



Doing Business with Boeing

Mark Clem
BDS Global Supplier Diversity
Missile and Weapon Systems

September 26, 2018

Boeing History

GLOBAL SUPPLIER DIVERSITY

Supply Chain | Global Supplier Diversity

One Voice, One Purpose, One Focus

Founded in
1916
in the Puget Sound region
of Washington state



Became a
**LEADING
PRODUCER**
of military and
commercial aircraft



Completed a
series of
strategic
mergers and
acquisitions to
become the
**WORLD'S
LEADING
AEROSPACE
COMPANY**



Boeing Airplane Co. 1916



Douglas Aircraft Co. 1921



Stearman Aircraft Co. 1927



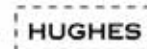
North American Aviation, Inc. 1935



Pasecki Helicopter 1940



McDonnell Aircraft Corp. 1945



Hughes Space and Communications 1948



McDonnell Douglas Corp. 1967



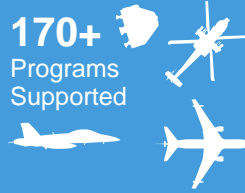
Rockwell International 1968



The Boeing Company 1989

Boeing Supplier Management

At a Glance (2017)



World Class Supplier Management



Global Network of Boeing Suppliers

50 US States

432 Congressional Districts

57 International Countries



*International suppliers only



Sourcing Categories

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Structures

- § Major assemblies
- § Body sections
- § Movable wing sections
- § Doors
- § Flight control surfaces
- § Fuselage



Services

- § Materials Management & spares
- § Technical & Engineering services
- § Customer support
- § Internal
- § Non-production



Systems

- § Avionics
- § Flight systems
- § Hydraulics
- § Wheels and brakes
- § Landing gear
- § Environmental control systems
- § Electrical systems



Common Commodities

- § Machined parts
- § Sheet metal parts
- § Assemblies
- § Tubing
- § Wiring
- § Tooling
- § Raw materials
- § Standards



Interiors

- § Passenger seats
- § Cabin systems
- § Galley inserts
- § Interiors
- § Cargo systems



Propulsion

- § Engines
- § Struts
- § Nacelles

Boeing Commercial Airplanes

GLOBAL SUPPLIER DIVERSITY

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**\$65
BILLION**

in 2016 revenues

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

Headquartered in the

**PUGET
SOUND**

region of Washington state with operations in several U.S. states



Approximately

**76,000
BOEING
EMPLOYEES**



**Number changing to account for BGS



Boeing airplanes represent about half of the world's fleet, with more than **10,000 jetliners** in service



of sales (by value) are to customers outside the United States

Defense, Space & Security

GLOBAL SUPPLIER DIVERSITY



**\$21
BILLION**
in 2017 revenues

Core markets include weapons,
fixed-wing strike and integrated
missile systems.

Headquartered in
**ARLINGTON,
VA.**

with employees in
21 countries and 47 states



Approximately
**35,000
EMPLOYEES**



**FORMED IN
2002**

to integrate Boeing's
defense, space, intelligence
and communications capabilities

Focus markets include
military rotorcraft,
commercial
derivatives, human
space exploration,
satellites, services and
autonomous systems.



Offering customers proven capabilities from the sea bed to outer space

DS & S Divisions

GLOBAL
SUPPLIER DIVERSITY

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- Autonomous Systems
- Commercial Derivative Aircraft
- Global Operations
- Missile & Weapon Systems
- Phantom Works
- Space & Launch
- Strike, Surveillance & Mobility
- Vertical Lift

Global Services

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Boeing Global Services

A dedicated services business focused on the needs of global defense, space, and commercial customers

Worldwide presence

-  **300+** locations
- 70+** countries 
-  **40+** US states

-  Headquartered in the Dallas, TX area
- Approximately 20,000 employees 
-  Government and commercial business areas

Robust service capabilities

 Digital Aviation & Analytics	 Engineering, Modifications & Maintenance
 Training & Professional Services	 Supply Chain

