









# Main Topics of the Presentation

- "Quality by Design"
- Project Structure
- Critical Control Points in the Different Project Phases
  - 1. Acquisition Phase
  - 2. Design and Engineering Phase
  - 3. Construction and Testing Phase
- QMS Platforms and Tools



### "Quality by Design"

"Quality cannot be tested into products; it should be built-in or should be by design."

The focus of this concept is that **quality should be built into a product** with an understanding of the product and process by which it is developed and manufactured along with a knowledge of the risks involved in manufacturing the product and how best to mitigate those risks. This is a successor to the "quality by QC" (or "quality after design") approach that the companies have taken up until the 1990s.



### **Project Structure**

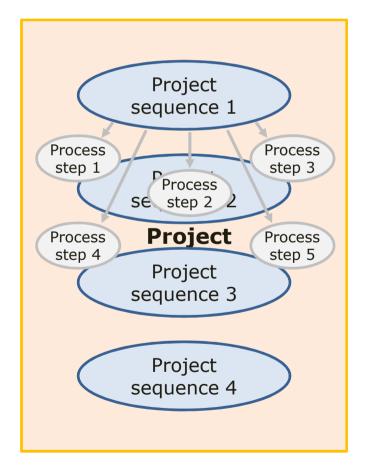
Each project can be divided in process sequences

- → Each process sequence has its process steps
  - → Some of these process steps are critical (so called critical process steps)

They are called this way because failure in these steps can create serious consequences.

→ For each critical process step, acceptance criteria are defined.

With the fulfilment of the acceptance criteria, the complete and correct implementation is entered in the **project report** (later explained) for confirmation.





### **Different Project Phases**

During the following three phases, procedures and activities have to be performed at critical control points:

- 1. Acquisition Phase
- 2. Design and Engineering Phase
- 3. Construction and Testing Phase



# Critical Control Points in the Different Process Phases

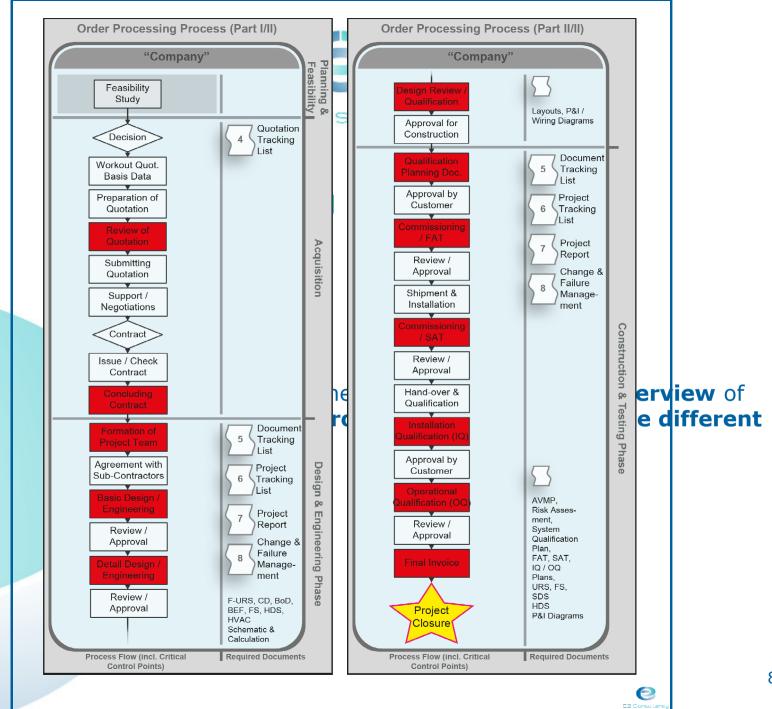


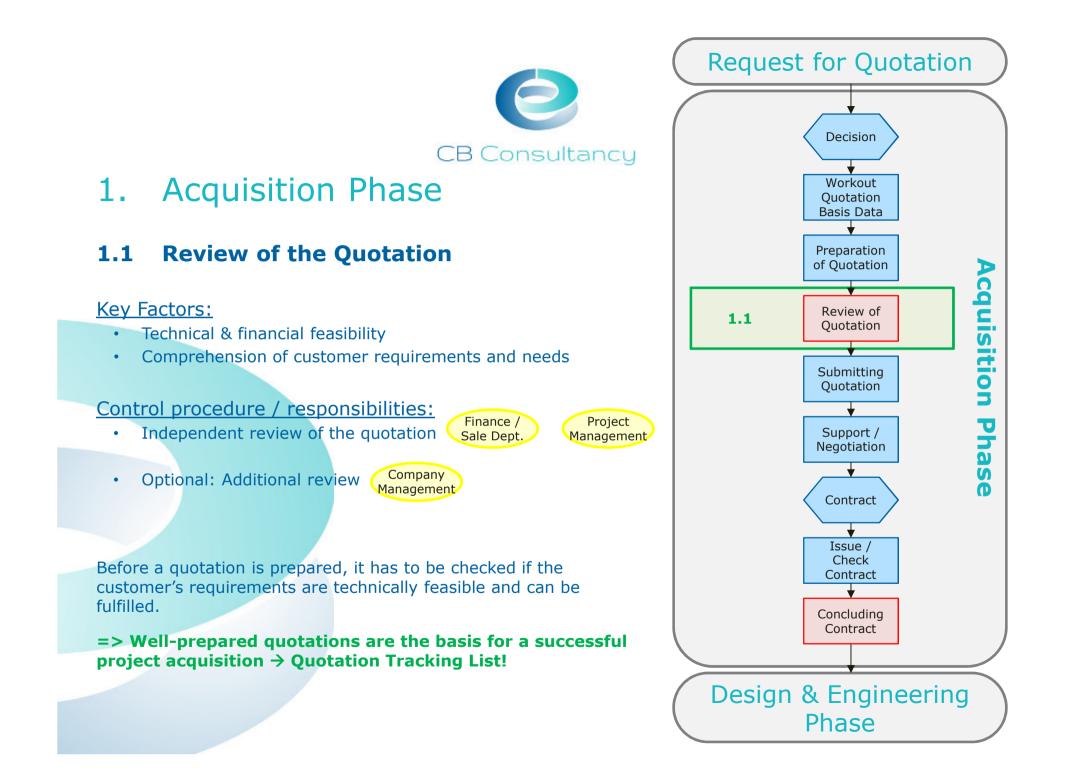
### **Critical Control Points**

### Introduction

Critical control points are the corner posts of the QMS and are the points at which the QMS process interacts with the project realization process.

All critical control procedures and activities have to be documented properly and have to be tracked in the project report.





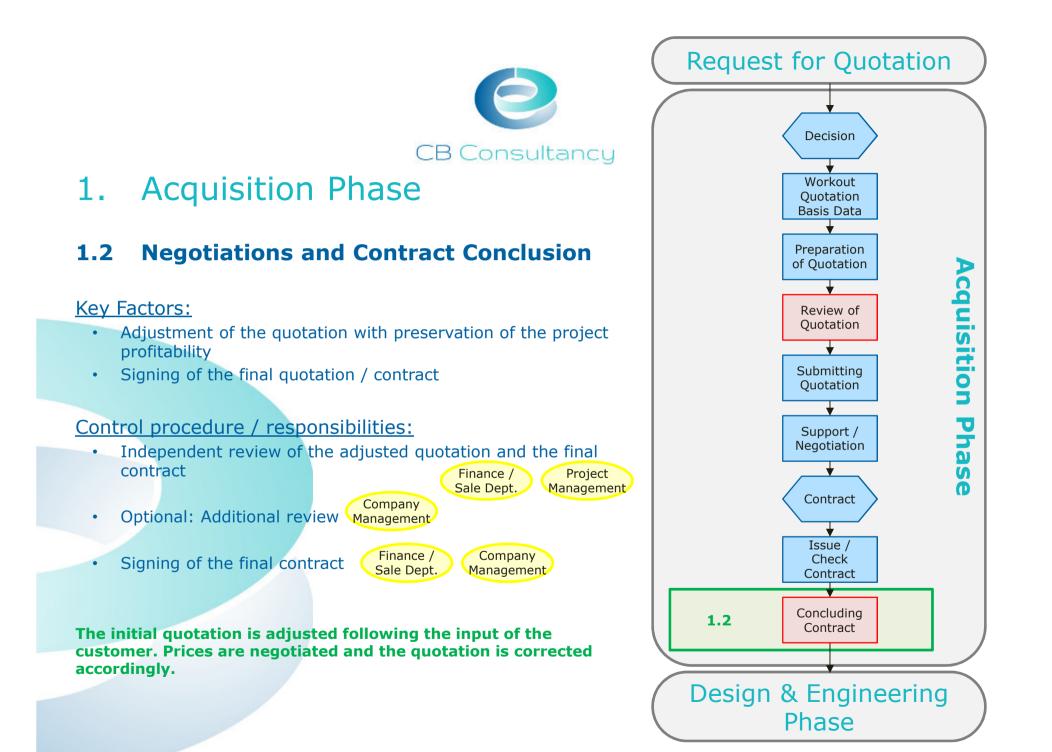


### 1. Acquisition Phase

### **1.1 Review of the Quotation**

# The following points should be considered for preparation and review of quotations:

- Offered prices for products and costs should be realistic and competitive, but should assure profitability of the project at the same time
- Prices should contain a reasonable negotiation margin
- All needs and requirements of the customer from the inquiry should be included in the quotation
- The scope of delivery, services, shipment, warranty, spare parts, etc. should clearly be described to avoid misunderstandings later
- The offered project timelines should comply with the customer's overall project schedule, but should also be realistic and reasonable at the same time
- · A fair, milestone-bound payment schedule should be proposed



