

# **GENERAL DYNAMICS**

## Land Systems

Supply Chain Management

# Supplier Performance

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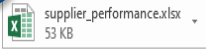


- Measuring Supplier performance is a critical element for risk management and continuous improvement within the supply chain:
  - Supplier performance metrics are common across GDLS Operational locations aligned with company goals and customer need.
  - Measurements are objective, accurate and repeatable.
  - Automated data collection, aggregation, calculations are used to produce output of each supplier metrics.
  - Detail level transaction information is provided for transparency on what metrics are being utilized and the criteria being used to measure performance.
  - Serves as a collaborative communication tool to achieve required overall level of performance and risk management.
  - Provides data driven insight to support most effective sourcing decisions.



# GDLs Supplier Performance Scorecard

D



B

isupplierpoc@supplier.com

GENERAL DYNAMICS  
Land Systems

## Supplier Performance Scorecard

A

Supplier Name, ORACLE NUMBER - SITE  
MMM-YY

E

Financial Health Status:	Score: 70 FHR - Low Risk	Scoring Guide Summary Excellent Acceptable Marginal Unsatisfactory
US Reqs and Certs Status:	On File Expiration Date: 8/14/2022	
CA Registration Status:	Reg. Status ITAR Expiration Date: 12/21/2022	

Primary Category	Subcategory Criteria	Possible Points	1 Month Score	3 Month Score	12 Month Score
1 Delivery	<ul style="list-style-type: none"> <li>On-Time Deliver to Need-By Date</li> <li>Promise Date Accuracy</li> </ul>	40			
2 Quality	<ul style="list-style-type: none"> <li>Acceptance Rate</li> <li>Non Conformances</li> <li>Corrective Actions</li> </ul>	40			
3 Open Order Management	<ul style="list-style-type: none"> <li>Order Acknowledgment</li> <li>Lead Time Accuracy</li> </ul>	20			
Overall		100			

**Definitions**

- "No Activity": means there was no transactional activity for a specific category for the time period indicated.
- "Not Scored": means no score was calculated as 1 or more of the categories had no activity. Only time periods that have transactional activity for all 3 categories will generate an Overall Score.
- "Not on File": means there is either no document or no current information on file.

**Disclaimers**

- United States (US) Representation and Certification (Reps and Certs) Status and Canada (CA) Registration Status are informational only and do not affect your score. Depending on the market(s) your company serves, a US Reqs and Certs and/or CA Registration on file may or not be required. Refer to the GDLs Terms and Conditions for more information on these requirements.
- Financial Health Status is informational only and does not affect your score. However, please note that financial health may be considered during sourcing decisions.

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Suppliers that achieved an ongoing poor performance levels in any category may be contacted by for further corrective action. Should you have any questions regarding this information, please contact [performance@gdls.com](mailto:performance@gdls.com).

**Key Features:**

- A. Supplier Performance Scorecard measures 3 Primary Categories:
  1. Delivery
  2. Quality
  3. Open Order Management
- B. Monthly scorecard delivered via email to iSupplier contacts.
- C. Suppliers will receive a 1,3 and 12 month score.
- D. Detailed data for Delivery, Quality and Open Order Management included as an attachment in Excel format.
- E. Scorecard includes supplier's Financial Health, US Reqs and Certs and CA Registration Statuses.
- F. Scorecards are sent from "apexp@gdls.com <apexp@gdls.com>". Please make sure not being blocked by IT; or treated as spam.



# GDLs Supplier Performance Scorecard: Categories

Primary Category	Sub Category	Calculation	Key Points	What We Need from You 
1 Delivery	• On-Time to Need Date	$\frac{\text{Due in Month Received in Full and On-Time}}{\text{\# of PO Shipments Due in Month}}$	<ul style="list-style-type: none"> <li>Shipments where Lead Time (LT) was not given are excluded from calculation. However, if a shipment is received in full and on-time where LT was not given; shipment is included in calculation.</li> </ul>	<ul style="list-style-type: none"> <li>Make every effort to deliver to the Need-by Date on the Purchase Order.</li> <li>Maintain accurate Promise Dates that reflect the intended delivery of the complete shipment.</li> <li>If shipping partials...split the shipments to achieve paced Need-by Dates, correct quantities, and accurate promise dates.</li> </ul>
	• Promise Date Accuracy	$\frac{\text{\# of PO Shipments Due in month received with Accurate Promise Date}}{\text{\# of PO Shipments with a Promise Date in Month}}$	<ul style="list-style-type: none"> <li>Accurate Promise Date: Promise Date is <b>within -7 calendar days</b> of full PO Shipment quantity receipt date.</li> </ul>	
2 Quality	• Acceptance Rate	$1 - \frac{\text{Quantity Rejected}}{\text{Quantity Accepted}} \times 100$	<ul style="list-style-type: none"> <li>Measures supplier's ability to provide goods that conform to the purchase order/contract requirements.</li> </ul>	<ul style="list-style-type: none"> <li>Provide conforming material that meets the specifications of the Technical Data Package</li> <li>Provide prompt response and take immediate action for Non-Conformances and Corrective Action Requests</li> </ul>
	• Non-Conformance	<b>Count of Non-Conformances (NCs)</b>	<ul style="list-style-type: none"> <li>Counted in month closed for a 12-month rolling period</li> </ul>	
	• Corrective Actions	<b>Count of Corrective Action Requests (CARs)*</b> <i>(*) excludes low priority CARs</i>	<ul style="list-style-type: none"> <li>Counted in month closed for a 12-month rolling period</li> </ul>	
3 Open Order Management	• Order Acknowledgement	$\frac{\text{\# of PO Shipments Acknowledged On-Time}}{\text{\# of Open PO Shipments}}$	<ul style="list-style-type: none"> <li>Acknowledged On-Time: Promise Date entered within 14 calendar days of issuance (PO Shipment First Approval Date).</li> </ul>	<ul style="list-style-type: none"> <li>Promptly provide a Promise Date when new orders are issued.</li> <li>Providing accurate Lead Time is critical – Accurate Lead times should be provided will all Request for Quotes (RFQs) responses.</li> <li>Make every effort to provide a Promise Date at meets our Need-by Date, or a date no later than quoted lead time will allow</li> <li>Promise Date should not exceed Need-by Date when Lead Time is given</li> </ul>
	• Lead Time Accuracy	$\frac{\text{\# of PO Shipments with Accurate Lead Time}}{\text{\# of Open PO Shipments}}$	<ul style="list-style-type: none"> <li>LT Accuracy based on PO Shipment First Approval Date and Processing LT. Processing LT should align with Supplier's Quoted Lead Time</li> </ul>	



