

## Commercial

25 Points

<b>Cost Savings Target</b> (10 Points) Score: 10	<b>VA/VE Submissions</b> (10 Points) Score: 10	<b>Commercial Awareness</b> (5 Points) Score: 5
Score: 25		

## Delivery

20 Points

<b>Performance to Schedule</b> (5 Points) Score: 5		
<b>Delivery PTR's</b> (10 Points) Level A: 0 Level B: 0 Level C: 0 Level D: 0 Level P: 0 Score: 10	<b>EDI Compliance</b> (5 Points) Score: 5	
Score: 20		

## Customer Service

10 Points

<b>Annual Submissions</b> (5 Points) Score: 5	<b>RFQ Responsiveness</b> (5 Points) Score: 5
Score: 10	

## Monthly score

100 Points

<b>Quality:</b>	<b>45</b>
<b>Commercial:</b>	<b>25</b>
<b>Delivery:</b>	<b>20</b>
<b>Customer Service:</b>	<b>10</b>
Score: 100	

## Year To Date Score

<b>Parts Delivered:</b>	<b>5,388,030 Parts</b>
<b>Rejected:</b>	<b>3 PPM: 0</b>
<b>Quality:</b>	<b>45</b>
<b>Commercial:</b>	<b>25</b>
<b>Delivery:</b>	<b>20</b>
<b>Customer Service:</b>	<b>10</b>
Score: 100	

## Supplier Performance Guidelines

1. Maintain a 12 month supplier rating of 80 or above.
2. No A or B (repeat) level PTRs
3. All direct suppliers are required to maintain registration to an ISO9000 series standard or IATF 16949.
4. Failure to achieve any of the above may result in one of the following activities:
  1. Notification to the [REDACTED] Commodity Buyer [REDACTED] Director of Supply Chain, and the [REDACTED] VP of Manufacturing that the supplier performance is below our required standard and to take the appropriate actions related to new business. The supplier will also be notified and is encouraged to schedule a review meeting with his [REDACTED] Buyer and appropriate [REDACTED] personnel.
  2. May result in request for 3rd party containment, and notification to registrar.
  3. The supplier may be required to present a corrective action plan to the [REDACTED] Plant Operations Team that should include a corrective action plan along with a timeline. These presentations should be in a MS PowerPoint format.
5. Proactively participate in continuous improvement VAVE activities.

## External Comments

Comments: