

# Supply Chain Priorities

- Lack of early involvement by OEMs
- Redundant quality audits (& rate readiness reviews)
- POs & Contracts awarded on best value not lowest price
- No trust or loyalty
- Payment within terms
- Industry vs. individual QPLs
- Uniform POs & Requirement formats
- Requests for info. Vs. request for quotation
- Uniform scorecard across industry
- Standardized approach to product development
- Lack of adherence to LTA terms
- Standard definition for delivery
- Lack of access to specifications & documents
- Poor OEM Planning Process (Impact of)
- Standard payment terms
- Delay deliveries on fiscal year boundaries
- Standardized customer communications
- Improved forecasting visibility
- Train buyers on SEA
- Payment terms based on performance
- More collaboration across the supply chain
- Common approach to source inspection
- Lack of skilled workforce (OEMs)
- Nationwide voice for SEA
- Regular meetings w/ OEMs to establish relationships
- Lack of deviation process