

**To:** SUPPLIER - SAP #  
ADDRESS

**Date:** 02/07/2022

General Atomics Aeronautical Systems, Inc. (GA-ASI) is an industry leader in the development, production, and operation of Remotely Piloted Aircraft (RPA) systems, radars, electro-optics and related mission systems solutions. We recognize our suppliers enable our business by providing competitive advantage through technical expertise and superior performance to our requirements. Our focused approach in providing unparalleled RPA systems and related technologies drives us to improve our products and processes continually through coordination with our customers, employees, and suppliers.

### **GA-ASI Supplier Performance Goals**

Suppliers are vital to the support and success of GA-ASI. The Supplier Performance goals are to deliver exceptional quality, on-time delivery, affordable solutions, and excellent customer support and communications.

### **Supplier Performance Reporting (SPR)**

The SPR includes the metrics and measures used by GA-ASI to monitor Supplier Performance and should be used to identify continuous improvement opportunities.

**GA-ASI strives to improve the accuracy of information and is committed to resolving issues. Please review all sections: Quality, Delivery, Past Due, and Lead-Time and if needed, communicate any comments to your Buyer, Supplier Quality Engineer, or Strategic Supplier Manager.**

We appreciate your commitment working with us to deliver the highest quality products, on time.

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# Performance Assessment

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Quality
Rating
<b>100%</b>
<b>Exceptional</b>

Delivery	
Parts	Line Items In Full
<b>83.3%</b>	<b>85.7%</b>
<b>Unsatisfactory</b>	<b>Unsatisfactory</b>

Delivery (Past Due)	
Days	Quantity
1-29	0
30-59	0
60-89	0
90+	0
<b>Total</b>	<b>0</b>

# Performance Classification

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<b>Exceptional</b>	<b>≥ 98%</b>
<b>Outstanding</b>	<b>≥ 95% - &lt; 98%</b>
<b>Satisfactory</b>	<b>≥ 90% - &lt; 95%</b>
<b>Unsatisfactory*</b>	<b>&lt; 90%</b>

\*All Unsatisfactory ratings must be reviewed with the Buyer for Delivery and/or Supplier Quality Engineer for Quality.

