



**L3HARRIS**

FAST. FORWARD.

## **SUPPLIER INFORMATION PACKAGE**

## **WELCOME TO L3H SUPPLY CHAIN COLLABORATION PORTAL**

Last updated: Jan 1, 2024

Performance Scorecard updates effective Jan 19, 2024

Use of U.S. DoD visual information does not imply or constitute DoD endorsement.

# Welcome to L3Harris



## Presentation Outline

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# L3Harris Vision and Values



L3Harris is committed to being a company of the highest quality in every aspect of its business activity. This encompasses serving our customers' needs by developing higher quality products, at lower costs, while shortening the product-to-market cycle.

Inherent in that commitment is our goal for satisfying the expectations of stakeholders who have a vested interest in the success of the company. Suppliers are a vital part of our resources.

Our vision as it applies to suppliers is to develop and maintain mutually beneficial partnerships with companies who share our commitment to achieve ever-increasing levels of customer satisfaction through continuing improvements in quality, service, timeliness and cost.

L3Harris Values: Acting with INTEGRITY in all our business dealings, exceeding our customers' expectations through operational EXCELLENCE, and demonstrating RESPECT to all those we interact with, is essential to maintaining a lasting and solid reputation.



# How Suppliers Fit into L3Harris' Business Strategy



L3Harris firmly believes that suppliers can contribute significantly to our ability to exceed our customer expectations.



*Our relationships with suppliers will be sincere and embrace the highest principles of purchasing practice and will focus on developing winning business arrangements that benefit all parties.*



# L3Harris' Expectations for Suppliers



The expectations that we have identified for ourselves are the same set of expectations that we have for our suppliers.

Our expectations are based on:

- Quality: Compliance at all times with customer requirements and maintaining a 99.8% scorecard rating or above
- Delivery: Meeting or exceeding exact product and schedule requirements and maintaining a 99.5% scorecard rating or above
- Cost: Pricing that contains reasonable profit margins with minimum total cost

It is important for suppliers to maintain the level of performance to continue a healthy supplier/partnership relationship with L3Harris. Falling below the quality and delivery expectations could result in a loss of business with L3Harris and new RFQ opportunities.

*Supplier performance in these areas plus a strategy for continuous improvement will allow L3Harris and our suppliers to solve problems together while exceeding customer expectations. L3Harris recognizes the value of having suppliers who are committed to providing quality goods and services in a timely manner.*



# Becoming an L3Harris supplier



L3Harris will initiate an internal process to add a new supplier.

The supplier shall provide supporting documentation as requested:

- Supplier Qualification Form (SQF) SC-01.F4
- Bank Details Form GBS-04.1.F9 (if applicable)
- W-8 or W-9 (two types, [www.irs.gov](http://www.irs.gov))
- Applicable Financial Questionnaire
- Small Business Certifications
- Quality expo contact form H-3318 (SAS only)
- Quality Survey form H-1434-1 (SAS only)
- Other required forms



# Becoming an L3Harris supplier



- Certifications and Representations (Gov't or Commercial)
- [L3Harris Supply Chain Website](#)
- International Traffic in Arms (ITAR) Regulation
  - Manufacturers of defense items and providers of defense services must be registered with the State Department
  - Note: not required for commercial items that have not been designed or modified for a defense purpose
- For more details on the registration process
  - <http://www.pmdtcc.state.gov/registration/index.html>
- L3Harris forms related to the ITAR
  - H-2888 Supplier Export Control Representation
  - H-2888-1 Supplier Export Control Determination



# Payment Terms and ERS

## *Key Discussion Points*

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### *Discussion of payment terms and method of payment*

- ERS (Evaluated Receipt Settlement)
  - Benefits to the supplier
  - No invoicing required when receipt matches the purchase order (PO)
  - Reduction of paper costs
- Electronic Payments (ACH)
  - Benefits to the supplier
  - Direct electronic payment between accounts (L3Harris to supplier)



# L3Harris Quality Clauses



- Q Clauses, quality assurance requirements that the supplier must comply with are specified on the Purchase Order
- SAS/CS Supplier Purchase Orders received via expo contain a hyperlink to the Q-Clause document (H-1999Q) and/or 14-QA-02.560.01, QA-560-01
- For Waco, Greenville and C3ISR: [ISR Terms and Conditions](#)
- For Aeromet: the AQP-125 Q Clauses will be on PO's
- H-1999Q can also be accessed through the following:
  - [L3Harris Supply Chain Website](#) > Quality Requirements; [Q-Clauses H-1999Q](#)
  - Expo Menu > Supplier Quality > [Q-Clauses](#)



# DPAS (Defense Priorities & Allocation Systems) Ratings



A DPAS rated order requires four elements to be considered a DPAS rated order:

1. Rated Orders are identified by a priority rating (DX or DO) and a Program Identification Symbol found in Schedule I of 15 CFR 700:
  - DX-C1 or DO-A1 (EVEN WHEN IT IS FOR A CLASSIFIED ORDER, THE ISSUING GOVERNMENT AGENCY SHALL PROVIDE A PROGRAM IDENTIFIER)
2. Required delivery date(s)
3. Certification Statement:
  - This is a rated order certified for national defense use, and you are required to follow all the provisions of the Defense Priorities and Allocations System regulation (15 CFR Part 700).
4. Acceptance by written signature on a manually placed order, or the digital signature or name on an electronically placed order



# How does DPAS work?



- Among DPAS rated orders,
  - DX rated orders take preference over DO rated orders
  - Program identification symbols do not indicate any priority
- Rated orders must receive preferential treatment
  - A person must accept and fill a rated order for items that the person normally supplies
  - The existence of previously accepted unrated or lower rated orders is not sufficient reason for rejecting a rated order
  - Persons are required to reschedule unrated orders if they conflict with performance against a rated order, as rated orders take preference over all unrated orders
  - Similarly, persons must reschedule DO rated orders if they conflict with performance against a DX rated order.
- All rated orders must be scheduled to the extent necessary to ensure delivery by the required delivery date.
- This provision ensures that suppliers will give priority treatment to rated orders from contractor to subcontractor to suppliers throughout the procurement chain.



# How does DPAS work (continued)?



## 15 CFR 700.13 Acceptance and rejection of rated orders

### • Mandatory Acceptance

- Except when there is a mandatory rejection, a person shall accept every rated order received
- Must fill such orders regardless of any other rated or unrated orders that have been accepted
- Cannot discriminate against rated orders in any manner such as by charging higher prices or by imposing different terms and conditions

### • Mandatory Rejection

- Unless otherwise directed by Commerce, a person shall not accept a rated order for delivery on a specific date if unable to fill the order by that date.
- However, the person must inform the customer of the earliest date on which delivery can be made and offer to accept the order on the basis of that date.
- Scheduling conflicts with previously accepted lower rated or unrated orders are not sufficient reason for rejection under this section.
- A person shall not accept a DO rated order for delivery on a date which would interfere with delivery of any previously accepted DO or DX rated orders. However, the person must offer to accept the order based on the earliest delivery date otherwise possible.