# GDLs Supplier Performance Scorecard: Rating Scale

Primary Category	Category Weight	Sub Category	Sub Category Possible Points	Rating Scale	Points	Excellent	Acceptable	Marginal	Unsatisfactory
1 Delivery	40	On-Time to Need Date	20	> 95% 90% to 95% 85% to 90% < 85%	20 16 12 0	40	39 to 32	31 to 24	<24
		Promise Date Accuracy	20	> 95% 90% to 95% 85% to 90% < 85%	20 16 12 0				
		<b>Sub Category Total</b>		<b>40</b>					
2 Quality	40	Acceptance Rate	25	≥ 99% 98.5% to 98.9% 98% to 98.4% <98%	25 20 15 0	40	39 to 32	31 to 24	< 24
		Non-Conformance	5	0 to 1 2 to 5 6 to 15 >15	5 4 3 0				
		Corrective Actions	10	0 1 2 >2	10 8 6 0				
<b>Sub Category Total</b>		<b>40</b>							
3 Open Order Management	20	Order Acknowledgement	10	> 95% 90% to 95% 85% to 90% < 85%	10 8 6 0	20	19 to 16	15 to 12	< 12
		Lead Time Accuracy	10	> 95% 90% to 95% 85% to 90% < 85%	10 8 6 0				
<b>Sub Category Total</b>		<b>20</b>							
<b>Overall</b>	<b>100</b>		<b>100</b>			<b>100</b>	<b>99 to 81</b>	<b>80 to 58</b>	<b>&lt; 58</b>



# GDLS Supplier Performance Scorecard: Scoring Guide



Ongoing Score (3 or more consecutive months)	GDLS Recommended Actions
<p style="text-align: center;"><b>Excellent</b></p>	<p>A preferred world class supplier that <b><u>could be considered for:</u></b></p> <ul style="list-style-type: none"> <li>- Additional business.</li> <li>- Potential new product development opportunities.</li> <li>- Connection with other GD Business Units.</li> </ul>
<p style="text-align: center;"><b>Acceptable</b></p>	<p>Continuation of business. Work to improve to 'Excellent' score.</p>
<p style="text-align: center;"><b>Marginal</b></p>	<p>Buyer and/or Management to address specific issues with the supplier. Consider issuing Corrective Action Request for improvement plan.</p>
<p style="text-align: center;"><b>Unsatisfactory</b></p>	<p>Consider for placement on Intensive Management.</p>



# GENERAL DYNAMICS


## Land Systems

Metrics: Overview by Category






# 1 Supplier Performance Scorecard Delivery Category Overview

Primary Category	Subcategory	Calculation	Key Points	What We Need from You 
Delivery	• On-Time to Need Date	$\frac{\text{Due in Month Received in Full and On-Time}}{\text{\# of PO Shipments Due in Month}}$	<ul style="list-style-type: none"> <li>Shipments where Lead Time (LT) was not given are excluded from calculation. However, if a shipment is received in full and on-time where LT was not given; shipment is included in calculation.</li> </ul>	<ul style="list-style-type: none"> <li>Make every effort to deliver to the Need-by Date on the Purchase Order.</li> <li>Maintain accurate Promise Dates that reflect the intended delivery of the complete shipment.</li> <li>If shipping partials...split the shipments to achieve paced Need-by Dates, correct quantities, and accurate promise dates.</li> </ul>
	• Promise Date Accuracy	$\frac{\text{\# of PO Shipments Due in month received with Accurate Promise Date}}{\text{\# of PO Shipments with a Promise Date in Month}}$	<ul style="list-style-type: none"> <li>Accurate Promise Date: Promise Date is <b>within -7 calendar days</b> of full PO Shipment quantity receipt date</li> </ul>	

## Delivery Rating Scale:

Primary Category	Category Weight	Subcategory	Subcategory Possible Points	Rating Scale	Points	Excellent	Acceptable	Marginal	Unsatisfactory
Delivery	40	On-Time to Need Date	20	> 95% 90% to 95% 85% to 90% < 85%	20 16 12 0	40	39 to 32	31 to 24	<24
		Promise Date Accuracy	20	> 95% 90% to 95% 85% to 90% < 85%	20 16 12 0				
Sub Category Total			40						




