

A WITH AMPHENOL
Information booklet for suppliers



Revision 03

A with Amphenol

Introduction

Since the year 2003 the Amphenol Tuchel Industrial GmbH has been rating its key suppliers for production material with the rating system **A with Amphenol**. This successful 360° rating system is constantly being optimized and developed, to allow us an even more widespread rating of our suppliers. This enables us to fulfill the demand of our customers for **quality capable** and **reliable suppliers** more selective. For this we need your support as an important partner, in the value added chain, too **continuously increase** our internal and external **customer satisfaction**.

In the meantime our supplier rating system has been spread into the world wide **Amphenol International Industrial Organization (AIIO)** and ensures that we, as a leading manufacturer of connectors, meet or top **goal customer satisfaction** within our target market. Additionally **A with Amphenol** offers you as a supplier the stage, to consequently track this target together with us.

Heilbronn, October 26, 2018



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(Supplier Quality Assurance)

Comments:

- § Web page for the actual information booklet "A with Amphenol" (.pdf download):
www.amphenol-industrial.de/content/show/59?changeLanguage=38 on the supplier portal in the login area.

- § Web page for the required corrective action plan (.xls download):
www.amphenol-industrial.de/content/show/59?changeLanguage=38 on the supplier portal in the login area.

A with Amphenol

Content:

1	Purpose	3
1.1	Ranking of suppliers	3
1.1.1	A- Suppliers	3
1.1.2	AB- Suppliers	3
1.1.3	B- Suppliers	3
1.1.4	C- Suppliers	3
2	Rating	3
2.1	The 5 columns of rating.....	3
2.2	Evaluation	4
3	The rating criteria	4
	Rating of major criteria	4
3.1	Quality	4
3.1.1	Sub- criteria: Audit result	4
3.1.2	Sub- criteria: Part approval process and documentation	4
3.1.3	Sub- criteria: Supplier manual (QAA).....	4
3.1.4	Sub- criteria: Quality and environmental management system	5
3.1.5	Sub- criteria: Critical failures (i.e. function disturbances).....	5
3.1.6	Sub- criteria: Claims.....	5
3.1.7	Sub- criteria: Incoming inspection.....	6
3.2	Rating of major criteria Logistics	6
3.2.1	Sub- criteria: Logistical support	6
3.2.2	Sub- criteria: Consignment stock, safety stock	7
3.2.3	Sub- criteria: Flexibility concerning requested classification in orders	7
3.2.4	Sub- criteria: Quantity Liability	7
3.2.5	Sub- criteria: On time delivery performance	8
3.3	Rating of major criteria Cooperation	8
3.3.1	Sub- criteria: Own initiative.....	8
3.3.2	Sub- criteria: Communication.....	9
3.3.3	Sub- criteria: Reaction time	10
3.3.4	Sub- criteria: Cooperation	11
3.3.5	Sub- criteria: Reliability	12
3.4	Rating of major criteria Competence comparison & Miscellaneous	13
3.4.1	Sub- criteria: Design and process changes	13
3.4.2	Sub- criteria: Continuous improvement	14
3.4.3	Sub- criteria: Know how transfer	14
3.5	Rating of major criteria Cost.....	14
3.5.1	Sub- criteria: Credit worthiness.....	14
3.5.2	Sub- criteria: Medium- and long- term observation of the price level and price development.....	15
3.5.3	Sub- criteria: Competitiveness (cost level)	15
3.5.4	Sub- criteria: Terms of payment.....	15
3.5.5	Sub- criteria: Price negotiations	16
4	Attachments	16

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1 Purpose

A with Amphenol has the intention to continually support its suppliers and thereby:

- Develop a mutually profitable partnership
- Enforce the communication between Amphenol Tuchel Industrial GmbH and its suppliers.
- Rate the global supplier performance on a continual base.
- Initiate the implementation of actions for improvement of quality, logistics, pricing, partnership behavior, competence comparison and others.
- Open new possibilities for a global cooperation with suppliers focusing on continuous improvement.
- Enable a stronger valuation of the total performance of a supplier in this rating program.

1.1 Ranking of suppliers

1.1.1 A- Suppliers

Performance grade 100- 95 points.

Suppliers who reach or even surpass our requirements and contribute in high amount to satisfaction of our customers. Top grade suppliers, preferably qualified for a lasting business relationship.

1.1.2 AB- Suppliers

Performance grade 94- 90 points.

Suppliers who reach our minimum requirements and actively work on further improvements. High grade suppliers with some weak points in partial sections. Conditionally qualified for a lasting business relationship.

