Category-Specific Fit Signal Scorecard

PURPOSE

Prevent a polished profile or low quote from masking weak process, capacity, evidence, export, or lifecycle fit. Fix weights before prices are reviewed.

HOW TO SCORE

Score every criterion 0 = missing, 1 = partial or claimed, 2 = complete and supported by current, scope-matched evidence. Record the evidence, owner, and review date.

85-100: Strong fit - proceed to validation.

70-84: Viable with controlled gaps.

Below 70: Clarify, sample, or do not advance.

CONTROL NOTE

A high total never overrides a failed legal-entity, safety, regulatory, sanctions, technical-feasibility, or destination-market gate. Validate project-specific requirements with qualified specialists.

Process and application fit - 25 points

REVIEW OBJECTIVE

01 **Core process or technology meets the requirement.** HARD GATE

02 **Comparable application, material, geometry, or environment is evidenced.**

03 **Critical tolerance or performance is within demonstrated capability.**

04 **Engineering understands interfaces, failure modes, and acceptance.**

05 **Critical subcontracted processes are visible.**

06 **Alternatives preserve buyer decision criteria.**

Capacity, timing, and scale - 15 points

01 **Volume bands align with the supplier model.**

02 **MOQ and batch economics do not shift hidden inventory risk.**

03 **Stage-based lead time supports launch and ramp.**

04 **Constraint and utilization assumptions are transparent.**

05 **Surge, repeat-order, and end-of-life needs are supported.**

06 **Bottlenecks have maintenance and mitigation plans.**

Quality and evidence - 20 points

01	**QMS or certification matches entity, site, process, and product.**	HARD GATE
02	**Inspection and test align with acceptance criteria.**	
03	**Traceability, calibration, nonconformance, and change controls are** proportionate.	
04	**Evidence is specific, current, and readable.**	
05	**First-article or sample path predicts production.**	
06	**Corrective-action effectiveness is reviewable.**	

Commercial and communication - 15 points

01 **Quote exposes exclusions and deviations.**

02 **Price, validity, payment, tooling, warranty, and escalation are** explicit.

03 **Technical and commercial owners meet cadence.**

04 **Supplier asks high-quality questions before commitment.**

05 **Language and documents support cross-border execution.**

06 **Negotiation does not obscure risk or responsibility.**

Export, logistics, and destination - 15 points

01 **Export experience fits destination, product, and mode.**

02 **Packaging, labeling, origin, and documents fit the lane.**

03 **Incoterms named place and boundaries are understood.**

04 **Service, returns, spares, and field support fit the program.**

05 **Exception communication is disciplined.**

06 **Landed-cost assumptions are independently testable.**

Resilience and strategic fit - 10 points

01 Critical sub-tier, material, site, and tooling dependencies are visible.

02 Continuity matches program criticality.

03 Alternate capacity or recovery is credible.

04 IP, data, and OT controls fit the exchange.

05 Improvement appetite and sponsorship fit the relationship.

06 Geography and concentration risk fit the buyer portfolio.

Category modifiers

01 **Machinery: interfaces, safety, FAT or SAT, commissioning, controls,** spares, and service.

02 **Precision components: material certs, tolerance, MSA, special processes,** FAI or PPAP, traceability.

03 **OEM or ODM: ownership, claims, tooling, samples, packaging MOQ, tests,** and change control.

04 **Regulated products: exact status, QMS scope, technical file, labeling,** complaints, and roles.

05 **Materials: grade, process window, yield, testing, and heat or batch** traceability.

06 **Packaging or furniture: artwork or finish, color, pack tests, origin,** and repeat-order control.

SOURCE NOTES

1. ISO/IAF, external-provider evaluation and control.

2. NIST MEP, supplier scouting, mapping, and risk assessment.

3. OMA NEXUS operating synthesis, evidence and lifecycle fit separation.