Primary Category	Subcategory	Calculation	Key Points	What We Need from You 
Quality	• Acceptance Rate	$1 - \frac{\text{Quantity Rejected}}{\text{Quantity Accepted}} \times 100$	• Measures supplier's ability to provide goods that conform to the purchase order/contract requirements.	<ul style="list-style-type: none"> <li>• Provide conforming material that meets the specifications of the Technical Data Package</li> <li>• Provide prompt response and take immediate action for Non-Conformances and Corrective Action Requests</li> </ul>
	• Non-Conformance	<b>Count of Non-Conformances (NCs)</b>	• Counted in month closed for a 12-month rolling period	
	• Corrective Actions	<b>Count of Corrective Action Requests (CARs)*</b> <i>(*) excludes low priority CARs</i>	• Counted in month closed for a 12-month rolling period	

## Quality Rating Scale:

Primary Category	Category Weight	Subcategory	Subcategory Possible Points	Rating Scale	Points	Excellent	Acceptable	Marginal	Unsatisfactory
Quality	40	Acceptance Rate	25	≥ 99% 98.5% to 98.9% 98% to 98.4% <98%	25 20 15 0	40	39 to 32	31 to 24	< 24
		Non-Conformance	5	0 to 1 2 to 5 6 to 15 >15	5 4 3 0				
		Corrective Actions	10	0 1 2 >2	10 8 6 0				
<b>Sub Category Total</b>			<b>40</b>						



# 3 Supplier Performance Scorecard Open Order Management Category Overview

Primary Category	Subcategory	Calculation	Key Points	What We Need from You 
Open Order Management	Order Acknowledgement	$\frac{\text{\# of PO Shipments Acknowledged On-Time}}{\text{\# of Open PO Shipments}}$	<ul style="list-style-type: none"> <li>Acknowledged On-Time: Promise Date entered within 14 calendar days of issuance (PO Shipment First Approval Date).</li> </ul>	<ul style="list-style-type: none"> <li>Promptly provide a Promise Date when new orders are issued.</li> <li>Providing accurate Lead Time is critical – Accurate Lead times should be provided will all Request for Quotes (RFQs) responses.</li> <li>Make every effort to provide a Promise Date at meets our Need-by Date, or a date no later than quoted lead time will allow</li> <li>Promise Date should not exceed Need-by Date when Lead Time is given</li> </ul>
	Lead Time Accuracy	$\frac{\text{\# of PO Shipments with Accurate Lead Time}}{\text{\# of Open PO Shipments}}$	<ul style="list-style-type: none"> <li>LT Accuracy based on PO Shipment First Approval Date and Processing LT. Processing LT should align with Supplier's Quoted Lead Time</li> </ul>	

## Open Order Management Rating Scale:

Primary Category	Category Weight	Subcategory	Subcategory Possible Points	Rating Scale	Points	Excellent	Acceptable	Marginal	Unsatisfactory
Open Order Management	20	Order Acknowledgement	10	> 95% 90% to 95% 85% to 90% < 85%	10 8 6 0	20	19 to 16	15 to 12	< 12
		Lead Time Accuracy	10	> 95% 90% to 95% 85% to 90% < 85%	10 8 6 0				
Sub Category Total			20						



# What we need from you

## Delivery

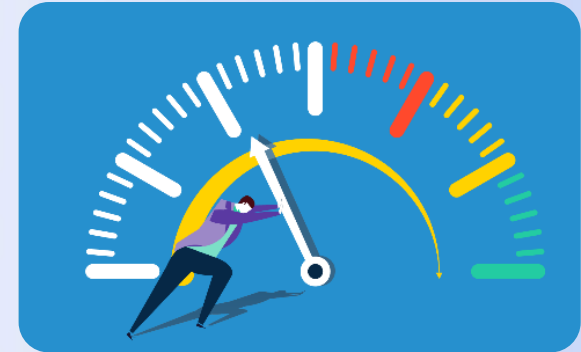
- Make every effort to deliver to the need-by date on the Purchase Order.
- If you will be shipping partials...split the shipments to achieve paced need-by dates, correct quantities, and accurate promise dates.
- Maintain accurate Promise Dates that reflect the intended delivery of the complete shipment.

## Quality

- Provide conforming material that meet the specifications of the Technical Data Package.
- Provide prompt response and take immediate action for Non-Conformances and Corrective Action Requests

