



Alternative Product Certification (APC)

Breaking new ground to meet your needs

A challenge to your business

The galloping pace of globalisation and technical change is putting manufacturers of marine components under more pressure than ever. Customers are taking a more critical look at manufacturing and process costs while, at the same time, demanding tighter delivery deadlines and expecting dependable quality standards. In a keenly competitive environment such as this, reliable partnerships are increasingly important.

The solution you need

At Germanischer Lloyd (GL) we have recognised the extent of this challenge to your business and tailored our service portfolio to include an alternative certification procedure for maritime components and systems to streamline the product certification process for more efficiency.

The Alternative Product Certification (APC) provided by GL considers not just the components and systems, but also the manufacturing and testing processes. As part of our APC, we apply our **360^{PLUS}Analysis** to evaluate the entire value chain while additionally attaching great importance to product-specific requirements.

GL – your best partner

Why turn to GL for APC? At GL this service is performed by highly qualified QMS Lead Auditors (qualified according to the International Register of Certificated Auditors) with years of production experience – so your audit runs beneficially

Besides, our **APC** offers unique advantages. Thanks to the **360^{PLUS}Analysis** the quality audit combines elements of a system, product and process audit (fig. 1) with a main focus on the processes to ensure the highest degree of objectivity, reliability, transparency and comprehensiveness.

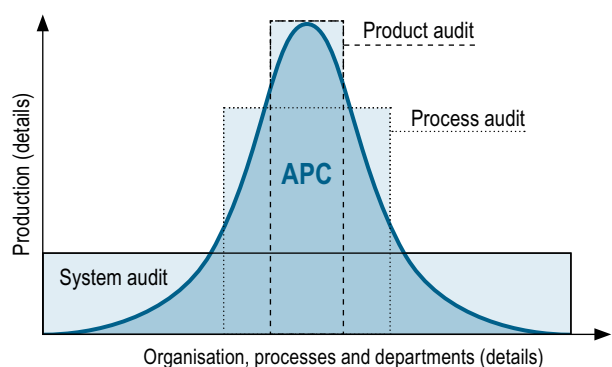


Fig 1: APC - Quality Audit

In addition to a generic part of the 360^{PLUS} Analysis of the value-adding processes (fig. 2), the product-specific manufacturing and testing methods (the PLUS factor) play a crucial role during the quality audit. Thus, the individual requirements of the components and systems are adequately addressed without neglecting the procedural contexts.

The audit content is designed to make results reliable, transparent, objective and comprehensive, thus creating significant added value for you as a manufacturer. As a supplement to the conformity assessment, a rating methodology enables you to assess your own positioning and conduct a benchmarking with your competitors.

Moreover, our first-class assessment methods are particularly suitable for evaluating the processes and procedures of your whole supply chain. If required, we will be delighted to offer comprehensive supplier audits as an alternative to your own second-party audits. Whatever your requirements are, we always give them due consideration within our 360^{PLUS} Analysis.

New Guidelines: The implementation of the APC principles is described in our Rules for Classification and Construction under VI-6-2: "Guidelines for the Inspection of Mechanical and Electro-technical Engineering Products". They include, among other things, the required tests, marking of products and responsibilities for their implementation.

The full requirements for an APC implementation can be downloaded on our website under Rules and Guidelines.



Fig 2: Items considered under 360^{PLUS} Analysis

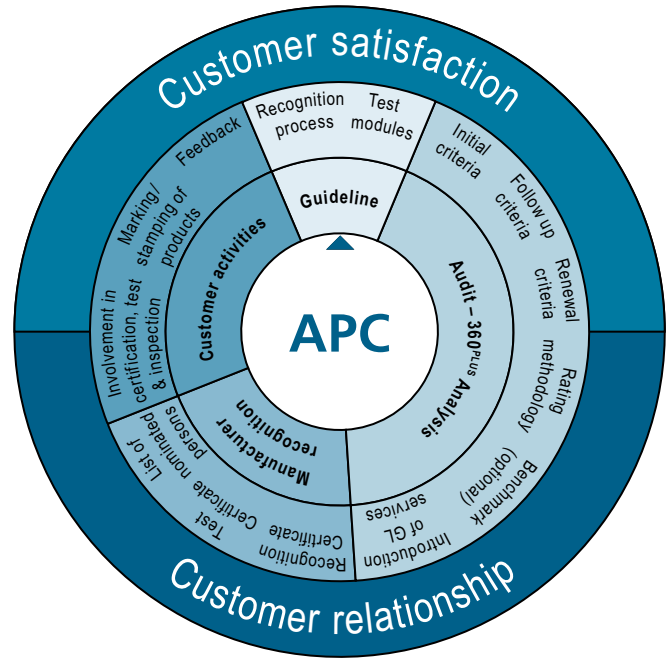


Fig 3: Elements of the APC

Benefits that make all the difference

- GL seal of approval for the outstanding quality and reliability of your company's products
- Flexible selection of the right modules so you enjoy a customised and optimised approval process
- Reduced survey frequency since you can be involved into the testing procedure after a successful quality audit
- Reduced lead times and no additional costs since you can run the tests yourself
- 'Best practice' evaluation and benchmarking with competitors through our 360^{PLUS} Analysis on demand
- Evaluation of your existing or potential suppliers' processes and procedures for faster, more reliable deliveries on demand
- Identification of improvement potential in your own processes and procedures
- Performance monitoring

One-stop shopping at GL

Take advantage of GL's one-stop shopping portfolio! The wide scope of the APC Quality Audit means that it can be ideally combined with other GL services such as type tests, approvals and certifications conducted in accordance with e.g. ISO 9001, ISO 14001, TPED, PED & MED – so you can save yourself both time and money.

Please take an information tour on our homepage www.gl-group.com/supplyindustry for more one-stop shopping opportunities.

Germanischer Lloyd AG

Department Manufacturing Technology
 Brooktorkai 18 · 20457 Hamburg, Germany
 Phone: +49 40 36149-2835 · Fax: +49 40 36149-1723
 apc@gl-group.com · www.gl-group.com/apc