

Honda Supplier Readiness Checklist

Is Your Organization Prepared to Engage Honda?

Winning business with Honda requires more than a strong product or competitive pricing. Honda evaluates suppliers through a disciplined lens that includes engineering capability, manufacturing control, quality systems, launch readiness, communication, and long-term relationship potential.

Use this checklist to evaluate whether your organization is prepared to pursue, support, and sustain opportunities within Honda's supplier network.

1. Engineering Readiness

- ☐ Engineering team can support OEM-level technical reviews
- ☐ CAD models, prints, specifications, and design documents are current and controlled
- ☐ DFMEA documents are current
- ☐ Engineering change management process is documented
- ☐ Team can explain product design, materials, performance requirements, and manufacturing constraints
- ☐ Technical presentations and capability summaries are available
- ☐ Engineering resources can respond quickly to customer questions
- ☐ Product and process knowledge is not dependent on one individual

2. Manufacturing Readiness

- ☐ Manufacturing processes are documented and repeatable
 - ☐ Key process controls are identified and monitored
 - ☐ Capacity planning process is established
 - ☐ Equipment maintenance programs are documented
 - ☐ Scrap, downtime, efficiency, and throughput are tracked
 - ☐ Continuous improvement activities are active
 - ☐ Production scalability has been evaluated
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3. Quality Readiness

- ☐ Quality management system is documented and actively used
 - ☐ PFMEA, control plans, and inspection standards are current
 - ☐ Corrective action process is functioning effectively
 - ☐ Root-cause problem-solving process is disciplined and documented
 - ☐ Internal audits are completed regularly
 - ☐ Supplier quality management process is in place
 - ☐ Quality performance metrics are reviewed by leadership
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4. Supplier Qualification Readiness

- ☐ Supplier capability presentation is available
 - ☐ Manufacturing capabilities are clearly documented
 - ☐ Quality and delivery performance data is available
 - ☐ Organization chart and key personnel are identified
 - ☐ Customer visit process is established
 - ☐ Technical review materials are prepared
 - ☐ Management team is aligned on Honda growth strategy
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5. PPAP & Launch Readiness

- ☐ APQP process is understood and managed
 - ☐ PPAP requirements are understood
 - ☐ Program launch process is documented
 - ☐ Cross-functional launch team is identified
 - ☐ Program timing and milestone tracking process exists
 - ☐ Risk items are reviewed regularly
 - ☐ Lessons-learned process is documented
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6. Business Development Readiness

- ☐ Target customer strategy has been defined
- ☐ Customer engagement plan exists
- ☐ Competitive positioning is understood
- ☐ Value proposition is clearly articulated
- ☐ RFQ response process is established
- ☐ Account growth strategy is documented
- ☐ Executive engagement plan is defined

7. Japanese OEM Readiness

- ☐ Team understands consensus-based decision making, including nemawashi
 - ☐ Organization is prepared for long qualification cycles
 - ☐ Customer communication emphasizes trust, consistency, and accuracy
 - ☐ Management understands Honda's supplier expectations
 - ☐ Long-term relationship development strategy exists
 - ☐ Customer interactions emphasize technical credibility before commercial discussions
 - ☐ Continuous improvement culture is visible throughout the organization
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Scoring Guide

40–49 Checked

Strong Readiness

Your organization appears well positioned for engagement with Honda and other Japanese OEMs. Focus should shift toward customer targeting, relationship development, and strategic opportunity creation.

25–39 Checked

Moderate Readiness

Your organization has meaningful strengths, but specific gaps should be addressed before pursuing major Honda supplier development opportunities.

Below 25 Checked

Significant Preparation Recommended

Additional preparation is recommended before significant Honda engagement. Gaps in engineering documentation, quality systems, program management, communication, or organizational alignment may limit customer confidence.

Key Takeaway

Honda supplier readiness is not determined by one strong capability alone. It is built through the combined strength of engineering, manufacturing, quality, program management, commercial discipline, and relationship development.

The strongest suppliers are able to explain not only what they do, but why their systems work, how those systems are sustained, and where improvement opportunities still exist.

For each item in this checklist, continue asking “why?” until no further meaningful answer can be provided. That depth of questioning helps uncover hidden risks, weak assumptions, process gaps, and organizational issues before they surface in front of the customer.

How ZAA Can Help

Zielinski and Associates helps manufacturers evaluate supplier readiness, identify gaps, strengthen technical credibility, and develop practical strategies for engagement within Honda and other Japanese OEM supply chains.

To discuss a confidential supplier readiness review, visit:

www.zaa-llc.com