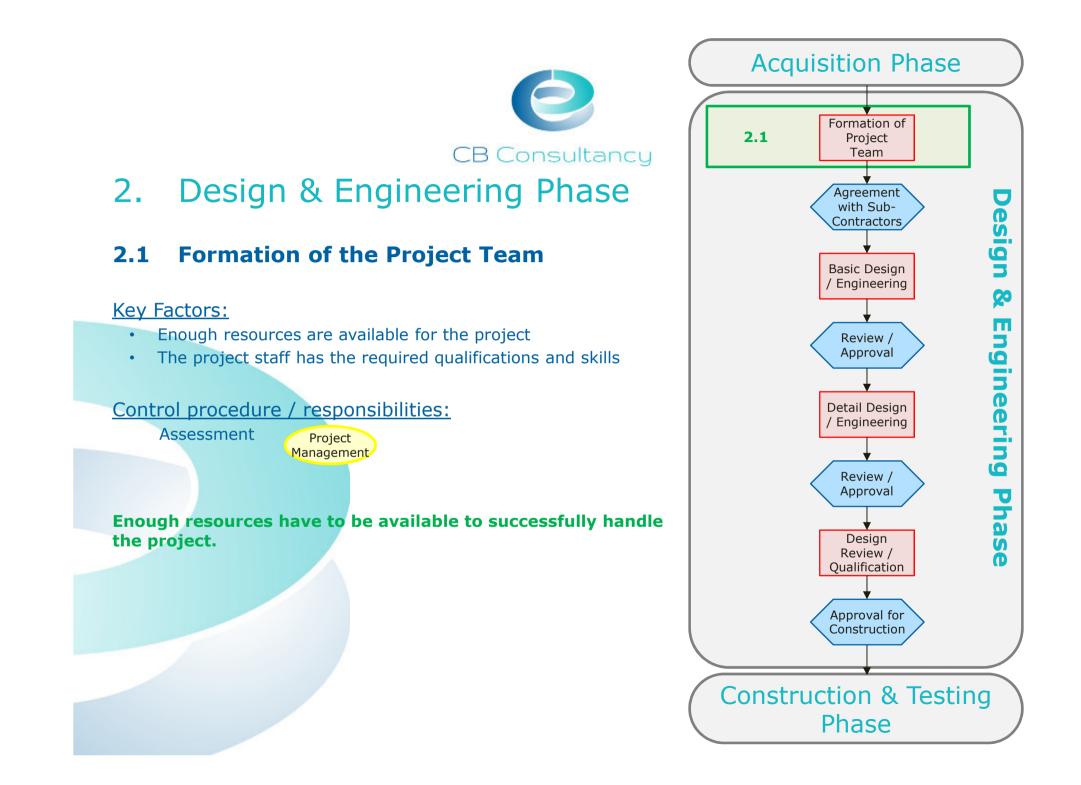


### 1. Acquisition Phase

### **1.2 Negotiations and Contract Conclusion**

# The following points have to be considered for this procedure in addition to the points mentioned before:

- The discount given should not exceed the predefined negotiation margin, project profitability should be maintained
- All changes in the scope of delivery, services, etc. (customer input or results of the negotiations) should be included in the revised quotation and the final contract





# 2. Design and Engineering Phase

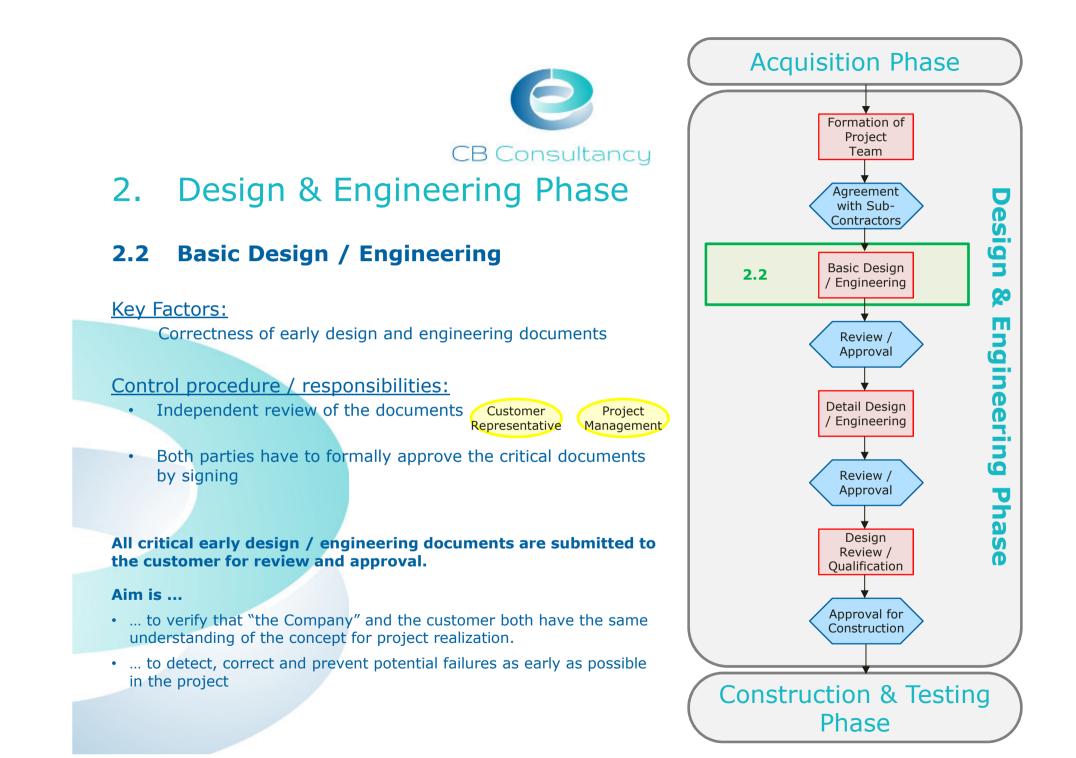
### **2.1 Formation of the Project Team**

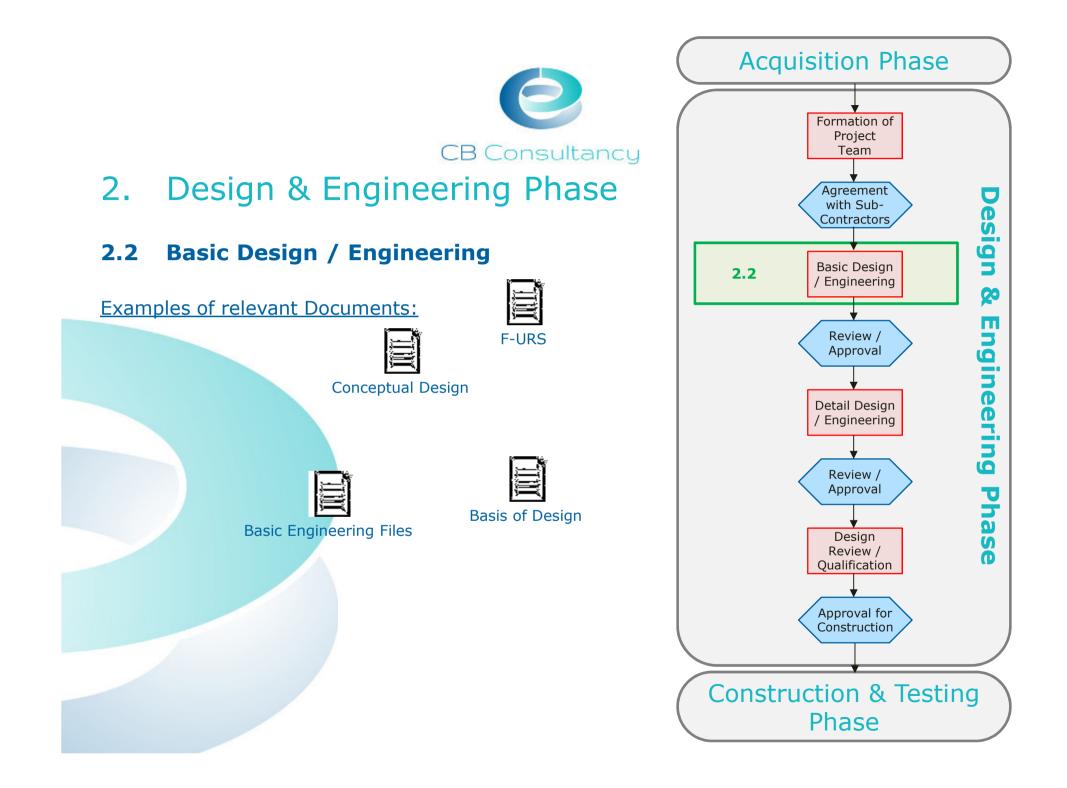
#### If enough resources are not available, the following options exist:

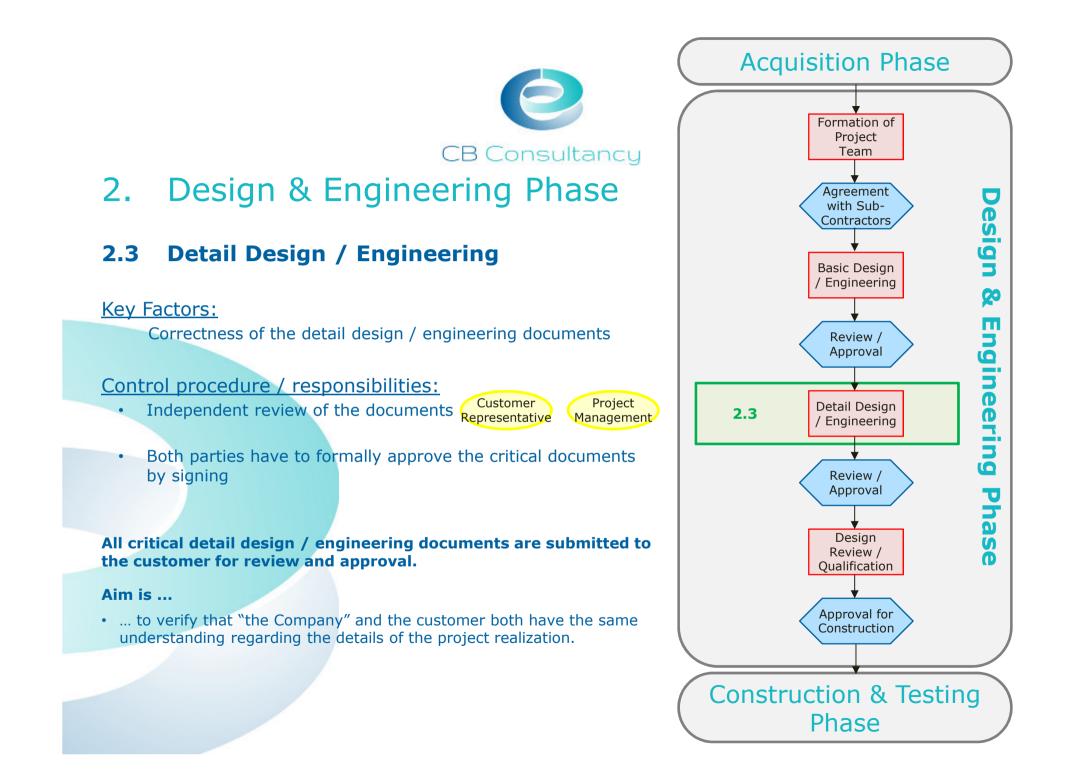
- Hiring of additional employees (to be discussed with the human resources / finance department)
- Evaluation of subcontractors which are able to handle a part of the project

