1- PURPOSE

Wabtec is committed to developing a world-class supply base. Through this Supplier Development Policy, we aim to build strong, long-term partnerships with our Suppliers, ensuring mutual growth and success. The purpose of this Policy is to outline responsibilities from Wabtec's Suppliers as it relates to Supplier's process capacity, proactive identification of potential process constraints, and subsequent Supplier delivery performance. This document will also give a brief introduction to the tools and processes utilized by the Supplier Development team in analyzing data and assessing Suppliers' capacity.

By utilizing various assessment, modeling tools and trackers, projects are identified and executed to improve Supplier's ability to meet production requirements.

2- SCOPE

The Supplier Development Policy applies to all Suppliers of Wabtec Corporation, and its worldwide affiliates (collectively referred to herein as "Wabtec").

3- POLICY STATEMENT

In accordance with Section 1 (Acceptance of Terms and Conditions) of Wabtec's Standard Terms and Conditions of Purchase, Supplier agrees to be bound by and to comply with all terms set forth in this Policy.

Acknowledgement of the Purchase Order, including, without limitation, performance by Seller, shall be deemed acceptance of this Order.

You, as a Supplier to Wabtec, agree:

Upon request, Suppliers are expected to detail part numbers, respective manufacturing steps, individual part cycle data (timing), and process resources (equipment / personnel) required to manufacture items of the Purchase Order. The primary scope is to identify possible process constraints or open capacity for Wabtec supply base.

This policy is not related to manufacturing controls or design proposals and Supplier Development does not have the authority to perform Supplier Quality duties or make Engineering judgement.

With the intent of verifying baseline capacity or alleviate potential process constraints, Suppliers shall support capacity assessments and support execution of any action items derived from the capacity assessments.

The Supplier understands that Wabtec may carry out an on-site audit in accordance with Section 14 (Audit and Inspection) of Wabtec's Standard Terms and Conditions of Purchase.

4- DEFINITIONS (IF APPLICABLE)

Definitions for tools acronyms commonly used by the Supplier Development team:

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CIA – Constraint Identification Analysis; Used to describe model development through assessment of Suppliers manufacturing process to meet current and future product demands (pre or post part qualification).

Lead Time – The time from order placement to receipt of product at Wabtec Business Unit.

Outsourcing – The movement of manufacturing operations to outside Suppliers to supplement Wabtec manufacturing capability.

SRA – Supplier Risk Assessment; Initial assessment by Supplier to evaluate risk areas.

Surge Capacity – Ability for Supplier to flex or utilize additional equipment/manpower outside of normal process to meet increase in demand.

5- SPECIAL SITUATIONS / EXCEPTIONS (IF APPLICABLE)

For special situations deemed business critical, Supplier Development may be deployed to assist in any manner deemed appropriate to interface with Suppliers to ensure timely delivery of product.

Contact Supplier Development team leader or your commodity manager for questions or concerns.

6- ROLES AND RESPONSIBILITIES (IF APPLICABLE)

R-Responsible (Accountable) A-Approver S-Support C-Consultant I-Inform	Supplier Development	Supplier Quality	Commodity Leader	Commodity Manager	Buyer/Planner	Supplier
Disclose manufacturing process steps and respective part cycle details for each process.	S	S	S	S	S	R
Support part qualification timeliness (Critical to Business Projects)	S	R			I	S
Supplier operations capabilities assessment	R					R
Conducting Supplier Constraint Identification Analysis (CIA)	R	S				S
Perform Supplier Risk Assessments (SRA)	R		S			S
Facilitate improvement actions derived from CIA and SRA	R					R
Facilitate OTD/OTP improvements at Suppliers based on manufacturing process improvements.	R					S
Project management for Outsourcing Activities	R	S	S	S		S
Participate/Organize Supplier process reviews due to high costs or long lead times	S		R			S
Project management at Supplier for cost out/blend mgt	S		R			S
Supplier capacity expansion/WIP tracking/Delivery recovery plans	S	S	S		R	R
Supplier cycle and lead time reduction	S		R		S	R
Supplier selection/sourcing committee	S	C	R	A	I	

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7- CONTACTS (IF APPLICABLE)

8- REFERENCES

Document Title	Document Number	Reason / Description

9- REVISION HISTORY

The **Revision** History section details the sequence of revisions.

Date	Revision	Reason / Description

10- REVIEW AND APPROVAL

The **Review and Approval** section identifies the authorities and the names of the persons preparing, verifying and approving the policy.

	Name	Function
Prepared by:	Elson Batista	Supplier Development Team Leader
Verified by:	Doug Dickinson	Operational Excellence
	Andy Bell	Operational Excellence
Approved by:	Dennis Peters	Sourcing Project Management
	Brett DeGonia	Quality Leader

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