1.1.3 B- Suppliers

Performance grade 89- 80 points.

Suppliers who do not meet our minimum requirements but should be observed carefully and/or supported. A lasting business relationship has to be checked.

1.1.4 C- Suppliers

Performance grade 79- 0 points.

Suppliers who do not meet our minimum requirements and therefore possibly might be eliminated from the rating program. Weak suppliers, not suited for a lasting business relationship.

2 Rating

2.1 The 5 columns of rating

The supplier rating program *A with Amphenol* is based on the following columns (major criteria) which contribute with the following weighting to the total rating:

	Gewichtung
• Quality	30%
• Logistics	20%
• Cost	20%
• Cooperation	15%
• Competence comparison & miscellaneous	15%

The sub criteria **complaints**, **incoming inspection**, **quantity liability** and **on-time delivery performance** are calculated automatically by the SAP system*. The major criteria **cost**, **cooperation**, **competence comparison & miscellaneous** as well as some sub criteria out of the major criteria **quality** and **logistics** are valued by the rating teams.

*In China the data is either automatically calculated by the local ERP system or with help of manual input charts. Please also be aware, that all other sub criteria are weighted according to the purchase volumes of the locations.

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2.2 Evaluation

All suppliers participating in the rating program are informed on a half year base with a letter from Supplier Quality Assurance (SQA) about their development regarding the rated criteria (see attachment 1 "Sample information Year/Half year").

From B or C rated Suppliers we expect a corrective action plan on time to the named target date and according to the Amphenol submission on www.amphenol-industrial.de/content/show/59?changeLanguage=38. The corrective action plan has to include corrective actions for all main- and sub criteria's rated with less than 90%.

3 The rating criteria

3.1 Rating of major criteria Quality

Qualität eines Lieferanten auf Basis der Bewertung der Teilkriterien:

- Result of supplier audit
- Release documentation
- Supplier manual (QAA)
- Quality and environmental management system
- Critical failures
- *Claims (SAP Data)*
- *Incoming inspection (SAP Data)*

3.1.1 Sub- criteria: Audit result

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

If the supplier was audited in the rating year the performance grade of the audit is considered in the rating.

3.1.2 Sub- criteria: Part approval process and documentation

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Does the supplier provide the release procedure required by Amphenol? Is the release documentation from the supplier available within the agreed scope, on time, correct and including sample parts in the specified quality?

- 1 Yes, in its entire range and on time.
- 2 Yes, but either incomplete or not on time.
- 3 Yes, but neither complete nor in time.
- 4 Yes, but only on request.
- 5 No, there is no release documentation available.

3.1.3 Sub- criteria: Supplier manual (QAA)

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How is the suppliers approach to the current revision of the Amphenol supplier manual?

- 1 The supplier manual is entirely accepted.
- 2 The supplier manual is accepted without any significant limitations.
- 3 The supplier manual is only accepted with significant limitations.
- 4 The supplier manual is not accepted.
- 5 No reaction to the supplier manual.

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3.1.4 Sub- criteria: Quality and environmental management system

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

The supplier has the Quality-/Environmental Management System required by Amphenol:

- Industry ISO 9001
- Automotive ISO/TS 16949

- 1 Industry: ISO 9001 and environment; Automotive: ISO/TS 16949 and environment.
- 2 Industry: ISO 9001; Automotive: ISO/TS 16949.
- 3 Automotive: ISO 9001 and a serious milestone plan for the certification of ISO/TS 16949.
- 4 Automotive: ISO 9001 and no serious milestone plan for the certification of ISO/TS 16949.
- 5 No certified management system.

3.1.5 Sub- criteria: Critical failures (i.e. function disturbances)

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Did a failure with the root cause at an Amphenol supplier cause an Amphenol customer claim, or was there the risk of a line down due to a supplier failure, respectively did any additional costs result out of a supplier failure? **Attention in this criteria down grade rules can be applied!**

- 1 There were quality claims due to critical failures at the supplier, but they didn't cause any additional costs for Amphenol.
- 2 There were quality claims due to critical failures at the supplier that caused Amphenol high additional internal costs, or endangered Amphenols delivery performance.
- 3 There were quality claims due to critical failures at the supplier that caused a customer claim at Amphenols customer¹⁾.
- 4 There were quality claims due to critical failures at the supplier that caused a customer claim at Amphenols customer and caused Amphenol high additional internal costs²⁾.
- 5 There were quality claims due to critical failures at the supplier that caused a customer claim at Amphenols customer, caused Amphenol high additional external costs and endangered Amphenols ability to deliver³⁾.