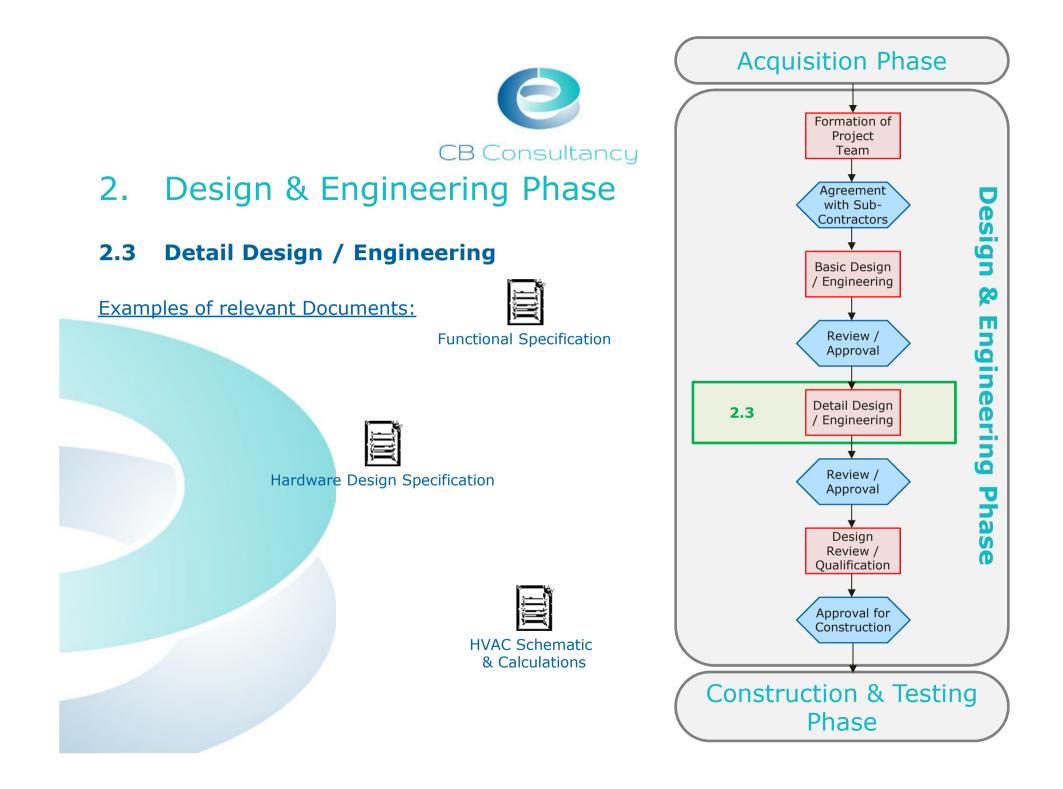
#### **If Subco**ntractors are required, they should be selected carefully. **Subcon**tractors should...

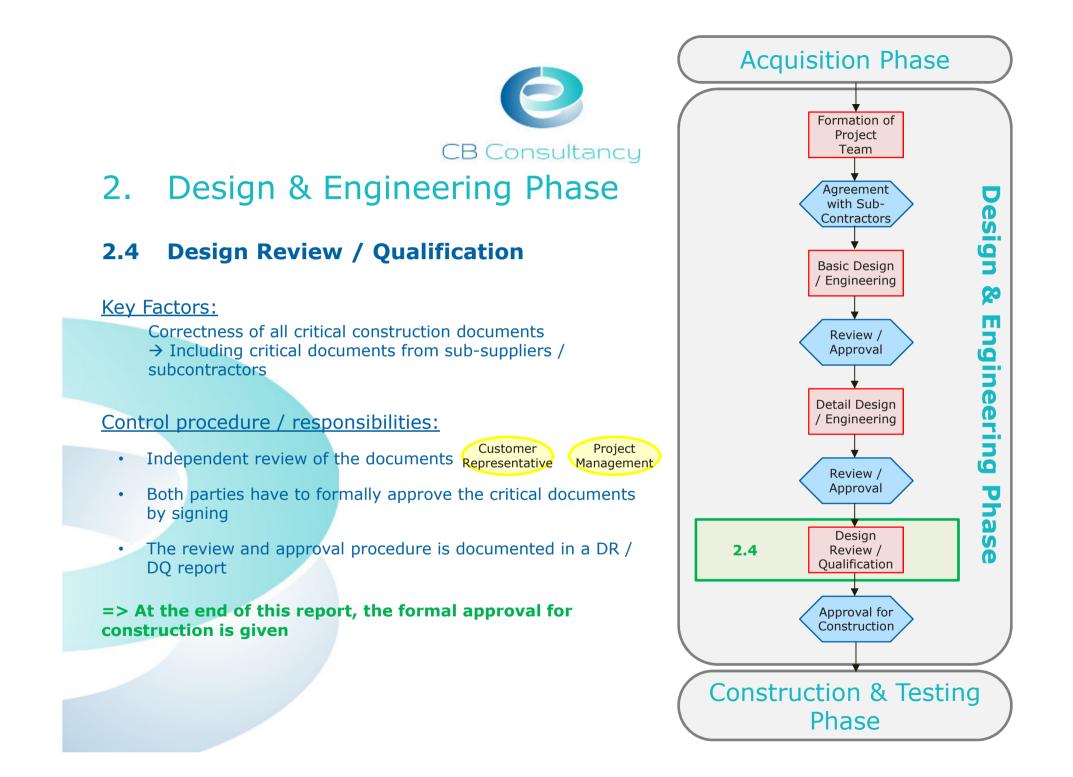
- ... not impair the overall quality of the project (skilled personnel, timelines, etc.)
  - ... not endanger the profitability of the project
- ... work following a QMS as well

