

# The HIGH school for Supplier Performance Manager (+ SQA)



context:

Railway products are becoming increasingly complex and technically more demanding. While a railway manufacturer could manufacture almost all functionally important parts and components by themselves in the past, these technical and technological possibilities alone are hardly sufficient today. Now, provider of rolling stock, signaling and infrastructure have become integrators or complete systems, which they mostly purchase. Since the production depth (vertical integration) has become ever lower, today suppliers are indispensable specialists who can have a total value share of more than 60% of a product. Hence, often they are not exclusively responsible for production, but also for the design and development of their deliveries. Therefore, suppliers have become important partners, whose overall performance is deserving special attention, to keep a close eye on all the risks and opportunities.

your trainer:

**Wolfram Krekeler**

As usual in the IRIS Academy, we will share our best knowledge first hand with you! In line with our motto "The best for the bests in the Rail Industry", CC-Rail engaged Wolfram Krekeler, a Supplier Quality Assurance (SQA) – pioneer. Since many years, he has built up the SQA function at Bombardier Transportation and was responsible for the worldwide development and implementation of high-level Supplier Performance standards. In the global railway sector, there is hardly a Second, who can report so many practical experiences from the day-to-day Supplier Performance-business and has left so deep traces in this area.



objectives:

Often, one believes to already know everything ... That this is not the case will be experienced even by experts in this seminar. The aim of the course is to provide many suggestions for improving your supplier performance business, keeping also future requirements of the railway sector in mind, and to make you familiar with all relevant supplier performance topics. This is going far beyond pure product quality requirements but is covering the supplier's total performance along the value chain, including delivery, field, financial and start-up performance. Especially the ISO/TS 22163 (IRIS) standard requires knowledge with special attention to the sourcing process (external provided products, processes and services). After the course, you should have numerous best practices and solutions that can be seamlessly integrated into your daily business.

target group:

Managers and engineers in the fields of supplier quality assurance and supplier performance management, purchasing, lead buyer, system engineering and project management as well as auditors.

content:

Details can be reviewed by downloading the agenda and a preview of the training material (the topic of the reading sample is risk management) - links are on page 2. Specifically, we will elaborate on the following topics:

- organization of the SQA function, roles and responsibilities, special fields of competence,
- risk-based material and supplier classification,
- procurement strategies, including outsourcing and transfer (incl. special focus on C-class parts),
- supplier segmentation,
- procurement processes, including gate reviews at defined milestones and in case of ramp-ups
- supplier visits and diverse types of supplier audits,
- commitment of the rail industry, published by IRIS-Group in 2013,
- methods for supplier evaluation and approval,
- purchasing specifications and other applicable documents,
- methods for the evaluation of supplier offers based on total cost,
- methods to supervise supplier's development and for the approval of new parts, e.g. First Article Inspections,
- methods for incoming goods inspection, including random checks,
- KPIs for supplier's performance evaluation and supplier feed-back sessions,
- handling of non-conforming deliveries, including chargeback and claims management,
- management of low-performing suppliers (supplier improvement or supplier phase-out),
- methods of supplier development,
- Obsolescence Management,
- SQA methods and tools as well as sufficient material that you can apply immediately,
- many practical exercises and case studies from real life,
- workshops to exchange and discuss best practices from the railway industry.

5 good reasons to choose us:

We invest a significant portion of our time in the different bodies of the IRIS Group and so we always have the most up-to-date information. From the beginning we were deeply involved in developing and updating the IRIS standard, including its Audit-Tools. Recently we were represented in the 5-member core team drafting the ISO/TS 22163 standard. So we have more knowledge and background information from first hand than others.

We have huge experiences. Facing the operational reality every day, we are well positioned to come up with solutions that are already proven in practice. So we can equip you with real advantages over your competition.

We bring top experts together and so we promote the exchange of „BEST PRACTICES“ and networking.

Our offers make sense and generate added value. If you really want to understand the sourcing processes, its context and inter-correlation, then we invite you to share our knowledge with you. With us, you may save a lot of resources after the course, because you have understood how to tackle the matters during your introduction.

We train the “Champions League” and we are aware that we are not the cheapest, but we want to be the best. Nevertheless, overall, we provide the best value for money – fair and transparent.

key companies trained:



facts & downloads

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|-----------------------|--|
| language:             | the lecture is presented in English  |
| duration and dates:   | 4 exciting and intensive days (24 seminar hours). The seminar dates you can find in the course table at <a href="https://www.cc-rail.info/en/academy/">https://www.cc-rail.info/en/academy/</a>  |
| agenda:               | Please download from our secure server to consider the start on the first day and the finish on the last day in your travel planning. <a href="http://www.cc-rail.info/wp-content/uploads/2018/10/Agenda-for-SPM-en-rev01.pdf">http://www.cc-rail.info/wp-content/uploads/2018/10/Agenda-for-SPM-en-rev01.pdf</a>  |
| venue:                | the exact address of the training venue is mentioned under "Details" in the course table at <a href="https://www.cc-rail.info/en/academy/">https://www.cc-rail.info/en/academy/</a> or it will be communicated by E-mail after your registration.  |
| seminar fee:          | 2.300 EUR for examination, extensive seminar papers, your certificate as well as the conference room & technology, drinks and lunch during the seminar. You will receive a pro forma invoice in advance for any internal orders. The official invoice will only be given if the course is guaranteed (latest 4 weeks before the start).  |
| discount rates:       | when registering more than 2 persons of a company: 5%, and in case of 3 or more persons: 10%   |
| proof of performance: | after passing the exam, participants can receive the certificate as <b>IRIS SUPPLIER PERFORMANCE MANAGER</b> as well as a detailed proof of achievement. The certificates of the IRIS Academy serve as proof of IRIS knowledge for the next 3 years.   |
| seminar papers:       | the language of seminar papers is English. Our extensive and didactically very well prepared training materials are always up to date. Our training materials are globally used by many companies as guidelines and benchmarks.  |
| handout sample:       | please download from our secure server <a href="http://www.cc-rail.info/wp-content/uploads/2018/10/SPM-reading-sample.pdf">http://www.cc-rail.info/wp-content/uploads/2018/10/SPM-reading-sample.pdf</a>   |
| customer satisfaction | CC-Rail is the world's first and still the only provider of a comprehensive IRIS training concept that meets a wide variety of requirements, ranging from 2-day events to challenging 40-hour IRIS seminars. We have invested more than 1000 hours in all these seminar preparations and offer much more than just "assisted reading". The IRIS Academy has been the "HIGH SCHOOL" for managers in the railway industry since 2009. It is globally known and highly appreciated in the industry for its unique training standard according to its motto "only the best for the bests" as well as for its exceptional practical proximity. So far, more than 1500 managers from all continents have benefited from the seminars offered by the IRIS Academy. 98% of them rated our courses as "EXCELLENT" and recommend this to others. Hence you can look forward to a seminar that exceptional differs from all other events. |
| inquiries:            | please send an e-mail to <a href="mailto:info@cc-rail.com">info@cc-rail.com</a> or register at <a href="https://www.cc-rail.info/en/academy/">https://www.cc-rail.info/en/academy/</a>   |
| booking deadline:     | Immediately after booking deadline, we must pay our reservations (travels, accommodation, conference arrangements, prints and your certificates). Therefore, it is very important for us that you sign up for the seminar as soon as possible in order to reach the economically required minimum number of participants. The booking deadline is usually 4 weeks before the start of the seminar. If the minimum number of participants will not be reached, unfortunately the seminar must be canceled. Therefore, please do not book your travel before you have received our official training invitation.   |