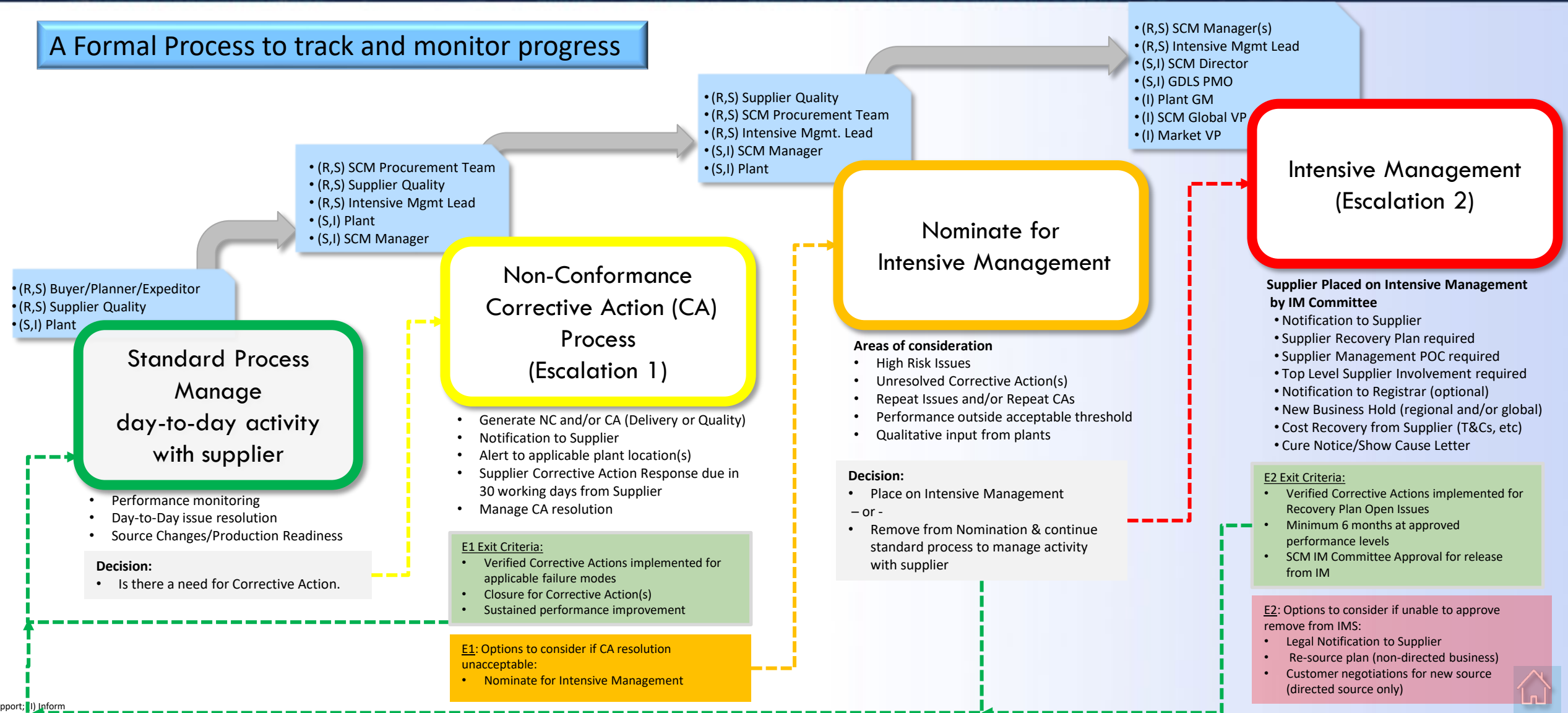
## Open Order Management

- Promptly provide a promise date when new orders are issued.
- Providing accurate Lead Time is critical - Accurate Lead times should be provided with all Request for Quotes (RFQs) responses.
- Make every effort to provide a Promise date that meets our need-by date, or a date no later than quoted lead time will allow.
- Promise Date should not exceed Need-by Date when Lead Time is given



# Supplier Escalation & Intensive Management Process

A Formal Process to track and monitor progress



# Appendix



# GENERAL DYNAMICS

## Land Systems

Metric Category Definitions



<ul style="list-style-type: none"> <li>• Purpose / Intention</li> </ul>	<ul style="list-style-type: none"> <li>• Measure Supplier’s delivery performance to GDLS need date.</li> </ul>
<ul style="list-style-type: none"> <li>• Indicator Type</li> </ul>	<ul style="list-style-type: none"> <li>• Lagging</li> </ul>
<ul style="list-style-type: none"> <li>• Owner</li> </ul>	<ul style="list-style-type: none"> <li>• Supply Chain Management</li> </ul>
<ul style="list-style-type: none"> <li>• Data Source</li> </ul>	<ul style="list-style-type: none"> <li>• Oracle Purchase Order Shipments</li> </ul>
<ul style="list-style-type: none"> <li>• Calculation</li> </ul>	<p style="text-align: center;"><b>On-Time Delivery to Need-by Date</b></p> $\frac{\text{\# of Shipments Due in Month Received in Full and On-Time}}{\text{\# of Shipments Due in Month}} \times 100 = \text{Supplier On-Time Delivery to Need-by Date}$
<ul style="list-style-type: none"> <li>• Definitions</li> </ul>	<ul style="list-style-type: none"> <li>• On Time: Full quantity of PO Shipment received by Need-By Date (within tolerance)</li> </ul>
<ul style="list-style-type: none"> <li>• Frequency</li> </ul>	<ul style="list-style-type: none"> <li>• Monthly</li> </ul>
<ul style="list-style-type: none"> <li>• Targets &amp; Thresholds</li> </ul>	<ul style="list-style-type: none"> <li>• Target: 95% On Time</li> <li>• Thresholds: See Rating Scale</li> </ul>
<ul style="list-style-type: none"> <li>• Notes</li> </ul>	<ul style="list-style-type: none"> <li>• Numerator includes shipments received in full with a <b>Need-by Date within the month.</b></li> <li>• Denominator includes <b>shipments with a Need-by Date within the month.</b></li> <li>• Calculation to exclude shipments where Lead Time (LT) was not given and shipment was not received in full.</li> <li>• The supplier will get credit for shipments received in full and on-time where LT was not given. (The calculation will include these shipments in the numerator and denominator).</li> <li>• <b>Tolerance: 5 Calendar Days Late</b> <ul style="list-style-type: none"> <li>• Early is acceptable if buyer accepts a Promise Date earlier than the Need-by Date.</li> <li>• For early shipments, on-time credit will appear within the month of the Need-by Date.</li> <li>• Days Late tolerance may vary by site/location due to local business circumstances.</li> </ul> </li> <li>• Shipments to include <b>3-way match, Goods line Type, with an Item only.</b></li> <li>• If an item has a supplier lead time of 0 or null at the time of a receipt, <b>a lead time of 90 days will be used as a default.</b></li> <li>• Shipments in CA Operations with a value populated in the SDS field are excluded.</li> </ul>





