

PARTNER 2 WIN

Achieving Operational Excellence



WE PROTECT THOSE WHO PROTECT US® • WE INNOVATE FOR THOSE WHO MOVE THE WORLD



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In today's competitive market place, manufacturing high-quality, reliable products on time and at an affordable price is a prerequisite. The ability to successfully achieve this performance year after year continues to differentiate BAE Systems as a leading Aerospace and Defense manufacturer.

The dedication and determination to strive for excellence has resulted in BAE Systems' focus on "Achieving Operational Excellence."

BAE Systems is committed to continuous improvement and is creating a "Zero Defect Culture."

Our Supplier Partners' contributions are key, and, thus, we are launching the next phase of this journey: "Partner 2 Win."

Together We'll Drive Excellent Performance

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BAE Systems Partner 2 Win Program Elements

- Global Scorecards
- Awards Program
- Annual Supplier Symposium and Award Ceremony
- Supplier Advisory Council
- Supplier Perception Survey

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- 2017 Launch - Program will Reward Excellence
 - Eligibility: All Global Scorecard recipients with PO Value over \$100K with receipt activity within the 12-month review period
 - Performance Awards based on Global Scorecard metrics
 - Overall will be determined by the lowest score of Quality and Delivery
 - Category awards (i.e. Distributor, Preferred Supplier and Small Business of the Year)
 - Annual Supplier Symposium and Award Ceremony

Tier	Quality Score	Delivery Score
Gold	100%	100%
Silver	99.85%	98.00%
Bronze	99.55%	96.00%
Yellow	98.00%	90.00%
Red	< 98.00%	< 90.00%



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BAE Systems Electronic Systems will:

- Redouble our efforts to partner with our suppliers while also reducing the size of our supply base.
- Reward those suppliers who consistently perform at high levels of quality and delivery with increased business.
- Increase communication and collaboration through Supplier Advisory Council and Q&D Councils
- Measure performance overall & by BAE Systems site
- Optimize our own processes to ensure supplier success.



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Overview of Global Scorecard:

- Based on 12-Month Rolling Window (Quality and Delivery Performance)
 - Quality/Delivery measured in pieces
 - Quality – Only Supplier Faulted Rejections
 - SCARs, Open PO Dollars, Past Due PO Dollars shown but do not affect Performance Scores
- Data is compiled monthly – Receipts, Quality, Suppliers, Orders, SCARs
 - Automatically emailed out to suppliers based on entered contact information (can be multiple contacts)
 - Email contains Performance and exception report (Non-conformances / Late Deliveries)
- Categorizes by commodity group, performance against best in group displayed

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Thank You

We look forward to the journey
and learning from each other!