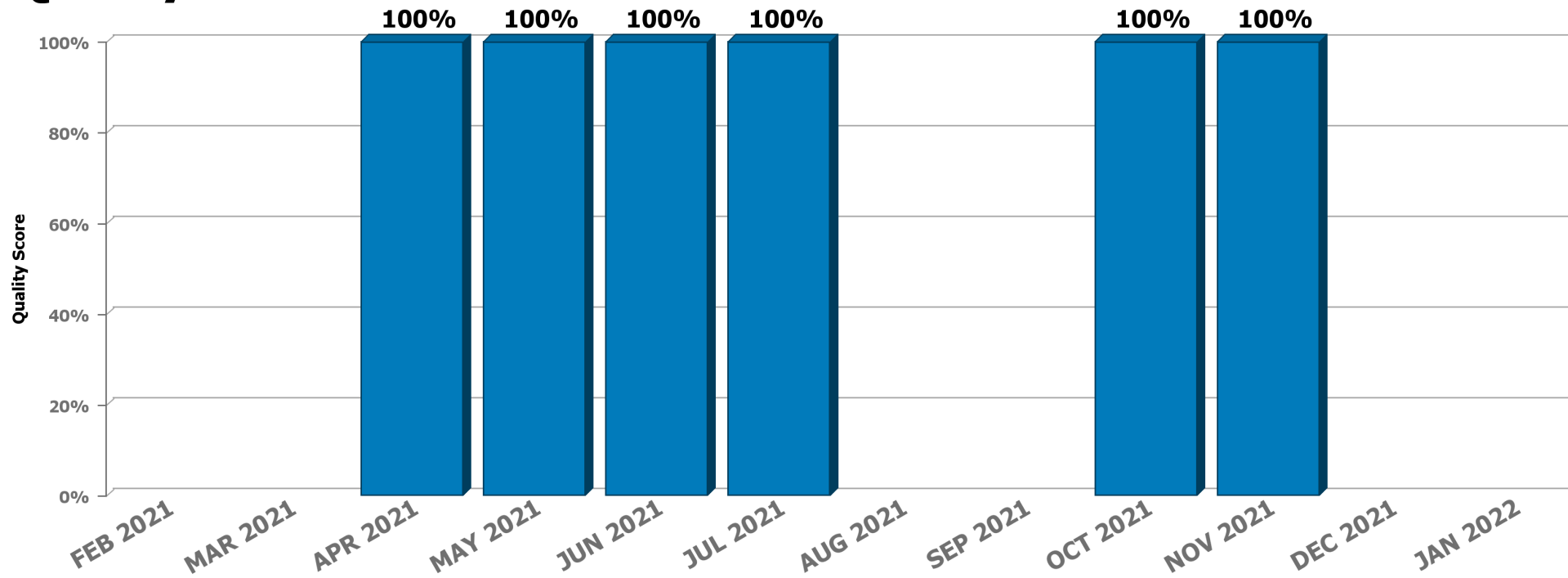
## GA-ASI Contacts

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**Buyers**

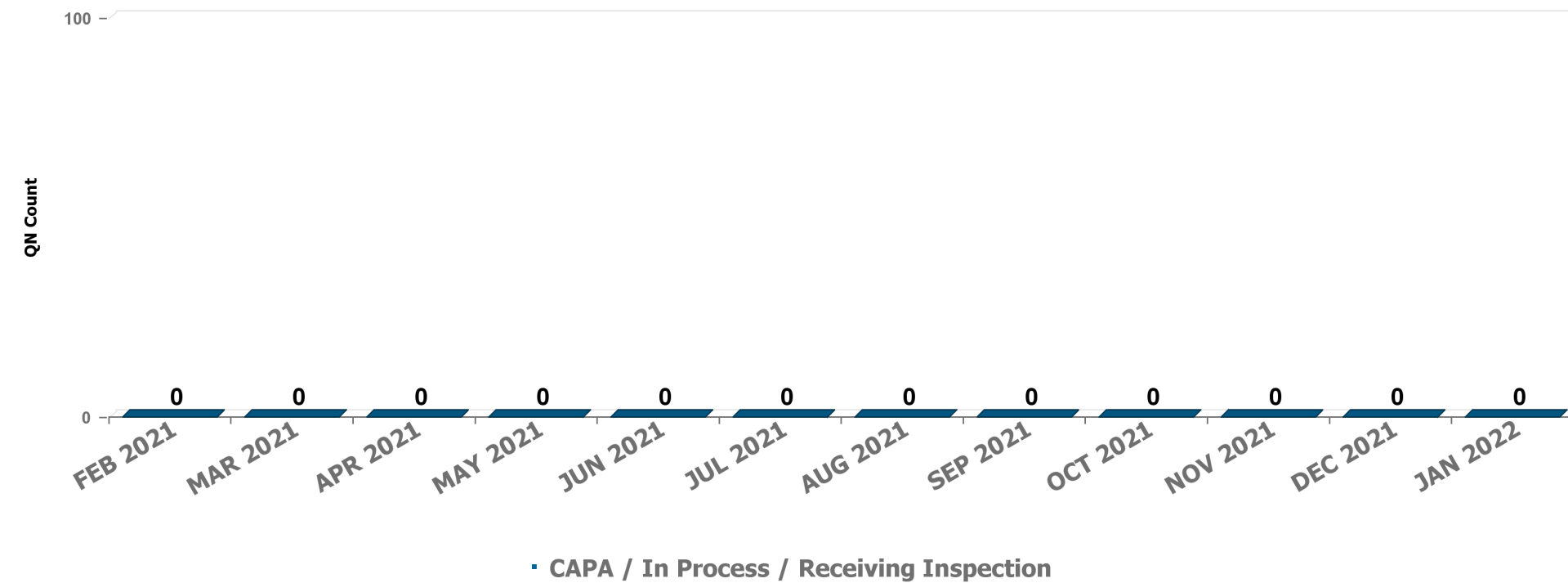
Name	Phone	Email
Mona M. Maryfield	858-879-5377	mona.maryfield@ga-asi.com

