



IRIS ACADEMY

**The „HIGH SCHOOL“ for
Supplier Performance
Manager and SQA**

ENGLISH Version 10/2018

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Explanation of colour codes:

Red = exercises

Green = speeches about selected SPM topics

Agenda

Day 1:

- 08:30 Introduction (1:45')**
Welcome, Introduction, training objectives, expectations,
Exercise 1: Management of expectations
- 10:15 BREAK**
- 10:30 SPM in IRIS (1:30')**
Overview on IRIS requirements for SQA
Overview on SQA Processes and training chapters
Cluster IRIS requirements by training chapters
- 12:00 Lunch**
- 12:45 Supplier Performance Management Strategy (2:00')**
Supplier Performance as integral part of procurement strategy
Segmentation / classification of suppliers and supplier reduction
Supplier Performance areas and KPIs
Partnership agreements / Long Term Supplier Agreements
Make or buy and Logistic Service Provider for C-class parts
Exercise 2: From Procurement to Supplier Strategy
- 14:45 BREAK**
- 15:00 Supplier Performance Management (SPM) / SQA Organization (1:00')**
Integration of SQA into Procurement or Quality?
SPM/SQA Organization local / global? By projects / commodities?
SPM/SQA roles & skill levels
- 16:00 Integrated Supplier Assessment Framework (0:30')**
Overview of different phases of supplier approvals & milestones
- 16:30 BREAK**
- 16:45 Strategic Supplier Approval Assessment (SAA) (1:30')**
Speech about Supplier Assessment
Levels of SAA and level criteria
SAA content & example
IRIS industry commitment
Approval levels and follow-up of Corrective Action Reports
- 18:15 End of Day 1**

Day 2:

- 08:30** **Wrap-up day 1 and outlook day 2 (0:15')**
- 08:45** **Requirement specifications (contracts) (0:45')**
 Specification landscape
 Management of Contractual Document Requirements (CDR-List)
- 09:30** **Project Approval Assessment and Contract Review (1:15')**
 PAA / CR content & example
 Input into Offer Evaluation and follow-up of Corrective Actions
- 10:45** **BREAK**
- 11:00** **Offer Evaluation Process (1:30')**
 Process overview for offer evaluation
 TCO Approach (Total Cost of Ownership)
 Offer Evaluation Process content & example
 Exercise 3: case study SAA / PAA / Offer Evaluation
- 12:30** **Lunch**
- 13:15** **Parts Approval Process (PAP) Overview (0:30')**
 Speech about Parts Approval
 PAP principles, milestones, pre-reviews and follow-up of Corrective Actions
- 13:45** **Pre-Manufacturing Review (1:00')**
 PMR content & example
 Special Processes
- 14:45** **Break**
- 15:00** **First Article Inspection (1:30')**
 Speech about First Article Inspection
 FAI content & example
 FAI approval levels
- 16:30** **Break**
- 16:45** **First System Installation Inspection & Material Handling Review (1:15')**
 Ownership for FSII and MHR
 FSII & MHR content & example
- 18:00** **End of Day 2**

Day 3:

- 08:30** **Wrap-up day 2 and outlook day 3 (0:15')**
- 08:45** **Ramp-up Verification (1:00')**
 Triggers for Ramp-up Verification
 RUV Content & Example
- 09:45** **Routine Inspections (1:15')**
 Pre-Shipment Inspections and/or Goods-In Inspections?
 Goods-In Inspections for consignment stock
 Exercise 4: case study PAP
- 11:00** **BREAK**
- 11:15** **RAMS Monitoring (0:45')**
 KPI monitoring (examples)
 Warranty Exit
- 12:00** **Lunch**
- 12:45** **Non-Conformity Management (1:30')**
 Non-Conformity management process
 8D- Problem Solving methodology
 Use of supplier portal for NC management
 Supplier Chargeback versus Claims
- 14:15** **Break**
- 14:30** **Supplier Performance Monitoring (1:30')**
 Speech about Supplier Performance Monitoring
 5 Dimensions of supplier performance
 List of monitored suppliers
 Monthly Supplier Performance Reports and feedback to suppliers
- 16:00** **BREAK**
- 16:15** **Management of Low Performing Suppliers - Part 1 (1:45')**
 Low Performing versus Business-Critical Suppliers
 Supplier Performance Management Process
 Supplier Management Alert Meetings
 Disapproval or restriction in supplier register
 Second source management and contractual pre-requisites
 Exercise 5: case study LPS Management
- 18:00** **End of Day 3**

Day 4:

- 08:30** **Wrap-up day 3 and outlook day 4 (0:15')**
- 08:45** **Supplier Development (1:30')**
Speech about Supplier Development
Levels of supplier development
Pro-active versus corrective supplier development
Supplier development process, content & example
- 10:15** **Break**
- 10:30** **Supplier Support (0:45')**
Pro-active versus corrective supplier support
Supplier support plans per Project Sourcing Plan
- 11:15** **Supplier Crisis Management (1:15')**
Temporary residents @ supplier site
Mandates and management for temporary residents (example)
Use of external partners
Exercise 6: case study supplier development
- 12:30** **Lunch**
- 13:15** **Preparation for Written Examination (0:30')**
Re-capitulation of key learnings from the training course
Question & Answer Session
- 13:45** **Written Examination (1:00')**
- 14:45** **Break**
- 15:00** **Farewell (1:00')**
Expectations met?
Course evaluation
Further seminar offers of the IRIS academy
Handout of Certificates
Conclusions
- 16:00** **End of the training course**