



SCANDINAVIAN
PURCHASING
GROUP

THE SQA/SQE ACADEMY

An inspiring and challenging development program for those who want to take the next step in SQA / SQE.



THE SQA/SQE ACADEMY

8 Days



Supplier Quality Assurance & Engineering Academy is our supplier development program. The program that helps you to structure your internal and external quality work with your suppliers and implement this. We have a clear business focus throughout the program with the goal of finding improvements, securing quality, lowering costs and increasing profits within the product areas for which you are responsible.

The Supplier Quality Assurance & Engineering Academy



Purpose and learning objectives:

- To have an overall view of the area of external quality development
- Understand your own role as responsible for quality development at suppliers
- Get knowledge of basic tools used in quality assurance and development
- Gain knowledge and practice on how supplier assessments are carried out
- To have a clear platform on how supplier development is created
- Creating quality plans and strategies for selected suppliers
- Getting tools to lead the quality team

Who should go?

The training is aimed at those who work with quality and who have contact with suppliers when it comes to quality and improvements. The training is especially useful for those who work and are required to develop control systems and strategies for quality work internally and externally.

Training set-up

This is a practical program, ie. all participants can apply the new knowledge directly. Participants' own product areas are used as work material throughout the program. The included modules are adapted to the requirements and conditions of the companies.

Between the modules, participants work on their projects to implement the acquired knowledge from each module.

As a red thread throughout the program, work is ongoing to develop quality internally and externally. This is reported in the quality plan to be used to implement the current strategy for each supplier. This plan must be reported to the management to get approved from the program and receive a diploma..

Before the management you should be able to;

- describe the value of working strategically with quality development
- report on the quality strategies you have created during the program
- show procedures for best quality outcomes
- present different analyzes before making decisions
- report what decisions are needed from the management



A well-functioning quality and environmental management system is an effective tool for achieving the organisation's strategy and goals as well as increasing customer satisfaction and environmental performance. Developing quality and environmental cooperation with the suppliers yields at least as much profits as good procurement and negotiations. The benefits lie in the development work over time with the suppliers through constant work on securing quality, streamline processes, seeking cost reductions, achieving just-in-time and working with continuous improvements. An evolving collaboration that generates profits for all parties in the customer-supplier relationship.

In module 1, we go through the concept of supplier quality and how the organization should control this. You will learn methods to maximize the value of the quality work in your product areas and with your suppliers. We teach you to develop customized strategies and understand the possibilities of modern quality work in Supplier Quality Management. Through a well-balanced quality strategy between global and local quality management and the introduction of streamline working methods, you will be able to deliver quality assured and sustainable products to your internal and external customers.

Examples of content:

- Management system
- My role as quality manager
- Organization and responsibility
- Quality control
- The product development process
- Industry 4.0
- Cross-functional work
- Quality audits internally and externally
- Project management within quality improvement
- To sell quality work internally and externally

Templates included:

- Exploratory / quality analysis
- Quality plans- / strategies
- "The dossier" - the toolbox
- Internal sales / workshop material for quality teams and stakeholders
- Executive summary
- One-page summary

During this module, the participants start and identify their own projects. We begin to build the participants' own quality process with the templates obtained as the basis. We look at what information is relevant and build the future quality goal. We map stakeholders, processes and review governance structures and formulate action plans. What is the potential for quality, environment, time and savings?



Measuring suppliers' performance is a prerequisite for developing product, process, supplier and business. Understanding and knowledge of the tools to be used in different phases are the basic prerequisites for proactive quality work. Constant improvement is the key to successful product development and market success. Companies always strive to become the "best in class" with a focus on QDCFTSR; quality, delivery, cost, features, technology, sustainability and risk.

We look at what tools are used in different industries. Together we will go through FMEA, SPC, MSA, PPAP, AQAP and how these tools are used. Together we do group exercises to see how the different tools work and can be applied. We use real data and the participants' conditions when doing the exercises.

Examples of content:

- Core Tools - overview
- How is everything related?
- What tools are there?
- Which industries do they use?
- Web tools
- FMEA
- SPC
- MSA
- PPAP
- APQP
- 8D
- Process-oriented audit

Templates included:

- FMEA
- Statistical Process Control
- Measuring System Analysis
- 8D
- PPAP
- APQP

In module 2, the participants will develop the quality tools to be used on their own products / services and see how the components are affected; volume, time, process and place of manufacture. The participants will also do a value chain mapping from supplier to end customer to see which tools are best suited in the chain and where there are opportunities for improvement and how the information should be saved.



Today, procurement is of strategic importance for most companies and the proportion of purchased materials and services is increasing. This means that choosing the right supplier has a huge impact on success. Are our current and future suppliers able to meet our requirements in QDCFTSR? How do we evaluate this in complex environments where your employees are not connected to the assessment and evaluation process. Detta gör att kravet på snabbhet i kommunikationen ökar och genererar mer komplexa leverantörsrelationer.

