WEAF : Business in the Defence World

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Winning Business in the Defence World - 19th September 2013
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International Strategic Partnerships
Boeing Defence, Space and Security
Agenda

• Introduction to Boeing
• Boeing Products and Programs
• Boeing in the UK
• Supply Chain Shape
• Navigating the Maze
• Questions
Boeing Commercial Airplanes

- Headquartered in Washington State
- 2012 revenues of $49.1 billion
- Approximately 85,000 employees
- Designs, assembles and supports commercial jetliners
  - Boeing jets represent about 75% of the world’s fleet, with nearly 12,000 jetliners in service
  - About 70% of Boeing commercial airplane sales (by value) go to customers outside the U.S.
- A broad portfolio of Commercial Aviation Services for passenger and cargo carriers
Boeing Defense, Space & Security

- Headquartered in St. Louis, Missouri
- Global operations in four nations, 21 states
- 2012 revenues of $32.6 billion
- Approximately 59,000 employees
- World’s largest designer & manufacturer of:
  - Military transports
  - Tankers
  - Fighters
  - Helicopters
- Provides support and services to government customers worldwide
- World’s largest provider of commercial and military satellites, largest NASA contractor
Boeing - Business Mix

Defense, Space & Security 40%

Commercial Airplanes 60%

2012 Revenue $81.7B

Balanced Portfolio
Boeing in the United Kingdom

- Maintaining a historic relationship
  - Boeing and British industry are celebrating 75 years of partnership in 2013

- Meeting the needs of the British Armed Forces
  - AWACS E3-D Sentry
  - Apache attack helicopter
  - Chinook transport helicopter
  - C-17 military transport aircraft
  - Harpoon missile

- Sustaining UK jobs and aerospace industry growth
  - Annual average spend of $1 billion in the UK
  - About 295 UK companies are partners and suppliers
  - Employing about 1,400 people across the UK
  - Establishment of Boeing Defence UK Ltd helps support high-value, long-term jobs that generate intellectual property and facilitate exports
Boeing Research & Technology in the UK

University Research

Strathclyde University
- Advanced Forming Research Centre

Sheffield University
- Advanced Manufacturing Research Centre (AMRC)
- Composites (CAMTeC)

Cranfield University
- Aircraft design
- Integrated Vehicle Health Management Centre of Excellence

Industrial Collaboration

The Welding Institute
- Laser & Friction Stir Welding
- Materials Joining Technology

QinetiQ
- Airworthiness testing
- Wind Tunnel

Lotus (Renault) F1
- Rapid Prototyping
- CFD

Millions invested annually in university & industry R&T
Boeing Competitive Discriminators

Extreme Affordability
… in development, production, operations and support

Breakthrough Performance
To meet customer needs
Range … Mission effectiveness
Payload … Speed … Availability
Reliability

Competitive Discriminators

Ease of Sustainability
Easy to modify … open system architecture … easy to upgrade

Environmentally Progressive
non-polluting in production … quiet … fuel efficient in operation … disposable/recyclable at end of life
What Boeing Looks for in Suppliers

- Diverse suppliers who will work closely with us to deliver world-class products, goods and services
- Product and/or service leadership
- Sustained high performance in cost, quality, and delivery
- Financially healthy and Lean
- Customer-focused
- Innovative and responsive
Supply Chains

- Clearly Identify **exactly** where your product or service fits into the supply chain, then work with the correct tier:
  - Prime Contractor = Systems Integration
  - First Tier = Manufacture of systems and sub systems
  - Second Tier = Manufacture of components for systems and sub-systems

- SME Companies:
  - Niche Capabilities
  - Innovation
  - Understand the business you are targeting
Helpful Information

• For companies that plan to export to the US  
  • Product ranges  
  • News  
  • Company locations  
  • Contract awards  
  • Doing Business with Boeing – Boeing supplier portal

boeing.com

• Looking to supply Boeing in the UK  
boeing.co.uk

• UKTI DSO SME Services great advice and assistance available via the Small Business Unit

• MoD Defence and Security Industrial Engagement Policy (DSIEP),

• tim.j.wheeler@boeing.com
Doing Business with Boeing website

Two ways to access Doing Business with Boeing:

- Via Suppliers link on www.boeing.com
- Direct via www.boeingsuppliers.com
Follow Potential Supplier Registration link to access Supplier Gateway
Questions?