<ul style="list-style-type: none"> <li>• Purpose / Intention</li> <li>• Indicator Type</li> <li>• Owner</li> <li>• Data Source</li> <li>• Calculation</li> </ul>	<ul style="list-style-type: none"> <li>• Measure Supplier's performance in providing an accurate promise date.</li> <li>• Lagging</li> <li>• Supply Chain Management</li> <li>• Oracle Purchase Order Shipments</li> </ul> <p style="text-align: center;"><b>Promise Date Accuracy</b></p> $\frac{\text{\# of Shipments due in month received with an Accurate Promise Date}}{\text{\# of Shipments with a Promise date in Month}} \times 100 = \text{Promise Date Accuracy}$
<ul style="list-style-type: none"> <li>• Definitions</li> </ul>	<ul style="list-style-type: none"> <li>• Accurate Promise Date: Promise Date is <b>within - 7 calendar days</b> of full PO Shipment quantity receipt date.</li> </ul>
<ul style="list-style-type: none"> <li>• Frequency</li> </ul>	<ul style="list-style-type: none"> <li>• Monthly</li> </ul>
<ul style="list-style-type: none"> <li>• Targets &amp; Thresholds</li> </ul>	<ul style="list-style-type: none"> <li>• Target: 95%</li> <li>• Thresholds: See Rating Scale</li> </ul>
<ul style="list-style-type: none"> <li>• Notes</li> </ul>	<ul style="list-style-type: none"> <li>• Numerator includes shipments <b>with a Promise Date within the month that are received in full.</b></li> <li>• Denominator includes shipments with a promise date within the month.</li> <li>• <b>Shipments to include 3-way match, Goods line Type, with an Item only.</b></li> <li>• Shipments in CA Operations with a value populated in the SDS field are excluded</li> </ul>



# Category: Quality Metrics: Acceptance Rate, NCs, and CARs

<ul style="list-style-type: none"> <li>• Purpose / Intention</li> </ul>	<ul style="list-style-type: none"> <li>• Measure supplier's ability to provide goods that conform to the purchase order/contract requirements.</li> </ul>			
<ul style="list-style-type: none"> <li>• Indicator Type</li> </ul>	<ul style="list-style-type: none"> <li>• Lagging</li> </ul>			
<ul style="list-style-type: none"> <li>• Owner</li> </ul>	<ul style="list-style-type: none"> <li>• Supply Chain Management</li> </ul>			
<ul style="list-style-type: none"> <li>• Data Source</li> </ul>	<ul style="list-style-type: none"> <li>• TIPQA</li> </ul>			
<ul style="list-style-type: none"> <li>• Calculation</li> </ul>	<table border="1"> <tr> <td style="text-align: center;"> <b>Acceptance Rate:</b>   <math display="block">1 - \frac{\text{Quantity Rejected}}{\text{Quantity Accepted}} \times 100</math> </td> <td style="text-align: center;"> <b>Count of Non-Conformances (NCs)</b> </td> <td style="text-align: center;"> <b>Count of Corrective Action Requests (CARs)*</b> </td> </tr> </table>	<b>Acceptance Rate:</b>  $1 - \frac{\text{Quantity Rejected}}{\text{Quantity Accepted}} \times 100$	<b>Count of Non-Conformances (NCs)</b>	<b>Count of Corrective Action Requests (CARs)*</b>
<b>Acceptance Rate:</b>  $1 - \frac{\text{Quantity Rejected}}{\text{Quantity Accepted}} \times 100$	<b>Count of Non-Conformances (NCs)</b>	<b>Count of Corrective Action Requests (CARs)*</b>		
<ul style="list-style-type: none"> <li>• Definitions</li> </ul>	<ul style="list-style-type: none"> <li>• Non-Conformance: A variance from the specification Technical Data Package (TDP) which is not considered critical or major.</li> <li>• Corrective Action Request: Request of corrective action from the supplier for nonconformance of material.</li> </ul>			
<ul style="list-style-type: none"> <li>• Frequency</li> </ul>	<ul style="list-style-type: none"> <li>• Monthly</li> </ul>			
<ul style="list-style-type: none"> <li>• Targets &amp; Thresholds</li> </ul>	<ul style="list-style-type: none"> <li>• Targets: Acceptance Rate: 100%; NCs: 0; CARs: 0</li> <li>• Thresholds: See Rating Scale</li> </ul>			
<ul style="list-style-type: none"> <li>• Notes</li> </ul>	<ul style="list-style-type: none"> <li>• NCs and CARs counted in month closed <b>month closed for a 12 month rolling period.</b></li> <li>• *Excludes low priority CARs.</li> </ul>			



