

Review Quarter:		Vendor B REPORT CARD					
Critical Success Indicators (CSIs)	Criteria (Obj./Subj.)	Sub-category	Goal	Indicator	TOTAL POSSIBLE	Current Quarter	COMMENTS
Vendor B Materials and Supplier Support and Expectations(25 pts.) 25 25 100%	PO Placement Objective (10 pts)	POs are placed with correct P/Ns and pricing at lead-time (10 pts)	Goal=10 10 pts. 100%, 8 pts. 90%, 6 pts. 80%, 4 pts. 70%, <70% = 0 pts.	Open PO report or supplier on order report	10	10	
	Product Lead-Time Objective (9 pts)	Product Lead-time goals are clear, reasonable and obtainable (5 pts.) Expedite incidences attributed to unobtainable or unreasonable lead-time requirements (4 pts.)	TBD	Reasonable goal 100%=5 pts., Obtainable goal 95%=3 pts., Unreasonable 90%=1 pt. Expedite incidents do not adversely impact supplier resources or capacity	5	5	
	Misc Objective (6 pts.)	Proactive notification of new schedule changes	100%	Meets=3 point for proactive notification Doesn't meet= 0 points for failing to proactively notify	3	3	
	Vendor B utilizes "one-voice strategy" to communicate materials and business issues	100%	Yes/No	1	1		
	Sets clear packaging and administrative requirement	100%	Yes/No	1	1		
	Vendor B freight carriers account numbers provided	100%	Yes/No	1	1		
Bonus Subjective (1 pt.)	Bonus - Max. of One Point	Operational Excellence	1 Bonus point for something "above and beyond expectations" (comment required)	1	0		
Engineering & Quality Goals and Expectations (25 pts.) 25 25 100%	Design Documentation Objective (10 pts.)	Drawings and design instructions are clear and understandable--contain adequate content for mfg Design Changes are clearly communicated via established processes	100%	Yes/No (No requires comments) 1) Clear drawing revision control 2 pt 2) Redline process conformance 1 pt 3) Single Engr voice per platform 2 pt	5	5	
	Quality Plan Objective (8 pts.)	Quality Plan requirements are clearly established and acceptable for implementation. Goals are set by MQE to align with this plan(s).	Quality Plan requirements are clearly communicated by Vendor B MQE	1) Quality plan approved by Supplier and Vendor B 2 pt 2) FAI process clearly defined 1 pt 3) Redline process clearly defined 1 pt 4) DPM goals clearly defined 2 pt 5) Items to be tracked for quality data defined 2 pt	8	8	
	Excursion Management Objective (5 pts.)	Quality Action Notice (QAN) requirements are clearly defined and QAN execution is flawless (5 pt.)	QAN requirements clearly communicated by Vendor B MQE	1) QAN quality data is provided to supplier 2 pts 2) QAN expectations for RC/CA clear 2 pt 3) Approval of Supplier RC/CA within 3 days (acknowledgement within 24 hrs) 1 pt	5	5	
	QBR Meeting Support Objective (2 pts.)	QBR Engr and Quality Data Support (3 pts.)	Full Support	1) Stakeholders are present & On-time 1 pt 2) Agenda and Quality data is published prior to mtg 1 pt	2	2	
	Bonus Subjective (1 pt.)	Bonus - Max. of One Point	Operational Excellence	1 Bonus point for something "above and beyond expectations" (comment required)	1	0	
	Cost Mang. (25 pts.) 25 25 100%	Objective (25 pts.)	Direct material cost reduction goals (including no L/F penalty) are defined and are attainable per required schedule (10 pts.)	100%	defined & attainable-10 pts, defined but not attainable per schedule-8 pts., defined but never attainable-4 pts., not defined-0 pts.	10	10
Warranty, pricing terms and other indirect cost savings targets are clearly defined and attainable per schedule (10 pts)			100%	Yes/No	10	10	Award full points if contract or Neg Plan exists with reference to warranty, payment terms, etc.
Vendor B encourages cost reduction suggestions and utilizes them where applicable (i.e., use of alternate parts, designs, etc. that still meet spec)(5			Full Support	Always=5 pts, Sometimes=2 pts., Never=0 pts.	5	5	
Bonus - Max. of One Point			Operational Excellence	1 Bonus point for something "above and beyond expectations" (comment required)	1	0	
Service (25 pts.) 50 25 200%	Subjective (25 pts.)	Lead Free initiative/goals (RoHS) are clearly defined and documented	100%	Yes/No	4	4	
		Commercial/Engineering response time is IAW goal requirements and back-up information is available if representative is out of plant	1 bus. day on average	up to 1 business day 5 pts, > 1 business day 0 pts	5	5	
		AP issues resolved in timely fashion	1 bus. day on average	up to 1 business day 3 pts, >1 business day 0 pts	3	3	
		E-Business tool requirements and goals are attainable and clearly established	On going	3pts= Full Support, 2pt=in process, 0pt= no support	3	3	
		Engineering and material support during product development	Superior	Superior=5 pts, Acceptable=3 pts, Other=0 pts	5	5	
		Contract requirements are clearly defined and attainable	100%	Vendor B Contract enhancements are accepted and supported	3	3	are contracts in place-if not applicable score full points
		First Article response time is per pre-negotiated schedule (guideline < 5 days)	100%	Yes/No	2	2	
		Bonus Subjective (1 pt.)	Bonus - Max. of One Point	Operational Excellence	1 Bonus point for something "above and beyond expectations" (comment required)	1	0
Quarterly Rating			100%	TOTAL POINTS:	104	100	