

Supplier Score Card Indicators

I. Performance Range

Current Total Score: Sum of all the below described scores

Current Total Score	Performance Range	Color
≤ 80	High	Green
60 ≤ Score < 80	Medium	Yellow
Score < 60	Low	Red

II. Indicators

1. Quality Defect Rate

Defect Rate [ppm] = Number of defects / Number of Parts delivered * 10⁶

Max Points: 20

Sigma Level	PPM-Score	Points Assigned
6 Sigma	PPM ≤ 3.4	20
5.5 Sigma	3.4 < PPM ≤ 32	18
5 Sigma	32 < PPM ≤ 233	16
4.5 Sigma	233 < PPM ≤ 1350	14
4 Sigma	1350 < PPM ≤ 6210	12
3.8 Sigma	6210 < PPM ≤ 10724	10
3.6 Sigma	10724 < PPM ≤ 17884	8
3.4 Sigma	17884 < PPM ≤ 28716	6
3.2 Sigma	28716 < PPM ≤ 44565	4
3 Sigma	44565 < PPM ≤ 66807	2
Less than 3	66807 < PPM	0

2. Quality Incident Rate

Incident Rate [%] = Number of Supplier Incidents / Number of Deliveries * 100

Max Points: 10

Incident Ratio score is calculated in 2 steps:

1. Calculated by vendor and commodity with a score by commodity.
2. At vendor level the incident rate score is weighted average based on delivered quantities :

$$\text{Average Incident Rate Score} = \frac{(\text{Comm 1 incident score} * \text{Comm 1 delivered qty}) + (\text{Comm 2 incident Score} * \text{Comm 2 delivered qty}) + (\text{Comm n incident rate score} * \text{Comm n delivered qty})}{(\text{Sum-up (Comm 1 delivered qty to Comm n delivered qty)})}$$

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CAT1 : MECH-TURN-SPRI		CAT2 : ELEC-ELEM		CAT3 : NFMC-FSMC	
STAP - RUBB		PLAS-SHEE			
Incident Rate	Points Assigned	Incident Rate	Points Assigned	Incident Rate	Points Assigned
Incident free	10	Incident free	10	Incident free	10
IR ≤ 0.05%	9	IR ≤ 0.10%	9	IR ≤ 0.40%	9
0.05% < IR ≤ 0.10	8	0.10% < IR ≤ 0.20	8	0.40% < IR ≤ 0.80	8
0.10% < IR ≤ 0.15	7	0.20% < IR ≤ 0.30	7	0.80% < IR ≤ 1.20	7
0.15% < IR ≤ 0.20	6	0.30% < IR ≤ 0.40	6	1.20% < IR ≤ 1.60	6
0.20% < IR ≤ 0.25	5	0.40% < IR ≤ 0.50	5	1.60% < IR ≤ 2.00	5
0.25% < IR ≤ 0.30	4	0.50% < IR ≤ 0.60	4	2.00% < IR ≤ 2.40	4
0.30% < IR ≤ 0.35	3	0.60% < IR ≤ 0.70	3	2.40% < IR ≤ 2.80	3
0.35% < IR ≤ 0.40	2	0.70% < IR ≤ 0.80	2	2.80% < IR ≤ 3.20	2
0.40% < IR ≤ 0.50	1	0.80% < IR ≤ 0.90	1	3.20% < IR ≤ 3.50	1
0.50% < IR	0	0.90% < IR	0	3.50% < IR	0

Type of Cost

After the score is calculated at the commodity level, scores are reduced if the following types of cost are present.

LIST = Assembly Stop of a scheduled Reference (Line Stop)

CUST = Customer complaint (isolated case)

- a) If there is at least one Incident with type of cost = LIST then -1
- b) If there is at least one Incident with type of cost = CUST then -3
- c) If both previous conditions are present then -5

3. Delivery Performance

On hand On Time Delivery [%] = on time deliveries / <on hand quantities> * 100
 where on-time is defined as 0/-1 day

Max Points: 20

On hand On Time	Points Assigned	On hand On Time	Points Assigned
DP =100% on 0/-1 day	20	80% ≤ DP < 82%	10
98% ≤ DP < 100%	19	78% ≤ DP < 80%	9
96% ≤ DP < 98%	18	76% ≤ DP < 78%	8
94% ≤ DP < 96%	17	74% ≤ DP < 76%	7
92% ≤ DP < 94%	16	72% ≤ DP < 74%	6
90% ≤ DP < 92%	15	70% ≤ DP < 72%	5
88% ≤ DP < 90%	14	68% ≤ DP < 70%	4
86% ≤ DP < 88%	13	66% ≤ DP < 68%	3
84% ≤ DP < 86%	12	64% ≤ DP < 66%	2
82% ≤ DP < 84%	11	62% ≤ DP < 64%	1
		DP < 62%	0

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4. Inventory Turnover (ITO)

ITO value by vendor = Year Volume/Inventory Value

= Next 3 months quantities purchase forecast*full PIR*4/Inventory quantities*full PIR

Max Points: 20

Inventory Turnover	Points Assigned
48 ≤ ITO	20
30 ≤ ITO < 48	18
24 ≤ ITO < 30	15
16 ≤ ITO < 24	10
12 ≤ ITO < 16	5
ITO < 12	0

5. Cost Reduction

ER Neutral Deflation Rate by Vendor = % of price increase or decrease by Supplier

Max Points: 20

Productivity	Points Assigned
For each 0.25% deflation	1
=> 5%	20

6. Supplier Capability

Manual indicator

Max Points: 10

Key	Criteria	Points Assigned
Q01	• Is highly reactive to customer needs with little response time	1
Q02	• Provides complete product range and up-tearing solutions	1
Q03	• Contributes or collaborates consistently to achieve improvements across the complete value stream and key business processes	1
Q04	• Improves internal processes continuously (six sigma - lean - kaizen ...)	1
Q05	• Offers superior product development partnership	1
Q06	• Applies industry standard quality management systems	1
Q07	• Extends continuously commodity technology	1
Q08	• Develops global presence or strategies	1
Q09	• Practices safe working place programs	1
Q10	• Implements preventive maintenance programs	1