CMMI. SUPPLIERS | Battlecard

Value Proposition

Improves an organization's capability to identify and manage suppliers and vendors in a way that maximizes supply chain efficiency and reduces risk.

Target Audience

Organizations that acquire components, goods, or services from another company.

Audience Pain Points:

- Misunderstood expectations
- Supply chain issues
- Capacity and resource shortage
- Requirement Changes
- Inconsistent service delivery

Key Benefits

- Meet growth demands
- Keep pace with product demands
- Reduce supply chain risk

Relation to Government Mandates, Standards and Methodologies

- NIST
- ISO
- US FARS and DFARS

Proof Points

- Getting things exactly right for the customer, the first time, and every time (Hitachi Rail)
- **Hitachi Rail Case Study** (DEV + SPM)

"The Appraisal team, which included internal members with relevant process and product expereice, proactively identified problems and improvement opportunities and noted the relevant findings to help achieve business objectives. This CMMI appraisal methodology, starting from the inside, engages and inspires all of us toward a continuous improvement process culture, enhancing processes, capability, and performance."

— **Mauro Neri,** Principal Quality Engineer, Group SHEQ (Safety Health Environment Quality) - Quality Reporting Rail Control

Practice Areas

- **Supplier Agreement Management:** Maximizes the probabiliity of mutual success for acquirers and suppliers.

Differentiators

- With its open architecture, CMMI not only works well and easily integrates with other standards and frameworks, it enables them to be more useful and effective for building capability and improving performance
- The CMMI has been and continues to be applicable to a broad range of organizations, domains, technologies, or contexts.

Why Adopt Multiple Domains?

- Multiple domains in a single appraisal event will yield cost and resource savings.
- Provides the opportunity to look beyond a single domain to where there is overlap in the Organizational Unit's (OUs) processes to add continuous improvement value and identify the opportunity for further process integration.
- Enables appraisal teams to more easily understand and see how processes are performed in the OUs, projects, and organizational support functions (OSFs).
- Model scope with multiple domains reflect how work is performed across industries, geographies and OUs.