



# Global Supplier Diversity



## Doing Business with Boeing

Presented to: Vermont Regional APEX Accelerator

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# What We Do Today | The Next 100 Years



## COMMERCIAL AIRPLANES

A complete family of the world's most versatile commercial airplanes



## DEFENSE, SPACE & SECURITY

The world's leader in delivering decisive mission advantage to its global customers through cutting-edge capabilities



## GLOBAL SERVICES

A dedicated services business focused on keeping the world's fleet flying safely, sustainably and efficiently



**Protect, connect and explore our world and beyond**



## Global Supplier Diversity

- Develop enterprise approach to supplier diversity and development
- Actively develop diverse supply base to grow market access
- Streamline supplier onboarding – integrate priorities by category strategy
- Accelerate cycle time for supplier identification, development and qualification for onboarding
- Maximize choice of ready suppliers





# What Boeing Buys

## Direct Supply Chain

AEROSPACE  
SUPPORT



AVIONICS & AVIONICS  
COMPONENTS



COMMON AEROSPACE  
COMMODITIES



ELECTRICAL,  
HYDRAULIC AND  
MECHANICAL  
SYSTEMS -



INTERIORS



MAJOR  
STRUCTURES



NON PRODUCTION  
GOODS & SERVICES



PROPULSION  
SYSTEMS



PURCHASES  
OUTSIDE  
PRODUCTION



TECHNOLOGY



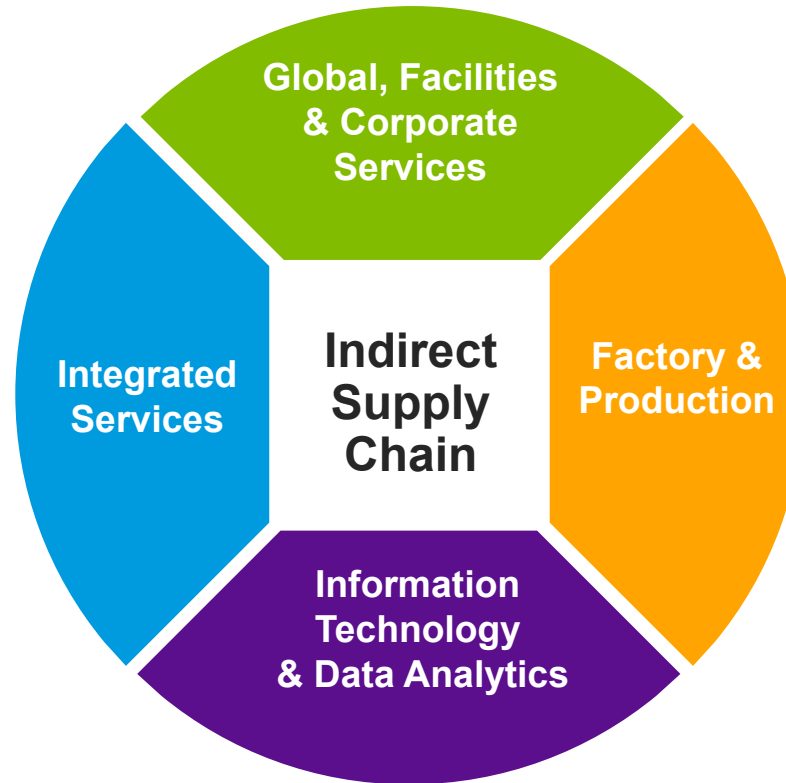


# What Boeing Buys

## Indirect Supply Chain

- Facilities Management & Construction
- Fleet Services
- Travel & Financial Services
- Freight & Logistics
- Security / Fire
- Employee Services
- Global Procurement

- BPO Oversight
- Category Management
- Transactional Procurement
- Compliance / Risk Management
- M&A Support
- Supplier Requirements Engineers
- Negotiation CoE
- Supplier Quality
- Strategic Work Placement



- Advanced Manufacturing & Equipment
- Tooling
- Raw Materials
- Consumables
- Cutting / Hand Tools
- Supplier Program Managers

- IT Hardware
- IT Software
- IT Services
- Consulting Services
- Learning & Training
- Executive Flight Operations
- Digital Transformation



## Our Customer Expectations

- What they want
  - First-time Quality
  - Value Added Services
  - Product Reliability
  - Low Operating Cost
- How they want it
  - Environmentally Progressive
  - Differentiated from the Market
  - Customer Focused
  - Long-range and Fast





## Boeing is looking to grow suppliers who can:

- 1 Understand and demonstrate how their offerings can directly enhance our solutions
- 2 Committed to performance excellence
- 3 Demonstrate financial stability + enhance affordability
- 4 Share feedback on what we can do better
- 5 Operate in accordance with the Boeing Supplier Code of Conduct





## Certifications to consider

**EACH PROGRAM IS UNIQUE**  
**EACH PROCUREMENT IS UNIQUE**



Some examples of requirements:

- NADCAP
- AS9100 Rev D
- ISO9001
- AS9120
- J-STD
- Boeing Digital Product Definition (DPD)
- Boeing Model Based Definition (MBD)
- Authorized distributor vs authorized reseller
- Cybersecurity (CMMC)
- Human Trafficking
- Counterfeit Avoidance





# Supply Chain Lifecycle



- Outreach events
- Strategic initiatives
- Professional networks
- Past experience
- Capabilities by Boeing category
- Geo-political supports to ready location of operations

- SOW alignment
- Current capabilities
- Past performance
- Financial health
- Required certifications
- Timing

- Procurement agent only
- Best value
- Terms and conditions
- Risk assessment

- Deliverables
- Earned value
- Quality
- Delivery
- Communication
- Advocacy
- Lean initiatives

**The only person who can contractually commit to The Boeing Company is a Procurement Agent**



# Resources for Potential Suppliers

## Boeing Current and Potential Suppliers

- Doing Business with Boeing <http://www.boeingsuppliers.com>
- What Boeing Buys <http://www.boeingsuppliers.com/become.html>
  - Boeing Expectations
  - Supplier Registration
  - Quality
  - Exostar
- Terms and Conditions <http://www.boeingsuppliers.com/terms.html>

## Boeing and Divisions

- Main Website <http://www.boeing.com>
- Commercial Airplanes <http://www.boeing.com/commercial>
- Defense, Space & Security (Defense) <http://www.boeing.com/defense/>
- Defense, Space & Security (Space) <http://www.boeing.com/space/>
- Services <https://www.boeing.com/services/>
- Safety <https://www.boeing.com/principles/safety.page>
- Innovation <https://www.boeing.com/innovation/>
- Boeing News <https://boeing.mediaroom.com/>
- Features <http://www.boeing.com/features>



## Points of Contact

### Weapons

- Chasity Strickland - [chasity.l.strickland@boeing.com](mailto:chasity.l.strickland@boeing.com)

### Space

- Taylor Beitler - [taylor.beitler@boeing.com](mailto:taylor.beitler@boeing.com)

### Missiles

- Damein Green – [damein.green@boeing.com](mailto:damein.green@boeing.com)

### Fighters/Bombers

- Varick Williams - [varick.d.williams@boeing.com](mailto:varick.d.williams@boeing.com)

### Global Services

- Isha Conteh - [isha.conteh@boeing.com](mailto:isha.conteh@boeing.com)



# SCAN CODE

**Register Your Company**



**1**

Click "Becoming a Supplier"

**2**

Click "Register Your Company"

**3**

Follow instructions to submit



Global Supplier Diversity

