

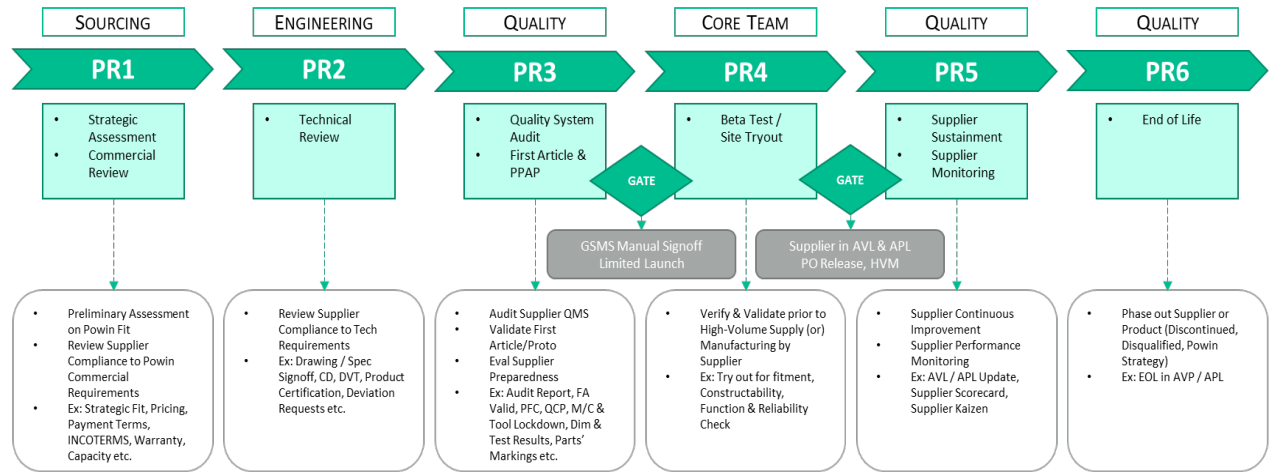
# POWIN SUPPLIER QUALIFICATION PROCESS

## 1. Powin Supplier Qualification Process

This Annexure explains the Powin qualification process for (1) New Suppliers to Powin (2) New Product to Powin (3) New Factory to Powin (4) New Sub-Supplier to Powin

### 1.1. New Supplier to Powin

This section explains the different Phase Review that a Supplier must go through for qualifying a New Supplier for Powin. Refer to details below for the different Phase Reviews (PR) and Stage Gate involved in the qualification process.



Picture 1: New Supplier to Powin – New Supplier Qualification & Sustainment Process

#### 1.1.1. Phase Review (PR) Details:

- **PR1 – Commercial Review:**
  - **Strategic Assessment:** Due diligence process by which Powin performs a preliminary assessment of the Supplier to ensure strategic fit to Powin’s business.
  - **Commercial Review:** Due diligence process by which Powin assess its Supplier’s credentials, financial status, commercials such as pricing, payment terms, INCOTERMS, warranty terms etc.
- **PR2 – Technical Review:**
  - **Technical Review:** Due diligence process by which Powin assess the product’s compliance to Powin technical requirements, product certification, and design verification etc. As part of this process Technical Compliance Report shall be signed off between Supplier and Powin.
- **PR3 – Quality Assessment & PPAP:**
  - **Supplier Quality System Assessment:** Due diligence process by which Powin audits Supplier factory to assess its compliance to Quality System and its PPAP awareness.

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- **First Article:** Prototype samples manufactured using the machinery, tools, and process that was allocated (or) designed for Powin's HVM. First Article must be inspected by Supplier and Inspection Report should be sent to Powin for review and approval. For more details review to Section 6.2.4.
- **Supplier PPAP:** Process by which Powin assesses and works with Supplier to ensure their compliance to Production Part Approval Process (PPAP) requirements. Refer to Section 6.



**GSMS Manual Sign Off:** Once Supplier successfully passes RP1, PR2, and PR3 Phase Reviews, Supplier must sign off and accept Powin's requirements stated in the GSMS Manual.

**Limited Launch (LL):** Pre-HVM production samples manufactured using the machinery, tools, and process that was allocated (or) designed for Powin's HVM.

