

**C & K COMPONENTS SAS**  
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For the attention of:

Gilles Parguey  
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Regional Sales Manager

Ref:MR /2018/C&K/SED  
27<sup>th</sup> June 2019

## Supplier Evaluation Review 2018 – 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 once again to share with you the evaluation of your 2018 performance. The attachment shows the summary of the results for the items supplied during this period.

The review itself 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 Astrium 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.

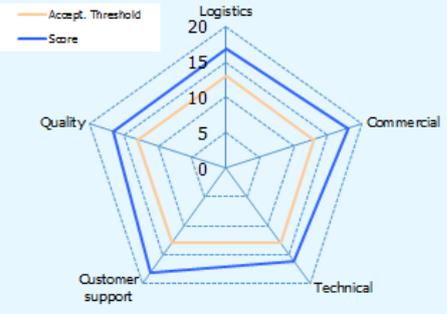
C&K has reached score 'A' for several consecutive years [16,68 (2015)/17,24 (2016)/17,00 (2017)]. The overall punctuation this year has slightly increased, but remains stable around 17 points overall score. OTD, with a 90% rate, even it is a good performance it is slightly below than last 2017 and 2016 years and may be the area to improve for next year.

Overall, C&K is consider as a "Master Supplier" with a proactive way of working, very good technical support and big knowledge of the space industry within their sales department.

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.

**C&K SED SUMMARY**

Supplier evaluation from Airbus					
EEE PARTS					
Evaluation results					
Synthesis	Criteria evaluated	Acceptable threshold	% Answers	Score	Category
	Logistics	13	100%	16,90	A
	Commercial	13	100%	18,00	A
	Technical	13	100%	16,30	A
	Customer support	13	100%	18,10	A
	Quality	13	100%	16,50	A
<b>Global results :</b>			<b>100%</b>	<b>17,16</b>	<b>A</b>
					
Criteria Summary					
<b>Logistics:</b>	90% OTD. 15,8% PO early delivery. Good performance. Slightly below than last 2017 and 2016.				
<b>Commercial:</b>	During last period of 2018, C&K supplier approached to ADS in a proactive way in order to agree for a two years price agreement. First proposal slightly higher than ADS' expectations. Gilles Parguey show willing to cooperate and flexibility to extend the previous contract for two months to have time enough to negotiate in a proper way. Always good support from C&K commercial interfaces. Score for Commercial rated "A".				
<b>Technical:</b>	From technical side C&K shows a stable performance in 2018. Technical topics are answered quickly with a good level of technical expertise. C&K is always open for a discussion to solve technical issues.				
<b>Customer support:</b>	2018: Very good at customer support, rated 'A'. Reliable data are always provided. Mr. Parguey is very well known for all the procurement teams and have a deep knowledge of the market and product. Several visits to the different sites.				
<b>Quality:</b>	In 2018, very good quality results, with only a minor topic on the inner thread of D-Sub screws, well addressed. Improvement area in formal risk assessments / FMEA, in digital documents/ data/ traceability, SPC implementation.				
<b>Supplier Strengths</b>			<b>Supplier Weaknesses</b>		
Reliable and proactive from commercial and logistic areas. Good and stable quality. Good Knowledge of the space market.			PCN & change notifications to be improved. Slightly high prices		

Any issues resulting from this evaluation should be addressed to the Commodity Manager, Roberto López Esteban, Tel: (+34) 91.806.8854 // Mobile: (+34) 680.155.958 or e-mail roberto.r.lopez-esteban@airbus.com

Yours sincerely,



Dr. Achim Köder  
 Head of EEE Supply Chain & Strategy