## Quality Performance



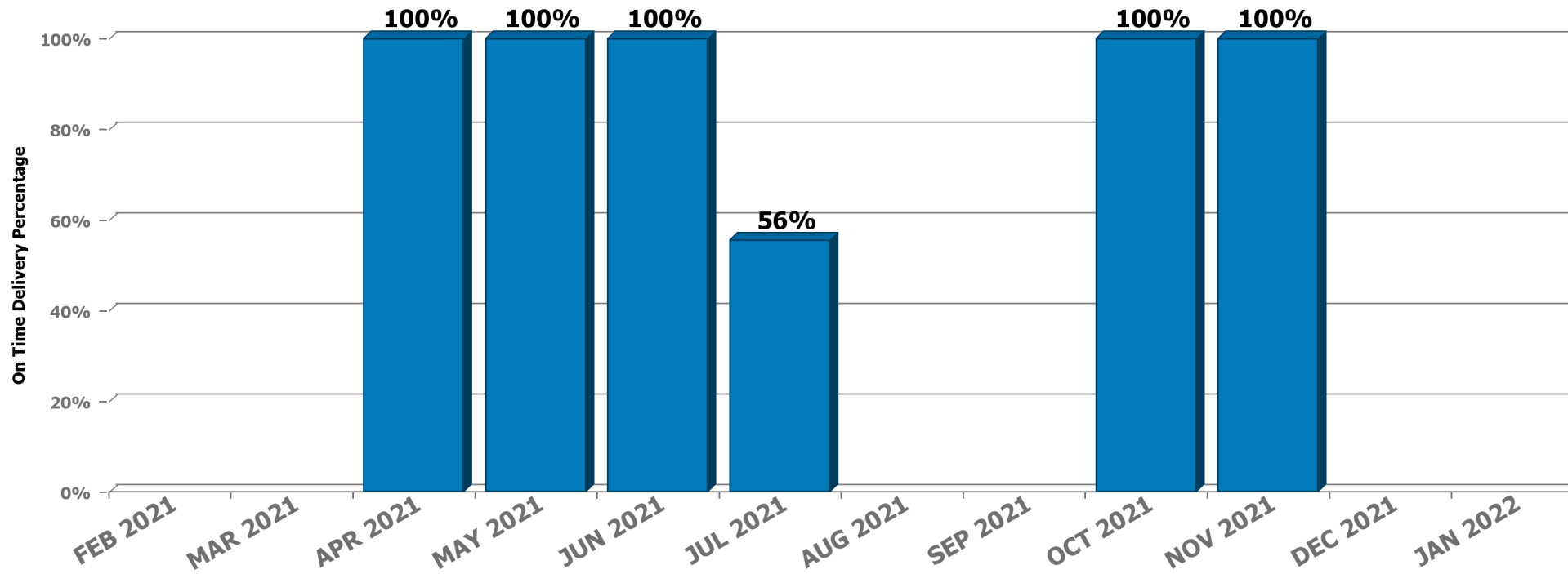
Reporting Period	Quality Performance
FEB 2021	
MAR 2021	
APR 2021	100%
MAY 2021	100%
JUN 2021	100%
JUL 2021	100%
AUG 2021	
SEP 2021	
OCT 2021	100%
NOV 2021	100%
DEC 2021	
JAN 2022	
<b>Overall Quality</b>	<b>100%</b>