- **PR4 – Beta Site / Filed Try Out:** Process by which the materials from the LL production is assembled and assessed for its fitment, constructability, and functionality and Powin site. If LL validation results are satisfactory, Supplier is considered to have passed PR4. If results are not satisfactory, corrective action for the reported abnormalities shall be implemented by Supplier prior to HVM.



**AVL & APL Update:** Once the Supplier successfully passes PR4 Phase Review, the Supplier will be listed under Powin's Approved Vendor List (AVL) and the Product will be listed under the Approved Product List (APL)

**PSW Signoff:** Supplier and Powin shall sign off PSW to confirm that PPAP requirement was met.

**PO Release & HVM:** Powin shall release PO to Supplier and gives clearance for HVM.

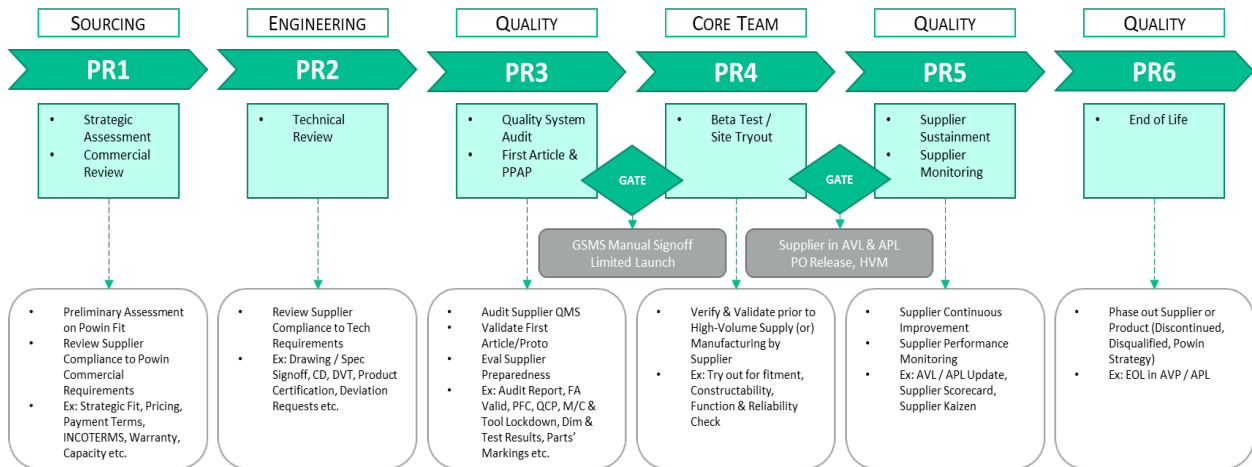
- **PR5 – Supplier Sustainment & Monitoring:** Process by which Powin monitors Supplier performance and ensures that they are consistently delivery products as per the requirements through sustainment / continual improvement. For details related to Supplier Score Card, refer to Annexure I.
- **PR6 – End of Life:** End of Life is reached when a Supplier / Product is discontinued (or) Supplier was disqualified and removed from the AVL (or) due to Powin's Sourcing, Design, and Engineering Strategy.

# POWIN SUPPLIER QUALIFICATION PROCESS

## 1.2. New Product to Powin

Type	New Product Explanation	Qualification Process
Type 1 (New to Powin)	New Product designed and developed by Powin in association with the Supplier	Follow Powin’s Product Development Life Cycle process. Refer to Annexure B for more details
Type 2 (Off the Shelf)	Product designed and manufactured by Supplier (OTS / External Product)	<ul style="list-style-type: none"> <li>• If Supplier is new to Powin, process stated in Section 2, “New Supplier to Powin” shall be followed.</li> <li>• If Supplier is a Powin Approved Supplier (AVL), process stated in section 3.2 shall be followed</li> </ul>
Type 3 (Existing)	Product designed and released by Powin, but manufactured for the first time by the Supplier	

### 1.2.1. Product Qualification Process



New Product to Powin – New Product Qualification & Sustainment Process

### 1.2.2. Phase Review (PR) Details:

- **PR1 – Commercial Review:**
  - **Strategic Assessment:** Due diligence process by which Powin performs a preliminary assessment of the Supplier to ensure strategic fit to Powin’s business.
  - **Commercial Review:** Due diligence process by which Powin assess its Supplier’s credentials, financial status, commercials such as pricing, payment terms, INCOTERMS, warranty terms etc.
- **PR2 – Technical Review:**
  - **Technical Review:** Due diligence process by which Powin assess the product’s compliance to Powin technical requirements, product certification, and design verification etc. As part of this process Technical Compliance Report shall be signed off between Supplier and Powin.
- **PR3 – Quality Assessment & PPAP:**
  - **Supplier Quality System Assessment:** Not Mandatory

