

5 Quality Gates That Saved €2M

The five decision points that separate calm plants from firefighting ones — from 25 years in aerospace and automotive operations.

1

Feasibility is signed, not assumed

Before we quote: can we actually make this, at rate, at margin?

Every function signs — engineering, production, quality, logistics. A signature turns optimism into accountability. Most €M-losses I have investigated started as an unsigned feasibility.

△ Failure smell: 'sales already promised it' arrives before the review.

2

No process without a reaction plan

Before SOP: does every operator know what to do when it goes wrong?

A control plan that only describes the good day is half a document. The gate checks the bad day: who stops the line, where suspect parts go, who is called — named, posted, trained.

△ Failure smell: quarantine area used as overflow storage.

3

Suspect material moves nowhere

At every handover: can anything unverified continue silently?

Physical segregation with controlled release beats any paperwork. If a part CAN flow onward unverified, one day it WILL — statistics is patient.

△ Failure smell: 'we know which pallet it is' instead of a lock.

4

Verification has one owner and a clock

Every open disposition: who owns it, and when does it expire?

Backlogs are built from decisions nobody owns. One accountable owner per part, a clock that never stops silently — this alone cut a 30-day verification queue to next-day. That was the 97%.

△ Failure smell: weekly 'alignment meetings' about the same parts.

5

Nothing closes without evidence of effect

Every corrective action: what changed in the DATA, not the paperwork?

Closing an 8D because actions were 'implemented' is how the same defect returns with a new date. The gate demands before/after data. This discipline carried a plant to 18 months without a single customer escalation.

△ Failure smell: closure rate is a KPI, recurrence rate is not.

Want the full method? The Cost of Poor Quality Playbook (35 pages, step-by-step) and the complete quality toolkit are at peterstasko.online/products.html · Consulting & audit sprints: peterstasko.online/consulting.html