



AvtoVAZ-Renault-Nissan Alliance Report

Published June 2011, this first edition report covers AvtoVAZ's purchasing development strategy, explaining the algorithm of new generation supplier selection and the procedures of quality assurance applied by the Alliance.

The report will help managers and specialists at automotive component production companies interested in collaborating with AvtoVAZ, to look into the implications of the new AvtoVAZ supplier network.

This report is available in both Russian and English.

Background to this Research

When the Renault-Nissan alliance bought OAO AvtoVAZ shares, the three companies jointly set themselves highly ambitious goals in the Russian automotive market. Today, the new alliance owns at least three production areas in Russia, where about 15 different models using both SKD and CKD methods are manufactured.

Also, the OAO IzhAvto production facilities are expected to soon become a part of AvtoVAZ with what will be AvtoVAZ-Renault-Nissan alliance's fourth production area in Russia. The new AvtoVAZ supplier network is expected to include global automotive component manufacturers, collaborating with French and Japanese companies together with those domestic manufacturers that are ready.

AvtoVAZ-Renault-Nissan Alliance: Analysis of prospects and opportunities for suppliers.

Results and prospects of foreign car assembly in Russia.

Plans for Renault-Nissan expansion in Russia

Avtoframos, Moscow

Nissan Manufacturing Rus, St. Petersburg

Production and sales results

Plans and Prospects

Localization

Strategic plan of AvtoVAZ development till 2020

Production and sales results
Plans and prospects
Products
Technical Development
Production
Purchasing
Sales
Investment and efficiency

IzhAvto expected car production volume.

Production and sales results
Plans and Prospects

AO AvtoVAZ purchasing development strategies up until 2020.

Forming OAO AvtoVAZ's new supplier network
General supplier requirements.

Supplier selection: RFQ

Quality maintenance procedures

LADA Quality Program (LQP)
ALLIANCE NEW PRODUCT QUALITY PROCEDURE (ANPQP)
ALLIANCE SUPPLIER EVALUATION STANDARD (ASES)
Cooperation with suppliers in case of inadequacy detection.

Details of the managers responsible for co-operation with potential suppliers

OAO AvtoVAZ Vice-Presidential Purchasing Department
Nissan plant in Russia