

TIPQA Quality and Delivery Program

As a leading defense contractor, General Dynamics Land Systems (GDLS) continues to pursue opportunities for improving our relationship with our suppliers. By enhancing our quality and delivery performance tracking and rating system, GDLS will now be in a position to provide your company with a monthly performance report. Utilizing data derived directly from purchase orders and/or releases, this performance report will identify the current delivery and quality performance of your company. The overall performance rating is predicated on a 60% quality and 40% delivery rating calculation. The development of this program provides General Dynamics with an additional data factor to be included in solicitation and award decisions.

Delivery

The delivery objective is on time delivery of 100% or better. Your delivery rating will be the result of a weighted calculation of how often deliveries are received early, late or on time. The platform depicted below provides the format that will be used for this process. (Scale ratings are based on calendar days.) The scale factor indicates the percentage that you will be penalized for shipping early or late. This scale rating system will require consistent communication between you as the supplier and your buyer to ensure on time delivery of your shipments.

	Days (Early - / Late +)	Scale Factor
Late Delivery	7	0.1
	14	0.5
	21	0.75
	28	1
	180	1.75
	112	1.5
	56	1.25
Early Delivery	0	
	-60	0.1
	-75	0.5
	-90	0.75
	-100	1
	-120	1.25

Quality

The quality objective is receipt of acceptable hardware at the rate of 100% or better. This percentage is a direct result of the number of received parts acceptable divided by the number of parts received. The rating system includes the last twelve (12) months in which activity (receipt and/or rejection) has occurred.

The intent of this rating system is to benefit you as a supplier by providing you with our perception of your overall performance. This tool assists GDLS in its efforts to identify which suppliers will be classified as Preferred, thereby receiving solicitation opportunities and subsequently, contract awards.

General Dynamics is confident that our monthly updates of your progress will be an effective tool for your use as well as ours. If you have any questions relative to the rating system please contact the buyer identified at the bottom of your purchase orders.