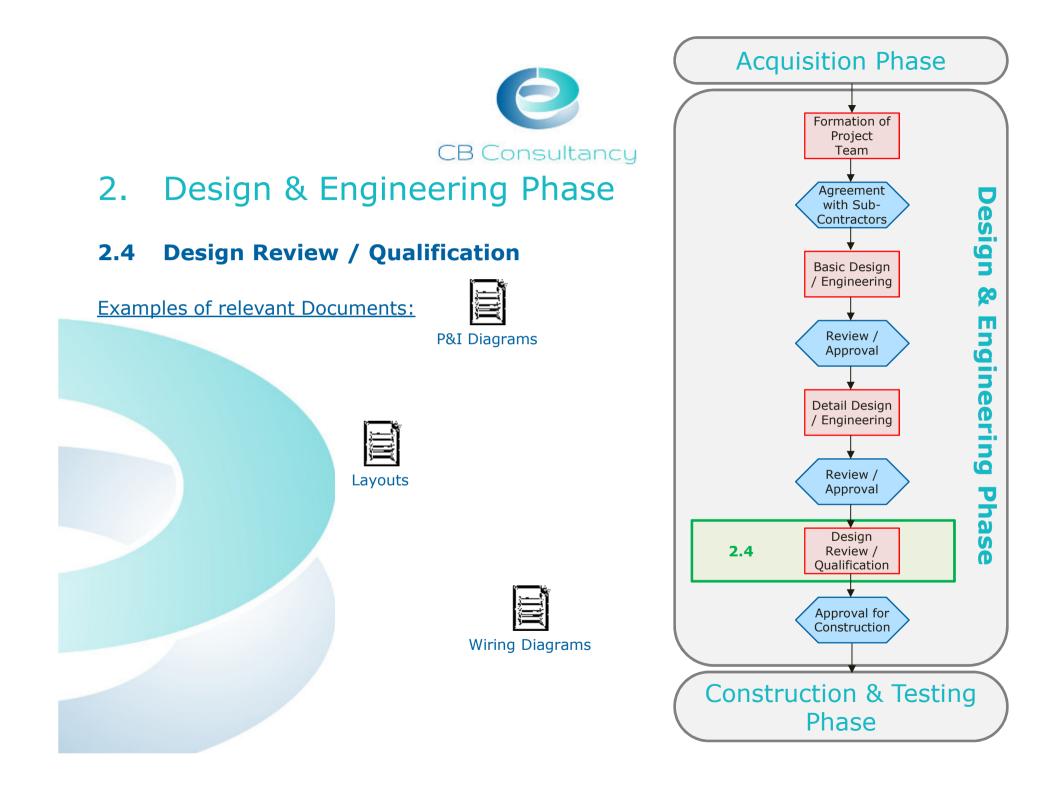












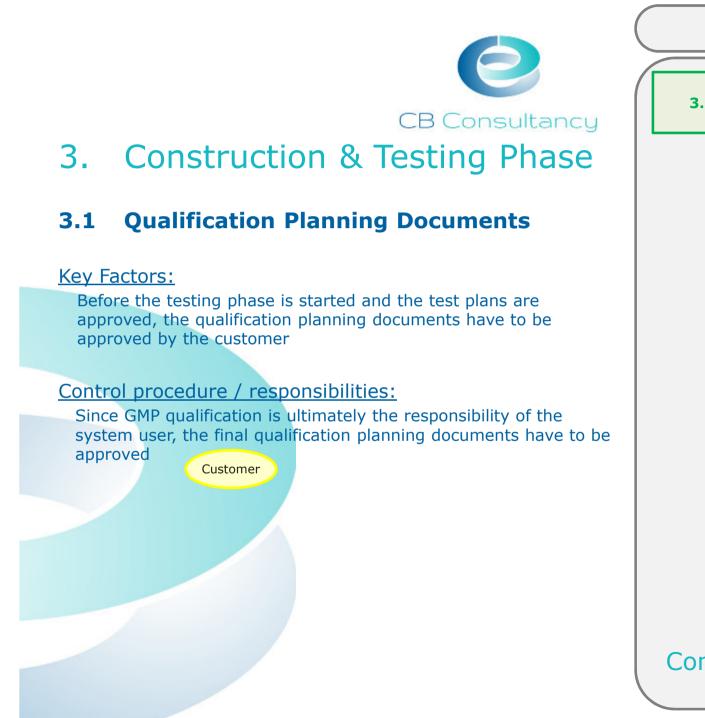


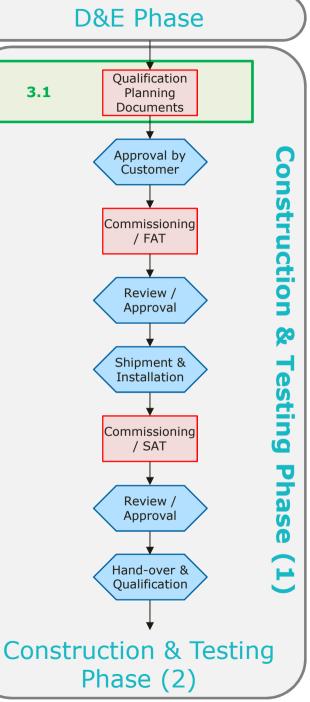
# 2. Design and Engineering Phase

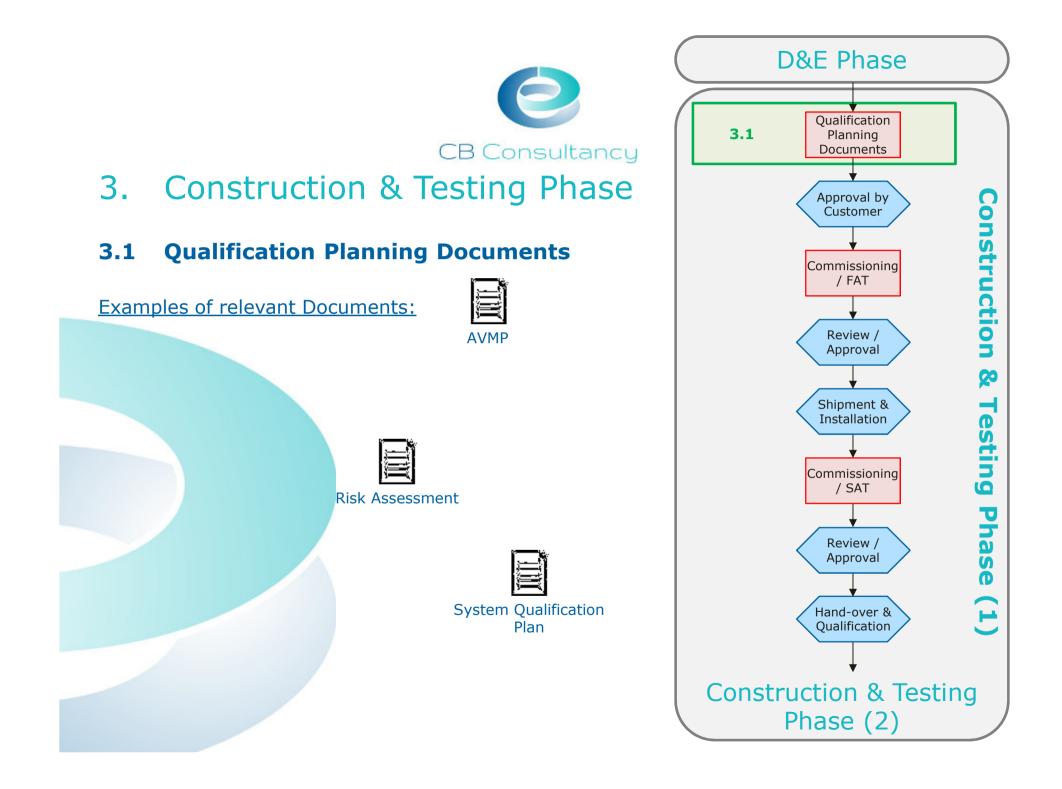
### 2.4 Design Review / Qualification (Approval for Construction)

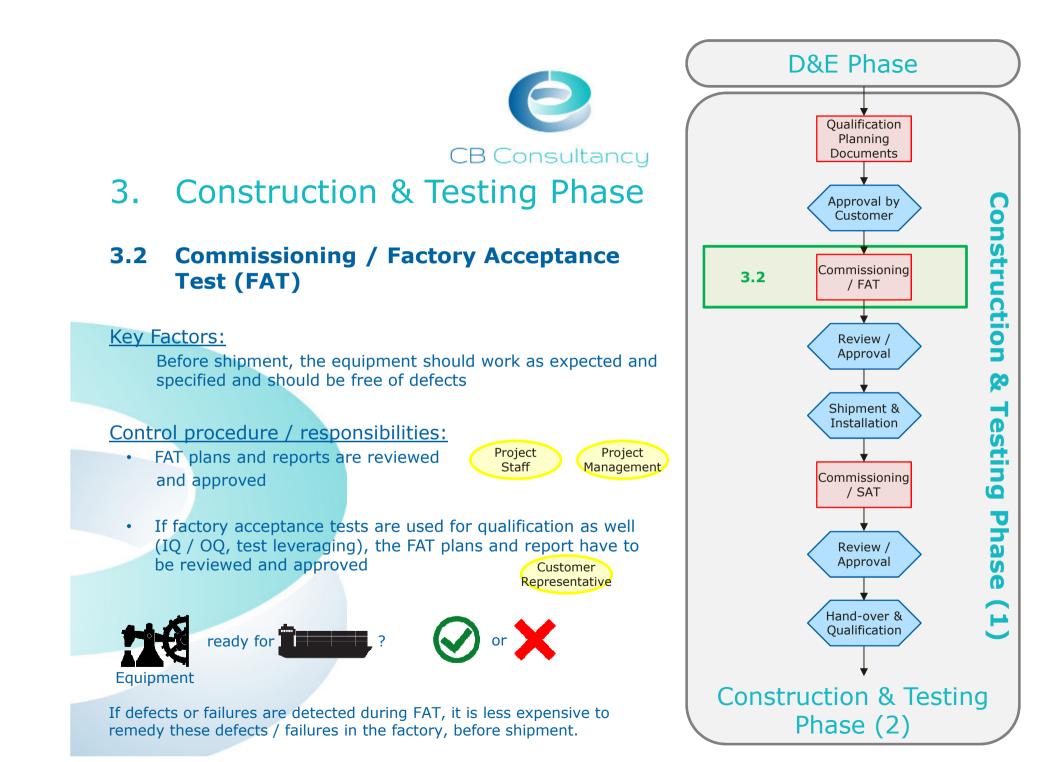
At the end of the design review / qualification, the project management and the competent customer representatives have to **agree on the approval for construction**.

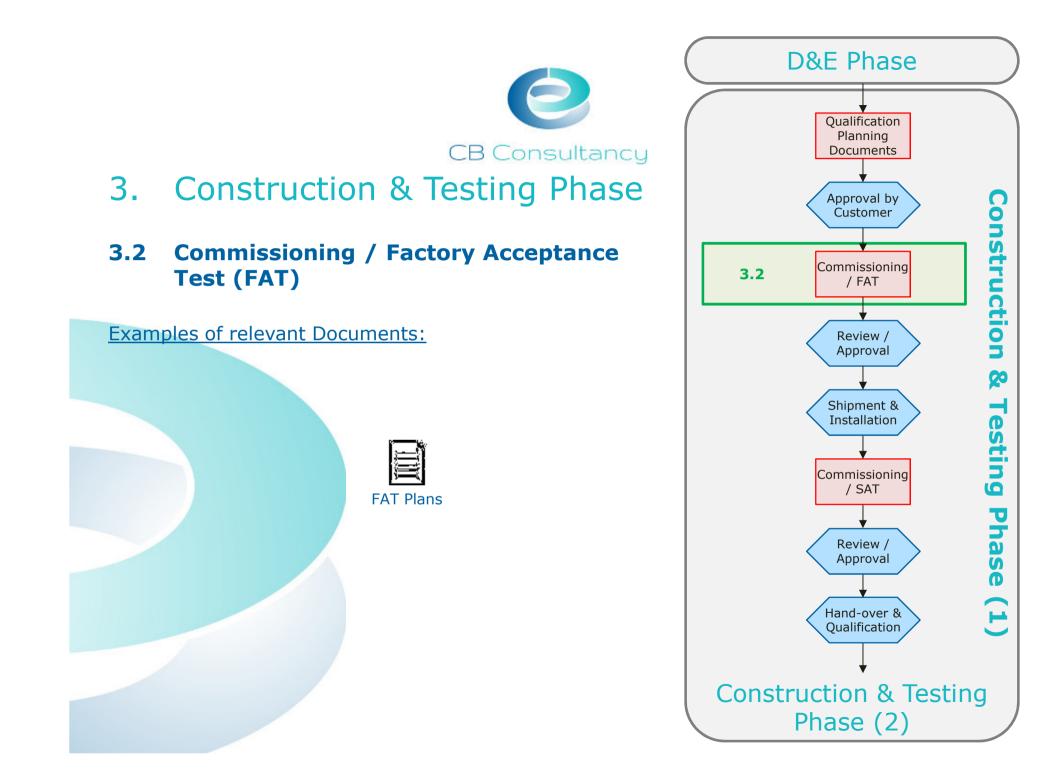
The design review / qualification is the **last chance to detect potential failures** before construction is started. **Undetected potential failures** are likely implemented during construction then and **may cause high consequential costs** therefore.