<ul style="list-style-type: none"> <li>• Purpose / Intention</li> </ul>	<ul style="list-style-type: none"> <li>• Measure Supplier's Risk and Compliance to GDLS requirements.</li> </ul>
<ul style="list-style-type: none"> <li>• Indicator Type</li> </ul>	<ul style="list-style-type: none"> <li>• Leading</li> </ul>
<ul style="list-style-type: none"> <li>• Owner</li> </ul>	<ul style="list-style-type: none"> <li>• Supply Chain Management</li> </ul>
<ul style="list-style-type: none"> <li>• Data Source</li> </ul>	<ul style="list-style-type: none"> <li>• Oracle</li> </ul>
<ul style="list-style-type: none"> <li>• Calculation</li> </ul>	<p style="text-align: center;"><b>Order Acknowledgement</b></p> $\frac{\text{\# of PO Shipments Acknowledged on-time}}{\text{\# of Open PO Shipments}} \times 100 = \text{PO Shipments Acknowledged on-time}$
<ul style="list-style-type: none"> <li>• Definitions</li> </ul>	<ul style="list-style-type: none"> <li>• Acknowledged on-time: <b>Promise Date entered within 14 calendar days of issuance (PO Shipment First Approval Date )</b>.</li> </ul>
<ul style="list-style-type: none"> <li>• Frequency</li> </ul>	<ul style="list-style-type: none"> <li>• Monthly</li> </ul>
<ul style="list-style-type: none"> <li>• Targets &amp; Thresholds</li> </ul>	<ul style="list-style-type: none"> <li>• Target: 95%</li> <li>• Thresholds: See Rating Scale</li> </ul>
<ul style="list-style-type: none"> <li>• Notes / Gaps / Questions</li> </ul>	<ul style="list-style-type: none"> <li>• Shipments to include Open, 3-way match, Goods line Type, with an Item only</li> <li>• <b>Measured within rolling 6 months of Need-by Dates.</b></li> <li>• For CA Operations only, if the SDS Code is populated and promise date is blank, shipment will be considered as Acknowledged On Time.</li> </ul>



- Purpose / Intention
- Indicator Type
- Owner
- Data Source
- Calculation
- Definitions
- Frequency
- Targets & Thresholds
- Notes

- Measure Supplier’s Risk and Compliance to GDLS requirements.
- Leading
- Supply Chain Management
- Oracle

**Lead Time Accuracy**

$$\frac{\text{\# of PO Shipments w/ Accurate Lead Time}}{\text{\# of Open PO Shipments}} \times 100 = \text{PO Shipments with Accurate Lead Time}$$

- Accurate Lead Time: Open PO Shipments where the **Promise Date is earlier than or equal to the Need-by Date**; or a date no later than quoted lead-time would allow.
- Monthly
- Target: 95%
- Thresholds: See Rating Scale
- Lead Time Accuracy based on **PO Shipment First Approval Date and Processing Lead Time**.
- Processing Lead Time in Oracle should match Supplier’s Quoted Lead Time
  - Promise date earlier than or equal to the Need-by Date is acceptable.
  - Promise date **SHOULD NOT EXCEED THE NEED BY DATE** when LEAD TIME is given (not compressed)
  - If the Need-by Date requested is issued compressed inside of processing lead time, the promised date should be no later than quoted lead would allow.
- If an item has a supplier lead time of 0 or null at the time of a receipt, **a lead time of 90 days will be used as a default.**
- **Shipments to include Open, 3-way match, Goods line Type, with an Item only.**
- **Measured within rolling 6 months of Need-by Dates.**
- Shipments in CA Operations with a value populated in the SDS field are excluded.



## E Supplier Reference Information: Financial Health Status

E	Financial Health Status:	Score: 70 FHR - Low Risk
	US Regs and Certs Status:	On File Expiration Date: 8/14/2022
	CA Registration Status:	Reg. Status: ITAR Expiration Date: 12/31/2022

### • Effective 1/1/2023 Scorecards

- Financial Health Status will be based on Financial Stability Rating provided by Dun & Bradstreet (DnB or D&B) Risk Analytics
- Supplier Evaluation Risk Rating (SER) score which is a risk metric that helps evaluate the long-term risk of doing business with a supplier. The SER score is based on a scale of 1-9, with 1 representing the lowest level of risk and 9 implying the highest level of risk

D&B SER Score	Risk
1 to 2	Very Low risk
3 to 4	Low Risk
5 to 6	Medium Risk
7 to 8	High Risk
9	Very High Risk



# **GENERAL DYNAMICS**

## Land Systems

Transaction Level Detail Reference  
(excel file attachment)