Efficient performance

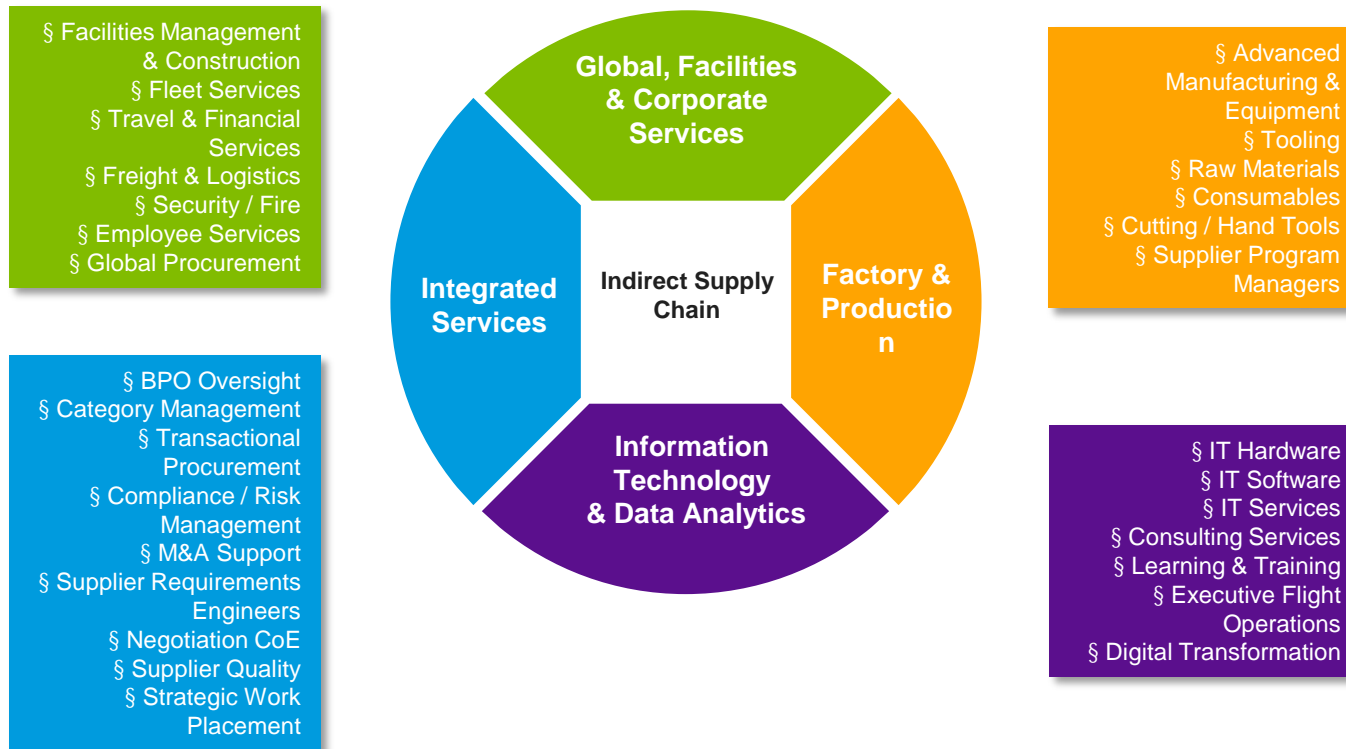
- Faster customer response
- Operational agility
- Competitive cost structures

Indirect Supply Chain

GLOBAL
SUPPLIER DIVERSITY

Supply Chain | **Global Supplier Diversity**

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Delivering Superior Value by Building Strength on Strength

GSD Vision and Mission

GLOBAL
SUPPLIER DIVERSITY

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GLOBAL SUPPLIER DIVERSITY VISION

A world class organization leveraging innovation and expertise through creation of value-added partnerships with small businesses, advancing the capability of our products and services.

GLOBAL SUPPLIER DIVERSITY STRATEGY

ENDURING VALUES

Strengthen industrial supply base through development, global market access, innovation and growth.

Collaboration

Customer Satisfaction

Promote an environment of advocacy through value added partnerships.

Quality

Infuse best in class suppliers in Boeing supply chain and align with program requirements of our government customers.

Leadership

Best talent, best tools.