## Quality Defect by Type



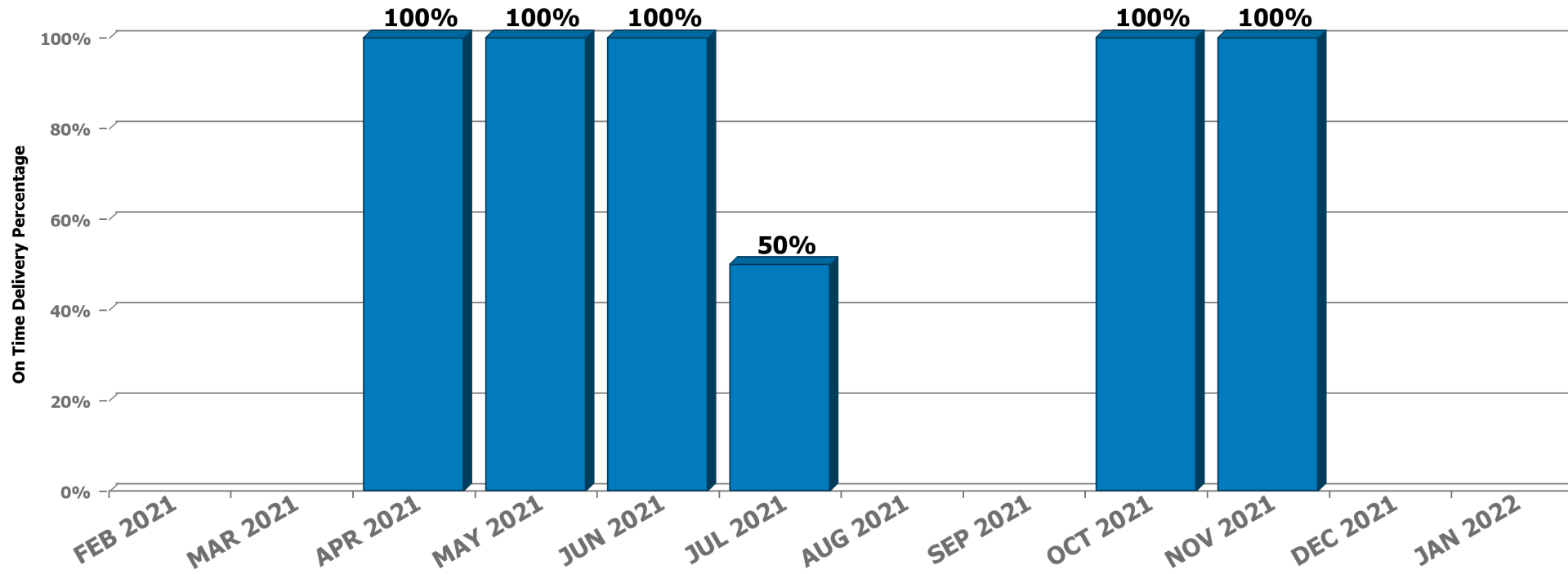
Reporting Period	CAPA	In Process	Receiving Inspection
FEB 2021			
MAR 2021			
APR 2021			
MAY 2021			
JUN 2021			
JUL 2021			
AUG 2021			
SEP 2021			
OCT 2021			
NOV 2021			
DEC 2021			
JAN 2022			
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Delivery Performance - On Time Parts

