



Doing Business With Boeing

**California Space Authority
Government, Aerospace & Space Industry Knowledge**

**Raul Alvarado
25 June 2009**

Who We Are

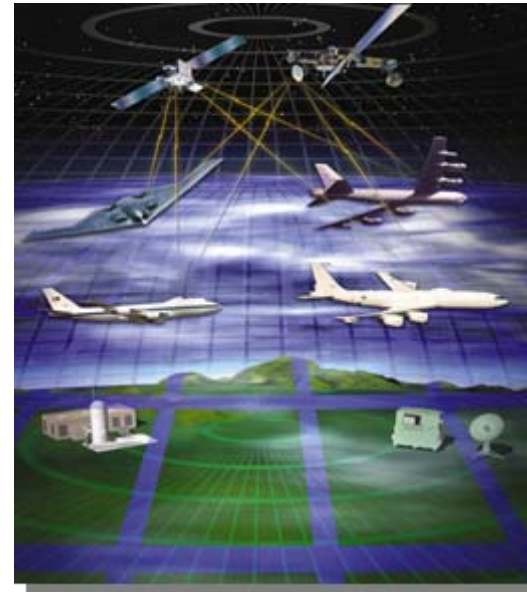
“People Working Together as a Global Enterprise for Aerospace Leadership: Vision 2016”

Supplier Diversity

Commercial Airplanes



Integrated Defense Systems



Boeing Capital Corporation

Engineering, Operations and Technology

Shared Services Group

Vision 2016

People working together as a global enterprise for aerospace leadership

Lean Enterprise *

Our entire enterprise will be a lean operation, characterized by the efficient use of assets, high inventory turns, [excellent supplier management](#), short cycle times, high quality and low transaction costs.



Strategies

Run healthy core businesses
Leverage strengths into new products and services
Open new frontiers

Core competencies

Detailed customer knowledge and focus
Large-scale systems integration
Lean enterprise*

Values

Leadership
Integrity
Quality
Customer satisfaction
People working together
A diverse and involved team
Good corporate citizenship
Enhancing shareholder value

Global Scope

- Customers in more than 90 countries
- Total revenue in 2008: \$60.9 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 160,000 Boeing employees in 49 states and 70 countries

● Office Locations

Partnering worldwide for mutual growth and prosperity

Boeing Supplier Diversity Our Challenge

Supplier Diversity

- **Increasing Lead Systems Integrator (LSI) role and reducing in-house manufacturing**
 - **Increases subcontracting opportunity throughout the Boeing Supply Chain**
 - **Reduces small business opportunity at the first tier**
 - **Federal Government side of Boeing only gets “credit” for first tier small business subcontracting**
 - **Customer wants increased small business subcontracting**

*Opportunity and responsibility
for all supplier partners*

The Boeing Company Supplier Diversity

Supplier Diversity

**Corporate Supplier
Diversity
Small Business
Liaison Officer**
Joan Robinson-Berry

Al Austin
Fred Carter
Linda Houser
Priscilla Jones
Oliver Leslie
Barbara Taylor

**Commercial
Airplanes**

Janice Greene

Glory McCallum
Rick Parchen
Julia Passmore
Gil Petitt

**Integrated
Defense Systems**

Janell Bursac

Raul Alvarado	Rachel Jiang
Champagne Bell	Anna Johnson
Brad Bruce	Jacqueline Jones
Elaine Clemens	Becky Martin
Jill Cornelli	Deborah Melvin
Steve Cuddihy	Audry Musgrove
Karen Ehlmann	Jada Poller
Bronwen Evers	James Roman
Brenda Fitch	Tina Ryan
Christine Gamble	Larry Smith
Camille Geiger	Janell Turner
Jeffrey Gray	Varick Williams
Amy Herrera	Dean Yonemoto
Kevin Howard	

**Shared Services &
SBIR Initiative**

John Blacknall

Sande Edmonson
Jean Fedor
Winni Field
Sandy Gores
Rich Hendel
Anita Hampton
Loren House
Lea Kimball
Mick Matsuzawa

**Boeing Research &
Technology**

Dan Vradenburg

Raul Alvarado

What Supplier Diversity Looks for in Suppliers

Supplier Diversity

- **Must fit into industry-standard definitions of being small or diverse companies**
- **Product and service leadership**
- **Sustained high performance in cost, quality, and delivery**
- **Financially healthy and lean**
- **Customer-focused**
- **Innovative and responsive**

Expectations of Our Suppliers

Supplier Diversity

We want to partner with suppliers who can help us

- **Change our old processes**
- **Reduce costs**
- **Improve quality - 100% product reliability**
- **Improve schedules - 100% on-time delivery**
- **Meet customers' requirements**

. . . while providing outstanding services

Introduce Your Company to Boeing

Supplier Diversity

- We suggest you enter your company profile into the U. S. Government's Central Contractor Registration (CCR) at www.ccr.gov
- Complete an online profile using the Boeing Supplier Introduction process at www.boeing.com
 - Identify your status as a diverse supplier, and
 - Identify what commodity area your product or service falls into, then
 - Complete your profile by including information on your products and services
 - Your information is placed into our extensive database

Understand Our Procurement Practices

Supplier Diversity

- **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**

Marketing Your Business to a Large Contractor

Supplier Diversity

- **Visit their website**
 - **What are the quality standards of the contractor?**
 - **Do they require any special certifications?**
 - **What are their general provisions?**
 - **Many have an on-line Supplier Introduction Process**
 - **It is very important that we know your business size classification**
- **Be familiar with government regulations relative to small business**
- **Register in the SBA CCR System**

Registration Websites for Small and Diverse Suppliers

Supplier Diversity

U.S. Government Websites

- Central Contractor Registration/ProNet <http://www.ccr.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>