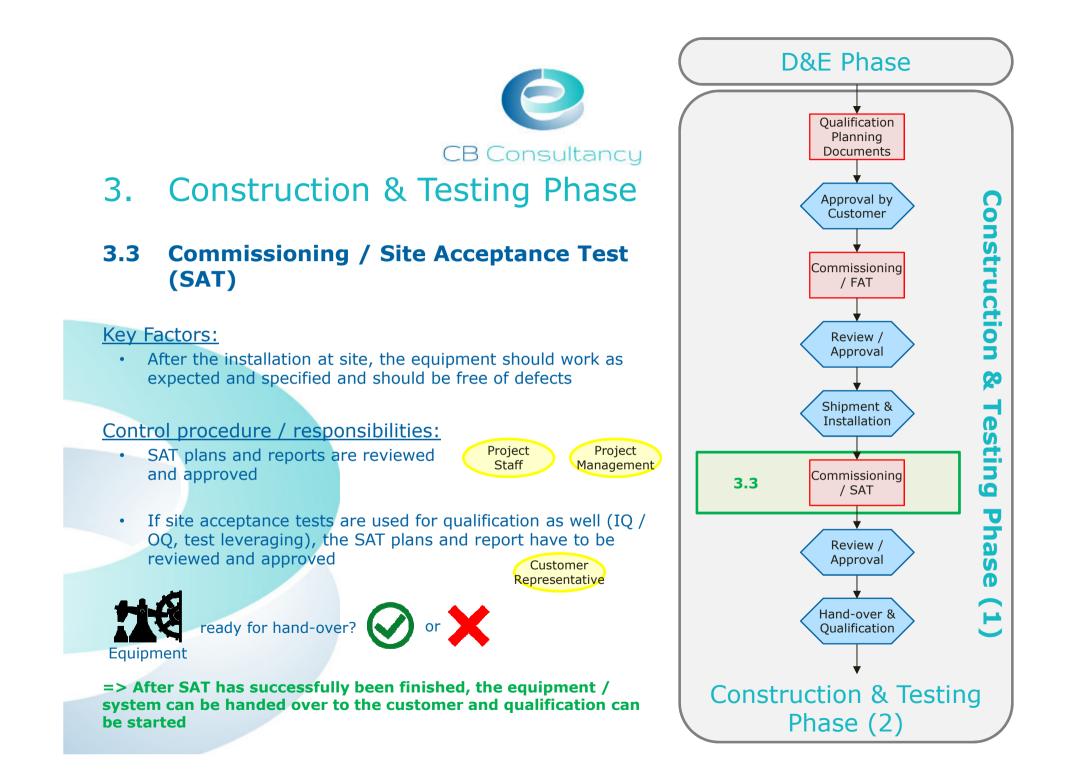


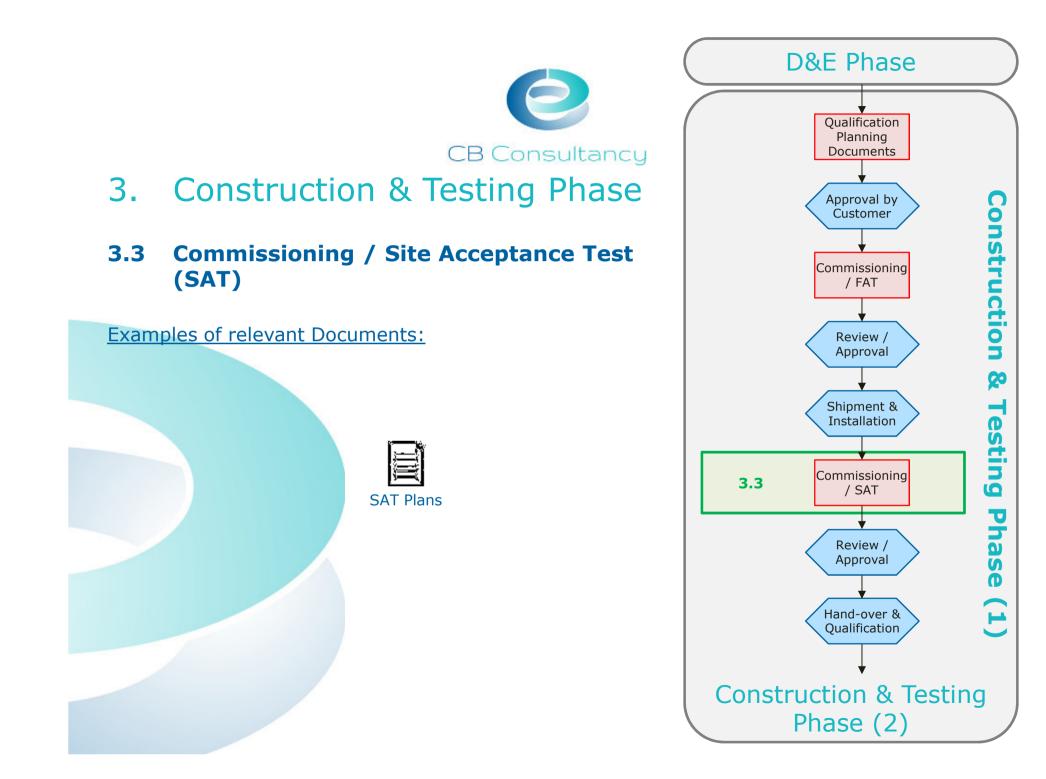


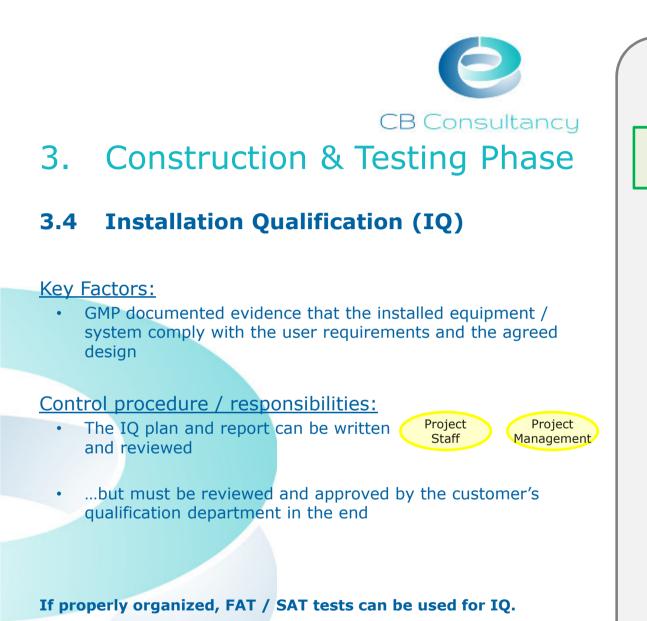




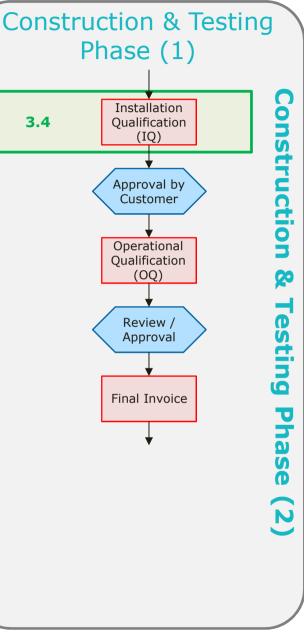


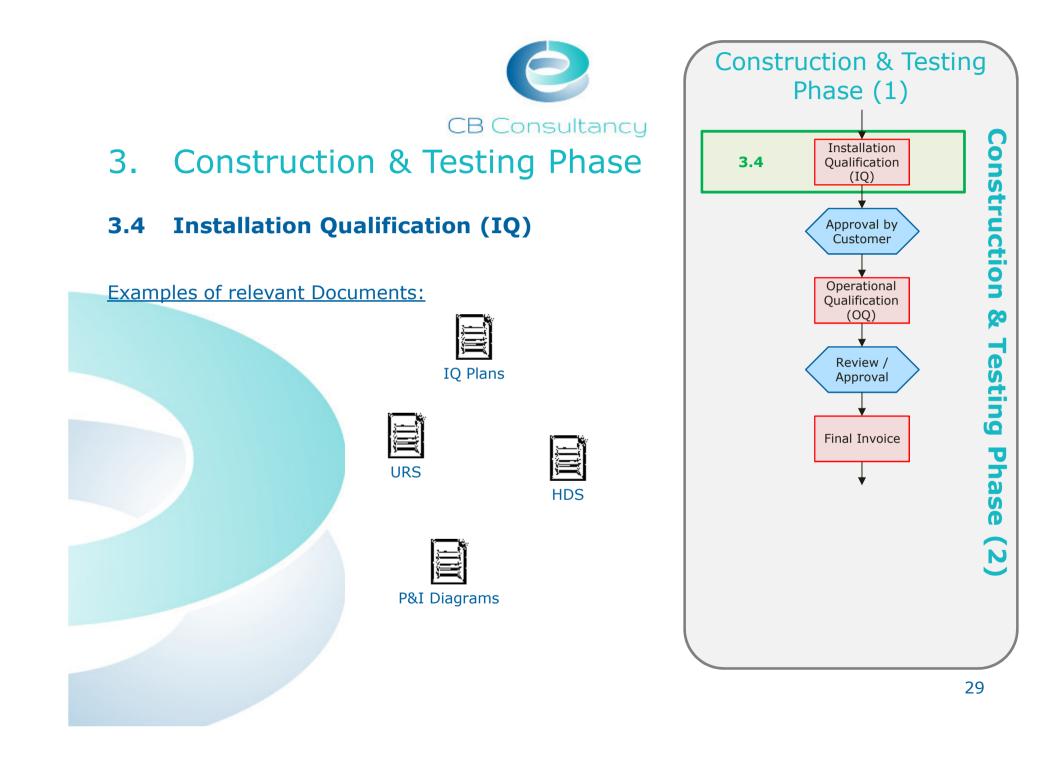


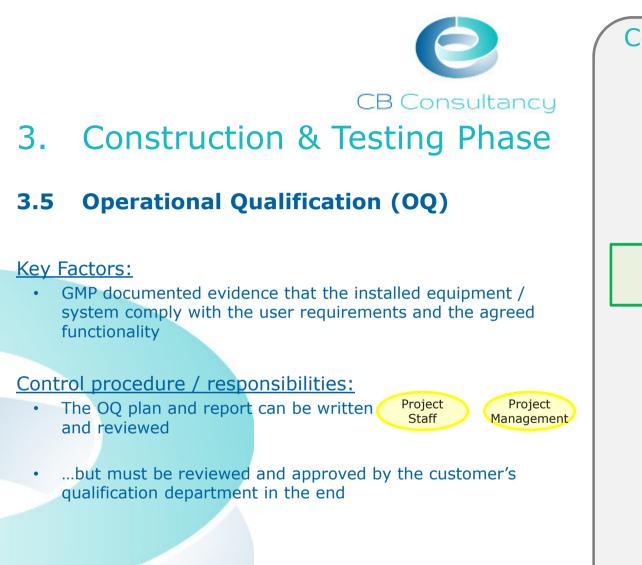




IQ tests can be executed by "the Company", but have to be witnessed by the customer in this case.