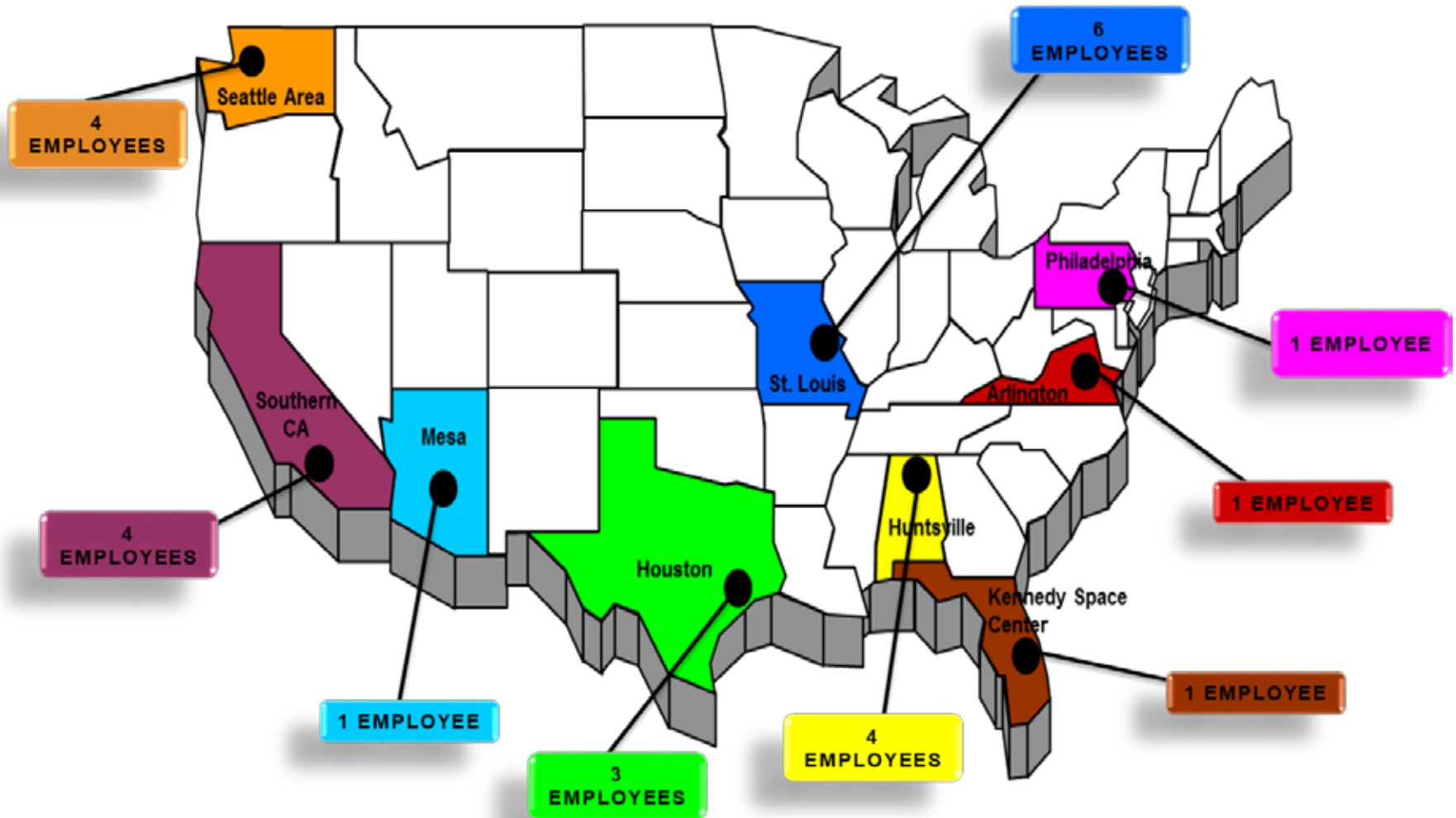
SUPPORTS BOEING VISION... "PEOPLE WORKING TOGETHER AS A GLOBAL ENTERPRISE FOR AEROSPACE LEADERSHIP"

GSD Organization

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www.boeing.com

- Business Units / Program Info

www.boeingsuppliers.com

- www.boeingsuppliers.com/become
 - Register Your Company
 - What Boeing Builds
 - What Boeing Buys
 - Our Procurement Practices

Mark Clem

mark.a.clem@boeing.com