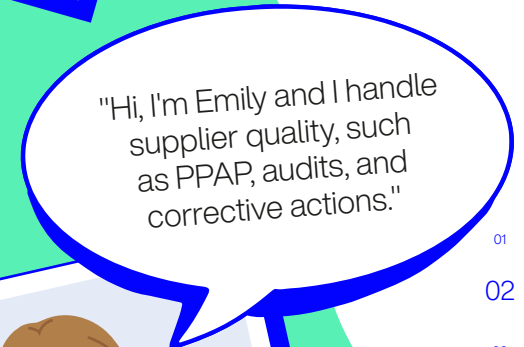
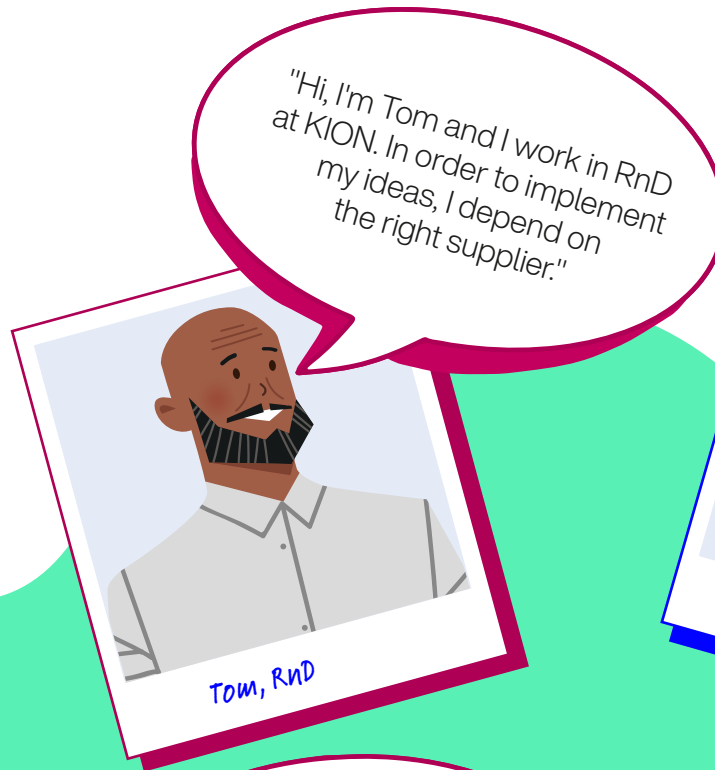


Together with you, we would like to take the next step towards digitizing our business processes. To this end, we are introducing KION e-source, our new web-based tendering and supplier management platform. This will enable us to collaborate even better in the future.

On the following pages you can see what **KION e-source** means for you and your business relationship with KION.



• We would like to introduce Tom, Sofia, Emily, Alex and Chris and share their daily challenges with you. Join their journey, experience their everyday life and get to know the new KION e-source platform and its benefits.



Chris, a long-time supplier at KION, wants to know the technical contact for the tender he participated in, but cannot find this information anywhere.

"Oh man, why can't suppliers retrieve such information themselves?"

"Hi Chris, no problem, I'll look up the technical contact and get back to you."

"Hi Alex, could you please provide me the technical contact for the tender I am participating in? Unfortunately I can't find any contact details!"

"I would like to speak directly with my technical contact at KION. But since I don't know the contact and can't see the contact details anywhere, I have to contact KION again to get the information. I wish there was a system where I could view such information on my own..."



01

02

03

04

05

06

07

08

09

Chris receives a call from Sofia from KION logistics, who informs him that the goods he shipped have arrived in the wrong packaging.

*"If only there was a way to view KION's packaging specifications independently, this situation would not have been arisen now..."*



Chris is annoyed that his company was not considered in the last tendering process by KION.