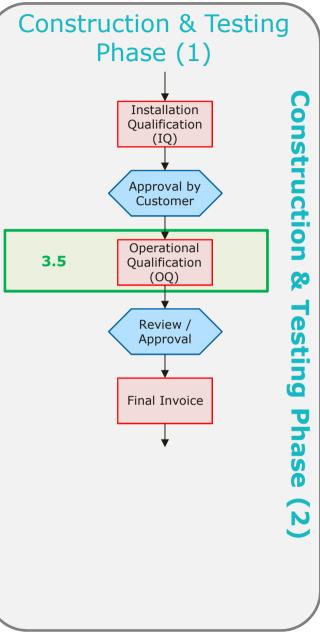


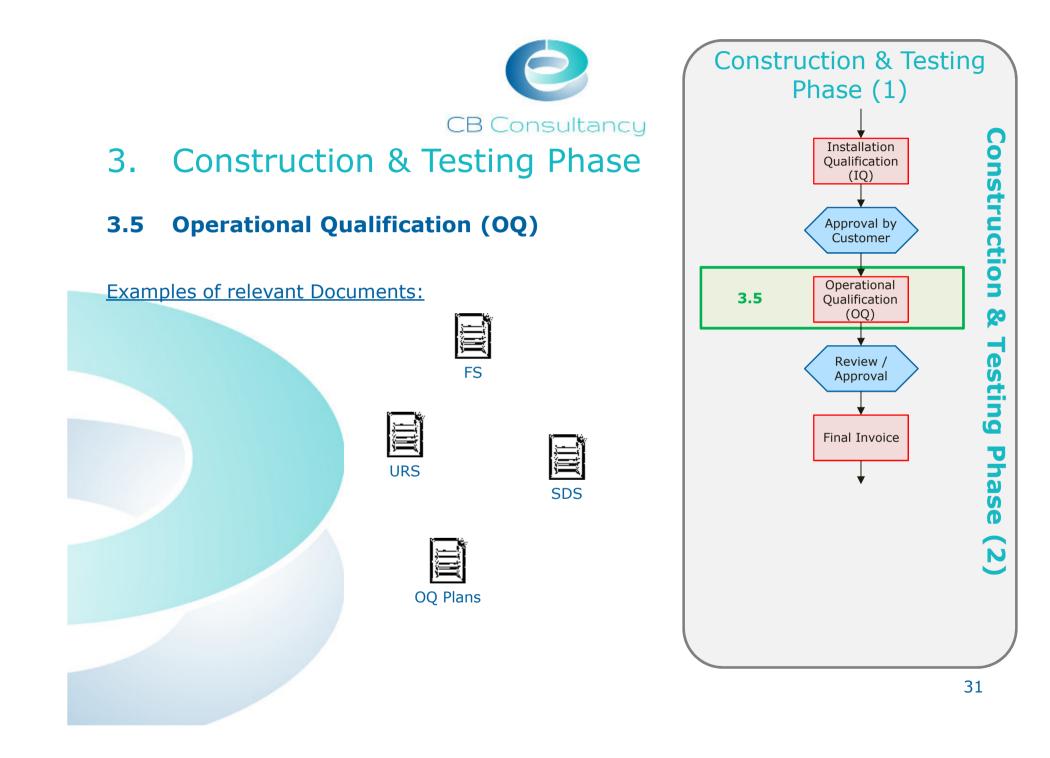




#### If properly organized, FAT / SAT tests can be used for OQ.

OQ tests can be executed by "the Company", but have to be witnessed by the customer in this case.







CB Consultancy

### 3. Construction & Testing Phase

3.6 Final Invoice

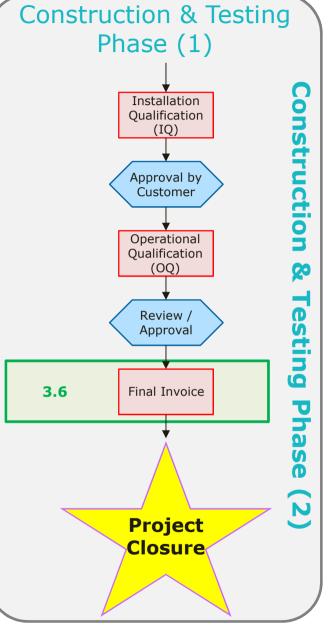
#### Key Factors:

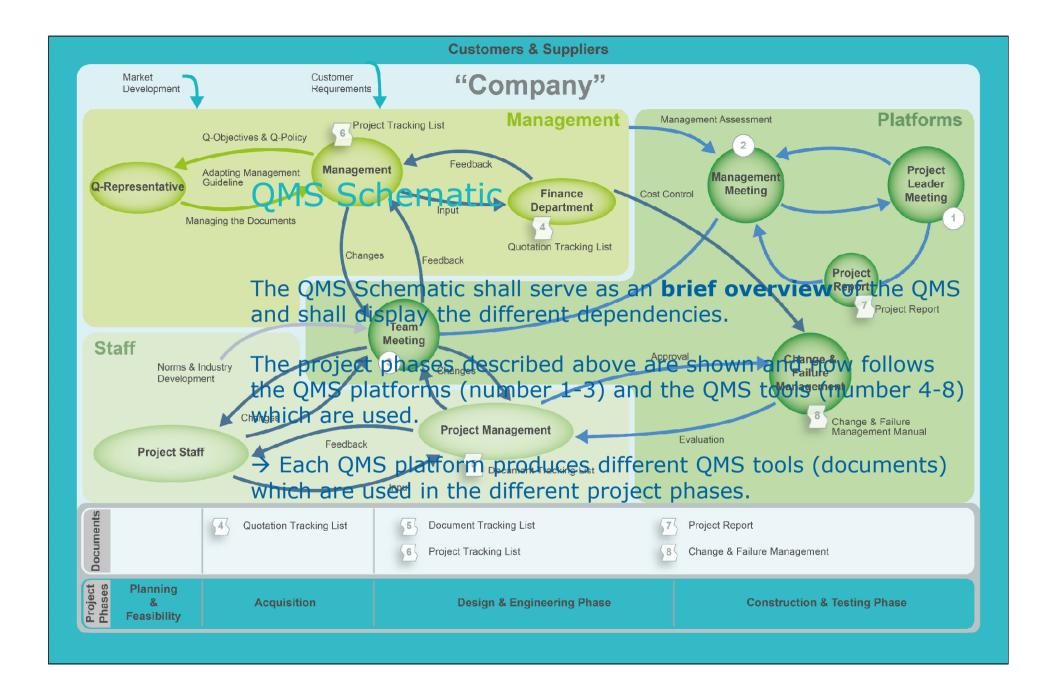
All invoices and the final invoice have to be balanced

#### Control procedure / responsibilities:

• The finance / sales department tracks all invoices and informs the project management once the final invoice is balanced

# **Once all invoices within a project are balanced, the project can formally be closed!**

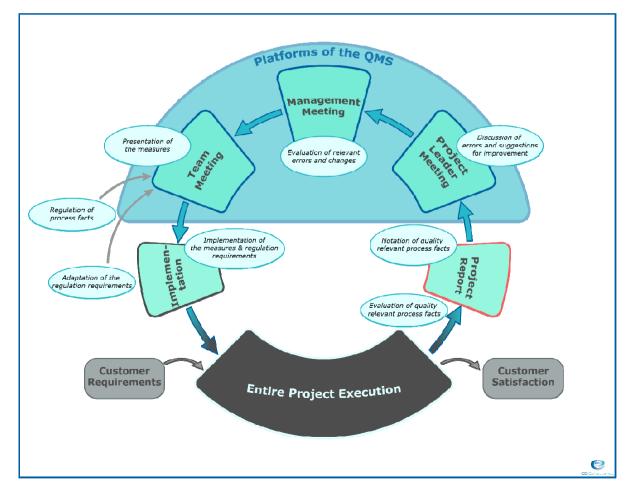






# Example of a Control Loop to guarantee Product Quality in a Company

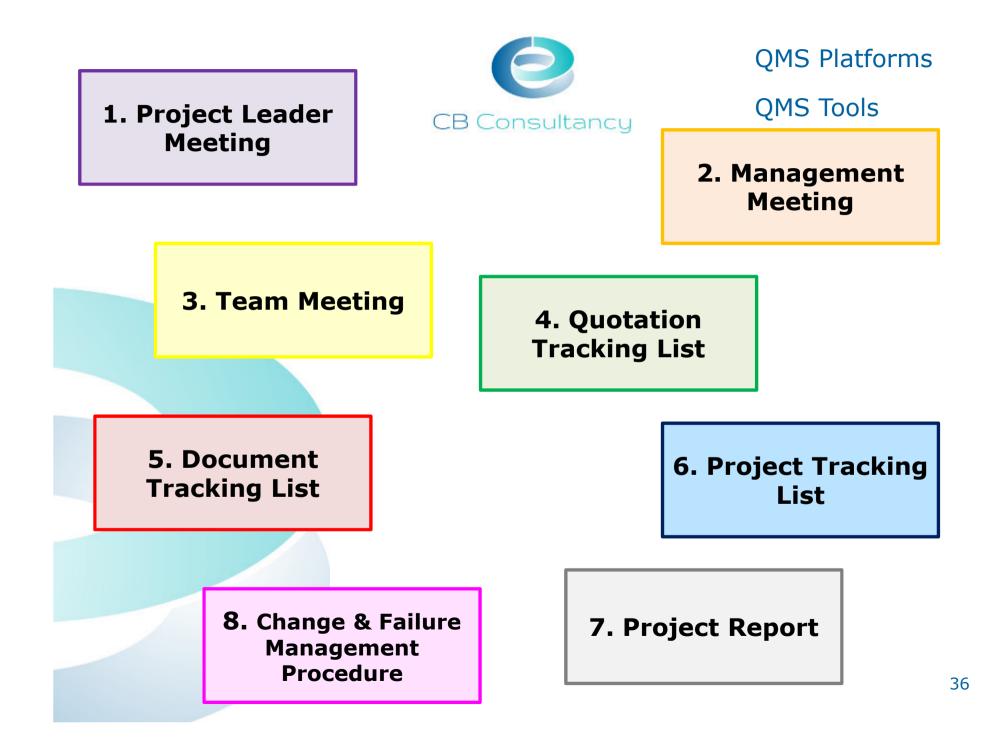
- In: Customer requirements
- Out: Customer satisfaction
- Between: Internal processes (QMS Platforms and tools)
- **Goal:** Continuous improvement of product quality and thus customer satisfaction





### Quality Management System (QMS): Platforms and Tools

How can QMS issues be discussed? How can QMS decisions be taken? Which kind of tools exist to document QMS procedures?



