



Willkommen in der „HOHEN SCHULE“

Leseprobe
Lieferanten Performance Management

Wolfram Krekeler

Gurnemanzpfad 71
13465 Berlin
Germany

Mobil (D): +49 170 954 15 25
wolfram.krekeler@t-online.de
www.cc-rail.com

**Ist derzeitig leider noch
in Übersetzung**



Dieses Dokument und sein Inhalt sind Eigentum der International Competence Center Rail GmbH oder ihrer Tochtergesellschaften. Dieses Dokument enthält vertrauliche geschützte Informationen. Die Vervielfältigung, Verbreitung, Nutzung oder die Kommunikation dieses Dokuments oder eines Teils davon, ohne ausdrückliche Genehmigung ist strengstens untersagt. Zuwiderhandlungen werden mit der Zahlung von Schadenersatz verfolgt.

© 2018 INTERNATIONAL COMPETENCE CENTRE RAIL GmbH oder ihre Tochtergesellschaften. Alle Rechte vorbehalten.



First and last name

Wolfram Krekeler

Citizenship

German



Special strength / knowledge in the area of quality, certification, IRIS etc.

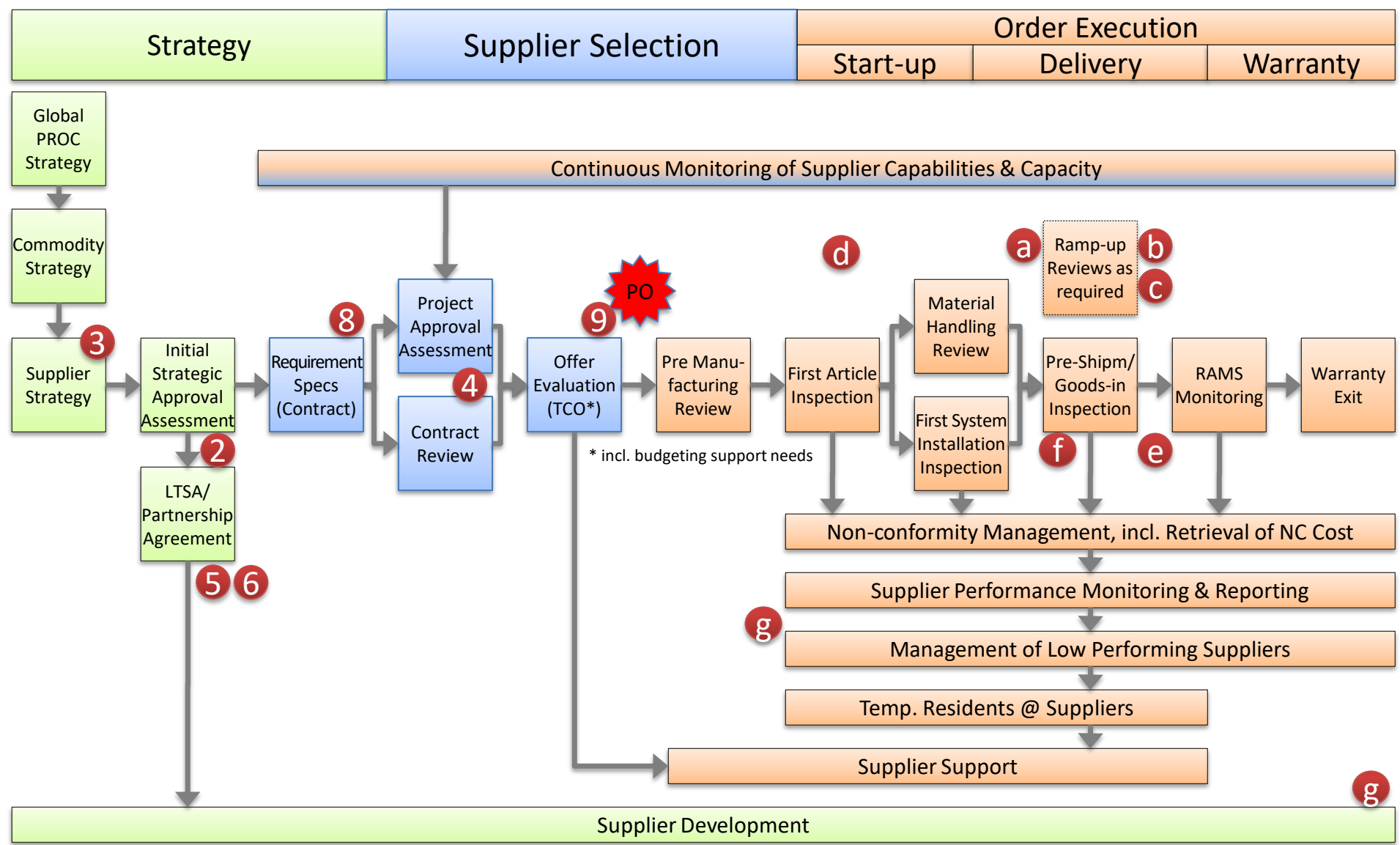
- Supplier Quality Assurance
- Supplier Development
- Supplier Performance Management
- Supplier Requirements (Contract) Management
- IRIS and ISO 9001 Certification

