | MIN | MAX |
| EXCELLENT | 5 | | 99.5% | 96.0% | | 5 | 5 | 5 | | 3 | | 3.99 |
| GOOD | 4 | | 98.5% | 90.0% | 95.99% | 4 | 4 | 4 | 4 | 6 | 5.00 | 6.99 |
| SATISFACTORY | 3 | | | 85.0% | 90.0% | 3 | 3 | 3 | 7 | 9 | 7.00 | 8.99 |
| UNSATISFACTORY | 2 | | | 81.0% | 85.0% | 2 | 2 | 2 | 10 | 13 | 9.00 | 11.99 |
| UNACCEPTABLE | 1 | | <98.5% | | 81.0% | 1 | 1 | 1 | 14 | | 12.00 | |