

Supplier Evaluation - Evaluation Criteria

	Score	1	2	3	4	n/a	Comments
Quality		w/o certificates; Supplier is declaring the goods compliant to REACH ROHS regulations.	n/a	ISO 9001 and ISO 14001 (or written environmental policy)	IATF16949 or ISO 13485 and ISO 14001		Automotive and medical projects
	Quality certificates	w/o certificates	n/a	n/a	ISO 9001		Non automotive and non medical projects (optional for service companies)
	PPM**	PPM:more then 10% over target	n/a	PPM: up to 10% over target	PPM: within target		
	Audit**	not capable (VDA 6.3 result "C" or red) or supplier doesn't allow IM to perform the audit	n/a	limited capable (VDA 6.3 result "B" or yellow) or audit is not necessary according to IM process P.R._03	quality capable (VDA 6.3 result "A" or green)		
Logistics	Delivery on time as ordered	always deliver with delay (more than 13 delays per year)	sometimes deliver with delay (max 12 delays per year)	Rearly deliver with delay (max 5 delays per year)	always delivered on time	In case IM has no influence on evaluation point.	
	Delivered Quantity as ordered	Delivered quantities always deviate from requested (more than 13 deviations per year)	Delivered quantities sometimes deviate from requested (max 12 deviations per year)	Delivered quantities rarely from requested (max 5 deviations per year)	Delivered quantities always match to requested		
	Special transport costs	Supplier has caused special freight but principally rejects to bear relevant costs	Supplier has caused special freight and has borne relevant costs only in very rare cases	Supplier has caused special freight and has borne relevant costs in the majority of cases	Supplier has not caused any special freight		
	Flexibility in logistics paramethers (MOQ, Call off changes)	Supplier has no flexibility with lower MOQ and short term call off changes	Supplier has low flexibility with lower MOQ and short term call off changes	Supplier has mid level of flexibility with lower MOQ and short term call off changes	Supplier is very flexible with lower MOQ and short term call off changes		
	Availability and cooperation in logistic service	Supplier is unstructured, problems are not directly accepted and solved	Customer service is available, problems are only solved with permanent support by IM	Customer service is available, problems are always solved	Customer service is available, requirements are met, supplier is pro-active		
Contracts	General Procurement Agreement	Supplier refuses to sign the contract	Supplier has no contract but is prepared to sign it	Contact in negotiation process	Supplier has contract signed		
	General Q Agreement	Supplier refuses to sign the contract	Supplier has no contract but is prepared to sign it	Contact in negotiation process	Supplier has contract signed		
	Logistic Guideline	Supplier refuses to sign the quiedeline	Supplier has no contract but is prepared to sign it	Contact in negotiation process	Supplier has contract signed		
	Consignment Agmeement	Supplier refuses to have a consignment	Supplier has no contract but is prepared to sign it	Contact in negotiation process	Supplier has Consignemnt stock		
Purchasing	Price level	rearly competitive	nominated from time to time	Mainly best pricing	Always best pricing		
	Cost transparency (CBD)	no CBD provided	CBD provided only for selected parts	CBD sent, if requested	CBD sent proactively for all parts		
	Long time savings	No LTA offered	n/a	LTA available, adjustments in single case	LTA available and followed		
	Support in cost reduction measures	Unwilling to support concerning cost improvement	Open for joint cost reduction workshops	Cost saving potentials offered after request	Cost saving potentials offered frequently and proactively		
Cooperation	Cooperation in TTM process (time to market)	no cooperation, most projects under escalation	only cooperative after request, deadlines (APQP, FOT, FOS, PPAP) often delayed	principally cooperative, deadlines (APQP, FOT, FOS, PPAP) mainly met	proactive, supportive and deadlines (APQP, FOT, FOS, PPAP) are met		
	Change Management	changes executed and often unannounced	changes announced but implemented with delay	changes announced on time, implementation on time with higher effort	changes announced and implemented on time		

** if supplier is rated 1 in this two points the final result can't be more that C.