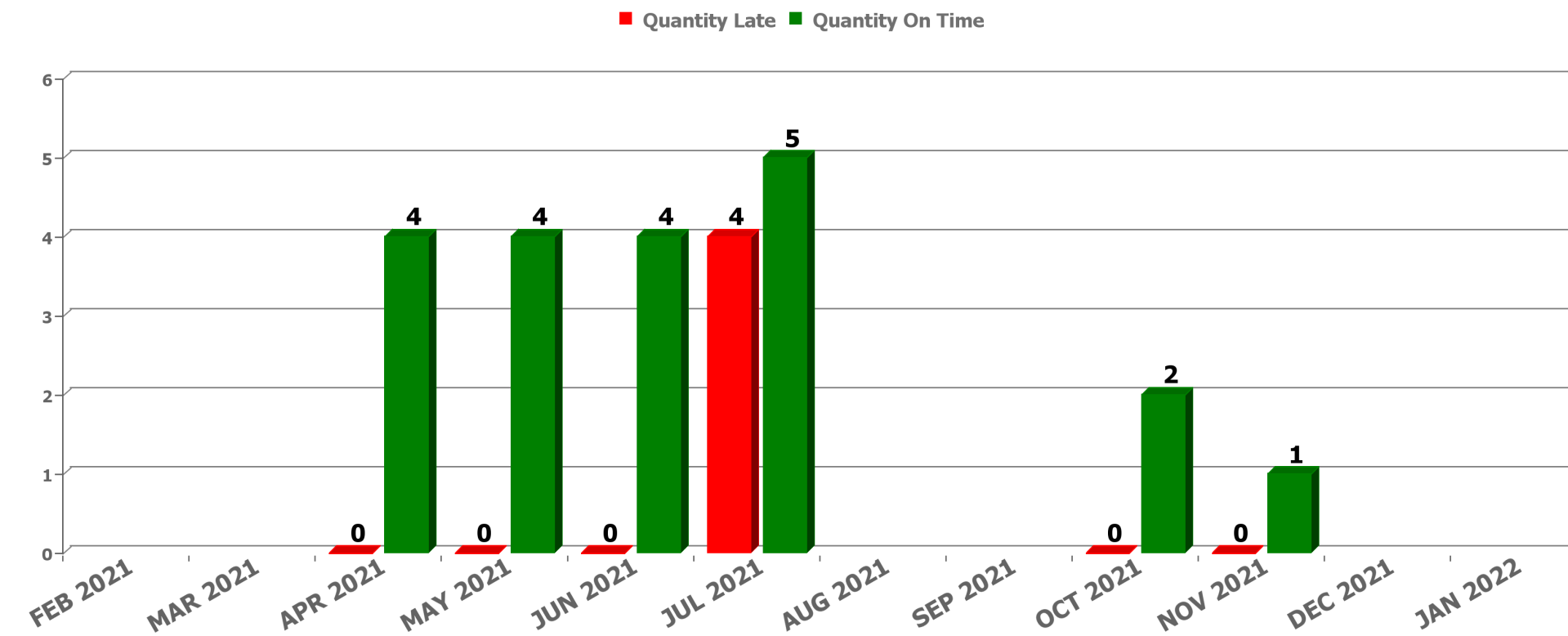


Reporting Period	Delivery Performance
FEB 2021	
MAR 2021	
APR 2021	100%
MAY 2021	100%
JUN 2021	100%
JUL 2021	56%
AUG 2021	
SEP 2021	
OCT 2021	100%
NOV 2021	100%
DEC 2021	
JAN 2022	
<b>Overall Delivery</b>	<b>83.3%</b>

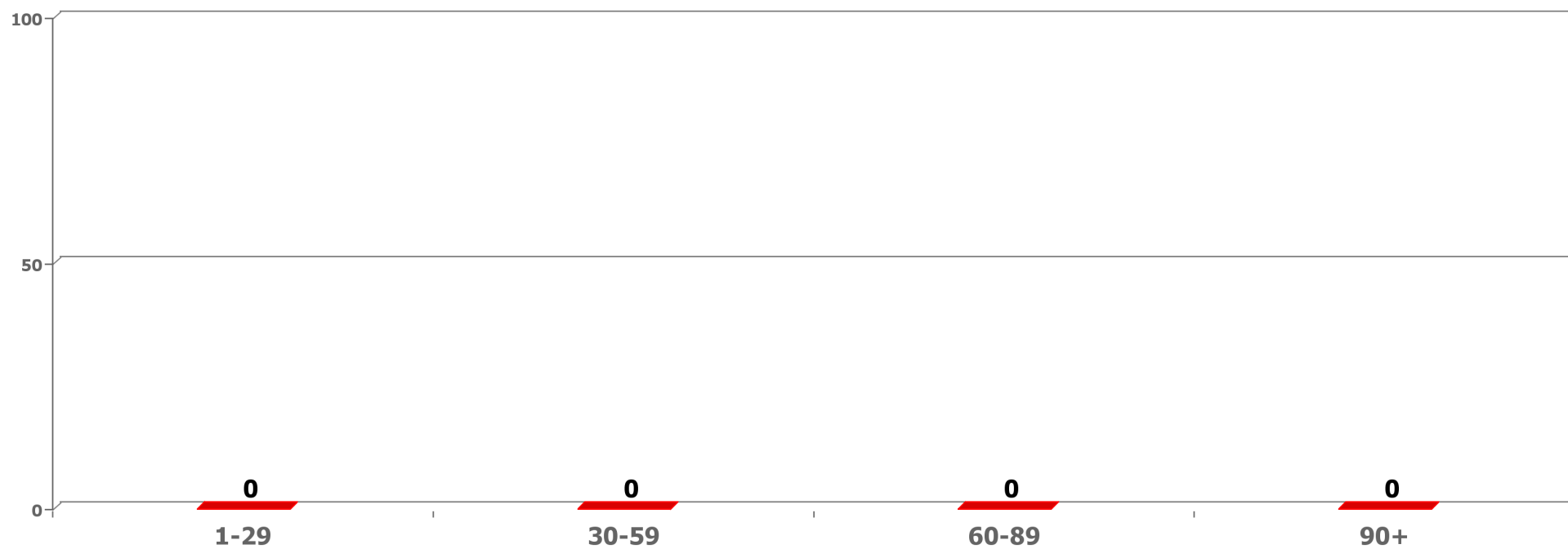
## Delivery Performance - On Time Line Items In Full (OTIF)



