



Supplier Expectations Package

Presentation Purpose:

Provide an Overview to prompt discussion with your Supplier Quality Engineer

- Section 1: Source Inspection (SI) [PO code 2P or 2Q]
- Section 2: First Article Inspection (FAI) [PO code B9 or 4M]
- Section 3: Process Reviews (PR)
- Section 4: Quality Management System (QMS)
Assessments
- Section 5: Critical Safety Item (CSI) program [PO]
- Section 6: Supplier Quality Assurance Requirements
(SQAR) [PO code 4M]
- Section 7: Supplier Quality Rating System
- Section 8: Change Requests (CR)
- Section 9: AAI / Supplier Communications

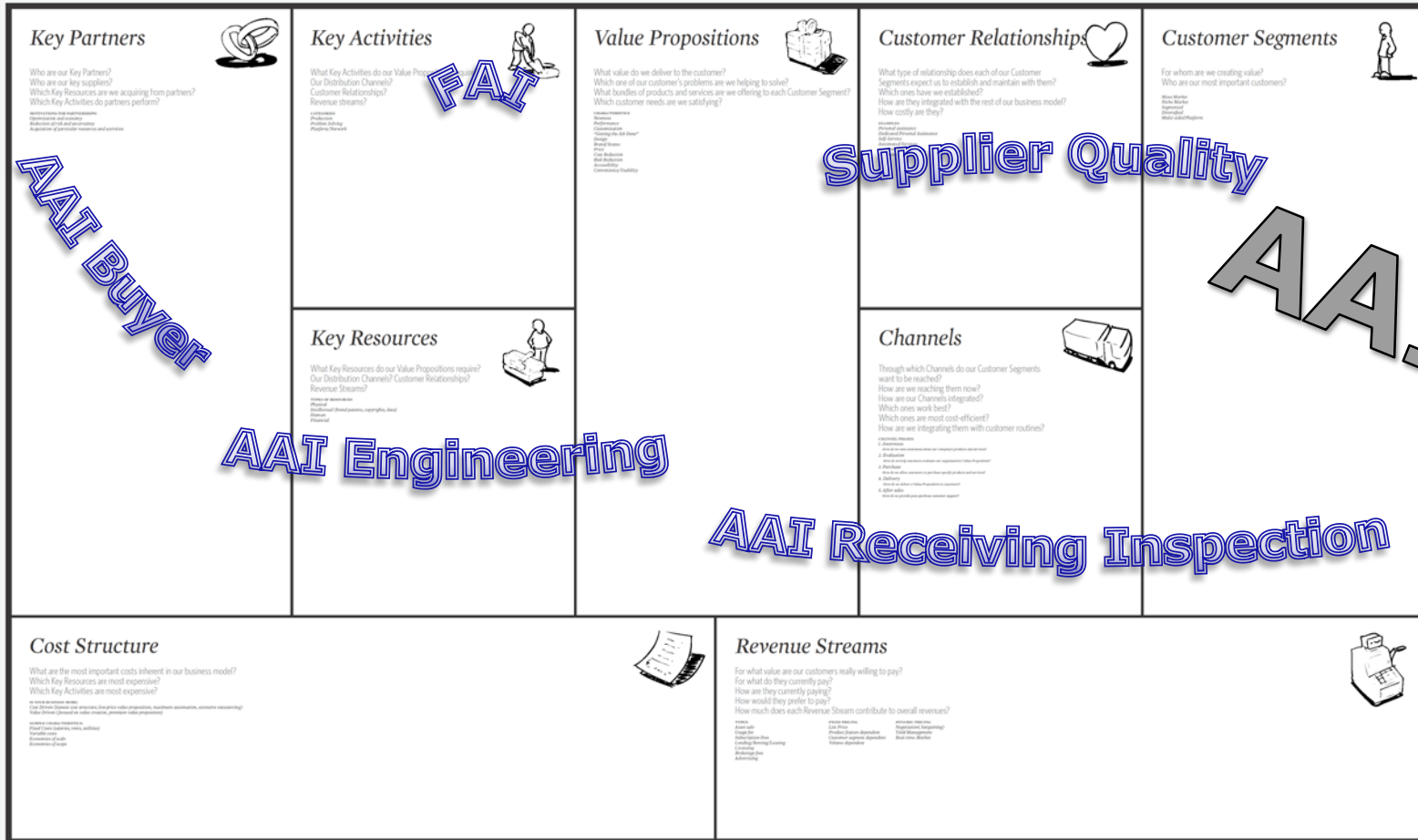
**YOUR GOAL = EXCEED
AAI EXPECTATIONS**

The Business Model Canvas

Designed for:

Designed by:

On: To: By:
Iteration:



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Quality will support your Business Model!



