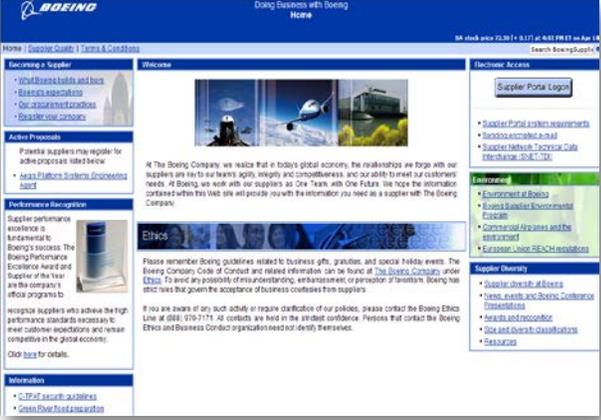




## How to Do Business with Boeing – Monthly Webinar Summary

Focus			
<b>What We Do Today</b>	Design, assemble and support commercial jetliners. Design, assemble and support defense systems. 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.
<b><i>Connect and protect people globally.</i></b>			
<b>What Boeing Buys</b>	Aerospace support Avionics and avionics components Common aerospace commodities Electrical, hydraulic and mechanical systems Interiors	Major structures Non-production goods and services Propulsion systems Purchased outside production Technology	
<b>Global Boeing</b>	Customers and customer support in 150 countries  Total revenue in 2011: \$68.7 billion  70 percent of commercial airplane revenue historically from customers outside the United States	Manufacturing, service and technology partnerships with companies around the world  Contracts with 22,000 suppliers and partners globally Research, design and technology-development centers and programs in multiple countries More than <a href="#">170,000 Boeing employees</a> in 50 states and 70 countries	
<b><i>Partnering worldwide for mutual growth and prosperity</i></b>			
<b>Boeing Commercial Airplanes Commodities</b> 	Assemblies Avionics Body sections Cabin Systems Cargo Systems Customer Support Doors Electrical Systems Engines Environmental Control Systems Flight Systems	Galley Inserts Hydraulics Interiors Internal Landing Gear Machined parts Major assemblies Materials Management & Spares Movable wing sections Nacelles Non-Production	Passenger Seats Raw materials Sheet metal parts Standards Struts Technical & Engineering Services Tooling Tubing Wheels & Brakes Wiring
<b><i>Boeing products present opportunities across the entire corporation</i></b>			

<p><b>Boeing Defense, Space and Security</b></p>	<p>Avionics Customer Support Electrical Systems Engines Flight Control Surfaces</p> <p>Fuselage Hydraulics Landing Gear Machined Parts Major Structures</p> <p>Propulsion Systems Raw Materials Sheet metal Parts Technical &amp; Engineering Services</p> <p style="text-align: center;"><b><i>Delivering the future</i></b></p>
<p><b>Engineering, Operations &amp; Technology</b></p>	<p>Formed in 2006 to establish technical and functional excellence for the enterprise by maximizing Boeing's R&amp;D yield.</p> <p>Ensuring technology readiness.</p> <p>Providing efficient, effective, secure IT solutions.</p> <p>Protecting, leveraging intellectual property.</p> <p>Executing safe and efficient test operations.</p> <p>Driving environment, health &amp; safety performance.</p> <p>Establishing common systems/processes for Engineering, Operations and Supplier Management.</p> <p style="text-align: center;"><b><i>Pursuing technical &amp; functional excellence for the enterprise</i></b></p>
<p><b>Shared Services Group</b></p>	<p>Financial, Corporate &amp; Employee Services</p> <ul style="list-style-type: none"> <li>▪ Contract labor</li> <li>▪ Credit card services</li> <li>▪ Training and education</li> <li>▪ Creative services</li> <li>▪ Medical and benefits</li> </ul> <p>Information Technology</p> <ul style="list-style-type: none"> <li>▪ Software</li> <li>▪ Computing hardware</li> <li>▪ Network</li> <li>▪ IT services</li> <li>Peripherals</li> </ul> <p>Site Services</p> <ul style="list-style-type: none"> <li>▪ Factory tooling</li> <li>▪ Construction services</li> <li>▪ Transportation services</li> <li>▪ Facility services and equipment</li> <li>▪ Manufacturing and facility tools and supplies</li> </ul> <p style="text-align: center;"><b><i>Common services provided in an innovative and cost-effective manner</i></b></p>
<p><b>Strategic Initiatives and Focus Areas</b></p>	<p>AbilityOne Affiliations and Boards HBCU/MI and SBIR Historically Underutilized Business Zone Mentor Protégé Minority Business Enterprises</p> <p>Small and Diverse Business Small Disadvantaged Business Supplier Development Technology Roadmap Veteran-Owned Small Business/ Service Disabled Veterans Women-Owned Businesses</p> <p style="text-align: center;"><b><i>Provide Supplier Diversity Solutions and Leadership Across Industry</i></b></p>

<p><b>External Technologies Need</b></p>	<p>Autonomous Systems and Operations          Communications, Effectors, Sensors          Electrical Power          Electronics Equipment and Applications          Engineering          Environment          Human-Systems Interaction          Information Technology          Infrastructure</p>	<p>Manufacturing          Materials          Passenger Experience          Propulsion          Security          Structures          Systems of Systems          Thermal Management          Warfare Technology</p>
<p><b>Expectations of Our Suppliers</b></p>	<p>Do their homework to understand how their products and services can directly benefit Boeing.          Are Innovative and Responsive          Share our commitment to performance excellence in terms of cost, quality and delivery.</p>	<p>Are financially healthy and are continuously focused on improving affordability and efficiency through Lean operations.          Share their knowledge for how we can all better manage our businesses and deliver value and solutions.          Are Customer Focused</p>
<p><b>Understand Our Quality Requirements</b></p>	<p>Visit Boeing Quality Management System Requirements for Suppliers  <a href="http://www.boeingsuppliers.com/supplier/index.html">http://www.boeingsuppliers.com/supplier/index.html</a></p>	
<p><b>Understand Our Procurement Practices</b></p>	<p>Boeing procurement policies govern the purchase of materials.          Procurement actions are based on conformance with all applicable laws.          Each Boeing business unit determines its own requirements.</p>	<p>Suppliers and potential suppliers must make their contacts through the Supplier Management organizations.          Our company emphasizes the importance of competitive bidding as a good business practice.          Boeing is committed to the use of e-enabling tools and services to share information.</p>
<p><b>Boeing Supplier Registration Website</b></p>	 <p><a href="http://www.boeingsuppliers.com">www.boeingsuppliers.com</a></p>	

Questions – EnterpriseSupplierDiversity@boeing.com

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