Delivery (On Time to Need)	
COLUMN HEADER	DESCRIPTION
OPERATION	GDLS Operational location associated with the Purchase Order
ORG_CODE	GDLS Ship-to facility code
PO_NUMBER	GDLS Purchase Order (PO) number
RELEASE	Populated only for Blanket Releases
PO_LINE	Purchase Order Line number
PO_SHIP_NUM	Purchase Order Shipment number
PLANNER_CODE	GDLS Planner code
BUYER	GDLS Buyer name on the Purchase Order
ITEM_NUMBER	Item Number
ITEM_DESCRIPTION	Item Description
SUPPLIER_NUMBER	Supplier Number
SUPPLIER	Supplier Name
SUPPLIER_SITE	Supplier Site
NEED_BY_DATE	Need-by Date
PROMISED_DATE	Promised Date
DATE_PROMISED_DATE_ENTERED	The approval date of the first promise date entered onto the PO Shipment
ORIGINAL_PROMISE_DATE	The first/original promise date approved on the PO Shipment
SHP_APPROVED_DATE	The first time the PO Shipment was approved and issued to the supplier
TAT_NUMBER	For CA Operations, Turn Around Time for R&O.
lead_time	Supplier's lead-time for the item in the GDLS ERP system.
Lead_T_Used_If_None	Only populated if no supplier lead-time is unavailable. 90 days will be used when no lead-time is available
POL_QUANTITY	
SHP_QUANTITY	Total quantity on the PO Shipment
SHP_QUANTITY_CANCELLED	Quantity cancelled on PO Shipment
SHP_QUANTITY_RECEIVED	Quantity received on PO Shipment
SHP_CLOSED_FOR_RECEIVING_DATE	Date when the full PO Shipment quantity was received
SHP_CLOSED_CODE	Status of the PO Shipment
LINE_TYPE	Line type of the Purchase Order Shipment
RECEIPT_REQUIRED_FLAG	Column will always display '3-way'
Lead_time_status	Indicates whether the PO Shipment was issued with sufficient Lead-time given, or if the order was Inside lead-time.
received_on_time	Indicates if the full shipment quantity was received on-time.
excluded_due_to_inside_It	Indicates if the PO Shipment is excluded from the metric calculation due to being an inside lead-time order and the full shipment quantity not received.
Last_Updated_Date	Internal use only
Comments	Internal use only

Delivery (Promise Date Accuracy)	
COLUMN HEADER	DESCRIPTION
OPERATION	GDLS Operational location associated with the Purchase Order
ORG_CODE	GDLS Ship-to facility code
PO_NUMBER	GDLS Purchase Order (PO) number
RELEASE	Populated only for Blanket Releases
PO_LINE	Purchase Order Line number
PO_SHIP_NUM	Purchase Order Shipment number
PLANNER_CODE	GDLS Planner code
BUYER	GDLS Buyer name on the Purchase Order
ITEM_NUMBER	Item Number
ITEM_DESCRIPTION	Item Description
SUPPLIER_NUMBER	Supplier Number
SUPPLIER	Supplier Name
SUPPLIER_SITE	Supplier Site
NEED_BY_DATE	Need-by Date
PROMISED_DATE	Promised Date
SHP_CLOSED_FOR_RECEIVING_DATE	Date when the full PO Shipment quantity was received
Accuracy	Days between Promise Date and Closed for Receiving Date
Accurate_Promise_Date	If accuracy is within + or - 7 calendar days then 'Accurate' else 'Not Accurate'
SHP_QUANTITY	Total quantity on the PO Shipment
SHP_QUANTITY_RECEIVED	Quantity received on PO Shipment
SHP_CLOSED_CODE	Status of the PO Shipment



Quality NC Details	
COLUMN HEADER	DESCRIPTION
<b>NC_NUMBER</b>	<b>Non-Conformance number</b>
SUPPLIER	Supplier Name
SUPPLIER SITE	Supplier Site
CAUSE CODE	SUP (Supplier responsible)
CREATION DATE	Creation date of the NC
CLOSE DATE	Close date of the NC
QUANTITY NONCONFORMING	Quantity on NC line
ORG CODE	GDLS Ship-to facility code
SUMMARY	Brief description of the issue found

Quality CAR Details	
COLUMN HEADER	DESCRIPTION
CREATION_DATE	Creation date of the CAR
MARKET	Operational location the CAR was issued in
QUANTITY	Quantity on the CAR
SUPPLIER	Supplier Name
SUPPLIER SITE	Supplier Site
<b>CANUMBER</b>	<b>CAR Number</b>
SUMMARY	Brief description of the issue found
NC NUMBER	Associated Non-conformance number
ORG	GDLS location code
ASSIGNED_TO_NAME	Assigned SQA representative
CA TYPE	This will always equal 'VI'
PRIORITY	Priority will always equal 9 (high priority)
PROCESS_DATE_CLS	Close date of the CAR

Quality Quantity Accepted Detail	
COLUMN HEADER	DESCRIPTION
PART NUMBER	Part Number
VCN	TIPQA vendor number
RCEIVER NUMBER	Receipt number
<b>LOT QUANTITY</b>	<b>Quantity received</b>
DATE RECORDED	Date received
SUPPLIER SITE	Supplier Site
SUPPLIER NUMBER	Supplier Number
BUSINESS UNIT	This will always equal PDS
RECEIVING FACILITY	GDLS location code
PO NUMBER	Purchase Order Number

Quality Quantity Rejected Detail	
COLUMN HEADER	DESCRIPTION
V_NUMBER	Internal use only
V_NAME	Supplier Name for internal use
PART NUMBER	Item Number
CLOSE DATE	10/20/2020
FACTORY CODE	GDLS location code
<b>QUANTITY REJECTED</b>	<b>Quantity rejected</b>
SUPPLIER NAME	Supplier Nam
SUPPLIER NUMBER	Supplier Number
<b>DOCUMENT NUMBER</b>	<b>Associated non-conformance document number</b>





