

1 

## Performance

How extensive is the product range? Is what I need available?

2 

## Specialisation

Does the company have experience in this industry? Expert knowledge.

3 

## Prices

Is the the price/performance ratio transparent and clearly structured?

4 

## Guarantee & ancillary costs

Are there any specific regulations/agreements?

5 

## Quality

Is the work carried out with the necessary care and precision? Which materials are used? Are there test procedures?

6 

## Network

Are repairs & an after-sales service available on site?

7 

## Reputation

Is it an existing company or new to the market? Are there references and reports of experience?

9 

## Communication

Is there a contact person who is available on site or by phone?

8 

## Spare parts & final costing

How can I order a missing part at short notice? Will the product still be available in a few years, or will the entire fleet have to be replaced?

10 

## Production

Which international standards are used for production? Are specifications for energy-saving and climate-friendly production complied with?

## | SELECTING A SUPPLIER

These 10 points should be taken into account when selecting a supplier!