# Supplier Responsibilities for DPAS Rated Orders



For a DPAS Rated Order a written acknowledgement either accepting or rejecting must be within the following timeframe to the L3Harris buyer:

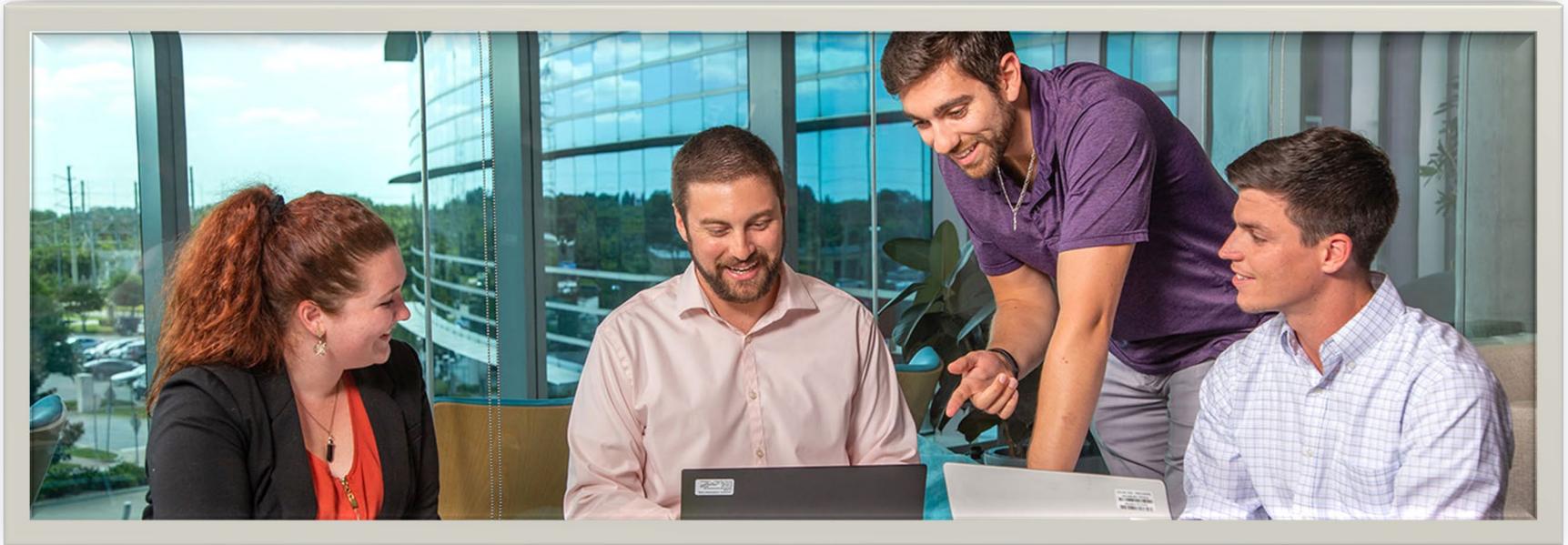
1. Acknowledgement accepting the DPAS rated order within the following timeframe:
  - DX Rated Order: 10 WORKING DAYS
  - DO Rated Order: 15 WORKING DAYS
2. Receive an acknowledgement rejecting the DPAS rated order within the following timeframe:
  - DX Rated Order: 5 WORKING DAYS
  - DO Rated Order: 10 WORKING DAYS



# Receiving Shipments



- Supplier should maintain accurate shipping and delivery dates
- Maintain accurate dock dates
  - Receiving hours are 7 a.m. – 4:30 p.m.
  - Receiving processes all material received on the day it is delivered





<https://supplychain.l3harris.com>

**L3HARRIS**  
expo Menu Login Need Help?

**expo**  
**SUPPLIER COLLABORATION**  
**PORTAL**

**Our Suppliers Matter**  
Connecting with our suppliers is better than ever with our award-winning supplier portal, expo.

Expo Capabilities include:

- Supplier Performance Scorecard
- Open Purchase Order Management
- Quoting Collaboration
- Advanced Shipment Notification
- Purchase Order Acknowledgement
- Engineering Collaboration and Discovery
- And More!

**Supplier Login**

username  
password

**LOGIN**

[Forgot Password?](#)

**L3Harris Employee Login**

**L3HARRIS SINGLE SIGN ON**

[Click here if you are having trouble logging in.](#)

Remember my login choice

**Links**

- [View Supplier User Agreement](#)
- [Prospective Suppliers](#)
- [Supply Chain](#)

Any problems or issues with your expo account can be directed to:

For all user accounts: [ExpoAdmin@L3Harris.com](mailto:ExpoAdmin@L3Harris.com)

# expo / Users Guide



- The expo Portal Supplier Collaboration User Guide can be found in the Document List
- Search 'Title' for 'guide'

Procurement	Supplier Quality	Supplier Performance	Supply Chain Tools	Help
<ul style="list-style-type: none"><li>&gt; PO Tracking</li><li>&gt; Document List</li><li>&gt; Quotes</li></ul>	<ul style="list-style-type: none"><li>&gt; Supplier Quality Guide</li><li>&gt; SCARs</li><li>&gt; SSRs</li><li>&gt; Supplier Assessment</li><li>&gt; SAS Special Processors</li></ul>	<ul style="list-style-type: none"><li>&gt; Your Supplier Scorecard</li><li>&gt; Subcontract Scorecards</li></ul>	<ul style="list-style-type: none"><li>&gt; Document List</li></ul>	<ul style="list-style-type: none"><li>&gt; Expo Help</li></ul>

**L3HARRIS**

expo Menu > Procurement > Document List

+ Add New File   ✖ Delete File(s)   Create SSR

My Files   **Public Files**

	Title	Description
<input type="checkbox"/>	<input type="text" value="guide"/>	
<input type="checkbox"/>	<a href="#">SCAR Guide - Suppliers.pptx</a>	Supplier SCAR Guideline
<input type="checkbox"/>	<a href="#">PUR-008.docx</a>	L3Harris Production Part Approval Process Guide
<input type="checkbox"/>	<a href="#">2022Expo Portal Supplier User Guide.docx</a>	Expo Portal Supplier User Guide
<input type="checkbox"/>	<a href="#">10075-3300 REV D.docx</a>	COMPONENT AND PACKAGING BARCODE GUIDELINES
<input type="checkbox"/>	<a href="#">L3Harris Cross Reference Guide.pptx</a>	L3Harris Cross Reference Guide
<input type="checkbox"/>	<a href="#">HPS VC TRAINING GUIDE 5-18-11</a>	HPS Supplier Training Guide for VC Parts



# expo / Workmanship Specifications



- Workmanship specifications (callout in drawings notes) are in the [expo-Procurement-Document List](#)
- To access the file using the Quick Link:
  - Click on Document List in the Procurement box
  - Click on the Public Files tab.
  - Locate the Document # in the “Title” column.

