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# Smart-Supplier Requirements

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## Looking Upstream in the Supply Chain (What do I offer my customers)

- ITAR compliance
- Capabilities for involvement with design collaboration – New product design, DFMA, Engineering Analysis, NDT, Prototyping, DFSS
- Metrics in place for On Time Delivery
- Risk analysis and mitigation planning
- Establish cooperative relationships and effective coordination
- Maximize flexibility and responsiveness
- A workforce development plan in place
- Pursue supplier-integrated product and process development
- Sub-tier Management Capability

## Looking Within the Enterprise (Internal culture & capabilities)

- A Culture of Improvement - Management commitment, Infrastructure
- Visual Workplace - Value Stream Mapping, 6S, Visual Controls
- Lean Product Development - DFMA, Flattened BOM
- Process Focus - Continuous Flow, Parts Presentation, Cellular Mfg, Right-sized equipment, Operator versatility
- Just In Time - Inventory Levels, Pull Systems, Load Leveling, Single Piece Flow, Set-up Time Reduction, Takt Time
- Control of Processes - Mistake Proofing, Six Sigma, Self-Verification, Root-Cause Analysis, TPM
- Standard Work - Defining, Cycle Time, Sequencing, Standard WIP
- Continual Improvement - Kaizen, Performance Measures, Quality Management System, Six-Sigma, SPC

## Looking Downstream in the Supply Chain (What do I bring to and expect from my suppliers)

- Design of the supplier network architecture
- Development of complimentary supplier capabilities
- Creation of flow and pull throughout the supplier network
- Cooperative relationships and effective coordination throughout the supplier network
- Maximize flexibility and responsiveness
- Pursue supplier-integrated product and process development
- Integrate knowledge and foster innovation
- Demonstrate continuous performance improvement



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