Global Boeing

Partnering worldwide for mutual growth and prosperity

More than 165,000 Boeing employees across the United States and in more than 65 countries

21,800 supplier partners globally

Total revenue in 2013: $86.6 billion

70% of commercial airplane revenue historically from customers outside the United States

Customers and customer support in 150 countries

World Headquarters based in Chicago
Vision

People working together as a global enterprise for aerospace industry leadership

OUR CORE COMPETENCIES
- Detailed customer knowledge and focus
- Technical and functional excellence
- Large-scale systems integration
- Lifecycle solutions
- Lean global enterprise

OUR VALUES
- Integrity
- Quality
- Safety
- Diversity and inclusion
- Trust and respect
- Corporate citizenship
- Stakeholder success
What We Do Today

Design, assemble and support

- Commercial jetliners
- Defense systems
- Satellites and launch vehicles

Integrate 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
Boeing Business Mix

Boeing Commercial Airplanes
- Headquartered in Washington State
- 2013 revenues of $53 billion
- Approximately 80,000 employees
- 12,000 jetliners in service
- 70 percent of Boeing commercial airplane sales outside of the United States
- Includes Commercial Avionics Services (CAS)

Engineering, Operations & Technology
- Formed in 2006 to establish technical and functional excellence for the enterprise by maximizing Boeing's R&D yield
- Ensuring technology readiness
- Protecting, leveraging intellectual property
- Providing efficient, effective, secure IT solutions

Boeing Defense, Space & Security
- Headquartered in St. Louis, Mo., with global operations in four countries and 21 states
- 2013 revenues of $33.2 billion
- Approximately 58,000 employees
- Balanced backlog across all markets including a strong mix of development, production and support contracts

Balanced Portfolio
Boeing’s Current Human Space Programs
Boeing’s role in NASA’s Space Launch System

Interim Cryogenic Propulsive Stage (ICPS) is a modified Delta IV upper stage

Core Stage & Avionics -- New Development Effort (Boeing)

Core Stage and Avionics are the only new Elements
The International Space Station
Boeing Commercial Crew CST-100

**Seating for up to 7 crew**

to meet commercial business case

(5 crew + 2 crew equivalent of cargo shown)

**Clam Shell CM Design**

allows easy hardware installation
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/diverse suppliers
  - External – SupplierGATEWAY:
    - [https://app.suppliergateway.com/boeing](https://app.suppliergateway.com/boeing)
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 toward the future with us
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 on Boeing's "Supplier Gateway"
  - 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 and Diverse Suppliers

U.S. Government Websites

- 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

- National Institute for the Blind  http://www.nib.org
- National Institute for the Severely Handicapped  http://www.nish.org
Contacts

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