Boeing Overview

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BDS SM Small/Diverse Business
History

- Founded in 1916 in the Puget Sound region of Washington state
- Became a leading producer of military and commercial aircraft
- Undertook a series of strategic mergers and acquisitions to become the world’s leading aerospace company
- Aerospace pioneers now part of the Boeing enterprise include:
  - North American Aviation
  - McDonnell Douglas
  - Rockwell International (space and defense businesses)
  - Hughes Space and Communications
  - Jeppesen

A heritage that mirrors the history of flight
What We Do Today

- **Design, assemble and support commercial jetliners**
  - Boeing 7-series family of airplanes lead the industry
  - Commercial Aviation Services (CAS) offers broad range of services to passenger and freight carriers

- **Design, assemble and support defense systems**
  - World’s largest designer and manufacturer of military transports, tankers, fighters and helicopters
  - Support Systems provides services to government customers worldwide

- **Design and assemble satellites and launch vehicles**
  - World’s largest provider of commercial and military satellites; major service provider to NASA and prime contractor for International Space Station

- **Integrate and support 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**

Connect and protect people globally
Global Boeing

- Products and services support to customer support in 150 countries
  - Total revenue in 2013: $86.6 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 21,800 suppliers and partners globally
- Research, design and technology-development centers and programs in multiple countries
- More than 169,000 Boeing employees across the United States and in more than 65 countries

Partnering worldwide for mutual growth and prosperity
Boeing Commercial Airplanes

- 2013 revenues of $53.0 billion
- Headquartered in the Puget Sound region of Washington state
- Approximately 80,000 employees

Offering a family of airplanes and a broad portfolio of aviation services for passenger and cargo carriers worldwide

- Boeing airplanes represent three quarters of the world’s fleet, with nearly 12,000 jetliners in service
- Approximately 70 percent of Boeing Commercial Airplane sales (by value) go to customers outside the United States

The industry’s source for customer-focused solutions
Boeing Defense, Space & Security

- Designing, building and supporting net-enabled platforms and systems for government and commercial customers
- Formed in 2002 integrating Boeing’s defense, space, intelligence and communications capabilities
- Headquartered in St. Louis, Mo., with global operations in four countries and 21 states

- Approximately 58,000 employees
- 2013 revenues of $33.2 billion
- Balanced backlog across all markets including a strong mix of development, production and support contracts

Delivering the future
What Boeing Buys

- 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
Why Do We Subcontract With Small and Diverse Businesses?

- **Competitive advantage in winning new business:**
  - Provides a global supply network connected to international markets
  - Generates goodwill and favor of government decision makers
  - Customer require it…and it’s the law
  - Builds our industrial and talent base and production capacity

- **Criterion for some award fee calculations**

- **Small and Diverse businesses are some of our best suppliers. They are:**
  - An important source of product and process innovations
  - Quick adapters who provide fast turn-around and flexibility

- Maintain lead reputation among competitors vying for the attention of small business partners and potential employees

- It’s good citizenship, supporting jobs and economic development in underutilized sectors

Supplier Diversity is smart business; Reinforced in Policy 15
Strong Focus on Supplier Diversity

- Involve Small and Diverse Suppliers Up Front In Acquisition Process
- Identify Strategic Opportunities and Leverage Across Boeing
- Participate In Targeted Outreach Events/Activities
- Establish Stretch Goals – Competition Advocates, Bidder Boards
- Develop, Educate And Mentor our Small/Diverse Suppliers
- Utilize Sourcing Tools for Small and Diverse Suppliers
  - External – SupplierGATEWAY:
    - https://app.suppliergateway.com/boeing
  - Affiliations
Expectations of Our Suppliers

Boeing is looking for suppliers who:

- 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
- 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

We need suppliers who are looking towards the future with us
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
Understand Our Procurement Practices

- 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
- 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

Suppliers are key to our team's agility, integrity and competitiveness
Improve Subcontracting Opportunities

- Keep Current on Business Trends and support

- Know your customer or potential customer (e.g. Boeing) as well as know ourselves
  - Research Boeing website for information on Business Units and Divisions
  - Know the focus technologies and platforms
  - Identify how these areas match up with your core capabilities

- Become connected – stay informed
  - Provide an up-to-date website – let people know who you are
  - Register for online RFP applications (e.g. Exostar)
  - If already a Boeing supplier, make sure your performance data is current
    • Buyers prefer high-performing suppliers

Small business owners are admired for their ingenuity and aggressiveness. Embrace it and use that mindset to find your customers
Getting Started with Boeing

- Visit the “Doing Business with Boeing” website
  http://www.boeingsuppliers.com
  - Becoming a Supplier
    - What Boeing builds and buys
    - Boeing’s expectations
    - Our procurement practices
    - Register your company
  - Supplier Diversity
    - Supplier diversity at Boeing
    - News and events
    - Awards and recognition
    - Size and diversity classifications
    - Resources

- Register in “SupplierGATEWAY®”
  https://app.suppliergateway.com/boeing/Login.aspx
  - Register as a “Potential Supplier” if you don’t have an existing account
  - 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

Defense & Commercial businesses well-positioned for future growth
Registration Websites for Small/Diverse Businesses

**U.S. Government Websites**
- System for Award Management (SAM)  http://www.sam.gov
- Small Disadvantaged Business (SBA approval required)  http://www.sba.gov/sdb/
- SBA 8(a) Business Development (SBA approval required)  http://www.sba.gov/8abd/
- Small business concerns in HUBZones (SBA approval required)  https://eweb1.sba.gov/hubzone/internet
- Service-Disabled Veteran Owned Business  http://www.sba.gov/vets/
- Veteran Owned  http://www.vetbiz.gov

**Non-Government Websites**
- Women's Business Enterprise National Council  http://www.wbenc.org/certification/
- National Institute for the Blind  http://www.nib.org
- National Institute for the Severely Handicapped  http://www.nish.org
QUESTIONS
Boeing is an Equal Opportunity Employer of Minorities/Women/Individuals with Disabilities/Protected Veterans.