



PORTFOLIO / TOOL KIT

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Sourcing / Supplier Assessment	Supplier Management	Optimisation of Customer Satisfaction	Process-optimisation (1)	Process-optimisation (2)	Operative Support
<p>Sourcing Strategy development</p> <p>—</p> <p>Redesign2Cost (if necessary with Supplier integration)</p> <p>—</p> <p>Negotiations with Supplier (price, logistic, specification, Q, development)</p> <p>—</p> <p>Supplier Assessment (Potential analysis, short audits)</p> <p>—</p> <p>Supplier evaluation (Process audits, approval audits)</p> <p>—</p>	<p>Development / optimisation of Supplier management</p> <p>—</p> <p>Supplier workshop (communication with Supplier)</p> <p>—</p> <p>Supplier development e.g.VDA 6.3 / Customer requirements</p> <p>—</p> <p>Risk assessment for Suppliers / Subcontractors</p> <p>—</p> <p>KPI for Supplier management (assessment and control)</p> <p>—</p> <p>Introduction of Subcontractor management</p> <p>—</p> <p>Monitoring and control of Subcontractors</p> <p>—</p>	<p>Review of all customer claims</p> <p>—</p> <p>Customer satisfaction (optimisation)</p> <p>—</p> <p>Introduction of Claim management</p> <p>—</p> <p>Introduction of FAP (8D, FMEA, test plans...)</p> <p>—</p> <p>Competitive benchmarks (QFD)</p> <p>—</p> <p>Training and coaching in customer's requirements. e.g. Volkswagen AG: Formula Q, QPN, 2TP, EMPB, BeOn, IMDS</p> <p>—</p>	<p>KVP Workshop</p> <p>—</p> <p>Q-Optimisation cpk, Poka Yoke</p> <p>—</p> <p>Six Sigma</p> <p>—</p> <p>Lean Management</p> <p>—</p> <p>Value Stream Analysis (reduction of throughput time and optimisation of material flow)</p> <p>—</p> <p>Application of Q-Techniques QFD / SPC /Pareto / TPM / 5S</p> <p>—</p> <p>Moderation und Coaching for FMEA</p> <p>—</p> <p>Workshop for customer-specific definition and implementation of CPI (MbO)</p> <p>—</p>	<p>Process optimisation PEP (Front-loading, timely integration of Suppliers)</p> <p>—</p> <p>Approval and start-up process optimisation and support</p> <p>—</p> <p>Optimisation of Supplier processes (Recourse responsibility escalation principle, target agreements, identification, build up and integration of strategical/development partners)</p> <p>—</p> <p>QM system set up and optimisation</p> <p>—</p>	<p>Goods in (Pre-checking of exports from emerging markets und firewall at customers)</p> <p>—</p> <p>Trouble shooting QS safety measures e.g. firewall, rework, 8D, FAP, KVP</p> <p>—</p> <p>Interim management</p> <p>—</p> <p>Goal definition and tracking (ppm, delivery in time...)</p> <p>—</p> <p>Part approval (sampling)</p> <p>—</p> <p>Start up support (Task Force Launch Management)</p> <p>—</p>