

# 9 – January 2017

[From ASD-CERT Secretary General](#)

Dear customers and collaborators,

ASD-CERT General Assembly has elected a new president, Thierry de Mazancourt, on the 8<sup>th</sup> of July 2016.

Thierry de Mazancourt has been elected on the following mandate: lead and support the renovation process of ASD-CERT.

Thierry de Mazancourt replaces Philippe Canteau, who has worked hard to lead ASD-CERT through the last 9 years. Philippe Canteau is thanked for all his efforts and he shall remain within the ASD-CERT community as a Board Member.

For the past years, ASD-CERT has been struggling to cope with the increase of qualification requests. To address this, ASD-CERT has initiated a renovation process, which will impact the certification process, the pricing policy and the internal organisation of ASD-CERT.

This newsletter defines the changes that are being implemented starting 1<sup>st</sup> January 2017.

With my best regards,

**Christelle Festaud**  
ASD-CERT Secretary General

## From ASD-CERT President

Dear Customer,

To improve our service and meet your expectations, we are undertaking changes to our business model to improve the performance of our processes.

Historically, the time spent by the Mandated Body Representative (MBR), who performed the qualification, was born either by the OEM or by the manufacturer. This led to unequal treatment for both. From January 1<sup>st</sup>, 2017, this will be harmonized through the systematic invoicing of the time spent by the MBRs. This harmonisation will also enable us to resort to utilising MBRs not employed by OEMs, provided they are adequately qualified. We expect to increase the number of MBRs enabling us to provide a more responsive handling of your applications with the target of halving our current qualification timeframe.

Regarding the processes, we are also implementing a desktop review process for renewals, which enables faster turnaround and reduced application costs. In addition, we are implementing an upgrade to our website in order to make it, not only a place to get information or templates but to make it an active and efficient tool to manage the qualification process end-to-end, both for you and for us.

The whole team is deeply involved to make this extensive transformation a success. To make you part of it, we will be providing a questionnaire to give you the opportunity to provide feedback on our service.

Sincerely yours,

**Thierry de Mazancourt**  
ASD CERT President

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**NEW PRICING POLICY**

Historically, charges have been levied based upon the issue of a PQ certificate. The costs of the Mandated Body Representative (MBR) services were undertaken using separate arrangements between the applicant and the MBR and therefore in many instances excluded the price of the supervision of the Qualification. From the 1<sup>st</sup> of January 2017, the qualification charges will change to provide a two-element qualification charge.

1. *Certification Price*: will cover the administrative costs and certification overheads associated with managing the PQ certificate portfolio.
2. *Qualification Price*: will cover the labour costs and travel and subsistence costs for the provision of the MBR services.

The certification price is largely in line with our existing charges but will be slightly modified as follows:

**For Electrical contacts**

*Initial qualification*: 1000€ per Technical Specification and then 100€ per size

*Renewal*: 500€ per Technical Specification and then 100€ per size

For instance, if a manufacturer wants to qualify EN3155-004 sizes 20, 16, 12 and EN3155-005 sizes 12 and 16, per the Technical Specification EN3155-001 the certification costs will be:

$$(1*1000) + (5*100) = 1500€$$

For a renewal, taking the same example, it will be:

$$(1*500) + (5*100) = 1000€$$

**For Electrical connectors & Accessories**

*Initial qualification*: 1000€ per Technical Specification and then 150€ per class for each model/Product Standard

*Renewal*: 500€ per Technical Specification and then 150€ per class for each model/Product Standard

For instance, if a manufacturer wants to qualify EN2997-008 Class W and Class R, and EN2997-016 Class W, Class R and Class KE, per the Technical Specification EN2997-001, the certification costs will be:

$$(1*1000) + (5*150) = 1750€$$

For a renewal, taking the same example, it will be:

$$(1*500) + (5*150) = 1250€$$

## **For Electrical cables**

*Initial qualification:* 1000€ per Technical Specification and then 200€ per product standard