L3HARRIS  
expo Menu > Notices and Quick Links

Procurement	Supplier Insight	Supplier Performance	Supplier Quality	Accounts Payable
<ul style="list-style-type: none"><li>&gt; Purchase Orders</li><li>&gt; PO Tracking</li><li>&gt; <b>Document List</b></li><li>&gt; Quotes</li></ul>	<ul style="list-style-type: none"><li>&gt; Supplier Assessment</li><li>&gt; Document List</li></ul>	<ul style="list-style-type: none"><li>&gt; Scorecard</li><li>&gt; Subcontracts</li></ul>	<ul style="list-style-type: none"><li>&gt; Supplier Quality Manual</li><li>&gt; Q-Clauses</li><li>&gt; IPR (Problem Reports)</li><li>&gt; SCARs</li><li>&gt; SSRs</li><li>&gt; Supplier Assessment</li><li>&gt; Approved Special Processors</li></ul>	<ul style="list-style-type: none"><li>&gt; Receipts and Invoices</li></ul>

The path will always be visible on the top menu bar.

L3HARRIS  
expo Menu > document\_list  
Current User: Cindy Supplier [Logout]

Add New File X Delete File(s)

My Files **Public Files**

	Title	Description	Part Number	Part Revision	Purchase Order	Date Updated	Comment	Project Authorization	Type
<input type="checkbox"/>	<a href="#">Harris.zip</a>	9-11-19 Harris Cross Reference				9/11/2019 8:31:31 AM			SUPPLIERNET
<input type="checkbox"/>	<a href="#">expo_newsletter_august_2019_external.pdf</a>	August Expo Newsletter for Suppliers				8/29/2019 5:32:07 PM			SUPPLIERNET





## expo Document List

- Upload data and documentation to expo >Supplier Insight>Document List area
- Link to [Supplier Instructions on expo Portal-Document List](#) area
- Instructions on uploading the pertinent and required data/documentation are in the “Public Files” area. Search for “Document List – Supplier Instructions” in the title field.
- This is a direct Link to [Document List – Supplier Instructions](#)

## Q-75 (QC-1980) Electronic Data Upload Requirements

- The electronic data requirement will be flowed down in the [L3Harris Quality Clauses](#) as Q-75 (QC-1980), but the supplier at any time can select to use the electronic data submission for all required documentation.
- Documentation provided on digital media does not have to be uploaded to the L3Harris expo Supplier Document List.





## [L3Harris expo Supply Chain Portal Link](#)

### Instructions:

- Click on “Accounts Payable” then “Receipts and Invoices”
- Use the search box to search and filter by P.O. number, invoice number, etc.
- To search for an invoice number or a P.O. number, the supplier is required to use the “invoices” hyperlink located on the invoice

To request access to payment tracking please notify “GSS Customer Support” at:

E-Mail: [APCustomerService@L3Harris.com](mailto:APCustomerService@L3Harris.com)  
L3Harris Accounts Payable

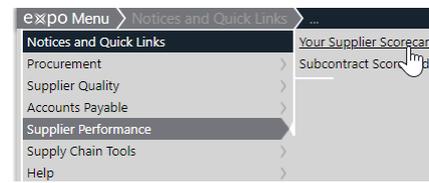
# expo / Supplier Rating System



- Supplier assessments survey data are used as a method of determining the supplier's quality system acceptance and identifying system weaknesses. The survey data is not part of the supplier's numerical rating but is used during evaluation of the supplier's quality system.
- The Supplier Rating System in expo Supplier Scorecard collects and processes quality and delivery performance data from all suppliers of material intended for use by L3Harris programs engaged in the production and delivery of contractual end items.
- The quality and schedule performance data is gathered from 6 months of procurement activity; numerical ratings are based on delivery performance of material, rejection reports, and supplier response to SCARs.
- Supplier ratings are updated nightly and published through the L3Harris Supplier Scorecard- expo.



# expo / Supplier Scorecard

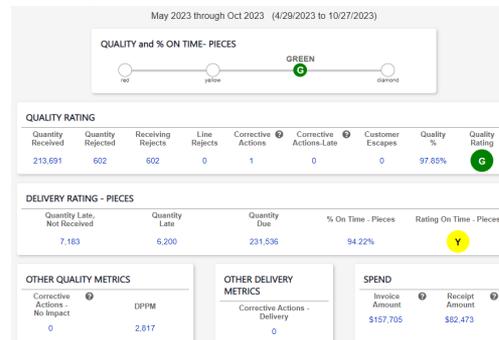


- The supplier can review their performance ratings in expo by using the [expo Supplier Scorecard](#)
- Your company name will appear. If you are set up with multiple L3Harris divisions, you'll see multiple scorecards. You may view each one individually by selecting the company name, or by selecting 1+ checkboxes and selecting 'View Scorecard for Selected Suppliers'. Viewing multiple together will consolidate the scores together allowing you to view defect detail in one screen for all divisions you are set up with.

View Scorecard for Selected Suppliers | Export to Excel

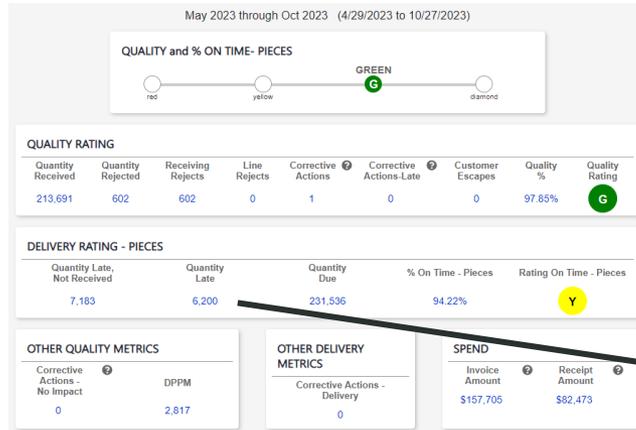
<input type="checkbox"/>	Name ▲	Standard Name	Supplier Id	Standard Supplier Id	Unit	6 Month Overall Rating - Pieces	6 Month Quality Rating	6 Month Delivery Rating
<input type="checkbox"/>	[Redacted]	[Redacted]	050	[Redacted]	Unite	Green	Diamond	Red
<input type="checkbox"/>	[Redacted]	[Redacted]	38097	[Redacted]	Defense Comm	Green	Diamond	Red
<input type="checkbox"/>	[Redacted]	[Redacted]	380	[Redacted]	Global Comm	Yellow	Green	Red
<input type="checkbox"/>	[Redacted]	[Redacted]	3184C	[Redacted]	Maritime Power and Energy Systems	Green	Diamond	Red

- Once you select your company's name/View Scorecard, the following screen will appear.



To be added to other divisions, open your profile and select 'Request Division', choose 1+ divisions that are on the scorecard, select 'Update'. Alternatively, contact your local L3H buyer and request to be added to that divisions' scorecard.

# expo / Supplier Scorecard (Continued)



To view details, click specific metric value. Once selected, the screen below appears. Here you can view the details behind the metric shown on the previous page.

Each tab provides its own level of granularity. At the left above the colors, you'll see multiple tabs to view additional detail: Overall, Quality, Delivery, DPPM, Spend. Each of these have their own detail views that appear in the grid below the color legend.

