



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



The Boeing Company

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The Boeing Company Background

- Founded in 1916
 - Celebrating over 100 years
 - Leading Producer of Military and Commercial Aircraft
- Global Boeing
 - \$94.6 Billion Revenue 2016
 - Contracts with more than 20,000 suppliers and partners globallyApproximately 145,000 employees across 65 countries
- For 6 consecutive years, Boeing has been named a top global innovator among aerospace and defense companies. Boeing currently holds over 15.6K patents worldwide.

Boeing Divisions

- **Commercial**
 - HQ Puget Sound region in Washington State
 - 70% sales outside of US
- **Defense, Space and Security**
 - HQ Washington DC
 - Balanced Backlog across all markets
- **Boeing Global Services**
 - HQ Dallas, TX
 - Dedicated Services Business focused on the needs of Global Defense, Space and Commercial customers.
- **Corporate Functions**
 - Indirect Supply Chain
 - Information Technology
 - Financial, Corporate & Employee Services
 - Site Services

Space Exploration

- Commercial Crew CST-100
- International Space Station
- Space Launch System



NAICS

Commercial Crew

- **336413** Other Aircraft Parts and Auxiliary Equipment Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **332999** All Other Miscellaneous Fabricated Metal Product Manufacturing

ISS

- **541330** Engineering Services
- **332710** Machine Shops
- **541712** Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
- **334419** Other Electronic Component Manufacturing
- **334417** Electronic Connector Manufacturing

SLS

- **332722** Bolt, Nut, Screw Rivet, and Washer Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **334418** Printed Circuit Assembly (Electronic Assembly) Manufacturing

Tips for Success: Working with Primes

- Understand how your capabilities align with Boeing's current needs
- Capabilities Statement
 - Make sure it accurately reflects your company's capabilities, certifications, etc.
- Relationship Building
 - Email is the easiest form of communication
 - Participate in local outreach events.
- Marketing
 - Understand what sets your small business apart from competition
- Certifications
- Marathon vs Sprint

Contact Information

- Interested in doing business with Boeing?
 - <http://www.boeingsuppliers.com>
 - <https://app.suppliergateway.com/boeing/Login.aspx>
- Small Business Liaison Officers
 - Huntsville, AL: Kristi Julien
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