1)= Downgrade to maximum AB- supplier; 2)=Downgrade to maximum B- supplier; 3)=Downgrade to maximum C- supplier

3.1.6 Sub- criteria: Claims

Division(s) rating	SAP Data

To calculate the complaint quota the incoming inspection reports contained in SAP (CATE Kingdee) are read and processed to determine the quantity of incomings. Relevant for the inclusion to the rating frame is the date of the release note. To calculate the complaint quota all claim reports with inspection lots are identified and taken.

e.g.: 12 incomings and 1 claim, that means $1/12=0,083333$ -> rate is 0,083333 (all rates above 10% result in 0 points). Linear distribution 0-10% -> 100-0 points, as a result the rate 0,083333-> 16,67 points.

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3.1.7 Sub- criteria: Incoming inspection

Division(s) rating	SAP Data
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To calculate the incoming inspection points the incoming inspection reports contained in SAP (CATE Kingdee) are read and processed. Relevant for the inclusion to the rating frame is the date of the release note.

The results are ranked in four groups:

1	Release	100 points
2	Conditional acceptance	60 points
3	Partial rejection	40 points
4	Rejection	1 point

e.g.: 1 incoming with 30 points, 1 incoming with 60 points results in

$$\text{Incoming points} = (1 * 30 + 1 * 60) / 2 = 45 \text{ points}$$

Explanation:

Release

Without failure, release of products without restriction

Conditional acceptance

Existing deficiencies are without influence on the function

Partial rejection

All or a part of the products can become useable by rework (also selection). Appearing scrap parts are returned.

Rejection

Total supplied lot must be returned to supplier

3.2 Rating of major criteria Logistics

Logistics of a supplier on the base of the rating of the sub-criteria:

- Logistic support
- Consignment stock, safety stock
- Flexibility concerning requested classification in orders
- *Quantity Liability* (SAP Data)
- *On time delivery performance* (SAP Data)

3.2.1 Sub- criteria: Logistical support

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.
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The supplier proves that he is able to accept customer requests and can react flexible upon changes.

- 1 Exemplary; very flexible regarding delivery times. Meets the set goals for inventory.
- 2 Good; plans to reduce delivery time are existing. No exceptional transportation by Amphenol necessary. Informs in case of potential delivery problems. Works independently to solve occurred problems and shows flexibility.
- 3 Satisfactory; often needs special transports. Not too flexible, high inventory at Amphenol.
- 4 Inadequate; slow at introducing systems, inflexible, generally needs minimum order quantities.
- 5 Unsatisfactory; does not respond, unwilling to agree upon goals for inventory. Convincement by Amphenol impossible.

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3.2.2 Sub- criteria: Consignment stock, safety stock

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Is the supplier willing to offer a consignment stock or a safety stock agreement?

- 1 The supplier is willing to offer both requirements.
- 2 The supplier is merely willing to offer one of the two stock types.
- 3 The supplier is not willing to agree on any of the two requirements.

3.2.3 Sub- criteria: Flexibility concerning requested classification in orders

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

The supplier can deliver single production lots to several different schedules as required?

- 1 The supplier is very flexible and open for our demands for deliveries with schedules.
- 2 The supplier is partially open for our demands for deliveries with schedules.
- 3 The supplier refuses deliveries with schedules as a matter of principle.

3.2.4 Sub- criteria: Quantity Liability

Division(s) rating	SAP Data

The system checks when goods are received in how much the ordered quantity was shipped. In case of a difference between the received and ordered quantity it computes the difference and shows it as percentage deviation. All partial shipments for one order are summarized and the total quantity is then compared with the ordered amount.

The time frame in which the partial shipments are added up is currently set to -15 to +15 days. The tolerance for the delivered quantity is set in Customizing as follows:

Deviation in %	Points
+/- 2 ->	100
+/- 5 ->	80
+/- 10 ->	40
>+/- 11 ->	0

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3.2.5 Sub- criteria: On time delivery performance

Division(s) rating	SAP Data
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When a shipment is received the system compares the required delivery date with the actual supply date. The required delivery date is taken from the statistical delivery date (SAP/CATE Kingdee). The system compares the difference in days and computes it as a percentage deviation.

The following tolerances are set in Customizing:

Deviation (working days)	Points
None	-> 100
+/- 2	-> 94
+/- 3 bis 5	-> 79
+/- 6 bis 10	-> 20
+/- 11	-> 0

That means that a delivery which is outside of this tolerance (e.g. 11 days too early or 11 days too late) is valued with 0 points.