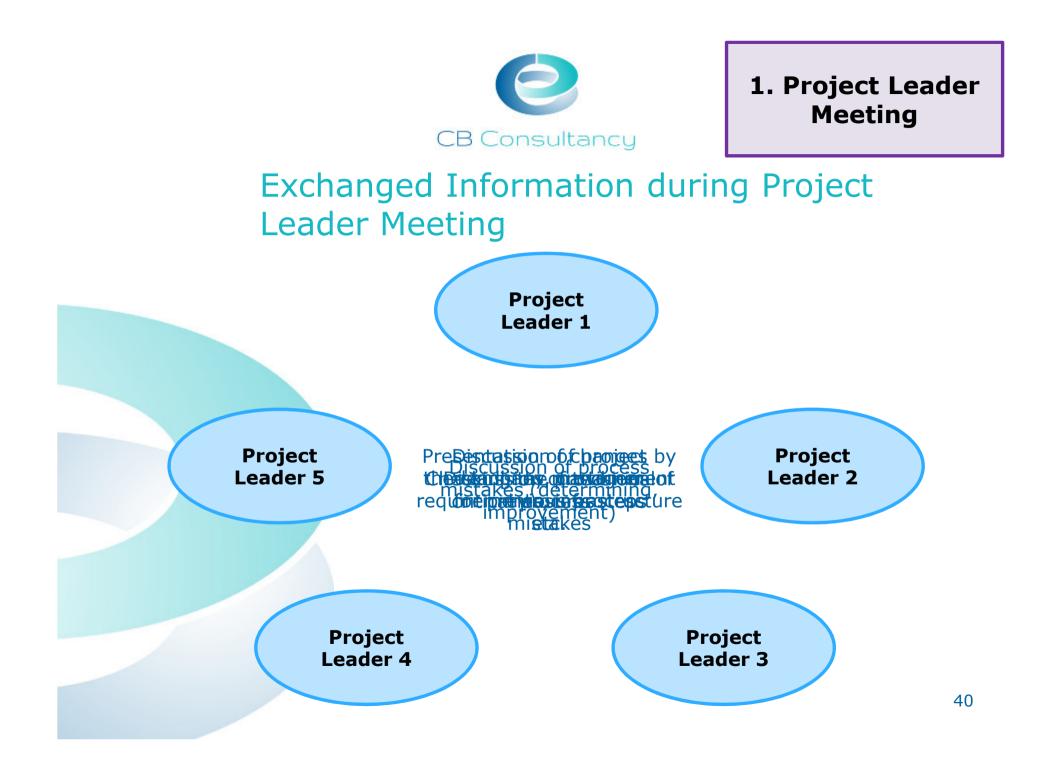




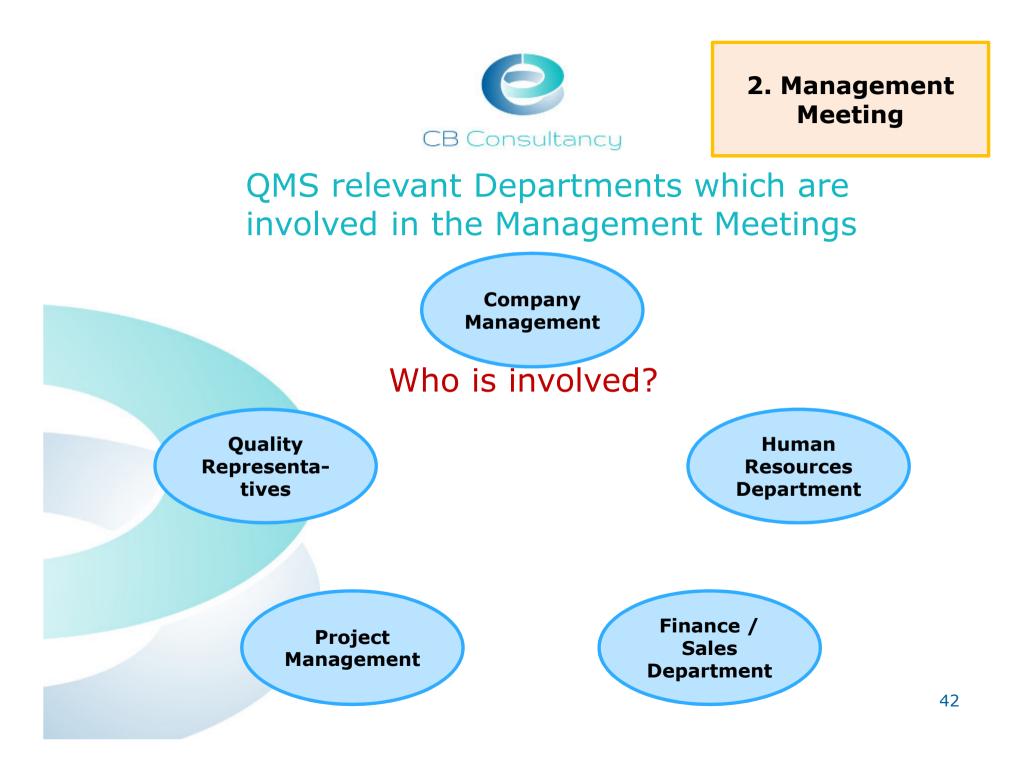


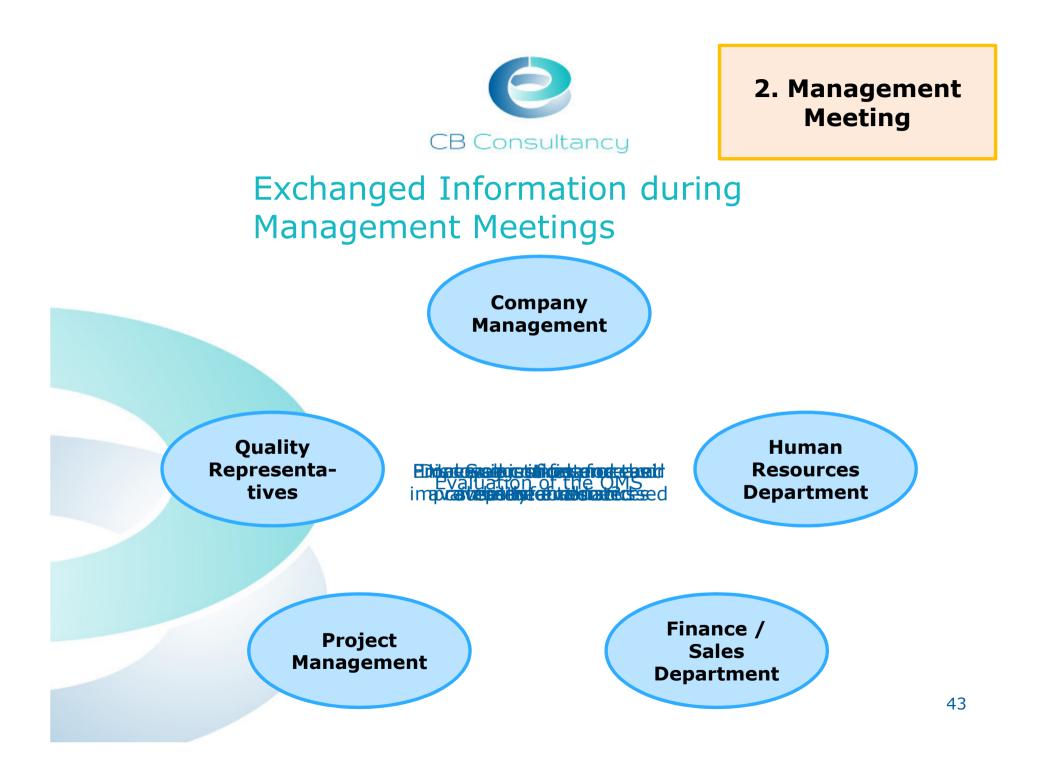








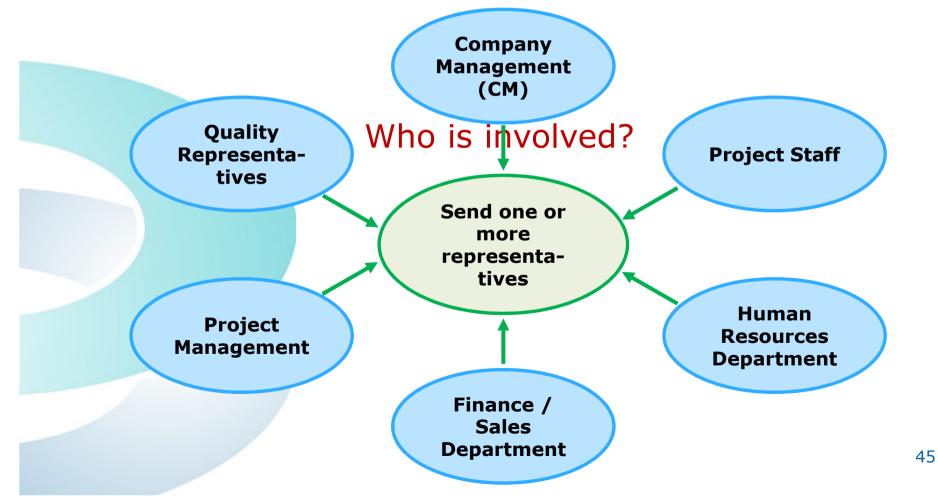








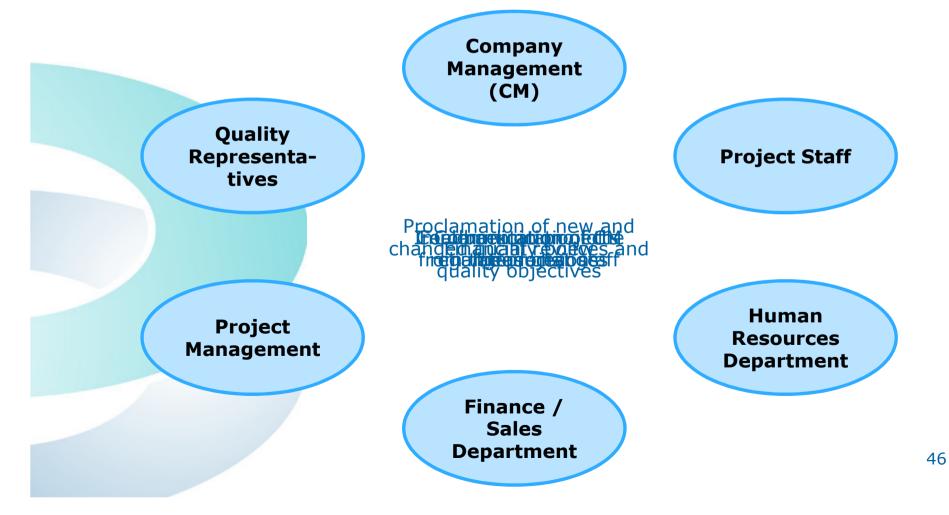
# QMS relevant Departments which are involved in the Team Meetings





## 3. Team Meeting

## Example of Exchanged Information during Team Meetings







## QMS Tools





4. Quotation Tracking List

# What has to be included / considered in the quotation tracking document?

- 1. Tracked with a reference to the customer inquiry
- 2. Tracked with a quotation number
- 3. Completion of the review / approval before submission to the customer must be documented  $\rightarrow$  QMS critical control point)
- 4. Summarize customer's feedback  $\rightarrow$  leads to either direct refusal, refusal after negotiation or acceptance after negotiation
- 5. After acceptance, the contract will be elaborated

 $\rightarrow$  enter the contract reference into the tracking list, followed by the review / approval of the contract before submission to the customer (QMS critical control point)

=> After conclusion of the contract → assignment of a project number and the formal opening of the project itself



4. Quotation Tracking List

## Example of a Quotation Tracking List

#### **Quotation administration**

		critical pro	ocess steps		
Quotation	Quotationname	Review Quotation	Contract completion	Refusal	Quotation status
5000-A	XXX1	Oct 15	Dec 15		Contract completion
5001-A	XXX2				open
5220-A	XXX3	Nov 15		Dec 15	Refusal
5223-A	XXX4	Feb 16			open







5. Document Tracking List

What has to be included / considered in the document tracking list?

