



Boeing Overview

Adriana S. Ocampo

Program Manager, SB Mentor Protégé Program
SBLO, Intelligence Systems Group (ISG)
BDS SM Small/Diverse Business



History

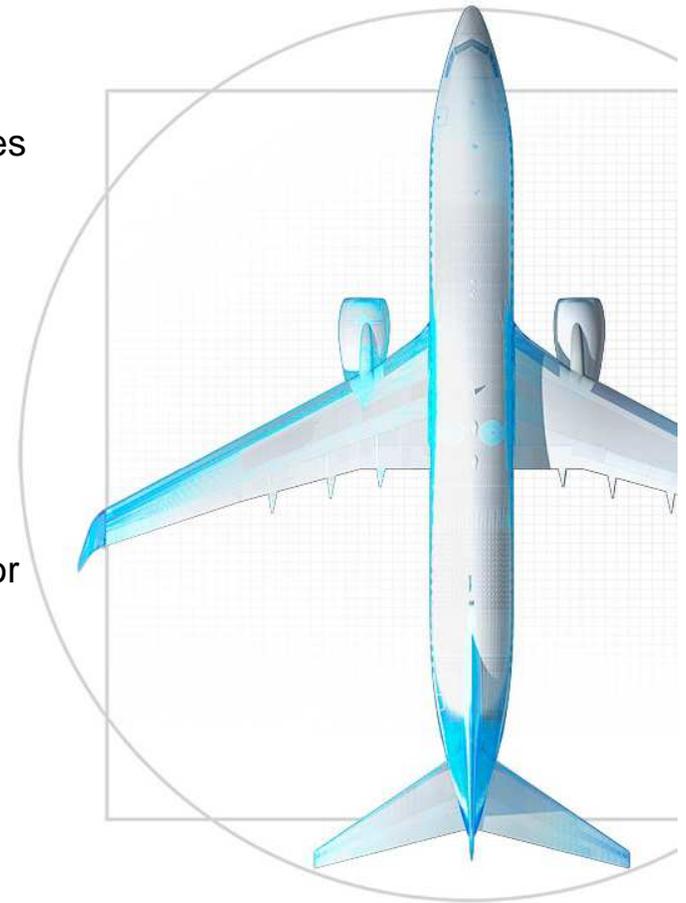
- Founded in 1916 in the Puget Sound region of Washington state
- Became a leading producer of military and commercial aircraft
- Undertook a series of strategic mergers and acquisitions to become the world's leading aerospace company
- Aerospace pioneers now part of the Boeing enterprise include:
 - 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

