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 globally
  - Approximately 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](http://www.boeingsuppliers.com)
  - [https://app.suppliergateway.com/boeing/Login.aspx](https://app.suppliergateway.com/boeing/Login.aspx)

- Small Business Liaison Officers
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