This procedure is applied to each shipment lot. The sum of all receipts within the rating frame results in the total number of points for this supplier.

e.g.: The supplier doesn't have a delivery without a deviation in the rating period; 5 deliveries are within +/-2 days, 9 deliveries have a deviation of 3 to 5 days and 6 deliveries have a deviation between 6 and 10 days, that means: $0 \cdot 100 + 5 \cdot 94 + 9 \cdot 79 + 6 \cdot 20/20 = 65,05$ points as a result for on time delivery.

3.3 Rating of major criteria Cooperation

This rating should not only document the supplier's intention to supply an excellent product but also the ability of his personnel for a good cooperation.

The rating for partnership behavior is composed by the ratings of the following sub-criteria's:

- Own initiative
- Communication
- Reaction time
- Cooperation
- Reliability

3.3.1 Sub- criteria: Own initiative

3.3.1.1 Own initiative 1

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.
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The supplier pro actively initiates actions to achieve improvement for Amphenol e.g.:

- The supplier informs Amphenol about new technologies and their possible applications.
- The supplier communicates about measuring methods.
- The supplier is actuating corrective actions from audit discrepancies on his own..

- 1 Exemplary; the supplier informs and communicates on time and pro active.
- 2 Good; reliable, informs on time about current activities.
- 3 Satisfactory; only informs on request.
- 4 Inadequate; unreliable, informs on request with delay.
- 5 Unsatisfactory; hesitant, counterproductive; information not sufficient.

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3.3.1.2 Own initiative 2

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

The supplier asks reasonable queries to achieve cost and technical improvement for Amphenol.

- 1 Exemplary; the supplier does what ever is necessary.
- 2 Good; reliable.
- 3 Satisfactory; only under pressure.
- 4 Inadequate; unreliable.
- 5 Unsatisfactory; hesitant, counterproductive.

3.3.1.3 Own initiative 3

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

The supplier makes proactive suggestions in the inquiry and series phase to improve the cost structure and the quality of the parts (for new products milestone design freeze). In addition the supplier informs Amphenol about new technologies and their possible applications.

- 1 Exemplary; the supplier makes suggestions pro active.
- 2 Good; sporadic suggestions made.
- 3 Satisfactory; only under pressure.
- 4 Inadequate; no suggestions.
- 5 Unsatisfactory; hesitant, counterproductive.

3.3.2 Sub- criteria: Communication

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Examples:

- Is the data of the supplier reliable?
- Are there deputies and are these available?
- Does the supplier understand the Amphenol requirements (e.g.: Audit deviations)?
- Is it possible to contact downstream departments?

- 1 Exemplary; high availability, contact persons are always available, deputies are named pro active and competent, high reliability for written and verbal agreements, professional, keeps information confidential.
- 2 Good; meets agreements, supplies reliable information, the communication ability is important.
- 3 Satisfactory.
- 4 Inadequate; little professionalism, too negligent, small credibility, difficult to contact.
- 5 Unsatisfactory; unprofessional, non-credible, always needs detailed explanations, doesn't want to document.

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3.3.3 Sub- criteria: Reaction time

3.3.3.1 Reaction time 1

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

For example how fast does the supplier react to:

- Inquiries
- Reports
- Change requests etc..

- 1 Exemplary; above expectations. Actuates continious improvement.
- 2 Good; generally responds immediatly, meets expectations.
- 3 Satisfactory; responds in general, but too late.
- 4 Inadequate; in general reminders are needed, sluggish, too much bureaucracy.
- 5 Unsatisfactory; contact persons are difficult to get hold of, hesitating, too long waiting times for answers.

3.3.3.2 Reaction time Tool- / Equipment- / Component release (Hardware) 2

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How reliable are agreed upon or promised deadlines for tool- , equipment- or component releases met (For new products milestone for first tooled parts and equipment release)?

- 1 Exemplary; above expectations.
- 2 Good; meets expectations. Tracking of dates only conditionally necessary.
- 3 Satisfactory; monitoring of dates is necessary.
- 4 Inadequate; only after repeated requests.
- 5 Unsatisfactory; escalation is needed.

3.3.3.3 Reaction time 3

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Does the supplier react to the requirement of corrective action plans from audits and the supplier rating on time?

- 1 The supplier always meets the required deadline.
- 2 The supplier mostly meets the required deadline or reacts after a single reminder.
- 3 The supplier seldomly meets the required deadline and constantly needs reminders.
- 4 The supplier never meets the required deadline and only reacts to reminders over a long period.
- 5 The supplier doesn't react at all.

