



### The Extended Partner Program

Your organization has set out to establish breakthrough performance by initiating an improvement program with Six Sigma Qualtec as a partner. But in the long run, your performance is dependent on the performance of your vendors, suppliers, distributors and other business partners. Those Extended Partners must have the same commitment to excellence as your company for you to achieve your goals.

### Program Objective

The Extended Partner Program provides an opportunity for you – working closely with Six Sigma Qualtec – to educate and train key members of your business alliances, enabling them to raise their own performance levels.

The approach is simple. Six Sigma Qualtec works with your organization to identify appropriate Extended Partners and related process issues. We help you prepare proposals that illustrate the value that Six Sigma can bring to their organization. Extended Partners are given opportunities to participate in subsequent waves of your Six Sigma deployment, Six Sigma Qualtec open enrollment sessions or can implement their own initiatives.

Ultimately, you are only as strong as your supply chain. The better the materials, finished work and services you receive from suppliers, the better your starting position in your own production process. Isn't it time you ask of your Extended Partners only what you ask of yourselves?

### Service Credits

As an added benefit, your organization can earn “service credits” from Six Sigma Qualtec for any training your extended partners conduct through us as a direct result of the Extended Partner Program. You can apply these service credits towards any services with Six Sigma Qualtec. Thus, you leverage your internal efforts while bringing external partners along on your journey towards excellence.



### By Sharing Six Sigma With Your Partners, You Will:

- Receive fewer defective products and services from your vendors and suppliers
- Reduce your own costs by streamlining interactions with Extended Partners
- Involve External Partners in your strategic planning process
- Set your own standards of excellence and encourage compliance
- Extend the reach of your internal performance improvement initiatives



## Extended Partner Program

Delivering Performance Improvement To Your Enterprise

Six Sigma Qualtec



### Benefits

More than just providing leads and references, the Extended Partner Program is a combination of joint marketing and training opportunities that will allow your suppliers, vendors, distributors and customers the same breakthrough levels of performance you've achieved. You benefit from a supply chain that speaks your language and understands the significance of your organization's carefully tuned processes. Your Extended Partners benefit from their own step improvements and a strengthened relationship with you.

#### Extended Partner Program

Participation in the Extended Partner Program includes the following steps:

##### Identify Extended Partners

SSQ assists you in reviewing vendor and supplier lists and identifying potential Extended Partners. The focus is on those with the greatest impact to your success.

##### Identify System Issues

Based on experience with selected vendors/suppliers, you will isolate systems and processes that contribute to the overall deterioration of the supply chain's performance.

##### Co-Branded Marketing Materials

Your organization works with Six Sigma Qualtec to develop customized marketing materials targeted at your prospective Extended Partners and the successes at your Company. The information developed in this process must be approved by both your organization and SSQI, and is used solely in soliciting Extended Partners. SSQ covers the cost of developing, producing and mailing of these materials.

##### Referrals/Joint Presentations

Focusing on your pre-defined system issues, SSQ and you will make joint presentations on an individual basis or through sponsored symposia and conferences.

##### Training

You may allocate one seat in each internal wave of Six Sigma training for an Extended Partner's employee who will be working on system issues identified by your firm.

##### Deployment Participation

Extended Partner Champions are encouraged to attend your Report Out sessions and deployment planning sessions.

##### Service Credits

Service Credits may be earned based on the level of Extended Partner participation. Contact us for a Service Credit Schedule and complete Terms and Conditions.

### Enterprise-Wide Deployment: We See the Big Picture

Six Sigma Qualtec is unique in the training industry, providing enterprise-wide training that focuses on overall corporate strategies. An initial assessment is used to map-out specific training and technology needs and to focus implementation on broader corporate objectives. Support continues beyond the training phase, ensuring alignment of all projects and sustainability of process improvements. Qualtec has been involved in building ground-floor process improvement initiatives that have significantly enhanced productivity, efficiency and customer satisfaction **at world-class companies including Nokia, General Electric and Owens Corning.**