



Supplier's Name: BONNEVILLE
 Description (Contract Number): Land Cable (Bru/17/042/BON)

Project Name: Brusa
 Date: 24/10/2018

Dear Migdalia,

Subject: Project Performance Assessment (PPA)

ASN's Quality, Health & Safety, and Environmental Policies reflect its firm commitment to meeting the global needs and highest expectations of its Customers within a framework of Corporate responsibility. These aims can only be realised by ASN if it applies dedicated effort to monitoring, managing and improving levels of performance and delivery within its own supply chain. ASN is therefore reliant upon the support and commitment of your company to help raise standards, and identify opportunities for improvement. Only in this way can we ensure that ASN remains a trusted partner of its Customers.

In support of these objectives ASN Services Purchasing manages and maintains a Sub-Contractor Approval List (SAL) as a record of the performance of all its sub-contractors. At the end of each project, the Purchasing Department conducts a Project Performance Assessment (**PPA**), which comprises the following two elements:

- Project Performance Subjective Evaluation (**PPSE**) - Capturing the views of the project staff directly involved, via an internal questionnaire. Scores are given against clearly defined criteria, and guidelines, with the opportunity for the individual to offer positive and negative comments in conjunction with suggestions for improvement;
- Project Performance Validation (**PPV**) - Measuring the Contracted deliverables against clearly defined criteria.

The resulting **PPA** score for a project will be one of the key contributors to overall subcontractor's annual performance assessment (e.g. Annual Re-evaluation - Tier system*).

The following is our assessment of your company's performance on the above-named contract and will form the basis of any improvement/action discussions during our Quality Reviews with your company.

	Key Features \ Grade**	Score	Excellent	Exceeds Expectations	Meets Expectations	Fails to Meet Expectations	Unsatisfactory
PPSE	Technical Expertise & Problem Solving	97	●				
	Permit	94	●				
	Quality	96	●				
	Delivery (Operations)	96	●				
	Reporting	96	●				
	H&S / Environment	97	●				
	Communication	96	●				
	Attitude	96	●				
	Teamwork	96	●				
	Contractual Compliance & Insurance	95	●				
	Administration / Invoices	95	●				
	Contract Claims	95	●				
PPV	Acceptability of Contract Claims	100	●				
	Cost of Non-Quality	100	●				
	HSE (incidents) Performance	100	●				
	On Time Delivery	100	●				
	On Time Report	100	●				
Overall PPA		97	●				

The **PPSE** scores presented are an average of the scores for each area given by the ASN team who worked directly with your team and their representatives on this project. The **PPV** scores presented are the validation of your performance on this project. Then the overall **PPA** score is the average of **PPSE** and **PPV** scores - overall project performance.

The overall performance is 97%, with all areas excellent – **a job well done.**

In order to progress your organisation from current Tier 2 sub-contractor to a Tier 1 source on our sub-contractor base, we urge you to continue to perform at this level and identify opportunities for continuous improvement based on this feedback. Any score below 100 provides at least an area of opportunity for improvement. Our next evaluation of your Tier level will be carried out in Q2 2019.

We hope this feedback will be viewed as an opportunity to increase confidence levels in each other and enhance our business relationship. Please note that Tier status and PPA scores are key contributors to ASN's sub-contractor selection process for the award of any new work.

Please contact any member of the Services & OEM Purchasing Team if you have a query about this assessment. We also welcome any feedback on this project your company may have by completing and returning the enclosed **Sub-Contractor Feedback Form**.

Yours sincerely



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* Tier System: - This is a three-tier system (i.e. all sub-contractors on our sub-contractor base are classified into one of three tiers (i.e. Tier 1; Tier 2 & Tier 3)).

Tier 1 Sub-Contractor - with excellent past performance based on our re-evaluation criteria.

Tier 2 Sub-Contractor - with past performance either exceeded expectations or met expectations based on our re-evaluation criteria (for a new sub-contractor, this status was automatically granted when a contract was awarded).

Tier 3 Sub-Contractor - with past performance failed to meet expectations or unsatisfactory based on our re-evaluation criteria.

**The evaluation (classification) is based on the following 5 ranges:

- Excellent (Rating score = 91 to 100)
- Exceeds Expectations (Rating score = 85 to 90)
- Meets Expectations (Rating score = 70 to 84)
- Fails to Meet Expectations (Rating score = 60 to 69)
- Unsatisfactory (Rating score = 0 to 59)

The overall performance will be classified as no more than "Meets Expectations" if one or more elements are positioned in the last two categories of the classification.