



Suppliers Management

Conquering Complexity™

Suppliers Selection Criteria



Quality/Delivery/Value Add

- Effective quality management system
- On Time Delivery > 99% on time and zero interruptions
- Quality Performance -Target Goal < 500 ppm
- Value Analysis/Value Engineering
- Supplier Managed Inventory/Demand Pull
- Continuous Improvement

Pricing/Cost

- Market competitive
- Global manufacturing profile
- Year over year productivity
- Open sharing of cost to focus on non value add
- Net 60 Terms

New Product Development

- Effective early supplier involvement on design, quality, cost, and schedule attainment

Management Commitment

- Committed, flexible, and responsive
- Financially stable (D&B Rating), growth, investing in new technologies
- Global Agreement/Consistent payment terms
- Creates competitive advantage

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Commodities

Electronic component

Service provider

MRO suppliers

Electro-mechanical

Printed circuit board

Packaging

Chemical

Suppliers Development



Criteria

Technologies

Quality

Cost

Responsiveness

Dependability

Behaviors

Trust and Integrity

Respect and care for each other

Teamwork and Collaboration

Closed loop communication

Metrics