

Supply Chain: Provide detail on how you select suppliers and subcontractors and ensure that they have and maintain appropriate qualifications and experience.

Typical Response

At Tender Victory we only trade with suppliers that are known to us and that we trust. We have often worked with such suppliers for many years.

Tender Victory response:

Suppliers and sub-contractors to **Tender Victory** are selected on the basis of their ability to meet our specific requirements measured against a comprehensive set of criteria. We aim to identify three potential suppliers to assess, in order to give us a good opportunity to understand the market and select the most strongest performing supplier against our criteria. Assessing three potential suppliers also enables us to identify suppliers that may be suitable for secondary sourcing, should our preferred supplier fail to deliver. This manages supply risks for **Tender Victory**, as we have the option of dual supply. Any potential supplier that scores poorly indicates to us that there may be a potential risk in our engaging with them, we accordingly investigate them further or approach another suitable company for assessment. The checks that we undertake and risk score our potential suppliers against, include:

1. Financial Grading, through a credit report
2. 2nd Party Assessment
 - a. Reviewing their existing customer list
 - b. Taking up of references
3. Considering their length of time trading
4. Investigating the industries and markets they supply
5. Assessing the number of quality rejects they have incurred over a period of time
6. Reviewing the number of customer complaints they have received
7. Delivery/lead times
8. Location where the business operates
9. Site visits
10. Their Continual Improvement Policy
11. 3rd Party Certification, such as:
 - a. Quality Accreditation or Management System in operation
 - b. Environmental Policy or Accreditation
 - c. Other relevant standards or accreditation (specific to their product or service) that they have in place

Once all of the above checks have been undertaken we review all of the information gathered. If we are happy in each area, we will negotiate appropriate pricing, service levels and terms with the suppliers and engage with them. For existing suppliers, we review these criteria on an annual basis in order to continue to trade with them. If there are any elements of our checks which report unsatisfactorily to us, we seek alternative sources of supply. Where an alternative is not possible for a sole supply product, we will work with the supplier to improve their practices in order for them to meet an acceptable level within our checks.