

April 2005

Airbus Suppliers
For the Attention of the Head of Quality

Subject: SQIP: Global Quality Standardization

Dear Sir or Madam,

During the Airbus Supplier Conference of November 2003, Airbus launched the **Supply Chain Quality Improvement Programme "SQIP"**, the programme that will lead Airbus and its Suppliers to achieve best in class performance in the Aerospace industry in Supply Chain efficiency, Quality and On Time Delivery.

SQIP is a proactive and collaborative approach joining Airbus' and its Suppliers' efforts in several domains, including:

- **Global Quality Standardization:** *Working together with other leading aerospace manufacturers, to step ahead on methods and tool harmonisation for the benefit of the entire Aerospace industry (Customer, Primes and Suppliers).*

In line with this objective Airbus sent letters to an initial selection of Suppliers in April 2004, setting a number of mandatory requirements and requesting compliance as applicable by April 2005:

- EN/AS/JISQ 9100 series certification and registration in OASIS data base;
- Special Processes certification as applicable by PRI Nadcap for Heat treatment, Non Destructive Tests and Composite Manufacturing families;
- Implementation of IAQG standards.

This action has produced positive results and we congratulate those Suppliers who have already obtained or committed to obtain 9100 series certification, have certified their Special Processes to Nadcap standards, have deployed IAQG standard internally and have cascaded the requirements to their Sub-tiers.

The purpose of this letter is to apply these mandatory requirements now to the entire active Supplier population of Airbus and to draw your attention to some additional requirements and procedures, as detailed in the attached appendices along with the compliance deadlines. In order to record your commitment to these requirements and for us to provide you with updates, you are requested today to ensure that your company is registered on our on-line e-sourcing application, <https://www.sourcing.airbussupply.com/Sourcing>, in line with the procedure in the attached appendix.

I would like to underline Airbus' commitment and insistence on this strategic direction. Meeting our Global Quality Standards will be one of our mandatory Supplier requirements for existing programmes, a selection criteria for all future Airbus programmes and a basis of our ongoing business relationship.

I look forward to your timely response to this strategic goal of common industry standards and practices, which will increase overall quality efficiency in our combined products and processes.

Yours sincerely,



Peter Kloepfer
Senior Vice President Airframe Procurement

Appendix A: Requirements

Airbus has identified the following requirements that Airbus Suppliers must fulfil, as applicable to the scope of activities, for all their Airbus production sites. Compliance is to be achieved with a maintenance procedure in place by **April 2006**. Suppliers must also flow down applicable requirements and verify compliance with their Sub-tiers.

- **EN/AS/JISQ 9100 series certification** through an accredited Certification / Registration Body, "CRB" according to IAQG Other Party scheme "OPS" together with **corresponding registration in OASIS** data base. **Access of the private part of OASIS data base** must also be given to **Airbus**, as agreed by IAQG.
 - **PRI Nadcap certification** of the following Special Process families (Note: NUCAP accreditation is also accepted for PRI Nadcap subscribers):
 - Heat Treatment
 - Non Destructive Testing
 - Composite Manufacturing
 - Chemical Processing*
 - Material Test Laboratories*
 - Electronic Component Manufacturing* (when available)
- * New requirement since letter of April 2004
- **Implementation of the following IAQG standards:**
 - 9102: Aerospace First Article Inspection Requirements
 - 9103: Variation Management of Key Characteristics
 - 9131: Non-conformance Documentation
 - 9132: Data Matrix (2D) Coding Quality Requirements for Parts Marking
 - 9134: Supply Chain Risk Management Guidelines

IAQG OPS and PRI Nadcap certifications are well recognized for their high standard and Suppliers may have to work out and implement rigorous action plans to succeed. If you are unfamiliar with these standards, Airbus encourages you to urgently contact the IAQG accredited CRB's & PRI Nadcap as necessary and to initiate the process to gain the applicable certifications in the specified time frame. For information concerning IAQG and PRI Nadcap, you may visit these sites: www.iaqg.org/oasis, www.sae.org/iaqg, www.eauditnet.com

Appendix B: Recording Compliance with Requirements

In order to record your commitment and compliance with the above, Airbus is in the process of adapting its Supplier on-line application "**Sup@irWorld e-Sourcing**" to allow you register your company's status for each site directly interfacing with Airbus. This information will then be verified and uploaded into the AIRBUS supplier master data repository. The compliance recording functionality will be available mid-2005. In order to prepare for this, you are requested to ensure that each site of your company directly interfacing with Airbus is registered on <https://www.sourcing.airbussupply.com/Sourcing> in line with below procedure:

- **If you already have a Sup@irWorld e-Sourcing registered contact**, the contact will be informed by Airbus when the compliance recording functionality is in place.
- **In the case your site is not registered to Sup@irWorld e-Sourcing**, we ask you to register a contact name in the system now, on the above link, following the on-line instructions. It is necessary that your Company selects only ONE person for this role for each site directly interfacing with Airbus, able to interface and coordinate with all main functions and to provide a consolidated view of this site capabilities and characteristics. The contact will then be informed by Airbus when the compliance recording functionality is in place.

For any other questions on the above, please contact Bernard Lauras at bernard.lauras@airbus.com