Order Acknowledgement (OM)	
COLUMN HEADER	DESCRIPTION
OPERATION	GDLS Operational location associated with the Purchase Order
ORG_CODE	GDLS Ship-to facility code
PO_NUMBER	GDLS Purchase Order (PO) number
RELEASE	Populated only for Blanket Releases
PO_LINE	Purchase Order Line number
PO_SHIP_NUM	Purchase Order Shipment number
PLANNER_CODE	GDLS Planner code
BUYER	GDLS Buyer name on the Purchase Order
ITEM_NUMBER	Item Number
ITEM_DESCRIPTION	Item Description
SUPPLIER_NUMBER	Supplier Number
SUPPLIER	Supplier Name
SUPPLIER_SITE	Supplier Site
NEED_BY_DATE	Need-by Date
PROMISED_DATE	Promised Date
SHP_CLOSED_FOR_RECEIVING_DATE	Date when the full PO Shipment quantity was received
ORIGINAL_PROMISE_DATE	The first/original promise date approved on the PO Shipment
TAT_NUMBER	For CA Operations, Turn Around Time for R&O.
LEAD_TIME	Supplier's lead-time for the item in the GDLS ERP system.
POL_QUANTITY	Total quantity on PO Line
SHP_QUANTITY	Total quantity on the PO Shipment
SHP_QUANTITY_CANCELLED	Quantity cancelled on PO Shipment
SHP_QUANTITY_RECEIVED	Quantity received on PO Shipment
SHP_CLOSED_CODE	Status of the PO Shipment
LINE_TYPE	Line type of the Purchase Order Shipment
RECEIPT_REQUIRED_FLAG	Column will always display '3-way'
DAYS_AGED	Number of days between the Shp_Approved_Date the Date Promise Date Entered. If promise date is null, then number of days since shipment approval date.
ACKNOWLEDGED_ON_TIME	Indicates if the PO shipment was acknowledged within 14 days.
CATEGORY	Internal use only
CALCULATED_LEAD_TIME_DATE	See Lead Time Accuracy tab
ACCURATE_LT	See Lead Time Accuracy tab
QTY_DUE	Quantity due on the PO Shipment at the time of the data pull
DATE_PROMISED_DATE_ENTERED	The approval date of the first promise date entered onto the PO Shipment
SHP_APPROVED_DATE	The first time the PO Shipment was approved and issued to the supplier

Lead Time Accuracy (OM)	
COLUMN HEADER	DESCRIPTION
OPERATION	GDLS Operational location associated with the Purchase Order
ORG_CODE	GDLS Ship-to facility code
PO_NUMBER	GDLS Purchase Order (PO) number
RELEASE	Populated only for Blanket Releases
PO_LINE	Purchase Order Line number
PO_SHIP_NUM	Purchase Order Shipment number
PLANNER_CODE	GDLS Planner code
BUYER	GDLS Buyer name on the Purchase Order
ITEM_NUMBER	Item Number
ITEM_DESCRIPTION	Item Description
SUPPLIER_NUMBER	Supplier Number
SUPPLIER	Supplier Name
SUPPLIER_SITE	Supplier Site
NEED_BY_DATE	Need-by Date
PROMISED_DATE	Promised Date
SHP_CLOSED_FOR_RECEIVING_DATE	Date when the full PO Shipment quantity was received
ORIGINAL_PROMISE_DATE	The first/original promise date approved on the PO Shipment
TAT_NUMBER	For CA Operations, Turn Around Time for R&O.
LEAD_TIME	Supplier's lead-time for the item in the GDLS ERP system.
POL_QUANTITY	Total quantity on PO Line
SHP_QUANTITY	Total quantity on the PO Shipment
SHP_QUANTITY_CANCELLED	Quantity cancelled on PO Shipment
SHP_QUANTITY_RECEIVED	Quantity received on PO Shipment
SHP_CLOSED_CODE	Status of the PO Shipment
LINE_TYPE	Line type of the Purchase Order Shipment
RECEIPT_REQUIRED_FLAG	Column will always display '3-way'
DAYS_AGED	Number of days between the Shp_Approved_Date the Date Promise Date Entered. If promise date is null, then number of days since shipment approval date.
ACKNOWLEDGED_ON_TIME	See Order Acknowledgement tab
CATEGORY	Internal use only
CALCULATED_LEAD_TIME_DATE	Shp_Approved_Date + Supplier Lead-time
ACCURATE_LT	If Promise Date is < or = Need-by date or Calculated Lead Time Date then 'Yes'; If Promise Date is null and Days aged is <=14 days then exclude record; Else 'No'
QTY_DUE	Quantity due on the PO Shipment at the time of the data pull
SHP_APPROVED_DATE	The first time the PO Shipment was approved and issued to the supplier



# **GENERAL DYNAMICS**

Land Systems

SUPPLY CHAIN MANAGEMENT

Revision	Date	Description
Initial	10/1/2021	<ul style="list-style-type: none"> <li>Initial Release</li> </ul>
Rev 1	1/1/2023	<ul style="list-style-type: none"> <li>Incorporation of Dun &amp; Bradstreet information for Financial Risk Rating (SER score) of Scorecard</li> <li>Include reference to Supplier Escalation &amp; Intensive Management Process</li> </ul>
Rev 2	5/10/2024	<ul style="list-style-type: none"> <li>Clarifications on Supplier Escalation &amp; Intensive Management Process</li> </ul>
Rev 3	8/31/2024	<ul style="list-style-type: none"> <li>Revise Promise Date Accuracy parameters:                             <ul style="list-style-type: none"> <li>From Promise Date is <b>within + or - 7 calendar days</b> of full PO Shipment quantity receipt date.</li> <li>To: Promise Date is <b>within - 7 calendar days</b> of full PO Shipment quantity receipt date.</li> </ul> </li> </ul>

