NASA HBCU/MSI Road Tour – Jackson State University

Toni Hall
Global Supplier Diversity
August 23, 2017
## Boeing Divisions

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BCA Division Overview

Structures
- Major assemblies
- Body sections
- Movable wing sections
- Doors

Interiors
- Passenger Seats
- Cabin Systems
- Galley Inserts
- Interiors
- Cargo Systems

Systems
- Avionics
- Flight Systems
- Hydraulics
- Wheels & Brakes
- Landing Gear
- Environmental Control Systems
- Electrical Systems

Propulsion
- Engines
- Struts
- Nacelles

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

More than 300M components and assemblies purchased each year
Global Services

Headquartered in DALLAS, TX AREA with multiple operations worldwide

Approximately 20,000 BOEING EMPLOYEES

Standing up in JULY 2017 to integrate the services capabilities of the defense, space and commercial sectors

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

Designed for faster customer response and operational agility, with a streamlined infrastructure.
Shared Services Division Overview

ssgworkplacement@boeing.com

**Information Technology**
- Software
- Computing hardware
- Network
- IT services
- Peripherals

**Site Services**
- Factory tooling
- Construction services
- Transportation services
- Facility services and equipment
- Manufacturing and facility tools and supplies

**Financial, Corporate & Employee Services**
- Contract labor
- Credit card services
- Training and education
- Creative services
- Medical and benefits
Process Awareness

Identify
- Outreach Events
- Strategic Initiatives
- Professional Networks
- Past Experience
- Socio-economic Status
- Geo-political Support

Bid List
- SOW Alignment
- Current Capabilities
- Past Performance
- Financial Health
- Correct Pedigrees
- Timing

Contracting
- Procurement Agent Only
- Best Value
- Terms and Conditions
- Risk assessment

Execution
- Deliverables
- Earned Value
- Quality
- Delivery
- Communication
- Advocacy
- Lean Initiatives
Path-Finding – Becoming a Supplier

- [http://www.boeingsuppliers.com](http://www.boeingsuppliers.com)

- Register company as complete as possible

- 3rd party tools
  - SupplierGATEWAY
  - Exostar (potential fees)
  - U.S. Gov’t System for Award Management (SAM)

- Marathon vs sprint
Path-Finding – Questions Boeing Asks Suppliers

- Does your company’s capabilities align with Boeing’s current needs?
- Can you provide a snapshot of your company’s past performance?
- Identify your company qualifications i.e., AS9100, Revision C, or ISO 9000 (are these current?)
- Which Boeing programs has your company supported in the past?
- Which Boeing program/site are you interested in doing business with and how can your company help bring value to that program?
Resources – Please contact:

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