



AvtechTyee Supplier Scorecard

Supplier Name:

Year:

| Section | Goal | Indicator | Points Possible | Q1 SCORE | Q2 SCORE | Q3 SCORE | Q4 SCORE | Comments |
|------------------------------------|--|---|-----------------|----------|----------|----------|----------|----------|
| Quality | | | | | | | | |
| Yield | No product returned to vendor or reworked due to quality issues | Quality Yield: >99% =10, 96-98.9% = 7, 93-95.9% = 5, 90-92.9% = 3, < 90% = 1 | 10 | | | | | |
| Lines Down | No lines down | 0 points for lines down issues due to material quality | 10 | | | | | |
| Supplier Corrective Actions (SCAR) | No SCARs | Materials owned SCARS: - 1 point for every SCAR initiated during quarter | 5 | | | | | |
| SCAR Response | Initial response and containment within 3 business days | 5 pts < 3 business days 0 pts > 3 business days | 5 | | | | | |
| Bonus* | Operational Excellence | Bonus point for something "above and beyond expectations" (comment required) | 1 | | | | | |
| Quality Points | | | 30 | 0 | 0 | 0 | 0 | |
| Delivery | | | | | | | | |
| Delivery Performance | Supplier on time delivery for product material | On Time Delivery : 100-98% =10, 97-95% = 7, 95-93% = 5, 93-90% = 3, < 90% = 1 | 10 | | | | | |
| Lines Down | No lines down | 0 points for lines down issues due to delivery | 10 | | | | | |
| De-commits - Schedule Push-Out | No de-commits | 2 pt deduction for every de-commit. | 5 | | | | | |
| Delivery Accuracy | Correct documentation and quantities | 5 points for full compliance 0 points for partial or no compliance | 5 | | | | | |
| Bonus* | Operational Excellence | Bonus point for something "above and beyond expectations" (comment required) | 1 | | | | | |
| Delivery Points | | | 30 | 0 | 0 | 0 | 0 | |
| Customer Service | | | | | | | | |
| Account Support | Applies to onsite sales support, inside sales support and account manager representatives. | Timely response to phone/email communication, knowledge of product, technical capability/knowledge, pro-active providing timely schedule updates/status | 5 | | | | | |
| RMA Response | 2 Business Days | Up to 2 business days = 5 pts > 2 business days = 0 pts | 5 | | | | | |
| PO Confirmation of Receipt | 2 Business Day-PO Receipt | Up to 2 business days = 5 pts > 2 business days = 0 pts | 5 | | | | | |
| Change Notification | Lead time changes, delivery changes, obsolescence notices | Yes/No | 5 | | | | | |
| Bonus* | Operational Excellence | Bonus point for something "above and beyond expectations" (comment required) | 1 | | | | | |
| Customer Service | | | 20 | 0 | 0 | 0 | 0 | |
| Price/Value | | | | | | | | |
| Pricing Execution | 100 % compliance | Implementation of quoted prices | 5 | | | | | |
| PPV | Meet current AVT annual target | 5 - Favorable PPV; 3 - Flat PPV; 0 - Unfavorable PPV | 5 | | | | | |
| Proactive price reduction | Exhibit proactive cost reduction efforts | 5 - Ideas approved; 3 - Ideas submitted 0 - No submissions | 5 | | | | | |
| Quote Response | Responding to RFQ in reasonable time frame | 5 - Within 2 days; 3 - >2 days; 0 - >1 week | 5 | | | | | |
| Price/Value | | | 20 | 0 | 0 | 0 | 0 | |

* Bonus points are in addition to the total points possible

| | Possible | Q1 | Q2 | Q3 | Q4 | |
|------------------|------------|----------|----------|----------|----------|----------------------------------|
| Quality | 30 | 0 | 0 | 0 | 0 | 90-100 Outstanding |
| Availability | 30 | 0 | 0 | 0 | 0 | 80-89 Successful |
| Customer Service | 20 | 0 | 0 | 0 | 0 | 70-79 Meets |
| Price/Value | 20 | 0 | 0 | 0 | 0 | < 69 Improvement Required |
| Total | 100 | 0 | 0 | 0 | 0 | |