Supplier Readiness Evaluation Framework

PURPOSE

Separate claimed capability from evidenced readiness across identity, process fit, capacity, quality, export execution, resilience, and communication.

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: Ready for controlled commercial validation.

70-84: Conditional with named closures.

Below 70: Development, sample, or hold path.

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.

Identity, ownership, and scope - 10 points

01 **Legal entity, address, ownership, and contracting party match.** HARD GATE

02 **Manufacturing site and subcontracted processes are identified.**

03 **Payment beneficiary matches the approved entity.**

04 **References relate to the same site and capability.**

05 **Sanctions, denied-party, conflict, and adverse-event checks are** assigned.

06 **Evidence is current, dated, and independently verifiable where** practical.

Category and technical fit - 20 points

01 **Process, material, tolerance, performance, and application fit are** demonstrated. HARD GATE

02 **Comparable projects and references are available.**

03 **Engineering review and deviation handling are disciplined.**

04 **Tooling, test, software, and integration ownership are understood.**

05 **Prototype path reproduces production conditions.**

06 **Critical outsourced processes and substitutions are controlled.**

Capacity and delivery credibility - 15 points

01 **Capacity identifies line, shifts, utilization basis, and constraint.**

02 **Lead time separates material, queue, production, validation, and** logistics.

03 **Bottleneck equipment and labor dependencies are understood.**

04 **Ramp, surge, and recovery assumptions are evidenced.**

05 **Planning and on-time delivery history can be reviewed.**

06 **Capacity reconciles with current demand and customer load.**

Quality and compliance - 20 points

01	Required certification scope matches the supplied requirement.	HARD GATE
02	Inspection, calibration, traceability, and retention are controlled.	
03	Nonconformance, root cause, CAPA, and change notification operate.	
04	Release controls match product risk.	
05	Reports and certificates link to current model, material, or lot.	
06	Audit findings and corrective actions are reviewable.	

Export and commercial execution - 15 points

01 **Relevant export markets, frequency, Incoterms, and broker process are** stated.

02 **Invoice, packing list, origin, and transport examples are consistent.**

03 **HS classification and origin responsibilities are understood.**

04 **Quote exclusions, validity, payment, and FX basis are explicit.**

05 **Export packaging, labeling, language, and destination needs are** supported.

06 **Exceptions and customs holds have an escalation path.**

Resilience and continuity - 10 points

01 **Critical materials, sub-tiers, and single points are identified.**

02 **Alternate capacity, stock, tooling recovery, and continuity are** proportionate.

03 **OT/data access and remote support risks are reviewed where applicable.**

04 **Counterfeit, provenance, and approved-source controls exist where** relevant.

05 **Interruption and recovery contacts are named.**

06 **Process, site, or ownership change requires advance notice.**

Communication and improvement - 10 points

01 **Technical and commercial owners meet an agreed SLA.**

02 **Questions surface assumptions before commitment.**

03 **Buyer-language documents are usable.**

04 **Corrective actions have owners, dates, evidence, and effectiveness** review.

05 **Supplier accepts scorecard feedback and milestones.**

06 **Escalation contacts match program risk.**

SOURCE NOTES

1. ISO/IAF, control and verification of external providers.
2. NIST MEP, supply-chain mapping and supplier development.
3. NIST C-SCRM, due diligence, provenance, and resilience concepts.