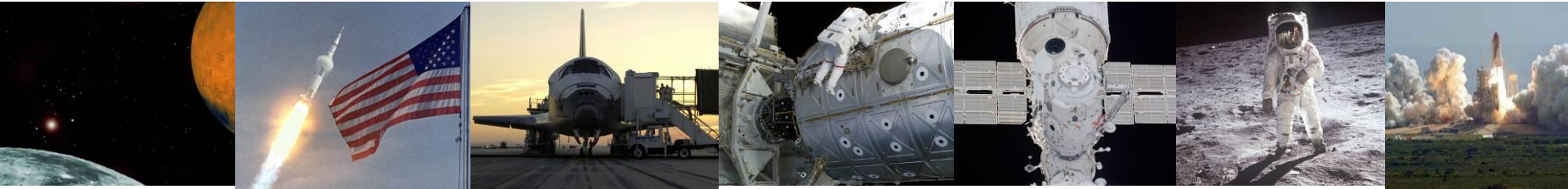




Boeing Defense, Space & Security
Space Exploration



How to Do Business with The Boeing Company

May 21 & 22, 2012

Debbie Melvin

What We Do Today

BDS | Space Exploration

- **Design, assemble and support commercial jetliners**
 - Commercial Aviation Services (CAS) offers broad range of services to passenger and freight carriers
- **Design, assemble and support defense systems**
 - Support Systems provides services to government customers worldwide
- **Design and assemble satellites and launch vehicles**
- **Integrate large-scale systems; develop networking technology and network-centric solutions**
- **Provide financing solutions focused on customer requirements**
- **Develop advanced systems and technology to meet future customer needs**

BDS Supplier Management Procurement Commodities

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- Propulsion Systems
- Engines



- Avionics
- Hydraulics
- Landing Gear
- Electrical Systems



- Avionics
- Flight Systems
- Hydraulics
- Wheels & Brakes
- Landing Gear
- Environmental Control Systems
- Electrical Systems



- Machined parts
- Sheet metal parts
- Assemblies
- Tubing
- Wiring
- Tooling
- Raw materials
- Standards



- Major structures
- Fuselage
- Flight control surfaces



- Technical & Engineering Services
- Customer Support



- Engines
- Struts
- Nacelles



- Passenger Seats
- Cabin Systems
- Galley Inserts
- Interiors
- Cargo Systems



42% of Defense, Space & Security revenue is subcontracted

Why is Supplier Diversity Important To Boeing?

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- It can be a discriminator in winning new business
- New perspectives and ideas can be generated
- Small businesses add to overall domestic capacity
- Our suppliers may also be our customers
- It's important to the communities we live and work in
- It's consistent with public law and local mores
- It's company policy

Boeing is looking for suppliers that:

- Do their homework to understand how their products and services can directly benefit Boeing
- Share our commitment to performance excellence in cost, quality, safety and delivery
- Are financially healthy and are continuously focused on improving affordability and efficiency through Lean operations
- Demonstrated product and service leadership
- Share their knowledge for how we can all better manage our businesses and deliver value and solutions

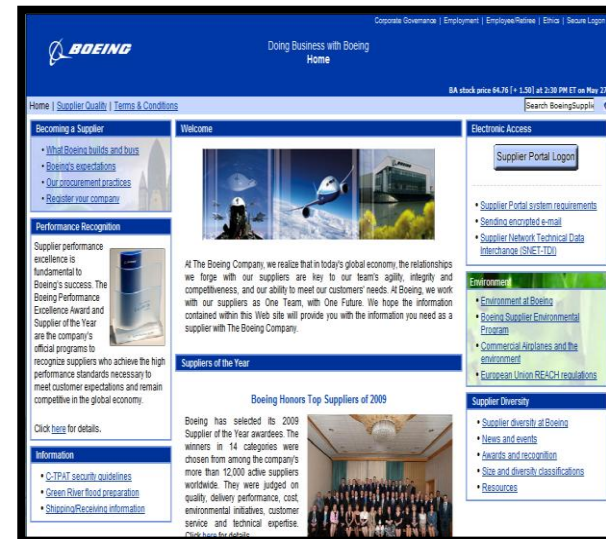
We need suppliers that are looking toward the future with us.

Getting Started with Boeing

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■ Visit the "Doing Business with Boeing" website <http://www.boeing.com>

- Becoming a Supplier
 - What Boeing builds and buys
 - Boeing's expectations
 - Our procurement practices
 - Register your company
- Small/Diverse Business
 - Supplier Diversity at Boeing
 - News and events
 - Awards and recognition
 - Size and diversity classifications
 - Resources



Register on Boeing's "Supplier Gateway"

<https://app.suppliergateway.com/boeing/Login.aspx>

- Register as a Potential Supplier if you don't have an existing account by clicking on the **Potential Supplier Registration** field.
- It is very important that we know your business size classification.
- Identify what commodity area your product or service falls into.
- Complete your profile by including information on your products and services.

Getting Started with Boeing (con't)

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Understand Our Quality Requirements

- **Visit Boeing Quality Management System Requirements for Suppliers**

<http://www.boeingsuppliers.com/supplier/index.html>

- **Aerospace Quality Management System (AQMS)**
 - Suppliers are encouraged to obtain AQMS certification/registration from an accredited Industry Controlled Other Party (ICOP) to show compliance to these requirements
- **Additional information is provided on:**
 - Approved Process Sources
 - National Aerospace and Defense Contractors Accreditation Program (NADCAP) accreditation as a pre-requisite of Boeing approval
 - First-Article Inspection Requirements
 - Quality Assurance Standard for Digital Product Definition
 - Terms, Conditions and Provisions Quality clauses

Other Opportunities

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- **Consider partnering/joint ventures**
 - Investigate potential partners
 - Establish acceptable arrangements
- **Take Advantage of Networking Opportunities**
 - Participate in conferences and trade shows
 - Attend trade association meetings
 - Support Chamber of Commerce events
- **Register with various NASA and DoD organizations**

Small/Diverse Business & Strategic Alliance Organization Contacts

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Supplier Diversity Specialists:

- **Crystal White** **Supplier Introductions**
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