

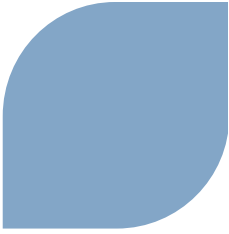


# **AREVA-workshop**

## **Sourcing & pre qualification process**

Helsinki, January 24<sup>th</sup>, 2013

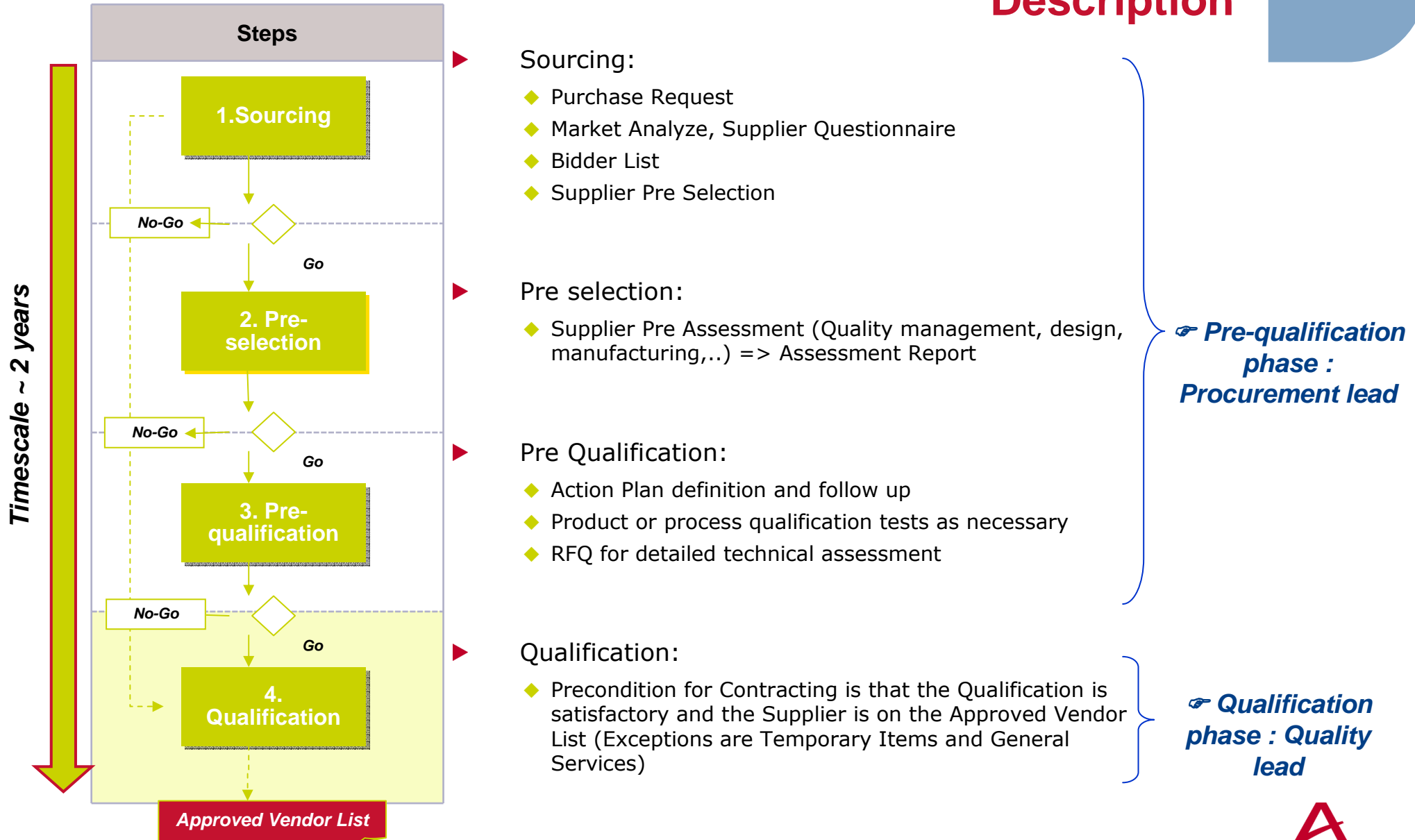




# ***AREVA NP Sourcing process***



# AREVA NP Supplier Qualification Process Description



# Explanation (1/5)

## ▶ *A- Pre-qualification phase*

### ◆ Step 1- sourcing

- Mapping the local industrial landscape and identifying companies Areva could cooperate with
  - ↳ Bidder list
  