L3HARRIS

Supplier Performance > Your Supplier Scorecard

Last 6 Complete Periods (4/29/2023 to 10/27/2023)

Overall Quality Delivery DPPM Invoices

Delivery Formula

$$1 - \left( \frac{9,356,924 \text{ (Late, Not Received)} + 148,786 \text{ (Received Late)}}{107,063,068 \text{ (Due)}} \right) = 91.12\% \text{ (On Time Rating)}$$

Delivery Legend			Delivery Metric Definitions	
% On Time	Score	Rating	Metric	Definition
99.5% to 100%	4	Diamond	Late, Not Received	Quantity of parts past due, still not received by L3Harris.
97% to 99.5%	3	Green	Received Late	Quantity of parts received after the purchase order required due date.
92% to 97%	2	Yellow	Due	Total parts due for the given period, received or not. This count is taken before considering returns.
< 92%	1	Red	% On Time	Categorized ranking based on ratio of late part receipts to total due. See rating legend for more info.

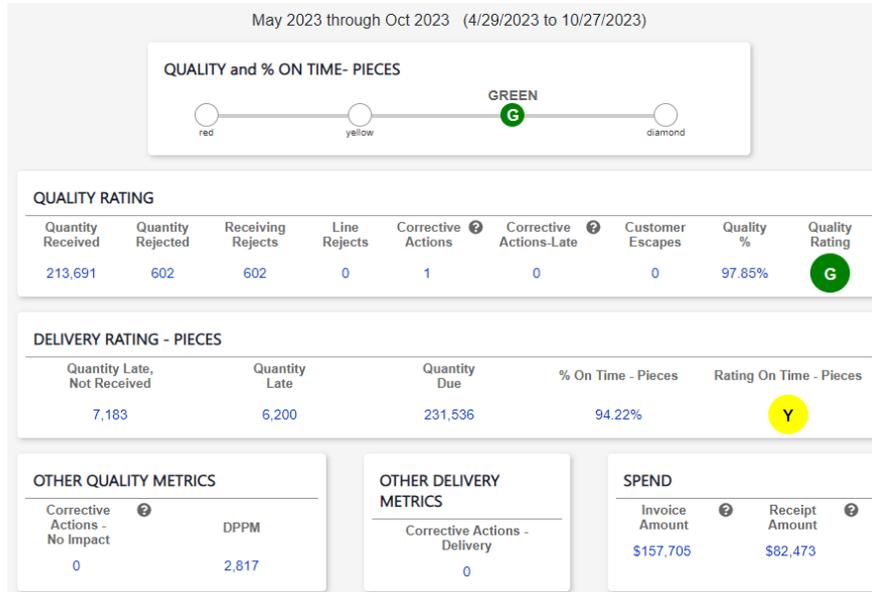
Overall Quality **Delivery** DPPM Invoices

Receipt #	Receipt Line	PO #	PO Line	Part #	Part Description	Received Qty	Unit Price	Extended Price	Due Date	Receipt Date
2647564	1		142			271	\$4.13	\$1,119.23	05/09/2023	05/15/2023
2647961	1		1			60	\$47.43	\$2,845.80	05/05/2023	05/16/2023
2792450	3		003			2	\$3,387.63	\$6,775.26	05/15/2023	05/19/2023
2792456	4		004			8	\$3,387.63	\$27,101.04	05/15/2023	05/19/2023
2649278	1		6			7	\$83.60	\$585.20	05/15/2023	05/24/2023
2649344	1		56			82	\$17.39	\$1,425.98	05/17/2023	05/24/2023

Late, Not Received Received Late **Due**



# expo / Overall Formula



Overall Rating	
Score	Rating
4	Diamond
3	Green
2	Yellow
1	Red

## Overall Score

60% Quality + 40% OTD

## Rounding for Overall Scores

Scores rounded down < .5 mark

Scores are rounded up > .5 mark

*Example:*

Quality = Red (1) + OTD = Diamond (4)

$$(1 * .60) + (4 * .40) = 2.2$$

2.2 rounded down (it is less than 2.5)

2 = Yellow Overall Score

Quality Legend		
Quality %	Score	Rating
99.8% to 100%	4	Diamond
96.5% to 99.8%	3	Green
94.0% to 96.5%	2	Yellow
< 94.0%	1	Red

Delivery Legend		
% On Time	Score	Rating
99.5% to 100%	4	Diamond
97% to 99.5%	3	Green
92% to 97%	2	Yellow
< 92%	1	Red

**For Quality:**  
 if (score < 94%) = 1 Red  
 if (score < 96.5%) = 2 Yellow;  
 if (score < 99.8%) = 3 Green;  
 if (score >= 99.8%) = 4 Diamond;

**For Delivery:**  
 if (score < 92%) = 1 Red  
 if (score < 97%) = 2 Yellow;  
 if (score < 99.5%) = 3 Green;  
 if (score >= 99.5%) = 4 Diamond;



# expo / Supplier Scorecard Quality Formula



Quality information on the system includes problem reports, corrective actions (all, late), SCAR penalty points, customer escapes resulting in a quality percent of received material.

Quality Legend			Quality Formula										
Quality %	Score	Rating											
99.8% to 100%	4	Diamond	(55, 55	(	1,017	+	64	) /	51,554	) =	1.153		
96.5% to 99.8%	3	Green	(10, 1		Corrective Actions	/	1	) =	2.000		2.000		
94.0% to 96.5%	2	Yellow	(10, 2		Corrective Actions Late	/	1	) =	8.000		8.000		
< 94.0%	1	Red	25, 10	(	1	·	Aging Factor*	) /	1	) =	5.000		
			1 - (	1.153	+	2.000	+	8.000	+	5.000	) =	83.85%	Red
				Reject Penalty Points		SCAR Penalty Points		Late SCAR Penalty Points		Customer Escape Penalty Points		Total Quality % Points	Rating

Quality Metric Definitions	
Metric	Definition
<b>Receiving Rejects</b>	Quantity of defective units found by L3Harris during receiving inspection.
<b>Line Rejects</b>	Quantity of defective units found by L3Harris during manufacturing process.
<b>Quantity Received</b>	Total parts received, for comparison with quantities rejected during receiving inspection and manufacturing. This number does not subtract parts that L3Harris returned. ('return' is different than 'reject'.) If L3Harris received 10 parts and 'returned' 1, "Quantity Received" is still 10. The individual receipts in the supporting details might show negative quantities for returns, but these quantities are not aggregated together with the positive values.
<b>Corrective Actions</b>	Corrective Actions with notable, negative impact to L3Harris business. This is the total number of Corrective Actions that are configured to impact the scorecard.
<b>Corrective Actions Late</b>	Corrective Actions where a supplier response was not received by the response due date.
<b>Customer Escapes</b>	Count of defects that were found by L3Harris customers after L3Harris product shipment. Each escape defect is counted once regardless of quantity of units impacted.
<b># of Suppliers</b>	In cases where scoring is performed over sets of multiple suppliers, the supplier count measure is used to average the penalty points across all suppliers in the set. (Ignore this measure for single supplier scoring.)
<b>Total Quality % Rating</b>	Categorized ranking based on accumulated penalty points. See rating legend for more info.