Reporting Period	Delivery Performance
FEB 2021	
MAR 2021	
APR 2021	100%
MAY 2021	100%
JUN 2021	100%
JUL 2021	50%
AUG 2021	
SEP 2021	
OCT 2021	100%
NOV 2021	100%
DEC 2021	
JAN 2022	
<b>Overall Delivery</b>	<b>85.7%</b>



Reporting Period	Parts Received Late	Parts Received On Time	Value of Late Deliveries
FEB 2021			
MAR 2021			
APR 2021	0	4	\$0
MAY 2021	0	4	\$0
JUN 2021	0	4	\$0
JUL 2021	4	5	\$21,127
AUG 2021			
SEP 2021			
OCT 2021	0	2	\$0
NOV 2021	0	1	\$0
DEC 2021			
JAN 2022			
<b>Total</b>	<b>4</b>	<b>20</b>	<b>\$21,127</b>



Past Due Grouping	Quantity Past Due	Value of Past Due Parts
1-29	0	0
30-59	0	0
60-89	0	0
90+	0	0
<b>Total</b>	<b>0</b>	<b>\$0</b>

Quantity Past Due

## Purchase Order - Late Receipt

SAP Number	Purchase Order	Line Item	Schedule Line	Part Number	Part Description	Date Received	Contract Due Date	Days Late to Contract	Quantity Received	OTIF Late	Buyer
XXXXXX	4400XXXXX	40	1	XXXXXXX	Part Description	7/15/21	7/2/21	7	4	X	Tiffany Phillips

**Lead Time of Record**

GA-ASI needs accurate lead times to ensure on time customer deliveries. Please review the lead times; email requests for change with rationale to the respective Buyer.

SAP Number	Part Number	Part Description	Lead Time of Record (Calendar Days)	Last Update	Buyer
XXXXXX	XXXXXXX	Part Description XYZ	168	04/29/2020	Tiffany Phillips



# Performance Reporting - Appendix

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## Quality Performance / Rating (Monthly/Annual)

### Quality Score

The Quality Score (%) is the number of weighted QNs normalized by the number of receipts in the period. Overall Quality is a twelve month rolling calculation.

### Weighting Factor

The Weighting Factor is a multiplier against each QN indicating the severity of impact to operations (Low, Medium, High).

## Delivery Performance / Rating (Monthly/Annual)

### On Time - Parts

The Monthly Score (%) is a ratio of parts received on time, in accordance with the PO Contract Date, to the number of total parts received. Overall Delivery is a twelve month rolling calculation.

### On Time Line Items In Full (OTIF)

The Monthly Score (%) is a ratio of receipts made On Time and Full based on the schedule line total quantity, to the number of schedule line receipts.

### Past Due

Past Due summary describes the quantity of parts grouped by days Past Due to the contract date.