- Rfls are sent to the most promising ones and analysed
  - ↳ sampling of the companies to be visited based on their core competencies

### ▶ **A- Pre-qualification phase**

#### ◆ **Step 2 - Pre-selection**

- A one day in house assessment visit is performed at the supplier's facility, involving a multidisciplinary team
  - ↳ Purchasing representative
  - ↳ Engineering representative
  - ↳ Other functions...
- Evaluated topics : organisation; tender and contract, project, design, purchasing, manufacturing, product.
- Aim: measure the company's ability/capability to match the nuclear requirements.



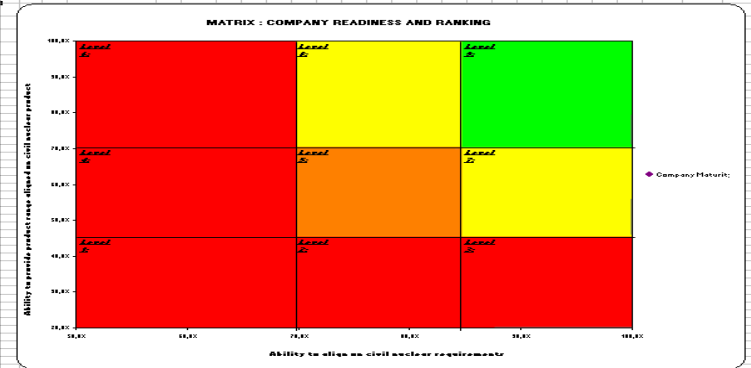
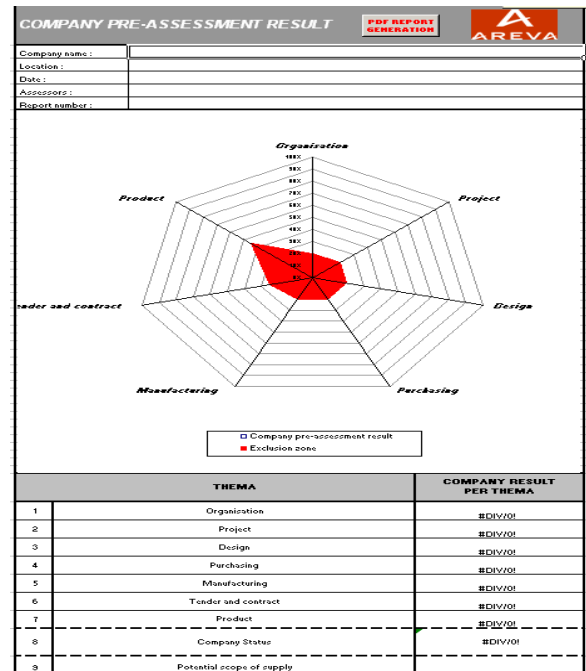
**An assessment Report highlighting assets and potential areas of improvements is issued.**

# NBA-D MAJOR TOOLS

## RFI & scoring

AREVA NP		Request For Information Model (RFI)						
TOPIC		ANSWER						
TECHNICAL THEMES	Main functions of activities and a list/number of each of them	Answer 1 to turn over	Answer 2 to turn over	Answer 3 to turn over	Answer 4 to turn over	Answer 5 to turn over	Answer 6 to turn over	Answer 7 to turn over
	Main equipment and a list/number of each of them	Answer 1 to turn over	Answer 2 to turn over	Answer 3 to turn over	Answer 4 to turn over	Answer 5 to turn over	Answer 6 to turn over	Answer 7 to turn over
	Identification	RESPONSE	Authority	Accounting Agency	Scope	Eligibility date		
	RFI MAIN							
	RFI SUB							
	Other (to be specified)							
	Standardized nomenclature application	TECHNICAL PARTIALITY						
	At CEVA, the applicable is:							
	AFCC							
	ANRS							
	AMSO							
	ESPM							
	AFCA 400							
	CEPVI							
	AGH							
	AMEA REG-12							
	AMEA REG-13							
	Other (to be specified):							
	Activities handled	Implemented activities on site (YES/NO)			Sub-contracted activities (YES/ALL, YES PARTIALLY, NO)			
	Design							
	Procurement/contracting							
	Manufacturing							
	Control and tests							
	Commissioning/operation							
	Training and starting into service							
	Experience in AREVA business							
	scope	Typical equipment already supplied	Service of activity	Characteristics (Integration, etc...)	Code standard	Technology	Type of material	Other
	Heavy knapsack & cartilage							
	Heavy plates							