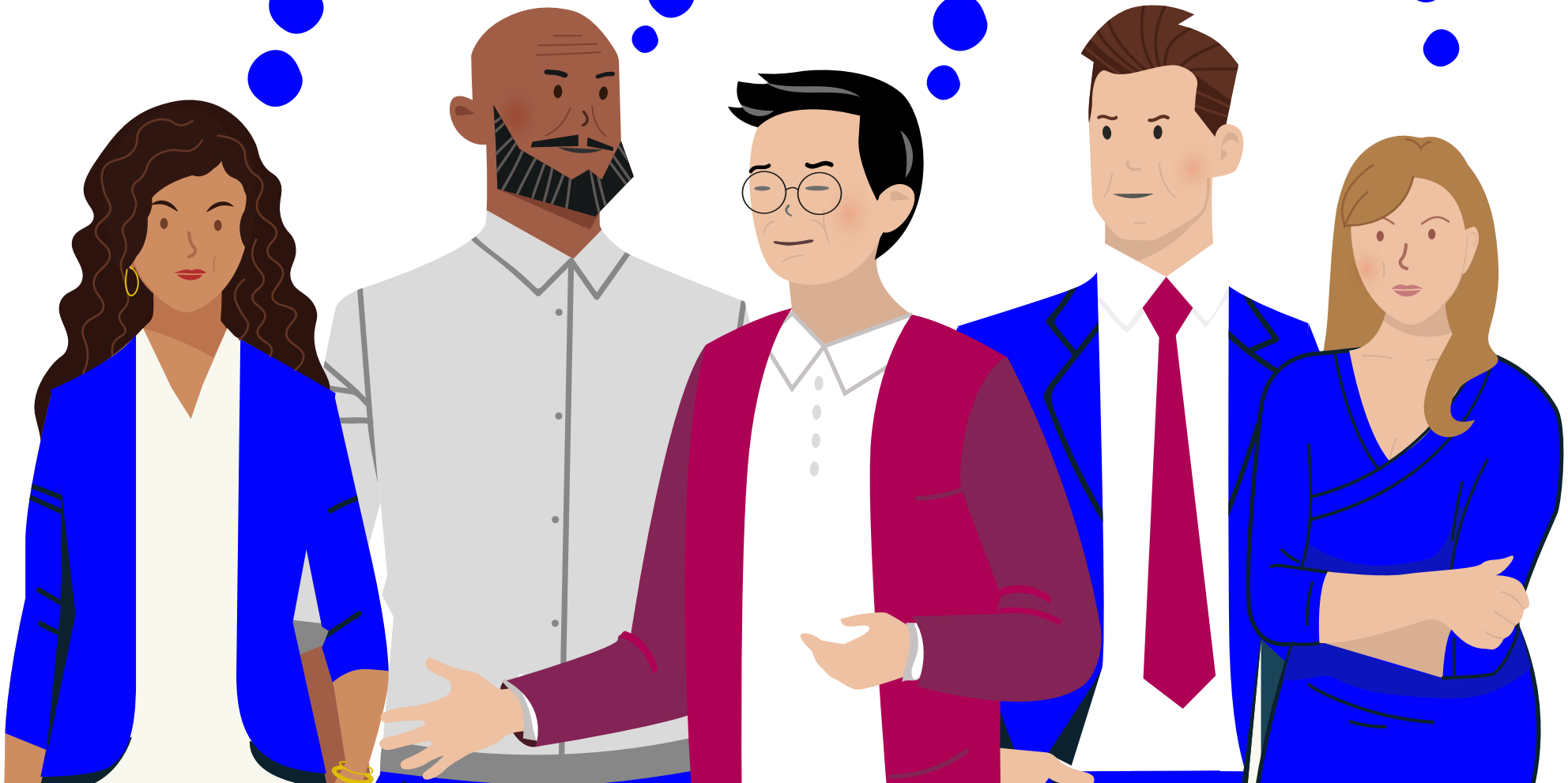
*"It would also be beneficial for us if we could proactively inform KION about our master data and certificates in an up-to-date manner. This would allow us to keep them informed about changes, such as the change of contact persons in real time."*

*"If only there were a tool where KION could see our complete range of services..."*

- Supplier Chris receives the drawing from KION for a product tender in which he would like to participate. He realizes that his product has different materials and an alternative design and therefore does not follow the drawing or specifications exactly. Nevertheless, with his product variant he could offer cost advantages for KION.



*"It is a pity that there is no solution where all information can be maintained and viewed independently. In addition, it would be great to have the possibility of direct communication to facilitate collaboration."*



# Now there is the solution!

## KION e-source

KION brings together all suppliers and departments in one digital KION world.

Supplier information and master data form the basis of our tendering and supplier management platform. They are the foundation for modern collaboration and the digital sourcing process.

All functions are available to external and internal users with just one mouse click.



01

02

03

04

05

06

07

08

09





KION  
**e-source**

**Our new, digital workplace.**

For more information about  
KION e-source please visit our  
**Supplier Landing Page.**

*"Great, now we have a central and modern platform! This gives us the opportunity to communicate directly with each other and exchange information in real time."*

*Better  
together!*

