

Q&A from the APQP4Wind Webinar:

How to Get Started with APQP4Wind and How It Benefits Your Company October 30th, 2020

Morning Webinar (9:00-10:00 CET):

Question 1 (Q1): I would like to know if there is an official APQP4Wind certification for trainers and how to gain it.

Answer 1 (A1): Only the trainers from our approved training providers can receive a trainer certificate.

Q2: How do you become an approved training provider?

A2: For now, the APQP4Wind organization has decided to have only a few global training providers covering most of the world. If you, as an independent global training provider, want to be considered in the future, you are welcome to send an application via contact@apqp4wind.org.

Q3: What is the higher certification as user that can be obtained with the APQP4Wind training from Certified trainers?

A3: There is currently no higher level than Specialist Training in the APQP4Wind program. However, there are a lot of opportunities to get trained in the tools as FMEA, SPC and MSA. We recommend that you contact your preferred training provider to get more information.

Q4: Will there be more sessions diving deeper into the APQP4Wind?

A4: Yes, there will be more webinar sessions diving deeper into APQP4Wind in the future. All future free webinars will be posted on our [website](#) and [LinkedIn page](#).

Q5: How to establish & secure the APQP4Wind across the supply chain / sub suppliers who are not part of the wind industry?

A5: This question was answered in the Morning webinar, please find the recordings here:

www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind, or go to: <https://youtu.be/VIntZaXaNW4>

Q6: Where can I read and learn more about DMATS procedures?

A6: It can be difficult to find an exact definition of DMATS, because it is not a globally known abbreviation. DMATS might have emerged during the development of APQP4Wind from the more known DMA (Design for Manufacturing and Assembly), and we therefore recommend that you look at the rules and paths of working and thinking in DMA and expand the principles to transport, commissioning and service.

You can find an explanation here: <https://quality-one.com/dfm-dfa>, or you can register for courses here: <https://sae.org/learn/content/92047>

Q7: Is there any advancement version after APQP4Wind?

A7: This question was answered in the Morning webinar, please find the recordings here:

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Q8: Will a copy of this presentation be made available on the website?

A20: Yes, a copy of the presentation is available for download on the APQP4Wind website. Please go to: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind

Q9: What is the approximate cost of training right now? I believe the only way these days is through online classes. How many people should be trained to be certified?

A9: As it is up to the training providers to decide the cost of the different training courses, we recommend that you contact the APQP4Wind Training Providers to learn more about the cost of training. You can find links to their website here: www.apqp4wind.org/training. These days, the training providers offer both online and classroom courses. To be APQP4Wind certified and eligible for an APQP4Wind Company Membership, it is required that your company has had at least one employee on Management Awareness Training and at least one other employee on Specialist Training.

Q10: Are there any recommendations on IT systems that will make APQP4W processes more efficient in managing and handling?

A10: This question was answered in the Morning webinar, please find the recordings here: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind, or go to: <https://youtu.be/VIntZaXaNW4>

Q11: How long time did it take for FT Technologies to implement APQP4Wind?

A11: This question was answered in the Morning webinar, please find the recordings here: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind, or go to: <https://youtu.be/VIntZaXaNW4>

Q12: Earlier it was discussed about auditing APQP Implementation. Is there a check list that you could share with us to help and guide us when performing internal audits?

A12: This question was answered in the Morning webinar, please find the recordings here: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind, or go to: <https://youtu.be/VIntZaXaNW4>

Q13: There are multiple stakeholders executing different phases of the APQP4Wind. How to align the different stakeholders? Should there be an APQP Team to align all the stakeholders?

A13: The message of APQP4Wind is to establish a PQP-team to plan and guide the cross-functional (and cross-company) work with the project. The art of the wind business is to make this work beneficial for all parties, and at the same time accept that you are in a market with fierce competition and contradicting commercial interests. It is therefore necessary to do teamwork and networking in an open, constructive, and confident way, and at the same time have a management that balances between decency and protection of your business. Your internal APQP process should integrate managing quality, capacity planning and business risks.

Q14: I think is the right assumption to say APQP4wind is based in AIAG standard, is it correct to say that if we are compliant with AIAG, we'll be compliant with APQP4wind with regards to the core tools?

A14: This question was answered in the Morning webinar, please find the recordings here: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind, or go to: <https://youtu.be/VIntZaXaNW4>

Q15: Any thoughts about making the APQP4WIND Workbook as a live version? It's very heavy sending the workbook back/forwards for review and adjusting.

A13: At the moment, we are not planning on changing the Workbook, but in the future, we hope to make the Excel version into a digital database platform, which will make it easier and more smooth to handle.

Q16: Which companies exist in the APQP4Wind organization? Is there a plan of enlarging the organization?

A16: As a non-profit organization run by OEM's and suppliers from the global wind value chain, we are always interested in expanding the organization with more members and stakeholders. To see the names of our current Company Members, Working Group, Country Ambassadors and Board of Directors, etc., you are more than welcome to visit www.apqp4wind.org. If you want to become a part of the APQP4Wind Community, you can also find information about the Company Membership on the website and/or send an email directly to contact@apqp4wind.org.

Q17: How many days are required to complete APQP4Wind for a new product?

A17: As the days required depend on the project, there is unfortunately no generic answer to this question.

Q18: We are seeing that Wind OEM's like VESTAS have started to reduce their direct supplier base and to strengthen their work with Tier#1 system suppliers. How would you rate the necessity of component suppliers to implement APQP4Wind who would mainly work through the Tier#1's in the future? Most of them would normally have certified QM systems in place, I assume.

A17: APQP4Wind assumes (without telling) that an ISO 9001 certified/certifiable quality system is in place, so that is always the first step. Without it, you will face difficulties to be approved by most tier-1 suppliers. Assuming that tier-1 suppliers 'get the message' and implement APQP4Wind, they will also (and already do) use it towards their suppliers; the priority being on critical and high-risk parts. If you are a tier-2 supplier and consider your parts as 'low risk', there are options to agree on the level of APQP4Wind at the kickoff meeting and the PPAP scoping.

Afternoon Webinar (15:00-16:00 CET)

Q19: Question for Ike: What has been an impact of APQP4Wind so far on Cost of Energy? Do we have a quantitative figure?

A19: This question was answered in the Afternoon webinar, please find the recordings here: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind, or go to: <https://youtu.be/woYWM2BaOK4>

Q20: Can we download the presentation?

A20: Yes, the presentation is available for download on the APQP4Wind website. Please go to: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind

Q21: Question for Ivan: How can companies in these sectors cooperate together and technologically in new solutions for the wind energy market? What are the technological routes and their potential benefits based on APQP4Wind?

A21: This question was answered in the Afternoon webinar, please find the recordings here: www.apqp4wind.org/webinars/how-to-get-started-with-apqp4wind, or go to: <https://youtu.be/woYWM2BaOK4>