

**C & K COMPONENTS SAS**  
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For the attention of:  
**Gilles Parguey**  
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05 May 2016

### Supplier Evaluation Review 2015 - C & K COMPONENTS SAS

Dear Mr. Parguey.

Every year Airbus Defence & Space conducts a formal supplier evaluation review, and in the scope of this Supplier Evaluation & Development (SED) process, we are pleased to share with you the evaluation of your 2015 performance. The attachment shows the summary of the results for the items supplied during this period.

The review is summarised across 5 key parameters (Logistics; Commercial; Technical; Customer Support; Quality) each regarded with equal importance.

As an indication, a rating of A denotes a consistently high level of achievement; B a wholly acceptable performance; C general compliance with some shortfalls in performance requiring improvement; D denoting an operation in need of significant improvement to meet Airbus requirements. The objective is to focus on the areas in need of improvement and reflect the aim for continuous improvement. The overall performance alphabetic rating (Global results) is set to equal the *lowest* of the ratings of the measured criteria, serving to correctly highlight any need, or opportunity, for improvement

The evaluation is provided as feedback for positive use as a tool for improvement and development, highlighting areas both of strength to be built upon, and weakness to be targeted for action.

A further year of strong performance by C & K, and again an overall score achieving 'A' and the associated 'Master Supplier' status - a remarkable achievement for, now, 3 consecutive years. The Logistics rating has fallen slightly, affected by a change to measurement tolerance, but is still solid. Similarly, the Commercial, Technical and Customer support evaluations have all been 'A's. The quality rating this year is worthy of note, having been slightly increased to produce an "A" score at a higher level than 2014. A 3rd year of "Master Supplier" status, is highly commendable and serves to reflect our excellent supply partner relationship. Again we look forward to yet another year of excellence, and a 4th year of "Master Supplier status". Dick Holland and Sébastien Calvet, as your responsible Commodity Manager and Quality Survey Leader, will continue to work closely with you to develop any action plans to support further improvements.

To improve the criteria scorings still further for the future, we will continue to work on identifying any appropriate actions which we could discuss during a more detailed debrief of this year's SED result and for which we will shortly contact you to arrange a mutually convenient date and time.

Please accept our assurance that this assessment is maintained in the strictest confidence at Airbus Group level.

Any issues resulting from this evaluation should be addressed to the Commodity Manager, Mr. Dick Holland, Tel: +44 23 9270 5922 in the first instance.

Yours sincerely,



Dr. Achim Köder  
Head of EEE Supply Chain & Strategy

**C & K**

Supplier evaluation from Airbus DS					
EEE PARTS					
Evaluation results					
Synthesis	Criteria evaluated	Acceptable threshold	% Answers	Score	Category
	Logistics	13	100%	16.20	A
	Commercial	13	86%	18.00	A
	Technical	13	40%	16.00	A
	Customer support	13	100%	16.70	A
	Quality	13	100%	16.50	A
<b>Global results :</b>		<b>86%</b>		<b>16.68</b>	<b>A</b>

  

Accept. Threshold  
Score

Logistics  
Commercial  
Quality  
Customer support  
Technical

20  
15  
10  
5  
0

  

**Criteria Summary**

<b>Logistics:</b>	The overall 'A' rating is again a very good achievement this year. There is a slight further fall in On Time Delivery, but this due (at least in part) to a change in tolerance of performance (5 day flexibility). we certainly expect that previous higher levels will be regained in future periods.
<b>Commercial:</b>	A combined assessment of the business's approach to commercial processes, change handling and cost reduction as well as consideration of financial and competitive positioning. C & K have once more achieved an overall 'A' rating.
<b>Technical:</b>	Once again, we are pleased to record our positive assessment of C & K's technical capability and performance in meeting Airbus DS needs.
<b>Customer support:</b>	Provides a view of the Airbus DS/Supplier relationship by rating effectiveness of communications and level of collaboration. It also considers the relationship interface structure and its ease of operation. C & K, with their positive approach, continue to operate at level 'A' in this area.
<b>Quality:</b>	As previous years, a strong qualification status & high maturity of processes, technical skills & industrial tool, with clear will for improvements observed; one NC recorded on MDM connectors insulation issue for old DC 2007, with corrective actions implemented already from 2009. However, overall a year of good results.