3.3.3.4 Reaction time for order confirmations 4

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How fast does the supplier respond to eg. inquiries and orders for series production parts?

- 1 Desired confirmation regularly within 0-48 hours.
- 2 Desired confirmation regularly within one week.
- 3 Desired confirmation regularly within two weeks.
- 4 Desired confirmation only after request and later than two weeks.
- 5 Desired confirmation later than one month or not at all.

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3.3.3.5 Reaction time 8D consignment/completion 5

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Are the 8D reports from the suppliers forwarded to Amphenol in the required period of time and to the required email address (for Europe: lbt@amphenol.de)?

- 1 8D (D3, D5) are always completed and sent to the requested address within the time limits defined in the supplier manual.
- 2 Apart from exceptions (once or maximum twice in the rating period), 8D (D3, D5) are completed and sent to the requested address within the time limits defined in the supplier manual.
- 3 8D (D3, D5) are often not completed and sent to the requested address within the time limits defined in the supplier manual.
- 4 8D (D3, D5) are regularly completed and sent to the requested address with delays or after reminders outside of the time limits defined in the supplier manual.
- 5 8D (D3, D5) are constantly sent with difficulties or not at all.

3.3.4 Sub- criteria: Cooperation

3.3.4.1 Cooperation 1

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How is the attitude of my business partner towards me, respectively Amphenol?

- 1 Exemplary; excellent team player, customer oriented.
- 2 Good; basically friendly and with a positive attitude, results-oriented.
- 3 Satisfactory; profit-oriented.
- 4 Inadequate; doesn't meet agreements, not willing to implement suggestions for improvement.
- 5 Unsatisfactory; indifferent, gives impression not to care about the issues.

3.3.4.2 Cooperation 2

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How is the attitude of my business partner towards Amphenol concerning requirements from audits and the supplier rating?

- 1 Exemplary; regards the findings from audits and the supplier rating as an opportunity and uses them pro-actively to improve.
- 2 Good; has a positive attitude towards the results of audits and the supplier rating, result-oriented.
- 3 Satisfactory; profit-oriented.
- 4 Inadequate; not willing to profit from improvement possibilities and implement them.
- 5 Unsatisfactory; indifferent, gives impression not to care about the issues, not interested.

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3.3.5 Sub- criteria: Reliability

3.3.5.1 Reliability 1

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Can I rely on the commitments of the supplier? How often do I receive incomplete or inadequate information from e.g.:

- The technical field?
- The commercial field?
- ...etc..

- 1 Exemplary; works very conscientiously. Anxious to demonstrate and introduce continuous improvements. Knows the design and the processes very well.
- 2 Good; strives to detect failures and correct them. Has conscientious staff.
- 3 Satisfactory.
- 4 Inadequate; requires detailed researches before acceptance. Often useless suggestions. Does not comply with agreements.
- 5 Unsatisfactory; careless, follows instructions only after problems recur, wastes resources.

3.3.5.2 Reliability 2

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How often do I receive incomplete or inadequate information (technical as well as commercial)?

- 1 Exemplary; works very conscientious, knows design and processes in detail.
- 2 Good; provides reliable information, has conscientious personnel.
- 3 Satisfactory.
- 4 Inadequate; often no reliable information.
- 5 Unsatisfactory; careless, unreliable information, wastes resources.

3.3.5.3 Reliability of the contents of order confirmations 3

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How extensive and complete does the supplier inform us in the order confirmation about the basic parameters (delivery time, confirmed quantity, price conditions, etc ...)?

- 1 The required order confirmations always include all relevant informations/parameters.
- 2 The required order confirmations mostly include all relevant informations/parameters.
- 3 The required order confirmations are sent, but some informations/parameters are missing or are not complete.
- 4 The required order confirmations are sent in an unsuitable form, some informations/parameters are missing or are not complete.
- 5 The required order confirmations are not provided or do not include enough information/parameters.

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3.3.5.4 Reliability of the contents of 8D reports 4

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How extensive and complete are the 8D reports filled in (meet expectations)?

- 1 The contents of the 8D reports is regularly rated with 95-100%.
- 2 The contents of the 8D reports is regularly rated with 90-95%.
- 3 The contents of the 8D reports is regularly rated with 85-90%.
- 4 The contents of the 8D reports is regularly rated with 80-85%.
- 5 The contents of the 8D reports is regularly rated with less than 80%.