Any supplier below 96.5% quality will require a supplier performance waiver for purchases

# expo / Supplier Scorecard Quality Formula



max penalty points

multiplier

Last 6 Complete Periods ( 4/1/2023 to 9/29/2023 )

max penalty points		multiplier		Quality Formula		Result	
max 55	55*	4	124	( Receiving Rejects + Line Rejects ) /	63,727	Quantity Received	= 0.110 Reject Penalty Points
max 10	1*	2		( Corrective Actions ) /	1	Suppliers	= 2.000 SCAR Penalty Points
max 10	2*	1		( Corrective Actions Late ) /	1	Suppliers	= 2.000 Late SCAR Penalty Points
max 25	10*	1		( Customer Escapes * Aging Factor* ) /	1	Suppliers	= 5.000 Customer Escape Penalty Points

1 - (	0.110	+	2.000	+	2.000	+	5.000	) =	90.89%	Red
	Reject Penalty Points		SCAR Penalty Points		Late SCAR Penalty Points		Customer Escape Penalty Points		Total Quality % Points	Rating

- Receiving and Line Rejects
- One penalty point is assessed for being issued a SCAR, two for Late SCAR
- Customer Escapes - each month that passes after the escape occurrence, the penalty points are reduced by a factor of 1/6. Penalty reduces month to month and after six months, the escape penalty no longer applies

## Customer Escape Penalties by Age

Period	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	Total
Escape Count	0	0	1	0	0	0	1
Remaining Impact Multiplier	· 1/6	· 2/6	· 3/6	· 4/6	· 5/6	· 6/6	
Effective Escapes	= 0	= 0	= 0.5	= 0	= 0	= 0	0.5

## Customer Escape Formula after Aging Factor Applied

min( 25 ,	10 ·	0.5	/	1	) =	5.000
	Effective Escapes			Suppliers		Customer Escape Penalty Points

## Quality Legend

Quality %	Score	Rating
99.8% to 100%	4	Diamond
96.5% to 99.8%	3	Green
94.0% to 96.5%	2	Yellow
< 94.0%	1	Red

# expo / Supplier Scorecard Delivery Formula



Delivery percent is calculated based on

- Total Pieces Late and Not Received,
- Total Pieces Received Late
- Total Pieces Due

Delivery Formula							
1 - (	<b>37</b> Late, Not Received	+	<b>0</b> Received Late	) /	<b>1,176</b> Due	= <b>96.85%</b> On Time	<b>Yellow</b> Rating

Delivery Legend		
% On Time	Score	Rating
99.5% to 100%	4	Diamond
97% to 99.5%	3	Green
92% to 97%	2	Yellow
< 92%	1	Red

Delivery Metric Definitions	
Metric	Definition
<b>Late, Not Received</b>	Quantity of parts past due, still not received by L3Harris.
<b>Received Late</b>	Quantity of parts received after the purchase order required due date.
<b>Due</b>	Total parts due for the given period, received or not. This count is taken before considering returns.
<b>% On Time</b>	Categorized ranking based on ratio of late part receipts to total due. See rating legend for more info.

- The supplier performance scorecard is based on 'pieces' (instead of lots/po lines)
- As previously stated, the expectations that we have for our suppliers are that they meet or exceed exact product and schedule requirements while maintaining a 99.5% scorecard rating or above

Any supplier below 92% delivery will require risk mitigation for purchases





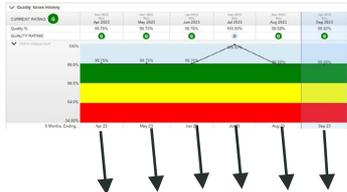
# expo / Supplier Scorecard 6-month History 'Trends' (Continued)



- View Six 6-month snapshots, and individual months transactions
- Hover over trend columns to view data for each 6-month snapshots
- Click a column to 'pin' the data below.
- Click the data table values to drill into the data details.



## DETAILED DRILL THROUGH & 6-MONTH SNAPSHOTS



Period	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	6 Month Totals
Parts Received	16,597,350	15,749,617	23,661,268	17,786,882	18,170,309	25,561,094	117,526,520
Quantity Rejected	1,200	0	0	0	2,991	0	4,191
Receiving Rejects	200	0	0	0	0	0	200
Line Rejects	1,000	0	0	0	2,991	0	3,991
Corrective Actions - Impact	0	0	0	0	0	0	0
Corrective Actions - Late	0	0	0	0	1	0	1
Customer Escapes	0	0	0	0	0	0	0
Other Quality Metrics							
Corrective Actions - Total	0	0	0	0	1	0	0
DPPM	72	0	0	0	165	0	36

Period	Apr 23	May 23	Jun 23	Jul 23	Aug 23	Sep 23	6 Month Totals
Late, Not Received	46,061	524,759	2,439,047	2,113,631	2,516,018	1,181,224	8,820,740
Received Late	51,414	21,648	52,738	30,251	38,813	204	195,068
Due	15,666,561	13,185,386	26,960,303	18,763,485	18,857,801	25,105,324	118,538,857
% On Time - Pieces	99.38%	95.86%	90.76%	88.57%	86.45%	95.29%	92.39%

Receipt #	Receipt Line	PO #	PO Line	Part #	Part Description	Received Qty	Unit Price	Extended Price	Due Date	Receipt Date	All Qty Received?
	1			MCKT.DGTL-LIN			\$270.82	\$812.46	08/31/2023	09/12/2023	N
	1			CABLE ASSY CONTROL W4			\$14.24	\$85.44	08/31/2023	09/13/2023	N
	1			CABLE ASSY CREW STATION TO HEADSET			\$118.95	\$11,181.30	09/01/2023	09/21/2023	N
	1			CABLE ASSY CREW STATION TO HEADSET			\$118.95	\$11,895.00	09/01/2023	09/21/2023	N

## EXPORT SUMMARY MONTHLY METRIC VALUES



6 Month History [Excel Export]

The charts below show the history of the 6-Month score clicking on a specific month.

Monthly Date	28,122,177	17,725,754	17,149,805	20,279,138	21,717,876	16,997,350	15,749,617	23,661,268	17,786,882	18,170,309	25,561,094	0
Parts Received	1,288	21,089	35,124	136,002	29,942	48,061	524,759	2,439,047	2,113,631	2,516,018	1,181,224	880,788
Late, Not Received	66,136	213,037	107,210	376,933	37,024	55,424	21,648	52,738	30,251	38,813	204	0
Received Late	29,859,059	14,284,465	16,640,399	16,342,883	19,411,237	15,666,561	13,185,386	26,960,303	18,763,485	18,857,801	25,105,321	4,200,788
Due	160	0	0	0	1	200	0	0	0	0	0	0
Receiving Rejects	0	0	1	0	0	1,000	0	0	0	2,991	0	0
Line Rejects	0	0	0	0	0	0	0	0	0	0	0	0
Customer Escapes	309,412	219,932	76,200	114,462	132,205	144,151	122,556	54,556	87,665	178,958	94,745	128,520
Total Rejects	4,307	2,874	1,347	1,659	1,811	3,014	1,800	826	1,356	2,804	1,316	1,958
DPPM	0	0	0	0	0	0	0	0	0	0	0	0
Corrective Actions - Non-impact	0	0	0	0	0	0	0	0	0	0	0	0
Corrective Actions - Impact	0	0	0	0	0	0	0	0	0	0	0	0
Corrective Actions - Late	0	0	0	0	0	0	0	0	0	0	0	0
Start Date	10/29/2022	11/26/2022	12/31/2022	1/26/2023	2/25/2023	4/1/2023	4/29/2023	5/27/2023	7/0/2023	7/29/2023	8/26/2023	9/30/2023
End Date	11/25/2022	12/30/2022	1/27/2023	2/24/2023	3/31/2023	4/28/2023	5/26/2023	6/30/2023	7/28/2023	8/25/2023	9/29/2023	10/27/2023
Period Label	2022 Nov	2022 Dec	2023 Jan	2023 Feb	2023 Mar	2023 Apr	2023 May	2023 Jun	2023 Jul	2023 Aug	2023 Sep	2023 Oct