## POWIN SUPPLIER QUALIFICATION PROCESS

- **First Article:** Prototype samples manufactured using the machinery, tools, and process that was allocated (or) designed for Powin’s HVM. First Article must be inspected by Supplier and Inspection Report should be sent to Powin for review and approval. For more details review to Section 6.2.4.
- **Supplier PPAP:** Process by which Powin assesses and works with Supplier to ensure their compliance to Production Part Approval Process (PPAP) requirements. Refer to Section 6.



**GSMS Manual Sign Off:** Once Supplier successfully passes RP1, PR2, and PR3 Phase Reviews, Supplier must sign off and accept Powin’s requirements stated in the GSMS Manual.

**Limited Launch (LL):** Pre-HVM production samples manufactured using the machinery, tools, and process that was allocated (or) designed for Powin’s HVM.

- **PR4 – Beta Site / Filed Try Out:** Process by which the materials from the LL production is assembled and assessed for its fitment, constructability, and functionality and Powin site. If LL validation results are satisfactory, Supplier is considered to have passed PR4. If results are not satisfactory, corrective action for the reported abnormalities shall be implemented by Supplier prior to HVM.



**AVL & APL Update:** Once the Supplier successfully passes PR4 Phase Review, the Supplier will be listed under Powin’s Approved Vendor List (AVL) and the Product will be listed under the Approved Product List (APL)

**PSW Signoff:** Supplier and Powin shall sign off PSW to confirm that PPAP requirement was met.

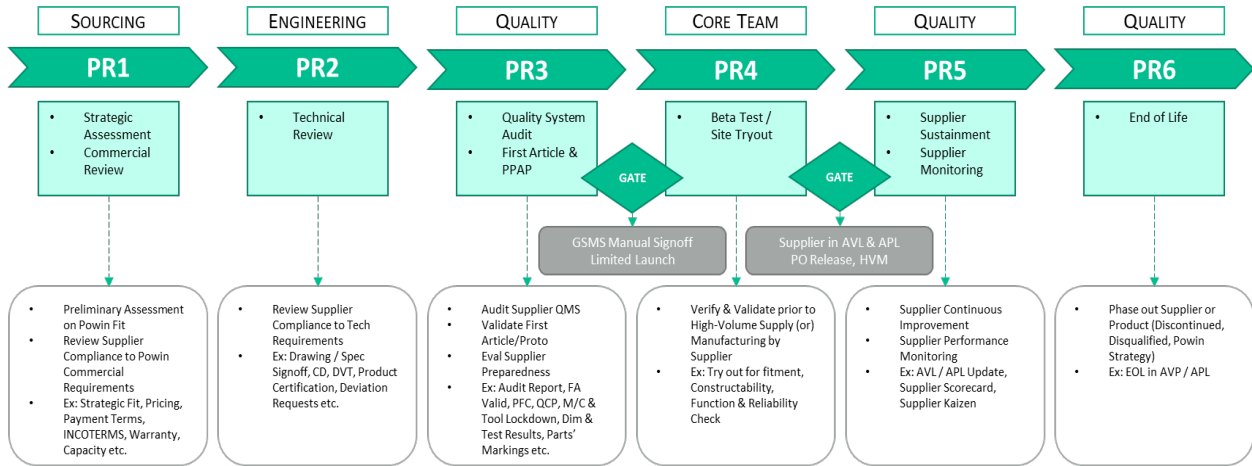
**PO Release & HVM:** Powin shall release PO to Supplier and gives clearance for HVM.

- Refer to Section 1.1.1 for all other Phase Review (PR) and Stage Gate Details
- **Note:** If supplier does not and of the PR stage gate up to PR4, high volume production is not authorized by Powin.
- **Note:** Powin has the right to add new PRs or remove any of above-mentioned PRs as deemed necessary.