Professional career

- Diploma, Mech. Eng. (1991)
- RAMS/LCC engineer (1991-1993)
- QM System Engineer (1993-1995)
- QM Project Engineer (1995-1998)
- Project Director Metro Guangzhou L1 (1998-2000)
- Project Portfolio Director Carbodies (2000-2001)
- Director Product Introduction Metros (2001-2004)
- Director Quality Mainline & Metros (2004-2008)
- Director SQA & SPM Passengers (2008-2011)
- Senior Director SQA & SPM BT (2012-2016)

SQA Process Landscape versus IRIS Requirements

1





Strategy Focus Areas

Example



A

People and Organization

Enabled People

Competency Management

Organisational Development

Logistic Service Provider

Global Commodity Management

Shared Services Organization

B

Supply Chain

Savings and CASH

Supplier Reduction

TCO Supplier Selection

Supplier Performance

Global Freight Management

Exit of Warranty process

C

Standardization and Innovation

Bids Governance

Standardization

Information Systems & Tools

Contract Management

Processes & P2E

D

Footprint

Vertical Integration (Make/Buy)

After Market

Supplier Performance Areas

and examples for KPIs

Start-Up Performance	Delivery Performance	Quality Performance	Field Performance	Financial Performance	Soft Performance
<ul style="list-style-type: none"> • Contract Closure • Delivery of Contractual Documents • Design Approval <ul style="list-style-type: none"> • Concept • Preliminary • Final • Parts Approval <ul style="list-style-type: none"> • PMR • FAI • FAII 	<ul style="list-style-type: none"> • Timeliness of Deliveries • Completeness of Deliveries 	<ul style="list-style-type: none"> • @ Goods-In Inspections • @ In-Process Inspections • @ Final Testing • @ Customer Acceptance <ul style="list-style-type: none"> • Damages • Aesthetics • Missing Parts • Functions • Dimensions • Interfaces 	<ul style="list-style-type: none"> • Reliability • Availability • Repair Efforts • Maintenance Efforts <ul style="list-style-type: none"> • Functions • Performance 	<ul style="list-style-type: none"> • Bankruptcy • Company Rating • Supplier Financial Analysis • Info from official Sources such as Media and financial Disclosures • Results from Business Reviews 	<ul style="list-style-type: none"> • Accessibility • Reactivity • Support Level • Goodwill Behaviour • Negotiation Behaviour • Credibility (non-financial)
<ul style="list-style-type: none"> • ∅ Nego Time • % Docs delivered/ approved on-time • % Design & Parts Approval Milestones on-time 	<ul style="list-style-type: none"> • ∅ Days of Delay per Delivery • % of Deliveries on-time • % of delivered Goods on-time 	<ul style="list-style-type: none"> • Non-conforming Goods [ppm] • Weighted ppm by Failure Severity • # of Complaints 	<ul style="list-style-type: none"> • Mean Time or Distance between Failure [MT/DBF] • % of Availability • ∅ Downtime of Goods 	<ul style="list-style-type: none"> • Risk Rating [low/medium/high] 	<ul style="list-style-type: none"> • ∅ Days of Reactivity • Behaviour Ratings [good/medium/bad]

Exercise 2: Teamwork Procurement Strategy!



- Please split into groups and review the case study in the appendix



- You now have 30' time to segregate strategic objectives into the different levels of procurement strategies. Please use the



Work Sheet