3.3.5.5 Reliability of technical commitments 5

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Does the supplier keep what he promises/do the parts meet the requirements?

- 1 Exemplary; parts are in accordance with the specification of the inquiry and can be released quickly.
- 2 Good; parts correspond with the specification of the inquiry after one correction loop.
- 3 Satisfactory; needs technical assistance from Amphenol.
- 4 Inadequate; the specification needs to be adjusted to be able to release the parts, support by Amphenol is needed.
- 5 Unsatisfactory; isn't capable to meet specification, massive delays until release.

3.4 Rating of major criteria Competence comparison & Miscellaneous

We expect from our suppliers not only that they offer to us, depending on the complexity of their products, a comprehensive support, but also that the scope of the supplier suits Amphenol.

The rating is based on the rating of the following sub-criteria:

- Information about design and process changes
- Continuous improvement
- Technology

3.4.1 Sub- criteria: Design and process changes

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

The supplier provides Amphenol documentation about every change that deviates from the agreed upon specification.

- 1 Exemplary; supplies the required documentation from the beginning and initiates changes only after approval by Amphenol.
- 2 Good; information and traceability on request.
- 3 Satisfactory; needs intensive assistance, information only on request from Amphenol.
- 4 Inadequate; only provides information in extracts after repeated requests from Amphenol.
- 5 Unsatisfactory; no reaction.

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3.4.2 Sub- criteria: Continuous improvement

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

The supplier proves his capability and performance for continuous improvement. I.e., the supplier has improved in the particular task scope, in comparison to the previous rating period.

- 1 Exemplary; works pro-active on continuous improvement, has verifiably and significantly improved compared to the previous rating period.
- 2 Good; works on continuous improvement on his own, has improved to the previous rating period.
- 3 Satisfactory; needs assistance to introduce improvements, improvement to the previous rating period is insignificant.
- 4 Inadequate; despite of support by Amphenol, there was no improvement to the previous rating period.
- 5 Unsatisfactory; balks himself at improvements.

3.4.3 Sub- criteria: Know how transfer

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

How is the transfer of know-how and new technologies towards Amphenol/myself?

- 1 Exemplary; forwards new technologies and know how pro actively, is customer oriented.
- 2 Good; often forwards new technologies and know how pro actively, result oriented.
- 3 Satisfactory; often forwards new technologies and know how only on demand, profit oriented.
- 4 Inadequate; forwards new technologies and know how on request only.
- 5 Unsatisfactory; doesn't forward new technologies and know how, indifferent, implements the impression not to care about issues.

3.5 Rating of major criteria Cost

The rating of the major criteria cost is based on the rating of the following sub-criteria:

- Credit worthiness
- Medium- and long- term observation of the price level and price development
- Competitiveness (cost level)
- Terms of payment
- Price negotiations

3.5.1 Sub- criteria: Credit worthiness

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Is the credit worthiness of the supplier a risk for Amphenol?

- 1 Unproblematic (e.g.: credit worthiness<2,5, ontime delivery, extends term of payment...).
- 2 Still acceptable (e.g.: credit worthiness>2,5, prompt reminders for due bills; no concessions by negotiations).
- 3 Critical (e.g.: credit worthiness>4; unpunctual deliveries; doesn't accept terms of payment; requires pre- payments).

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3.5.2 Sub- criteria: Medium- and long- term observation of the price level and price developement

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Does the price level and the price developement for existing parts meet the Amphenol requirements due to medium- and long- term observations?

Attention in this criteria down grade rules can be applied!

- 1 The price level and price developement fully meet the Amphenol expectations. Price reductions were introduced and implemented by the supplier. There were no price increases forwarded to Amphenol.
- 2 The price level and price developement meet the Amphenol expectations. Price reductions are not automatically introduced by the supplier, however are implemented in case of an Amphenol inquiry. There were no price increases forwarded to Amphenol.
- 3 The price level and price developement are stabel. There were neither price reductions nor price increases.
- 4 The price level and price developement show an increasing trend²⁾.

2)=Downgrade to maximum B- supplier

3.5.3 Sub- criteria: Competitiveness (cost level)

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Is the cost level of the supplier competitive enough for new projects?

Attention in this criteria down grade rules can be applied!