## Survey questionnaire & ranking



Note: When company status is either "DO NOT USE" or "AUTHORIZED WITH RESTRICTION", then justify below the choice:

### ▶ A- Pre-qualification phase

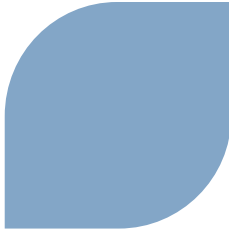
#### ◆ Step 3 - Pre-Qualification

Suppliers which are located at the **levels 5, 7, 8 and 9 of the matrix are considered only to go further**

- An **improvement action plan is requested** based on to the outcomes of the assessment.
- **The action plant and counter visit** are implemented
- **Product or process qualification tests** may be handled
- **Non Disclosure Agreement (NDA) and Blank Request For Quotation** are also sent out to measure
  - cost competitiveness
  - technical understanding/compliance



**Pre qualification is granted**



### ▶ **B- Qualification phase**

#### ◆ Step 4 - Qualification

- Once the **above steps are completed** the supplier is
  - ↳ embedded into Project Master supplier list
  - ↳ integrated into the **AVL before a contract is placed.**
- Suppliers are classified in 3 categories (usually related to 4 product quality class)
  - ↳ NUC : for safety related equipment supply (product quality class Q1 and Q2)
  - ↳ ISO : for non safety related equipment but important for construction and/or operation (product quality class Q3)
  - ↳ NC : for non classified equipment supply (product QNC or Q4).



# Lessons learnt – key success factors for local companies

## Selection process

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- ▶ Safety culture implementation
- ▶ Supply chain control
- ▶ Quality requirements understanding
- ▶ Project management capacity

And also :

- ▶ Documentation management
- ▶ Design monitoring and software qualification
- ▶ Manufacturing activities & control (test...)

## Supplier involvement

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- ▶ Top management commitment
- ▶ Employees safety culture
- ▶ Quality Assurance + Quality Control

And also :

- ▶ Sub-contractor management
- ▶ Non-conformance management
- ▶ Dedicated team
- ▶ Partnership / JV with experimented suppliers / Consortium



**No compromise on quality requirements**

# How to become an *EPR*<sup>TM</sup> supplier:

## ▶ Respect Sustainable Development (Cooperative Attitude)

- ◆ Sign AREVA Sustainable Development Charter

## ▶ Target the right product

- ◆ Supplier should have the required technical capabilities

## ▶ With the right quality requirement

- ◆ Supplier & product should be qualified

## ▶ At the right cost

- ◆ Supplier should be competitive

## ▶ Be on-time

- ◆ Supplier should have a proven reputation for on-time delivery

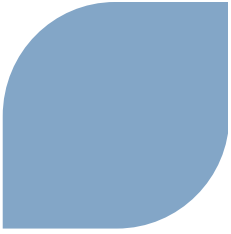
The Supplier should have project management capabilities  
for the scope of supply

# How to become an AREVA supplier

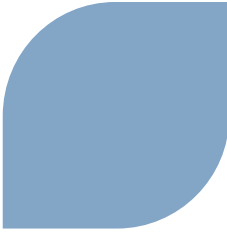
- ▶ To register your company please enter our supplier portal.



[http://suppliers.areva.com/EN/home-108/index.html?PORTAL=EPR\\_FI](http://suppliers.areva.com/EN/home-108/index.html?PORTAL=EPR_FI)



*Thank you*



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