# expo / Supplier Scorecard Current Month Tab



- Current Month tab allows you to track ongoing transactions in the current period that are not yet part of the 6-month history
- **IMPORTANT:** Data on the Current Month page represents an incomplete period and therefore the reader should not interpret the color ratings as the supplier's 6 month rolling performance

PO #	PO Line	Part #	Part Description	Qty Ordered	Due Date	Quantity Open
					10/09/2023	12000.00000000
					10/09/2023	483000.00000000
					10/09/2023	72000.00000000
					10/06/2023	25.00000000
					10/03/2023	15000.00000000
					09/25/2023	57000.00000000

12 MONTH SUMMARY | 12 MONTH HISTORY | **CURRENT MONTH** | FISCAL YEAR TO DATE | PREVIOUS FISCAL YEAR

Nov 2023 (10/28/2023 to 11/24/2023)

QUALITY and % ON TIME - PIECES

red yellow **GREEN** diamond

QUALITY RATING

Quantity Received	Quantity Rejected	Receiving Rejects	Line Rejects	Corrective Actions	Corrective Actions-Late	Customer Escapes	Quality %	Quality Rating
0	0	0	0	0	0	0	100.00%	D

DELIVERY RATING - PIECES

Quantity Late, Not Received	Quantity Late	Quantity Due	% On Time - Pieces	Rating On Time - Pieces
1,984,601	0	4,521,626	56.11%	R

OTHER QUALITY METRICS

Corrective Actions - No Impact	DPPM
0	NaN

OTHER DELIVERY METRICS

Corrective Actions - Delivery
0

SPEND

Invoice Amount	Receipt Amount
\$0	\$0

Drill through any datapoint to review details



## Note to Suppliers

A Supplier Support Request (SSR) is required for each shipment where approval to a deviation to a contractual requirement is needed.

If the Supplier has opened any SSRs requiring information, review, deviation and/or approval to L3Harris' contractual requirements, those SSRs shall be approved prior to delivery of product to L3Harris.

All SSRs are specific to a single part number, quantity, purchase order number, and purchase order line item. The same SSR shall not be referenced for any other purchase order number and line item.

Requests shall be submitted to L3Harris on a Supplier Support Request (SSR) through the expo Portal.



# expo – Creating a Supplier Support Request (SSR)

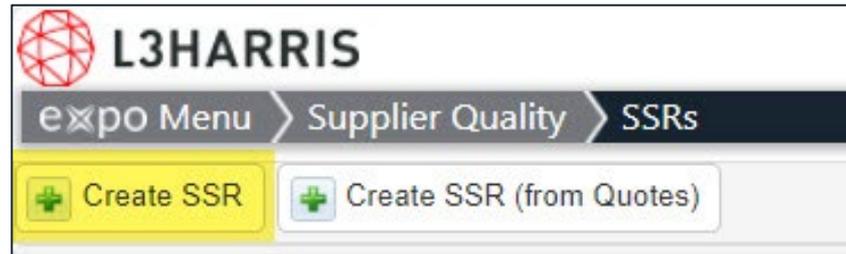


- Once logged into expo go to Supplier Quality Quick Link Box:

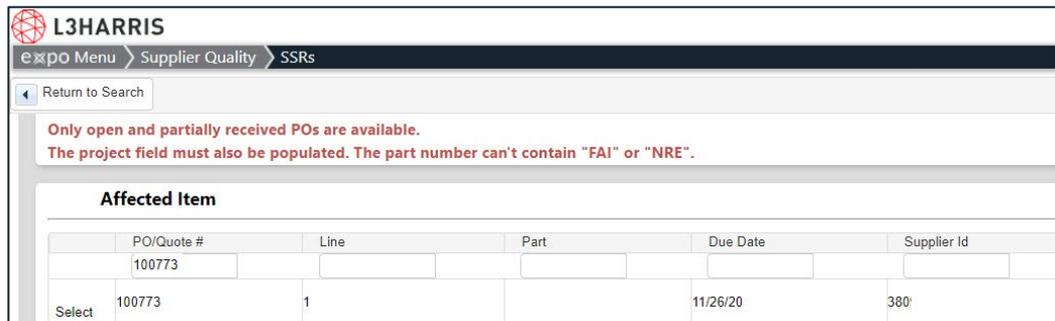
- Select SSRs



- Select Create SSR



- Scroll down to choose correct PO# or enter PO# and hit enter
  - Find the correct part and click Select.



# expo – SSR

## (Supplier Support Request)

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### SSR (Supplier Support Request)

- Support request based on when a supplier requires information (SIR) prior to product/parts being manufactured or for a deviation (SDR) to L3Harris contractual requirements.
- All SSR's are specific to a single part number, quantity, PO number and PO line item. Change SSR to SIR or SDR as needed.
- **The same SSR shall not be referenced for any other PO number and PO line item**

[Supplier Support Request \(SSR\) Link](#)

### Different types of SSRs are:

- SIR (Supplier Information Request)
- SDR
- FAI
- APQP
- SCN



# expo – SIR

## (Supplier Information Request)



- SIR (Supplier *Information* Request)
  - Information request for a print change or clarification to purchase order requirements such as drawings, specifications, etc. This request shall be made before parts are built.
  - If an ECO is requested by the supplier and it is determined that the final disposition shall be an ECO, an SIR shall be submitted.
  - All SIR's are specific to a single part number, quantity, PO number and PO line item.
  - **The same SIR shall not be referenced for any other PO number and PO line item.**

### Information Request:

1. Enter Quantity Affected
2. Choose **Information** as the Request Type
3. Sub-codes to be select per definition on following slide
4. Add Spec Requirement
5. Enter Question/Discrepancy
6. Upload attachment (if required)
7. Click Submit

**Create SSR**

Only open and partially received POs are available.

PO/Quote #	Line	Part	Description
080010	1	1449-GFRP-FUNDING	GFRP FUNDING
Revision (Leave blank for latest revision)	Quantity Affected	Serial Number	Lot/Date Code
			Drawing Revision

**Request Type**

Deviation (SDR). Otherwise select Information (SIR.)

Request Sub-Type

Spec Requirement:

Question/Discrepancy: (For Printed Wiring Board Suppliers Only; Please submit only one Engineering question per SSR submitted to L3Harris.)

**Attachments**

Upload Attachment...

File Name	Attached By	Date Attached
No records to display.		