*Renewal:* 500€ per Technical Specification and then 200€ per product standard

For instance, if a manufacturer wants to qualify EN3375-007 and EN3375-008, per the Technical Specification EN3375-001, the certification costs will be:

$$(1*1000) + (2*200) = 1400€$$

For a renewal, taking the same example, it will be:

$$(1*500) + (2*200) = 900€$$

## **For Mechanicals**

*Initial qualification:* 1000€ per Technical Specification and then 100€ per size

*Renewal:* 500€ per Technical Specification and then 100€ per size

For instance, if a manufacturer wants to qualify EN2925 sizes 05 and 06 and EN3614 size 05 and 06, per the Technical Specification EN2576 the certification costs will be:

$$(1*1000) + (4*100) = 1400€$$

For a renewal, taking the same example, it will be:

$$(1*500) + (4*100) = 900€$$

## **MCR**

The certification costs of a MCR (ACP008 Form) will be 500€, provided it represents only one qualification programme.

## **New registration**

Additional fee of 500€ to register a new manufacturer to ASD-CERT

For reference, and to give a guide price, the Qualification Price has been established as below, however, the actual price charged will depend upon the scope of the application (formalised in the Qualification Test Plan) and the location of the manufacturing site/s. These prices do not include travel and subsistence costs.

<b>ASD CERT Pricing (€) for MBR Services (guidance)</b>				
<b>Qualification Domain</b>	<b>Initial Qualification</b>	<b>MCR</b>	<b>Renewal Visit</b>	<b>Renewal Desktop</b>
Mechanical Qualification Charges for EU <sup>1</sup>	5000	500	3000	1000
Mechanical Qualification Charges for ROW	7500	3000	5500	1000
Electrical Qualification Charges for EU	11900	8500	10600	1000
Electrical Qualification Charges for ROW	14750	10800	12900	1000
Mechanical Hydraulic Qualification Charges for EU	10000	1000	6000	1000
Mechanical Hydraulic Qualification Charges for ROW	12500	6000	11000	1000

When the application has been received and assessed ASD CERT will identify the total price covering the certification and qualification costs (including the respective travel and subsistence), and will send a quotation to the customer. After agreement, the customer is required to pay upfront 75 % of the detailed quotation; the remainder will be settled at draft PQ stage.

This will affect all applications, which are commenced after the 1<sup>st</sup> of January 2017. For clarification any application submitted before this date and whose qualification test plan (QTP) has not yet been agreed by this date will be subject to this new pricing policy. ASD CERT will offer this opportunity to each customer to update its old applications when necessary, in order to avoid unneeded work and expenses.

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<sup>1</sup> EU = Europe and ROW = Rest of World

**IMPROVED PROCESSES**

ASD-CERT is implementing new processes to improve the service to its customers. This includes revised processes, revised application forms (ACP XXXs), update of the Quality Manual, increasing the number of available auditors (MBR) and investments in automated processes.

Therefore, you will notice sequential updates to the ASD-CERT website

As we introduce these changes we would like to remind our customers to download the respective ACP XXXs forms from the website rather than using those in the Quality Manual (which will shortly undergo review) as these will provide access to the latest versions which are to be used for the respective application. In case of difficulty please contact the ASD CERT Secretary General.

We are implementing a desktop review process for renewals (ACP006), which shall enable faster turnaround and reduced application costs.

As a customer, we expect you will see improvement in performance between time scales for applications and the issue of the certification.

To assist feedback, we will be implementing a questionnaire to provide customers with the opportunity to provide feedback on the service ASD-CERT provides.

If you have any concerns regarding the restructuring of the qualification process please feel free to contact the Secretary General at [festaud@asd-cert.org](mailto:festaud@asd-cert.org).

**You can find all the certificates of qualification (PQ), their expiry dates for the manufacturers of the qualified products on the ASD-CERT Qualified Products List available at:**

**[www.asd-cert.org](http://www.asd-cert.org)**