We go through how to make a supplier assessment. The requirements that exist in various standards such as ISO 9000, ISO 14001, IATF 16949, VDA and how these can be used in a supplier assessment. Together, we will conduct a supplier evaluation based on selected criteria. We will develop the basis for doing a self assessment with different tools. We also go over how to do on-site audits and how they are planned. We start from real suppliers that you use and develop templates based on your needs.

Examples of content:

- How can a supplier assessment be made?
- Criteria preselection providers?
- ISO 9001 / ISO 14001 / IATF 16949 / VDA
- Automotive / Pharmaceutical
- Supplier Assessment Tools
- Risk assessment / CoC / CSR
- Evaluation of supplier
- How do I set up an audit on site?
- What tools are there?
- To use 3rd party auditors

Templates included:

- Supplier Assessment Checklists
- Supplier Scorecards
- Risk Assessment Templates
- Financial Calculations
- Different types of supplier positioning templates
- Supplier Strategy Templates

Here, we continue to assess and evaluate our suppliers. What tools and models should we use when conducting our supplier assessments and audits. We work with supplier positioning models to find the best ways to optimize supplier assessment strategies. The alternatives are beginning to be formalized into a quality plan with an intended strategy.



The supplier selection commits that we follow up and develop the relationship we started. To find, evaluate, negotiate and contract a supplier is usually just the start of a long journey we will be doing together. In the agreement the parties between each other are required on what product areas to develop, how the relationship should proceed and what KPIs are to be fulfilled. Our suppliers' knowledge and expertise must be utilized in order for us to develop our products and services in order to be successful in the market.

We follow the quality plans we have prepared by choosing working methods and strategies to achieve our KPI goals. It is not always possible to challenge existing suppliers by sending out a request, obtaining offers and switching suppliers. The most common thing is that you are forced to work where you stand, ie. work with the existing suppliers. There, the ability to develop the relationship is an important component, perhaps the most important for achieving the goals and strategies developed in the quality strategy.

Examples of content:

- Supplier follow-up: What should we measure and follow up on?
- How do we develop our suppliers?
- Value Analysis / Value Engineering
- Methods and tools - overview
- How do we review our suppliers? Code of Conduct, environment, work environment etc.
- Development of suppliers according to Japanese philosophy vs USA & EU
- Supplier Strategies
- Summary of the course and evaluation

Templates included:

- Quality Plans
- Value Analysis
- Value Engineering
- Supplier Self Assessments
- Corrective Action Reports
- Quality Reports
- Business case reporting

The homework is now done with the plans and strategies that apply to each supplier. Now it is important to convert these into concrete quality plans and strategies that we develop for each product and supplier. This is reported under module 4 with the group as opponents and then reported to the company management.

REVIEW & IMPLEMENTATION



As a red thread throughout the program, the quality strategy runs, it is this document that the participants must report to the management for approval from the program and obtaining a diploma.

We have chosen to provide participants with ready-made templates that they work with during the program. We have created these templates so that the participants do not have to "up" their own as the lack of these can often prevent the theory from becoming a practical delivery when you are back in your work. Instead, theory and practical application become easier to implement when the templates are ready to use.

The result is thus professional "ready" quality plans to report and use when the participants come to their work, for different target groups with different complexities. We also prepare the participants also the participants under the program for how the work on accounting should go to get the best effect.

During the course of the program, we often identify "quick-wins" improvements, which means that the program is usually paid before it is completed.

A large number of companies have used our programs internally with significant impact on profitability.

"We found lots with new savings opportunities"

"We have already booked course number 3"

Epiroc

GETINGE *



"The category management training has generated SEK 100 million in savings over four years"

"A must to use our own products as an example"

Bergendahls

"Good coaches on each module"

lekolar

bravida

"We saved SEK 12 million linked to the program"

ELON GROUP

"Though but challenging to report to the management team"


"Very effective to train on our own categories"

Kinnarps

e.on

Ballingslöv

FISKARS



More courses at Scandinavian Purchasing Group:

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- Purchase and Contract Law
- Negotiation Skills
- Industry 4.0
- Cost Management
- In the mind of the buyer
- E-sourcing
- Part time buyer
- Sourcing Academy
- Sales Negotiation

Scandinavian Purchasing Group is a consulting company fully specialized in developing the purchasing and logistics function of companies and organizations. We identify and develop people who are passionate about their task. We only do one thing and we do it all the time - supporting managers and specialists in purchasing and supply chain. Our coaches and consultants are some of the foremost in their areas and we create commitment and motivation among the participants to develop.

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