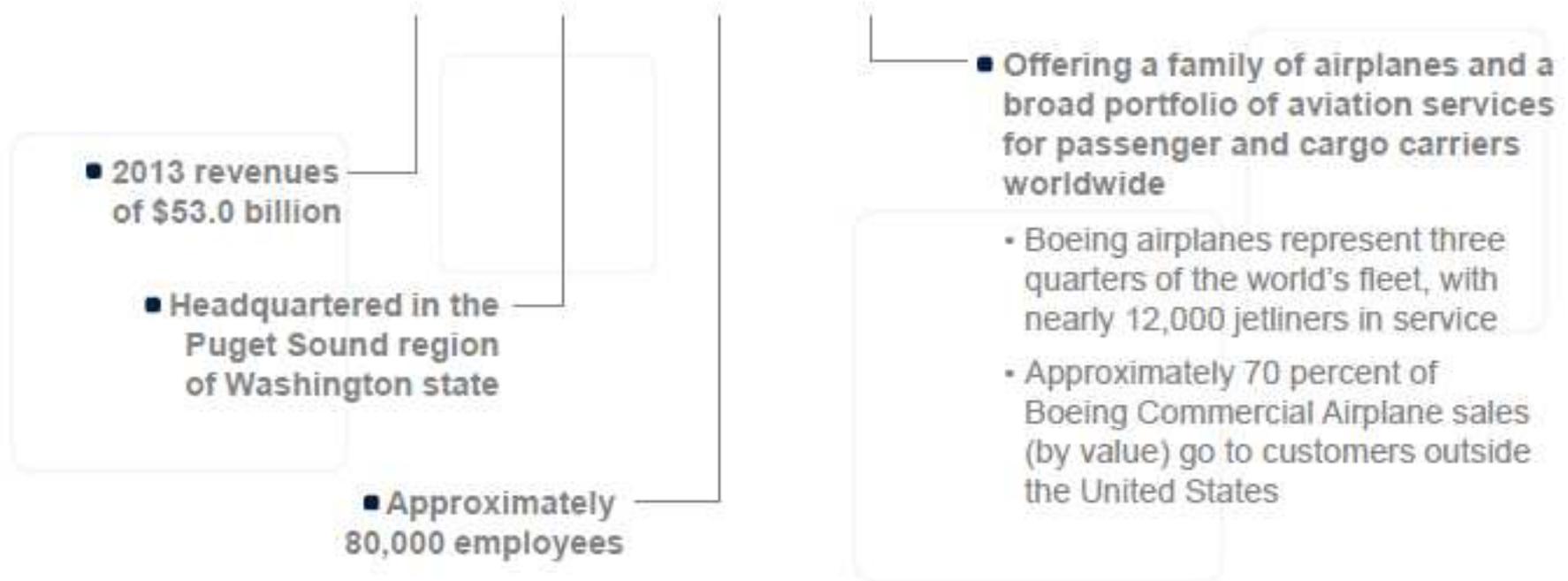
Global Boeing

- **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



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

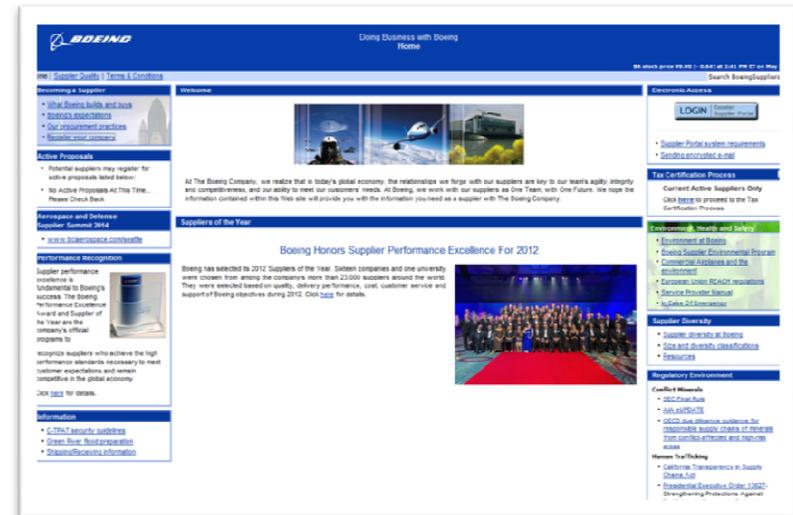
Small business owners are admired for their ingenuity and aggressiveness. Embrace it and use that mindset to find your customers

Getting Started with Boeing

■ Visit the “Doing Business with Boeing” website

<http://www.boeingsuppliers.com>

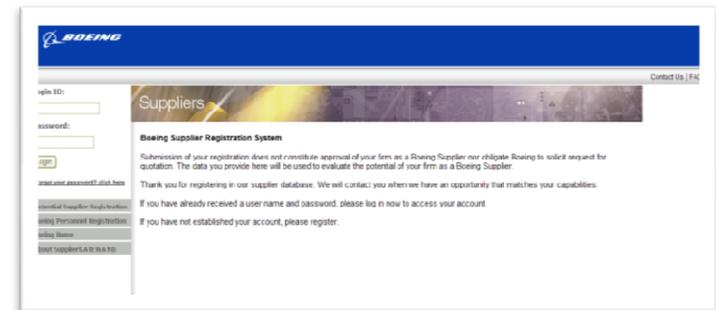
- Becoming a Supplier
 - What Boeing builds and buys
 - Boeing's expectations
 - Our procurement practices
 - Register your company
- Supplier Diversity
 - Supplier diversity at Boeing
 - News and events
 - Awards and recognition
 - Size and diversity classifications
 - Resources



■ 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 Minority Supplier Development Council <http://www.nmsdcus.org/whoweare/certification.html>
- 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.