



The 12 questions that can delay an approval

The complete list — what each team needs before a new supplier can be approved

You found electronics that fit. The conversation went well, and the timing looked possible.

Then the project waits. Nothing is wrong, but the new supplier still needs approval, and each team needs different evidence. The questions are usually the same.

The wait is rarely about the electronics. It often comes from evidence that still needs to be collected.

THE 12 QUESTIONS THAT STOP AN APPROVAL

Purchasing — can this company be a stable supplier?

The business file. It helps purchasing explain why the supplier is a safe and stable choice.

01 "Who is the supplier?" — *Company and financial information: identity, size and years in business.*

02 "Do they have relevant customer experience?" — *commercial terms and references in your sector.*

03 "How will supply continue if there is a problem?" — *A supply continuity plan prepared before it is needed.*

Engineering — does it work in our product?

The technical file. Engineering needs clear data for the exact product and application.

07 "Is the exact specification available?" — *The technical specification for the exact model.*

08 "Has it been tested, and how?" — *Validation and test records, including methods and results.*

09 "Will it work correctly in our application?" — *Compatibility information for the customer's product.*

Quality — is the process under control?

The process file. Quality needs evidence that the process is defined and controlled.

04 "Is the quality system defined?" — *An ISO 9001 certificate with a relevant scope.*

05 "Can they trace a batch if there is a problem?" — *Control plans and traceability records, from component to final unit.*

06 "How are changes controlled and communicated?" — *Change control records and audit evidence.*

Compliance — does it meet the rules for our market?

The certificate must cover the exact model and market. A similar product may need different approval evidence.

10 "Does the UL file cover this product and market?" — *A CE Declaration of Conformity that matches the product.*

11 "Is it covered for the US?" — *A UL file that covers the exact product for the US market.*

12 "What about restricted substances?" — *RoHS and REACH declarations, when applicable.*

A ready project should not wait while evidence is collected.

These questions can be reviewed while the supplier is being evaluated. A prepared supplier should be able to provide most of the evidence early, so the approval becomes easier to review.

That is what it means to be ready for supplier approval.



Evaluating a new electronics supplier?

Choose one that is ready

keld@keld.es

Polígono Empresarium, C/Lentisco, 15, 50720

La Cartuja Baja · Zaragoza, Spain

+34 976 42 90 99

www.keld.es