- 1 Always competitive. Always provides best conditions throughout the whole product portfolio (part family) in case of inquiries.
- 2 Almost always competetive (circa up to 90%). Mostly provides best conditions within a wide product portfolio (part family) in case of inquiries.
- 3 Often competetive (circa up to 70%). Often provides good conditions within core business in case of inquiries.
- 4 Normally competetive (circa up to 50%). Provides appropriate conditions in case of inquiries.
- 5 Seldom competetive (circa > 30%). Seldomly provides good conditions in case of inquiries²⁾.
- 6 Not competitive in case of inquiries²⁾.

2)=Downgrade to maximum B- supplier

3.5.4 Sub- criteria: Terms of payment

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

Do the terms of payment meet the Amphenol requirements?

- 1 Grants long terms of payment (14 days 3%, 30 days net or minimum 60 days net).
- 2 Grants terms of payment (14 days 2%, 30 days net).
- 3 Grants terms of payment 30 days net.
- 4 Critical, doesn't grant terms of payment.
- 5 Cash in advance or progress payments.

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3.5.5 Sub- criteria: Price negotiations

Division(s) rating	TENG	Mat. Plan.	Strat.Sor.	ENG	PENG/IE	Metr./Lab	SQA	Inc.Ins.	Q-Eng.

The supplier is willing to negotiate in case of inquiries for price negotiations from Amphenol.

- 1 Willing to negotiate, fully accepts Amphenol requirements.
- 2 Willing to negotiate, partially accepts Amphenol requirements.
- 3 Willing to negotiate under pressure only.
- 4 Refuses to negotiate prices.

4 Attachments

- Sample result letter
- Sample corrective action plan

«LNAME»

Amphenol Tuchel Industrial GmbH

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D-74080 Heilbronn

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Tel: 0049 (0) 7131 929-478

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e-mail: stephan.geissler@amphenol.de

Heilbronn, «Datum»

Supplier rating A WITH AMPHENOL «TextZeitraum»; your supplier number «LNR»

Ladies and gentlemen,

Within the scope of our Supplier rating A WITH AMPHENOL for the period «TextZeitraum» you have achieved the classification of an **A-supplier**.

The details of your great work performed for Amphenol-Tuchel Electronics are presented in the enclosures. This rating allows us to continue and extend our business connection from today's point of view.

The wishes and challenges we are confronted with by our customers change continuously. Therefore it is our mutual task to take on these challenges and work out solutions with which you, as our supplier, and we, as supplier to our customers, will stand out in competition.

Hence we see it as a common obligation to keep our partnership at the current level and continuously work towards mutual success through possible improvements.

In case of any questions regarding the supplier rating please download our information booklet from www.amphenol.de/strategic-purchasing or feel free to contact us at any time.

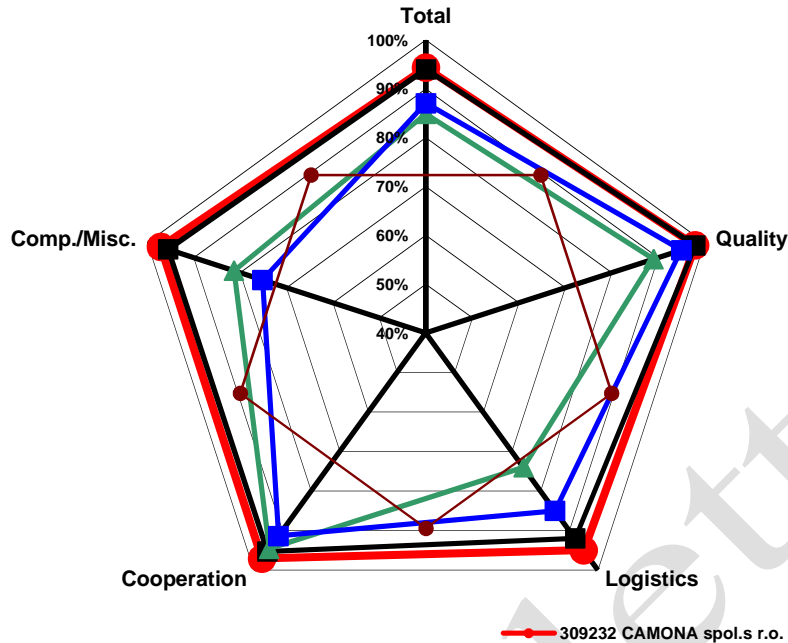
Best regards,

Amphenol-Tuchel Electronics GmbH



Stephan Geissler
SQA

Comparison with the competitors



A-Supplier Total performance 96%

Quality

Initial sample report	100%
Supplier audit result	100%
Supplier manual acceptance/QAA	100%
QM and EM system	100%
Critical failures	100%
Quality claims	100%
Incoming inspection	100%

