



Supplier Development (SD) Program Business Performance Assessment (BPA)

Is a 2-3 day maturity assessment, providing an objective, holistic appraisal of the total business health of an organization against industry best standards and practices. It provides the Supplier and NNS a baseline and a benchmark for improvement. The process requires a teaming of the Supplier and NNS resources, assessing areas such as delivery reliability, quality systems, financial and inventory management, planning, capacity, and operational capabilities and agility.

The BPA's output provides a basic understanding of the gaps to improvement performance in the following business elements:

- Commitment to Continuous Improvement
- Delivery Reliability, Predictability
- Financial and Inventory Management
- Lead Time Reduction Efforts
- Material Management, Sub-Tier Relationship and Control
- Operational Capabilities Identification and Application
- Operations Agility, Flexibility, Lean
- Project, Program Management, Communication
- Quality Compliance & Quality Systems
- Planning, Capacity, Level Loading, Forecasting
- New Product Development & Growth
- Understanding How to Do Business with NNS
- Understanding & Communicating Technical Requirements

Improving the Gaps:

The gaps in performance can be mitigated through the application of additional tools sets NNS has to offer that dives deeper into the assessment's business element and specific supplier training subjects. A success assessment results in:

- An understanding of the business undertones, health and processes affecting the Supplier's performance.
- Begins the dialog and sets the baseline from which a continued partnership can develop and focus on the improvements we both seek.

Post Assessment:

- NNS will compile the data and prepare a completed, scored, assessment.
- NNS will follow-up with the Supplier at mutually agreed scheduled intervals in the forms of conference calls or visits to support the partnered relationship, check on progress, challenges, and celebrate successes.
- The Supplier is encouraged to embark on the improvement activities using resources, internal and/or external, that meet the suggested needs through a supplier self-funded mechanism.