

A climbing rope with a blue carabiner and a red and gold locking device, set against a light pink background. The rope is blue with red and yellow flecks. The carabiner is blue and has a red and gold locking mechanism. The rope is knotted at both ends.

# Experience with VDA Potential Analysis

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## Disclaimer

The talk is inspired out of the Soqrates Community work as well as personal assessment experience. The presentation does not reflect other work groups positions or statements in relation to CARIAD or Volkswagen group.

# Agenda ?

01

## POA what?

Short intro to motivation, purpose, structure and content....

02

## Assessor perspective

What may feel different....

03

## Team perspective

Whom to send or better not send....

04

## Experiences & recommendations

Evidence checks, interview structure, confidence factors

# ASPICE Potential Analysis serves multiple purposes

- Transformation in the automotive industry leads to **strongly evolving collaboration landscape**.
- Companies from **consumer electronics expand towards automotive**.
- Established suppliers buy or build up **new development centers**.
- Necessity to assess potential partners **before nomination/collaboration** in a shortened but **systematical manner**.
- OEMs and Tier1s have already developed corresponding methods.

## Considering multiple use cases:



### Exemplary project

Assess comparable project  
and current processes



### Golden sample

Check planned way of  
working



### Shortened gap analysis

Identify main pain points to  
be solved immediately

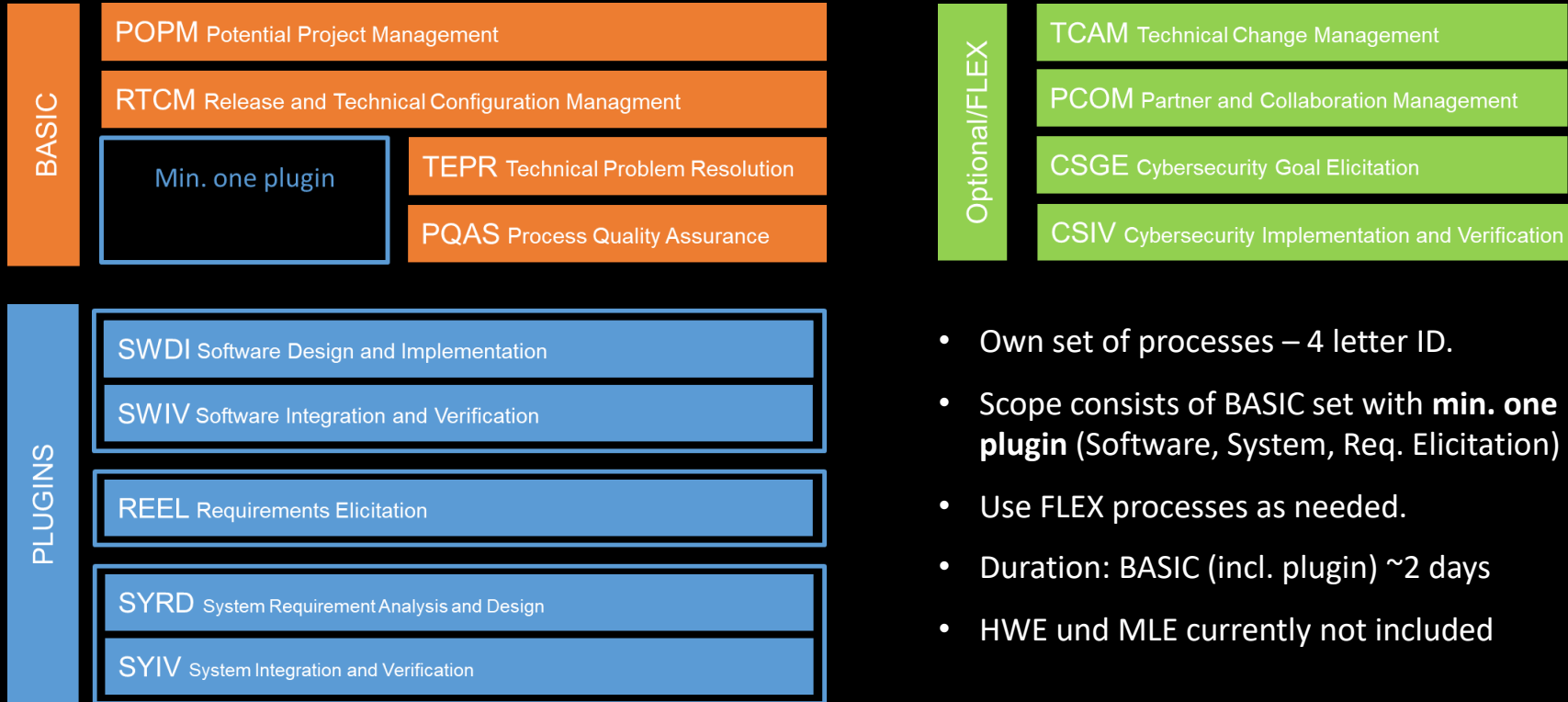


### Preparation for a full assessment

Give confidence on  
established methods

# ASPICE PoA structure and content

- Building blocks "ASPICE Potential analysis"