# POWIN SUPPLIER QUALIFICATION PROCESS

## 1.3. New Factory to Powin

This Section explains the different PR and SG that an Approved Supplier must go through for qualifying a New Factory that is planned for Powin. New Factory as stated in here is a factory that belongs to the approved Supplier by situated in a different location which is not yet assessed and approved for Powin production. When an approved Supplier expands to develop Products in a new Factory, Supplier is obligated to inform the change to Powin through Supplier Change Notification (SCN) and follow the below qualification process:



Picture 3: New Factory to Powin – New Factory Qualification & Sustainment Process

### 1.3.1. Phase Review (PR) Details:

- **PR1 – Commercial Review:**
  - **Strategic Assessment:** Due diligence process by which Powin performs a preliminary assessment of the Supplier to ensure strategic fit to Powin’s business.
  - **Commercial Review:** Due diligence process by which Powin assess its Supplier’s credentials, financial status, commercials such as pricing, payment terms, INCOTERMS, warranty terms etc.
- **PR2 – Technical Compliance:** If the new factory fulfills all the technical requirements as same as the approved factory, then Supplier should send the Compliance Report stating the same and Technical Review will be considered Passed. If there are no deviations or changes involved, relevant information should be included in the Compliance Report and Sign Off should be taken from Powin.
- **PR3 – Quality System Screening:** Process by with Powin screens the Quality System at the New Factory. Details as listed in Step 1 & 2 is reviewed by Powin and if results are satisfactory, PPAP compliance would be taken up. If results are not satisfactory, Powin would work with the Supplier and decide on New Factory Quality System Audit (Step 3). If Quality System Screening results are not satisfactory, Powin will reject the new factory and ask Supplier not to use the new factory for Powin production.
  - **Step 1)** Self-Assessment of Powin’s Supplier Assessment Checklist
  - **Step 2)** ISO 9001 Certification

## POWIN SUPPLIER QUALIFICATION PROCESS

- **Step 3)** As required, Powin would visit the new factory and perform a Quality Assessment Audit.
- **PR3 – Supplier PPAP1:** If the new factory complies with Powin PPAP requirements as the approved factory then same PPAP would be accepted and signed off with the Supplier. If not in compliance, PPAP would be taken up and relevant items will be closed as part of the Process. Refer to Section 6 for details.



**GSMS Manual Sign Off:** Once Supplier successfully passes RP1, PR2, and PR3 Phase Reviews, Supplier must sign off and accept Powin’s requirements stated in the GSMS Manual.

**Limited Launch (LL):** Pre-HVM production samples manufactured using the machinery, tools, and process that was allocated (or) designed for Powin’s HVM. Supplier shall manufacture a limited quantity of the said Product, inspect 100% and results should be submitted to Powin for review and approval. Once verified and found satisfactory, LL samples should be sent to the location requested by Powin. Quantity for LL shall be mutually agreed between the Supplier and Powin SQE.

- **PR4 – Beta Site / Filed Try Out:** Process by which the materials from the LL production is assembled and assessed for its fitment, constructability, and functionality and Powin site. If LL validation results are satisfactory, Supplier is considered to have passed PR4. If results are not satisfactory, corrective action for the reported abnormalities shall be implemented by Supplier prior to HVM.



**AVL & APL Update:** Once the Supplier successfully passes PR4 Phase Review, the Supplier will be listed under Powin’s Approved Vendor List (AVL) and the Product will be listed under the Approved Product List (APL)