1: Source Inspection (SI)

- Applies if PO includes code 2P or 2Q.
- 7 Days prior to shipment of item, a Source Inspection Request Form must be submitted:
 - http://www.aaicorp.com/contact_us/suppliers.html
- A Supplier Quality Engineer (SQE) will visit your site and review the workmanship and documentation of the item prior to shipment.
 - A Source Inspection (SI) waiver may only be assigned by an SQE

2: First Article Inspection (FAI)

- Applies if PO includes code B9 or 4M (Sect 6 & 14).
- Completed on first production run (identified by Buyer and SQE).
 - Assume first item delivery is first production run.
- Use AS9102 as a baseline of activities.
- Training available at . . .
 - http://www.aaicorp.com/contact_us/suppliers.html

3: Process Reviews (PR)

- An item may be identified to be reviewed under PR, as apposed to a SI. PR is not identified by a PO code.
- PR's are completed at a random interval decided by your SQE. Your SQE will notify you of the need for a PR.
- A PR is a item-targeted assessment designed to maintain confidence with your production and quality processes.

4: QMS Assessments

- A Quality Management System (QMS) Assessment is a review of your policies and procedures as they apply to your QMS which may be defined by ISO-**** or AS-****.
- A QMS determines the oversight AAI will need to embrace with a supplier to ensure AAI expectations are met through systematic means.
- AAI uses AS-9100 as a benchmark.

5: CSI Program

- Critical Safety Items (CSI) are clearly indicated as such on the PO and Drawing.
- CSI Items require AAI and supplier attention to the supplier processes beyond “standard items”.
- A detailed overview and training is available at:
 - http://www.aaicorp.com/contact_us/suppliers.html

6: SQAR

- Applies if PO includes code 4M.
- The document is available at . . .
 - http://www.aaicorp.com/contact_us/suppliers.html
- This document outlines AAI's requirements of your Quality Management System as applicable to your business.
- Read this document carefully upon receipt of a PO including the 4M code!!!
- Do not assume these requirements are "industry standard requirements"!!

7: Supplier Quality Rating System

- AAI's supplier quality rating system is very simple.

Rating = rejected quantity / delivered quantity.

- Rejects may occur at Source Inspection, Receiving Inspection, Production Assembly, or End Customer.
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- Ratings below 95% require Quality Approval before new orders may be placed.
 - Details of AAI's Supplier Rating System are available at . . .
 - http://www.aaicorp.com/contact_us/suppliers.html
 - Supplier ratings are available via the above site

8: Change Requests (CR)

- If supplier wishes to modify a non-COTS drawing, a CR form must be completed and submitted to AAI.
- The form is available at . . .
 - http://www.aaicorp.com/contact_us/suppliers.html
- Proceeding to manufacture to a changed drawing is at the risk of the supplier only.
- AAI requires delivery of product to conform to the drawing and Revision identified on the PO only.

9: AAI / Supplier Communications

- All contractual communication between AAI and the supplier shall be through the buyer in the form of a PO (put in writing).
- Any product or processes that do not conform to the PO requirements are to be rejected.
- AAI Engineering and Quality do not have the authorization to provide suppliers amendments to a PO. Only the Buyer shall provide a PO!
- Drawings shall only be provided through a Buyer.

Summary

- Request identification of your assigned AAI Supplier Quality Engineer through . . .
 - AAI-SUPPLIERQUALITY@aai.textron.com
- Review your AAI Supplier Rating regularly.
- Discuss PO requirements with your AAI Buyer.
- All direction shall only be provided through your Buyer in writing.