

# SUPPLIER QUALITY PERFORMANCE MANAGEMENT

ENABLING SUPPLIERS TO ACHIEVE AND SUSTAIN  
OEM QUALITY STANDARDS & BEST-IN-CLASS PERFORMANCE



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Business Performance Consulting

USA • EUROPE • INDIA • CHINA

**Why SQEP? An Opportunity to Improve Performance and Increase Profitability**

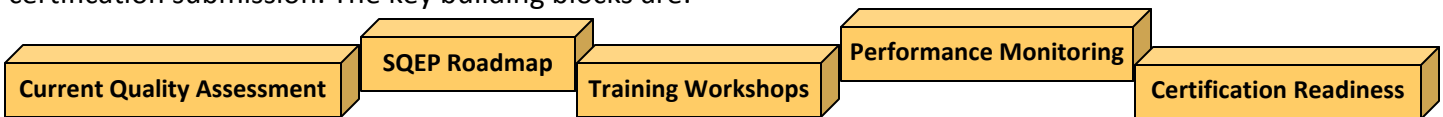
SQEP (Supplier Quality Excellence Process) is Caterpillar’s operational excellence initiative that recognizes a supplier’s commitment to meet and sustain high quality standards. SQEP incorporates industry proven quality tools and system requirements (ISO, APQP, FMEA, PPAP, SPC, TQM, Delivery etc.) that ensures suppliers achieve superior capabilities and deliver best-in-class performance. Suppliers who have SQEP recognition are not just among an OEM’s preferred partners but also have the opportunity to improve their performance across key business metrics.

**Why CGN? Leverage CGN expertise in Supplier Quality Performance Management**

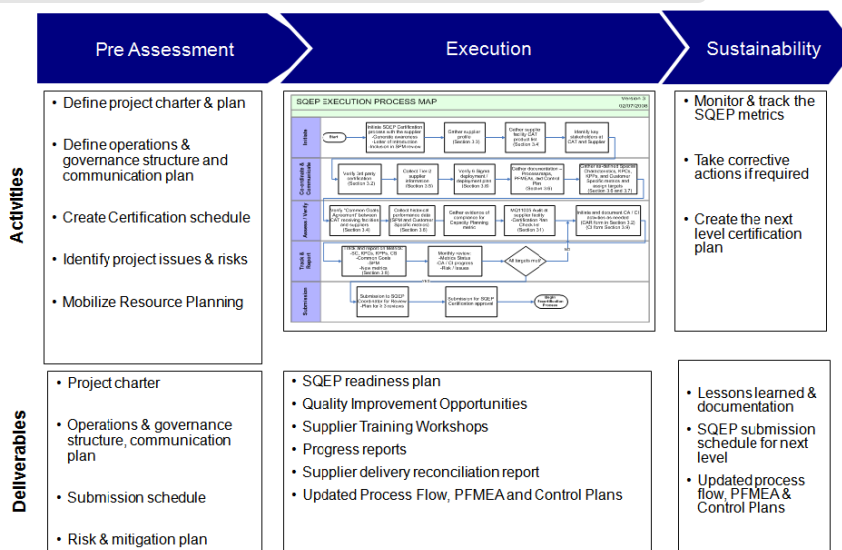
CGN has worked with Caterpillar since the inception of the SQEP process and has assessed/facilitated several of its suppliers to plan and achieve SQEP recognition at different levels. CGN’s global team of supply chain professionals has extensive experience in ISO, APQP, PPAP, 6 Sigma, TQM, Delivery and all areas of Quality Management. For over 20 years, CGN has partnered with Caterpillar to identify and implement process improvement solutions across areas such as Lean Operations, Supply Chain Management, Supplier Collaboration & Development and Cost Reduction. This long standing relationship gives CGN an in-depth understanding of Caterpillar’s business structure and processes.

**What is CGN’s approach? A partner in the SQEP journey**

CGN partners with a supplier on their SQEP journey as an expert resource to plan, execute, coach and mentor through every step of the rigorous preparation, prioritization and documentation required for certification submission. The key building blocks are:



**What is the differentiator? CGN’s results oriented Framework**



\*SQEP is a CATERPILLAR Certification



For more information on how CGN can assist in your SQEP journey, please contact :  
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