Logistics

Consignment stock/min. inventory	100%
Logistical support	100%
Flexibility for del. with schedules	100%
Quantity constancy	100%
On time del. to expected date	100%

Cost

Creditability	100%
Terms of payment	100%
Price negotiations	100%
Price level & evaluation	100%
Competitiveness	100%

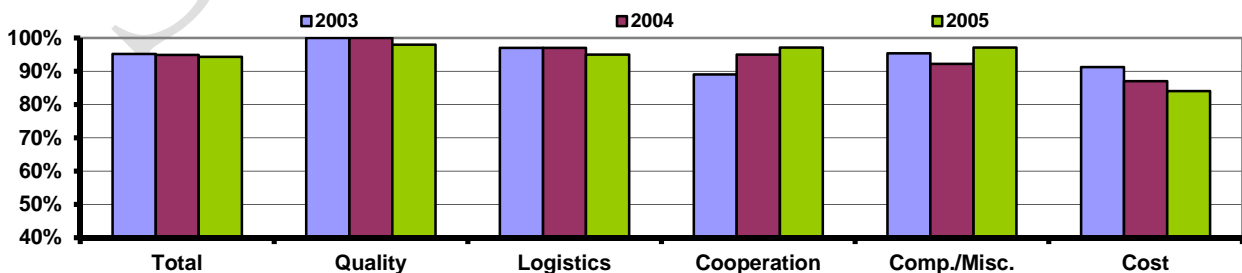
Cooperation

Own initiative	100%
Reaction time	100%
Communication	100%
Team work	100%
Reliability	100%

Competence & Miscellaneous

Information on design & product changes	100%
Continous improvement	100%
Know how transfer	100%

Development of the rating criterias (YTD)



Amphenol

Amphenol Tuchel Industrial GmbH

On time delivery

Order #:	Pos.:	Order discription:	Ord. date:	Plan date:	Diff.:
0020416242	10	Oberflächenbehandlung Ro	09.04.2014	00.00.0000	65
0020419257	10	Lohnbearbeitung Galvanik	16.04.2014	00.00.0000	60
0020413676	10	Oberflächenbehandlung na	29.01.2014	15.04.2014	4
0020416011	10	Lohnbearbeitung Galvanik	09.04.2014	04.03.2014	26
0020415335	10	Fremdfertigung:	09.04.2014	03.04.2014	4
0020415335	10	Fremdfertigung:	09.04.2014	08.04.2014	1
0020418649	10	Fremdfertigung:	06.04.2014	14.04.2014	1

China data

Del. on time:	+/- 2 days:	+/- 5 days:	+/- 10 days:	>= +/- 11 days:
20	3	5	10	11

Quantity constancy

Order #:	Pos.:	Order discription:	Ord. qty.:	Del. qty.:	Cal. qty.:	Diff.:
0020416242	10	Oberflächenbehandlung Ro	354761	0	0	100,00 %
0020419257	10	Lohnbearbeitung Galvanik	740000	0	0	100,00 %
0020416251	10	Oberflächenbehandlung na	299047	198680	198680	33,56 %

China data

Ordered qty.:	+/- 2 %:	+/- 3-5 %:	+/- 6-10 %:	>= +/- 11 %:
10	30	15	1	3

Amphenol

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Incoming lots conditionally accepted & no good

Lot #:	Date:	QI:	Lot qty.:	Mat #:
583011	20140318	4	187990	4.003.340
586963	20140409	2	132800	4.019.639
587411	20140414	2	765150	4.019.639
587585	20140417	2	198680	4.018.391
583010	20140306	2	502300	4.018.388

China data

Release:	Conditional acceptance:	Partial rejection:	Rejection:
20	5	3	0

Claims

Claim #:	Claim date:	Claim reason:	Claim qty.:
200072776	20140630	P_Schichtdicke außerhalb der Toleranz	765150
200072803	20140630	P_Schichtdicke außerhalb der Toleranz	198680
200072526	20140407	P_Oberfläche angelaufen / matt / fleckig	187990

China data

Number of incoming lots:

200

Number of incoming lots no good:

3

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Amphenol

Amphenol-Tuchel Electronics GmbH

Action catalogue A with Amphenol

Supplier name: _____
Ranking period: _____
Responsible: _____

Supplier number: _____
Ranking: _____

Nr.	Deviation	Root cause <u>and</u> corrective action	Responsible	date	Realization			
					25%	50%	75%	100%
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
17								
18								
19								
20								
21								
22								

Sample corrective action plan