# expo – SIR

## (Supplier Request Sub-Type)



### Supplier Information Request

#### **Design for Manufacturing Improvement – Specification Change Request**

- Specific change recommendation to improve part manufacturability – cost reduction from suggestion should be included in request

#### **Design Requirement Clarification**

- Clarification of design requirements, specific to design/build to engineering requirements

#### **Drawing / BOM / Parts List Clarification**

- Clarification to parts list, BOM or Drawing when PO is for build to print

#### **Drawing to Model/Data Correlation Clarification**

- Used when drawing and model do not match and clarification is needed prior to manufacturing

#### **L3Harris Furnished Material**

- Used when requesting information or stating issue with L3Harris furnished material

#### **Obsolescence**

- Used to inform L3Harris of obsolete parts

#### **Q-Clause Clarification**

- Used to clarify Quality Clause requirements flowed down within purchase order
- Used to submit documents related to a flow down for approval (not related to FAI, or APQP)

#### **Special Processor Related Request**

- Used to request a new vendor addition or inform L3Harris of the processors being used per QC-1850 requirements



# expo – SDR (Supplier Deviation Request)



## SDR (Supplier Deviation Request)

- Deviation request if the parts/product do not meet the L3Harris contractual requirements from the supplier, an SDR shall be submitted. This request is made when parts/product are in process and/or finished.
- All SDR's are specific to a single part number, quantity, PO number and PO line item
- **The same SDR shall not be referenced for any other PO number and PO line item.**

### Deviation Request:

1. Enter Quantity Affected
2. Choose Deviation as the Request Type
3. Sub-codes to be select per definition on following slide
1. Add Spec Requirement
2. Enter Question/ Discrepancy
3. Add Root Cause
4. Enter Corrective Action
5. Upload attachment (if required)
6. Click Submit

Only open and partially received POs are available.

PO/Quote #	Line	Part	Description	Serial Number	Lot/Date Code	Drawing Revision
0800010	1	1449-GFRP-FUNDING	GFRP FUNDING			
Revision (Leave blank for latest revision)		Quantity Affected				

Request Type

Deviation

Request Sub-Type

Spec Requirement

Question/Discrepancy (For Printed Wiring Board Suppliers Only: Please submit only one engineering question per SDR submitted to L3HARRIS)

Root Cause

Corrective Action

Attachments

Upload Attachment



# expo – SDR (Supplier Request Sub-Type)



## Supplier Deviation Request

### Design Requirement Exception

- Used to take exception to a design/drawing requirement flow down

### Lack of Capability

- Not capable to meet a quality clause requirement
- Also used when the process is deemed to be incapable of producing conforming feature (design change or supplier change is required to obtain conforming parts)

### Lack of Process Control

- Used when excessive process variation is driving non-conformance and a process change is being implemented as a corrective action to meet compliance on future lots

### Material Deviation (intentional)

- Requested material change during manufacturing/assembly

### Process Deviation (intentional)

- Requested process deviation during manufacturing/assembly



# expo – FAI (First Article Inspection)



- **FAI** (First Article Inspection)
  - Submit an SSR- FAI First Article Inspection Report (Reference AS9102) when the Drawing specifies or if the Q-76 Q-Clause is on the Purchase Order (Notes). The FAI documentation is to be attached in the SSR-FAI record prior to submitting for approval, then submit the SSR-FAI for approval in the expo system.

## FAI Request:

1. Enter Quantity Affected
2. Choose ***First Article Inspection*** as the Request Type
3. Sub-codes to be select per definition on following slide
4. Add Spec Requirement
5. Enter Question/Discrepancy
6. Upload attachment (if required)
7. Click Submit

**Create SSR**

Only open and partially received POs are available.

PO/Quote #	Line	Part	Description
000010	1	1449-GFRP-FUNDING	GFRP FUNDING

Revision (Leave blank for latest revision)

Serial Number

Lot/Date Code

Drawing Revision

Request Type

Request Sub-Type

Spec Requirement

Question/Discrepancy (For Printed Wiring Board Suppliers Only. Please submit only one Engineering question per SSR submitted to L3Harris.)

Attachments

Upload Attachment

File Name

Attached By

Date Attached

No records to display

# **expo – FAI** *(Supplier Request Sub-Type)*

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## **First Article Inspection**

### **Delta Revision/Process Change**

- Used for a delta FAIR due to a process or revision change impacting specific features

### **Full Location Change**

- Full FAI Package being submitted due to location change by the supplier.

### **Full New Part/Lapse in Production**

- FAI First Article Inspection Report (Reference AS9102) for either new production or lapse in production per requirements occur



# expo – APQP (Advanced Product Quality Planning)



## APQP – Advanced Product Quality Planning

### APQP Request:

1. Enter Quantity Affected
2. Choose **Advanced Product Quality Planning** as the Request Type
3. Sub-codes to be select per definition on following slide
4. Add Spec Requirement
5. Enter Question/Discrepancy
6. Upload attachment (if required)
7. Click Submit

**Create SSR**

Only open and partially received POs are available.

PO/Quote #	Line	Part	Description	
0000010	1	1449-GFRP-FUNDING	GFRP FUNDING	
<small>Revision (Leave blank for latest revision)</small>	<b>1</b> <input type="text" value="Quantity Affected"/>	<small>Serial Number</small>	<small>Lot/Date Code</small>	<small>Drawing Revision</small>

**Request Type**

**2**

1 Deviation (DR), Otherwise select Information (SIR)

**Request Sub-Type**

**3**

**Spec Requirement**

**4**

**Question/Discrepancy (For Printed Wiring Board Suppliers Only. Please submit only one Engineering question per SSR submitted to L3HARRIS)**

**5**

**Attachments**

**6**

File Name	Attached By	Date Attached
No records to display		



# expo – APQP

## *(Supplier Request Sub-Type)*

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### Advanced Product Quality Planning (APQP)

- Control Plan – when only control plan or delta control plan are submitted
- Gage R and R – when only Gage R&R or delta Gage R&R are submitted
- KC Capability Data (CPK)
- KC SPC Data
- PFMEA – when only PFMEA or delta PFMEA are submitted
- Process Map – when only process map or delta process map are submitted
- Q-Clause Full Package Submittal – when full PPAP is being submitted for final approval



# expo – SCN (Supplier Change Notification)



## SCN (Supplier Change Notification)

- Submit an SSR-SCN Supplier Change Notification when the supplier wants to notify the L3Harris customer of a change which will affect the contractual requirements of the Purchase Order. This may include but is not limited to these examples: drawing revision changes, material changes, location of manufacture change, process and/or equipment change, etc.

### Supplier Change Notification Request:

1. Enter Quantity Affected
2. Choose **Supplier Change Notification** as the Request Type
3. Sub-codes will be blank
4. Add Spec Requirement
5. Enter Question/Discrepancy
6. Upload attachment (if required)
7. Click Submit

**Create SSR**

Only open and partially received POs are available.

