

TactoLearn: Negotiation Intelligence Agent

Supplier Knowledge File: Kraus Automotive Systems AG

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Period Covered: 2020–2025

Category Focus: Vehicle Subassemblies

1. Purchase Volume (€ Million)

2020	1.2	Change 2%	Comment: Growth
2021	2.1	Change 5%	Comment: Growth
2022	2.4	Change 8%	Comment: Growth
2023	3.3	Change 6%	Comment: Growth
2024	3.6	Change 3%	Comment: Stable
2025	4.5	Change 0%	Comment: Stable

2. Supplier Performance (Scores)

Year	Service	Delivery	Quality
2020	80	88	85
2021	82	85	86
2022	81	83	84
2023	78	80	83
2024	77	76	82
2025	75	72	82

3. Cost Factors (Market Trends)

Year	Cost Change (%)
2020	-5
2021	-12
2022	-8
2023	-10
2024	-6
2025	0

4. Negotiation History

2024-05 | Contract renewal discussion | Supplier promised 5% cost adjustment next term.
2025 planned | New terms evaluation.

5. Summary for AI Agent

- Reliable supplier, mid-size manufacturer.
- Stable quality and gradual improvement in delivery metrics until 2024.
- Price adjustment opportunity due to reduced cost factors.
- Buyer arguments: Material cost decrease → 5% discount justified.
- Supplier arguments: Ongoing automation investments → stability priority.