**PSW Signoff:** Supplier and Powin shall sign off PSW to confirm that PPAP requirement was met.

**PO Release & HVM:** Powin shall release PO to Supplier and gives clearance for HVM.

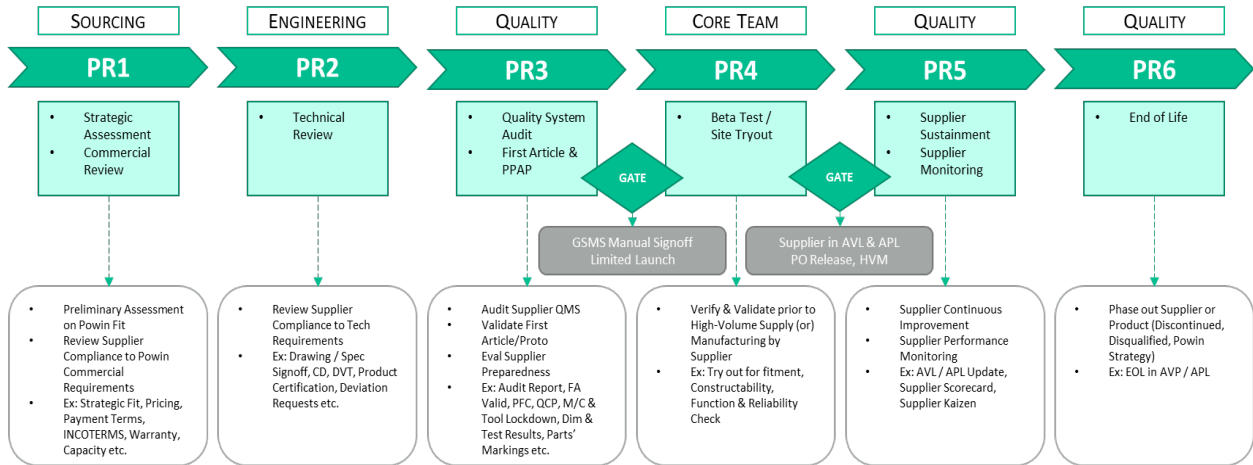
- Refer to Section 1.1.1 for all other Phase Review (PR) and Stage Gate Details
- **Note:** If supplier does not and of the PR stage gate up to PR4, high volume production is not authorized by Powin.
- **Note:** Powin has the right to add new PRs or remove any of above-mentioned PRs as deemed necessary.

## POWIN SUPPLIER QUALIFICATION PROCESS

### 1.4. New Sub-Supplier to Powin

This Section explains the different PR and SG that an Approved Supplier must go through for qualifying a new Sub-Supplier that is planned for Powin production. New Sub-Supplier as stated in here is a Supplier or contractor or partner who would perform entire or part of the manufacturing for Powin Product for the first time.

When an approved Supplier expands its business to develop products with a new sub supplier, Supplier is obligated to inform the change to Powin through the Supplier Change Notification (SCN) and follow the below qualification process (Section 5.2).



Picture 4: New Sub-Supplier to Powin – New Sub-Supplier Screening & Sustainment Process

#### 1.4.1. Phase Review (PR) Details:

- **PR1 – Commercial Review (Optional):** Depending on the nature of the Component and the associated Sub-Supplier, decision on Commercial Review will be decided by Powin.
- **PR2 – Technical Compliance (Optional):** If the new Sub-Supplier fulfills all the technical requirements as same as the approved Supplier, then Supplier should send the Compliance Report stating the same and Technical Review will be considered Passed. If there are no deviations or changes involved, relevant information should be included in the Technical Compliance Report and Sign Off should be taken from Powin.
- **PR3 – Quality System Screening:** Process by with Powin screens the Quality System at the New Factory. Details as listed in Step 1 & 2 is reviewed by Powin and if results are satisfactory, PPAP compliance would be taken up. If results are not satisfactory, Powin would work with the Supplier and decide on New Factory Quality System Audit (Step 3). If Quality System Screening results are not satisfactory, Powin will reject and ask Supplier not to use the Sub-Supplier for Powin production.
  - **Step 1) Supplier Quality Assessment Record of its Sub-Supplier**
  - **Step 2) ISO 9001 Certification**
- **PR3 – Supplier PPAP:** If the new Sub-Supplier complies with Powin PPAP requirements as the approved Sub-Supplier, then the same PPAP would be accepted and signed off with Supplier. If not in compliance, PPAP would be taken up and relevant items will be closed as part of the process. Refer to Section 6 for details.

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- Refer to Section 1.1.1 for all the other PR and SG details.

Below stated conditions are applicable for all the above-mentioned qualification process (Section 1.1 to 1.4)

- If Supplier does not pass any of the PR up to PR4, HVM is not authorized by Powin.
- Powin has the right to add new PRs or remove any of above-mentioned PRs as deemed necessary.

### Revision History

Rev.	Date	Description of Change	Approved by	
1.0	04.19.2023	New Release	VP Procurement	Jason E.
			VP Quality	Dean N.
			COO	Stuart B.
		Revised by: Jason E.	EHSS Manager	Jessica S.