PO/Quote #	Line	Part	Description		
0800010	1	1449-GFRP-FUNDING	GFRP FUNDING		
Revision (Leave blank for latest revision)	Quantity Affected	Serial Number	Lot/Date Code	Drawing Revision	

Request Type: [Dropdown menu] 2

Request Sub-Type: [Dropdown menu] 3

Spec Requirement: [Text area] 4

Question/Discrepancy (For Printed Wiring Board Suppliers Only. Please submit only one Engineering question per SSR submitted to L3Harris.) [Text area] 5

Attachments [Upload Attachment button] 6

File Name: No records to display. Attached By: Date Attached:

# expo – SSR (Supplier Support Request)



- After an SSR has been submitted to L3Harris, the SSR will change from 'New/Issued' to 'Pending Status'
- The SSR will then be awaiting L3Harris review and approval
- Approval response will be seen under the "L3Harris Response" section

The screenshot displays the L3Harris Expo Supplier Support Request (SSR) interface. The top navigation bar shows 'expo Menu > Supplier Quality > SSRs'. Below the navigation are buttons for 'Return to Search', 'Export to PDM', 'Print View', and 'Save as PDF'. The main content area shows a table with the following data:

SSR #	Supplier Id	Supplier Name	Submitted By	Date Opened
H00001	00000	ABC	ABCsupplier	6/15/2011 2:33:17 PM
Project	PO Dock Date	Buyer	Quality Engineer / Alt	Status
22AB		ABC	ABC	Pending
PO/Quote #	Line	Part	Part Description	Part Revision
A000000000	3	SOLDTEST00		-
Quantity Affected	Serial Number	Lot/Date Code	Failure Mode	Request Type
0				Deviation

Below the table, there are sections for 'Secure' (Drawing Revision), 'Spec Requirement' (ALL BROKER PARTS RECEIVE THROUGH 21A FOR IDEA COUNTERFEIT PART MITIGATION PROCESS. UPDATE DATE: 06-15-11 2:33:17 PM), 'Question/Discrepancy' (Non Conformance Actual: NON- FRANCHISED PRODUCT. BUYING PARTS FROM APPROVED HARRIS BROKER. UPDATE DATE: 06-15-11 2:33:17 PM), 'Root Cause' (BUYING FROM BROKER DUE TO AVAILABILITY UPDATE DATE: 06-15-11 2:33:17 PM), and 'Corrective Action' (See Root Cause.).

The 'Response Date' is 8/22/2011 6:11:11 PM. The 'Response' is 'Approved'. The 'Response Details' section shows 'Approved' and 'Responsibility' as 'SUPPLIER'. The 'Attachments' section is empty.

A red circle highlights the 'Harris Response' section, and another red circle highlights the 'Response' field.

# expo – Printing and Saving SSRs



- To print a copy of the SSR:

The screenshot shows the L3HARRIS expo interface. At the top left is the L3HARRIS logo. Below it is a navigation bar with 'expo Menu', 'Supplier Quality', and 'SSRs'. Underneath the navigation bar are three buttons: 'Return to Search', 'Print View', and 'Save as PDF'. The 'Print View' button, which features a printer icon, is circled in red.

- To save a copy of the SSR as pdf:

The screenshot shows the L3HARRIS expo interface. At the top left is the L3HARRIS logo. Below it is a navigation bar with 'expo Menu', 'Supplier Quality', and 'SSRs'. Underneath the navigation bar are three buttons: 'Return to Search', 'Print View', and 'Save as PDF'. The 'Save as PDF' button, which features a PDF icon, is circled in red.



# Supplier Corrective Action Request



- The Supplier Corrective Action Request (SCAR) response must be submitted using the expo Portal.
- L3Harris supplier quality can assist suppliers with the SCAR completion process for quality SCARs.
- L3Harris procurement/subcontracts can assist suppliers with the SCAR completion process for Delivery SCARs.
- Root cause, corrective action and objective evidence associated with the discrepancy will be reviewed by L3Harris for effectiveness and implementation.
  - SCAR responses that are unrealistic, negative, vague or technically incorrect will be disapproved and the supplier will be notified.
- A rejected SCAR will be resubmitted to the supplier with a new due date assignment of 10 business days.
- Suppliers are required to use expo for the communication of SCARs
  - No external L3Harris documents will be accepted for SCAR communication (i.e. 5 why, 8D)



# Consequences

## *Inadequate and/or Untimely Responses to SCARs*



- Inadequate responses will be rejected.
- Untimely responses to SCARs will result in additional demerits subtracted from your overall performance.
  - The supplier:
    - Must complete a SCAR response
    - Must complete and submit a [Request for Extension](#) or
    - Must resubmit a rejected SCAR
- If a corrective action response cannot be provided within the initial 10 business days of the issuing of the SCAR an extension request must be submitted by the supplier using the expo Portal within the initial 10 business days to preclude a penalty assessment.
  - To request an extension the “General, Problem, and Containment” portions of the SCAR must be completed.
  - Note: A supplier may take exception to an issued SCAR, but it must be communicated in the initial SCAR response and the above portions of the SCAR must be completed.
  - SCAR extensions are limited to a maximum of 3.
- If there is no response to the SCAR, or if the response is rejected and no additional response is provided, the SCAR may be closed and assessed penalty points.
- Continued poor/unacceptable quality, or failure to pass a quality survey, may result in a supplier being placed on the conditional supplier list (making it more difficult for L3Harris to place an order with them) or being designated as a "Restricted Supplier."



# Locating the SCAR User Guide in EXPO



Please refer to the SCAR Guide for Suppliers at this location:  
[Document List - SCAR Guide - Suppliers](#)



**L3HARRIS**  
expo Menu > Procurement > Document List

[Add New File](#) [Delete File\(s\)](#) [Create SSR](#)

My Files **Public Files**

	Title	Description	Part Number	Part Revision	Purchase Order	Date Updated
<input type="checkbox"/>	<a href="#">SCAR Guide - Suppliers.pptx</a>	Supplier SCAR Guideline				8/3/2023 9:04:05 AM
<input type="checkbox"/>	<a href="#">PUR-008.docx</a>	L3Harris Production Part Approval Process Guide	PUR-008	Rev K		6/8/2023 1:19:48 PM
<input type="checkbox"/>	<a href="#">2022Expo Portal Supplier User Guide.docx</a>	Expo Portal Supplier User Guide				1/17/2023 8:32:43 AM
<input type="checkbox"/>	<a href="#">10075-3300 REV D.docx</a>	COMPONENT AND PACKAGING BARCODE GUIDELINES	10075-3300	D		11/10/2022 12:34:00 PM
<input type="checkbox"/>	<a href="#">L3Harris Cross Reference Guide.pptx</a>	L3Harris Cross Reference Guide				11/17/2020 3:54:23 PM
<input type="checkbox"/>	<a href="#">HPS_VC_TRAINING_GUIDE_5-18-11</a>	HPS Supplier Training Guide for VC Parts				5/20/2011 4:31:44 PM



# Supplier Tool Box Links



- SAS Quality Clauses (H-1999Q)
  - Link: Q-Clauses-Procurement Quality Requirements
  
- expo Scorecard (Supplier Performance Metrics)
  - Link: expo Supplier Scorecard
  
- expo SSRs (SDRs & SIR) Supplier Support Request for SDRs and SIRs
  - Link: L3Harris expo Portal
  
- expo SCARs (Supplier Corrective Action Request)
  - Link: L3Harris expo Portal
  
- Electronic Data Submission
  - Link: expo Portal – Supplier Insight - Document List – Supplier Files
  - Public Files – Title Search “*Document List – Supplier Instructions*”