- Own set of processes – 4 letter ID.
- Scope consists of BASIC set with **min. one plugin** (Software, System, Req. Elicitation)
- Use FLEX processes as needed.
- Duration: BASIC (incl. plugin) ~2 days
- HWE und MLE currently not included

# Characteristics of "ASPICE Potential analysis"



Verify, long  
term success

Explore  
and filter



- Capable of determining process related product risk
- Base for process improvement
- Two-dimensional (process and capability)
- Capability evaluation of organization for qualification
- NPLF Process Attribute Rating

- Explore a field of supplier candidates for opportunities of collaborations
- Filter out the incapable / unacceptable
- Reduced content and duration
- No contradiction to ASPICE 4.0
- Red-yellow-green rating does not mix with ASPICE results
- One-dimensional (process level 1 only)
- Findings can be addressed for agreements





Challenges for Assessors....

.... or how to judge the team without knowing the game

# challenges for assessors

## 1. Scope discipline

PoA uses a reduced scope. Assessors have to keep the discussion within the agreed scope, without drifting into scope full-assessment behaviour, even when engineering discussions naturally expand.

## 2. Mixed evidence

Requirements from one project, architecture from another, and tests from a third make it hard to judge what may be the true capability of a “normal” project team.

## 3. Representativeness

A golden sample may show the best possible in a made –up and prepared project, not the standard way of working across the organization.

## 4. Team

Experienced presenters can create confidence, yet project success also depends on junior staffing, experience and knowledge.

# challenges for assessors

## 5. Assessor experience

Having only a few experience makes it potentially even harder: less BP, less chance to checklist, higher risk of getting tricked by shiny documentation or mock-up crews (just to get into the contract).

## 6. Time

Two to three days, typically two-day agenda to run the necessary interviews and create the typical reporting. Don't assume that it's easier and no co-assessors are needed.

## 7. Organization

Out of scope – but you so often want to ask: How do you ensure knowledge transfer, training of the people, suitability of x,y,z to goals or strategies.

## 8. Conflicts

Less time to build common ground, wording, explain, rephrase the questions. Take it or leave it while still a fair and objective result is expected.



Challenges for Teams...  
.... That never have been there before.

# challenges for assessed teams

## 1. Limited experience

Some organizations often have little exposure to PoA, PAM, or assessment logic, so awareness and preparation are uneven.

## 2. Evidence packaging

Teams may show technically valid artefacts but might struggle to present them as one consistent and coherent project story.

## 3. Time pressure

In a short time, sufficient objective evidence to support a systematic approach have to be checked.

## 4. Misplaced assumptions

PoA does not mean lower rigor.

# challenges for assessed teams

## 5. Presenters

Sometimes “stage crews” are established for the PoA, while it feels awkward if they just know the prepared documents (from a real project) and need to chat on each question with the experts

## 6. The dead body

There was this so amazing other customer project...  
But it`s not running anymore and some evidences may not be accessible, or links are simply missing in the flow.

## 7. Over Optimization

The whole process environment was structured and labeled to ASPICE. “SWE.x Strategy”, “Man.x.Table” and now they have new abbreviations...

## 8. The Winner takes it all

It might be much easier to teams not used to “ASPICE” terminology and overfitting.

**What might increase confidence — without replacing evidence**



# What might increase confidence — without replacing evidence

## Tool-supported execution

ASPICE does not require tools, but the existence of the tools might show control, automation discipline.

## Training and awareness

Training is needed not only for assessors but also for organizations, especially when a new PAM or updated terminology is introduced.

## Existing standards

ISO 9001, ISO 26262, etc. experience can raise confidence because the organization already understands discipline, audits, and certification behaviour.

Even though Potential Analysis is restricted to a lower capability focus than full CL3-style, visible standardization still supports the credibility of sustainable execution.

# All bad ?

Potential Analysis is no good idea to replace regular Assessments...

Opportunities

... but It may be a good start to explore with, as full-assessments are costly.

Opportunities

... but it may be used internally in large organizations to create heat-maps for further QA investigations.

Opportunities

... may be used to support internal Gate Reviews (often only focusing on work results).  
results).

# POA – Pitfalls of the “fast lane”

## Re-Use or Maintenance?

Many projects are combinations of platforms and adaptations, re-use, FOSS, Data, Machine Learning / AI, ....

## How are people onboarded?

Assessors may have seen a completely different department, location, tool-chain, .... (do not assume ASPICE Level 3 situations!)

## Are results comparable?

Presumably not. Reports are even shorter and suppliers should take own notes.



Let`s debate...



# Mixed-project evidence vs. the golden sample

	Advantage	Limitation
<b>Mixed-project evidence</b>	Can prove isolated process know-how, especially if a partner needs only one specific process.	Does not reliably prove continuity, consistency, or end-to-end execution in one project context.
<b>Golden sample</b>	Shows what the organization can achieve under ideal conditions with strong preparation.	May not reflect normal project execution, average staff capability, or repeatability over time.

What`s your opinion?



Questions?