- 1. Issued for engineering, design and qualification documents
- 2. Purposes are:
  - Overview of documents required within project
  - Definition of responsibility for document issuing
  - Tracking of the progress of document issuing, review and approval
  - Indirect tracking of the project progress
- 3. Providing of information for the project tracking list and the project report



5. Document Tracking List

#### Template of a Qualification, an Engineering or a Design Document List

Qualification / Engineering or Design Document List						
Document	Document No.	Issued by	Review and	Review and Approval		
			Company	Customer		

n/a: not applicable (customer approval not required)

#### **TO BE ADAPTED AND COMPLETED FOR EACH PROJECT INDIVIDUALLY**





6. Project Tracking List

What has to be included / considered in the project tracking list?

- 1. All project are tracked in this list
- 2. Provide an overview of the project status from start to the end
- 3. The list can include project number, reviews, agreements, approval of all documents and the final approval



#### **Template of a Project Tracking List**

		Passe	d Critic	al Cont	rol Poin	ts (QMS)	)			
Project No.	Concluding the Contract	Agreement on Test Responsibili- ties	Approval of FS	Approval of HDS	Approval of SDS	Approval of C&I Inspection	Approval of HW Tests	Approval of SW Module Tests	Approval of SAT	Final Approval

The list gives an overview about in which status are the project by checking which critical control points have been passed



## Simple Example of a Project Tracking List

roject Adı	ministration			
Quotation	Project number	Projectname	Project leader	Project status
	1310-A	XXX1	Name 1	ongoing
	1320-A	XXX2	Name 2	ongoing
5000-A	1308-A	XXX3	Name 3	ongoing
5242-A	1361-A	XXX4	Name 4	close





## What has to be included / considered in the project report?

- 1. Project management is responsible for completing
- 2. List that includes the feedback (summarized and collected)
- 3. Project quality relevant parameters & critical process steps are assessed and evaluated (regularly during project execution)
  - Work quality (all involved parties)
  - Adherence to project schedule
  - Compliance with customer requirements
  - Cost control
  - Project resources (personnel and infrastructure)
  - Internal and external communication
  - Successful passing of critical control points
  - Customer satisfaction

## => Measurement for the overall project quality (in planning and realization phase)



If the rating of one or more quality relevant parameters or critical process steps decreases, actions can be discussed, decided and documented in the project report to improve the overall quality of the project again!



#### **Template of a Project Report**

Date	Work Quality	Adherence to Project Schedule	Compliance with Customer Requirements	Cost Control	Project Resources (Personnel)	Project Resources (Infrastruc- ture)	Internal Communi- cation	External Communi- cation	Successful Passing of Critical Control Points	Catio	Comments, Decisions, Actions
			Rate for t	ho pro	niect ren	ort:			had		
				ne hit	Jectiep		good	average	bad		
											61



## Work Quality

### **Question:**

How is the work quality of the company, the sub-contractors and the sub-suppliers?

## **Rating:**



The work was done properly, organised and correct. No failure were done and deadlines were fulfilled. External documents have been done properly.

The work was done okay. Failure could have been done, but they were eliminated as soon as possible. No consequence appeared for the project.

Failure have been done which have severe consequence to the project. Project deadlines have been missed because of missing organisation.

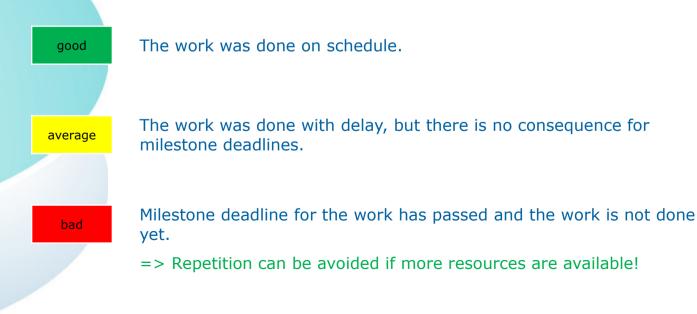


## Adherence to Project Schedule

### **Question:**

Is the work done until the deadline which is written in the project schedule?

## **Rating:**





## Compliance with Customer Requirements

### **Question:**

Have the customer requirements been implemented in the project?

## **Rating:**



All customer requirements have been implemented without problems. They are verified regularly by the project leaders.

All customer requirements have been implemented, but one/some of them were only implemented after consultation with the customer because realisation couldn't be done 100%.

Implementation of one or more customer requirements couldn't be done because of impossibility and no alternative have been found.



## **Cost Control**

### **Question:**

Are the real costs of the project corresponding to the assumed costs which were calculated at the beginning?

## **Rating:**



The real costs coincide with the assumed costs or are lower than them.

The real costs correspond more or less to the assumed costs. In few cases the real costs are higher than expected, but still in a prescribed range.

The real costs don't coincide at all with the assumed costs. The real costs are much higher than expected and are out of the prescribed range. Consultation with the customer has to be done.

=> Compensation may be possible in other part of the project later



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## **Project Resources (Personnel)**

#### **Question:**

Are enough and competent personnel available?

### **Rating:**



Enough and competent personnel is available for the work which has to be done. This is controlled regularly by the project leaders.

Personnel is available but either the amount of personnel could be higher or for special work more competent personnel is needed.

The work can't be done because not enough and no competent personnel is available.

=> Options for remediation: Allocation of additional company-internal resources, contracting of sub-suppliers or hiring new employees



## Project Resources (Infrastructure)

### **Question:**

Are enough and good infrastructure available for satisfactory performance of the personnel?

## **Rating:**



Enough and good infrastructure is available for to personnel to comply the required work. The availability and state of the infrastructure is controlled regularly.

In some cases more infrastructure is needed. The availability and state of the infrastructure is not checked regularly. No influence on the project itself.

Less infrastructure than needed is available. The availability and state of the infrastructure is never controlled. Bad influence on the project.



## **Internal Communication**

### **Question:**

How is the communication in the company itself?

### **Rating:**



The project-related internal communication works and is proofed by project leader.

The project-related internal communication doesn't work 100%. Some misunderstandings appeared which caused small delays in the project. The project leader only controls the communication occasionally.

Some sever mistakes have been done in the project because of missing project-related internal communication.



## **External Communication**

### **Question:**

How is the communication between the parties (company, customer, sub-contractors, sub-suppliers, etc.)?

## **Rating:**



The project-related external communication between all parties works and is proofed by the compliance of all requirements and process deadlines.

The project-related external communication doesn't work 100%. Some misunderstandings appeared which caused small delays in the project.

Some sever mistakes have been done in the project because of missing project-related external communication.



## Successful Passing of Critical Control Points

## **Question:**

Have all critical control points been passed successfully?



Yes, without doing any modification before acceptance.

Yes, but some modifications had to be done before acceptance.

One critical control point couldn't have been passed successfully which leads to a significant delay in the project.

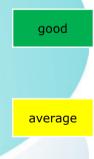


## **Customers Satisfaction**

## **Question:**

Is the customer satisfied? Attention! Assessment is done subjectively by the project leader!

### **Rating:**



Yes, the customer is highly satisfied. The quality of the services is high because of professionalism and kindness towards the customer. This reflects the reality.

Yes, but some small inconveniences appeared during the project for the customer which doesn't have an influence at the end.

bad

Customer is not satisfied at all, because of delay, incompetence by the company, or termination of the cooperation.





8. Change & Failure Management Procedure

What has to be included / considered in the change / failure management procedure?

Defines a formal procedure for the handling of project changes and failures.

The document are tracked in the document tracking list for change / failure



#### Introduction

A formal handling procedure for changes and failures is required as part of the QMS.

For each change or failure, the following points shall formally be documented:

- **1. Description** of the initiated change / detected failure
- 2. Classification of the change / failure and description of its impact
- **3. Analysis** of the change / failure and definition of actions for its implementation / correction
- 4. **Tracking** of defined actions and formal closure of the procedure once all actions have been completed



#### 1. Change / failure description

	Change No.:	Date:	Failure No.:		Date:
	Project No.:	Author:	Project No.:		Author:
	Change Description: (change proposal	trigger, justification)	Failure Description:	(failure facts, occu	rrence, detection)
2.9					
	Date / signature (change author):	Date / signature (failu	re author):		

The change / failure is described with sufficient details to allow for a proper analysis of the change / failure and for definition of appropriate actions later.

**Responsibility:** 

Anyone who detects a failure or would like to initiate a change (project staff, project management, quality representative, etc.)



#### **2. Impact Classification**

Impact Classification	<ul> <li>Quality impact (products / services)</li> <li>Safety impact</li> <li>Cost impact</li> <li>Impact on the timelines</li> </ul>	Impact Classification	<ul> <li>Quality impact (products / services)</li> <li>Safety impact</li> <li>Cost impact</li> <li>Impact on the timelines</li> </ul>
Impact Description: (improvement)		Impact Description: (negative influence	)
		- Failure tracking list undated	
		<ul> <li>Failure tracking list updated</li> </ul>	
Date / signature (project management / qu	uality representative):	Date / signature (project management / qu	ality representative):

Changes / failures are classified according their main impact. This shall help to understand the change / failure and to define appropriate actions later

**Responsibility:** 

Project management or quality representative (for QMS)



#### **3. Definition of Actions**

	Def	finition of actions:						
	1							
	2							
	3							
	4							
	Comments:							
	Dat	e / signature (definition of actions by process management or quality representative):						
	Dat	e / signature						
	Date / signature							
	(review and approval of defined actions)							
-								

Proposed actions must be reviewed and approved by a second person / department, for example:

- By the finance / sales department for changes/failures that affect the costs
- By the project management for changes/failures that affect the quality or the timelines
- By the quality representative or company management for changes/failures that have an impact on the QMS

**Responsibility:** 

Depending on the nature of the change / failure, actions should either be proposed by the project management or by the quality representative



#### 4. Tracking of Actions / Report

Tracking of ac	tions:				
Action 1	completed (reference:)				
Action 2	completed (reference:)				
Action 3	completed     (reference:)				
Action 4	completed     (reference:)				
Comments:					
All actions have been completed and the change procedure is formally closed: □ Change track list updated					
Date / signature (project management or quality representative):					

At the end of the change / failure procedure, a short report is written to confirm that all actions have been worked off.

With this report, the change / failure handling procedure is formally closed.

#### **Responsibility:**

Project management or quality representative





## **Further Questions?**