SEA SUPPLIER EXCELLENCE ALLIANCE

Accelerating Supply Chain Performance

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How to Write a Successful Application

Agenda

→ The Awards

→ The Awards Process

→ The Application Categories

→ The Judging Process

→ What are the Judges Looking For

→ The Writing Process

→ Examples of Good/Bad Application Comments

The Award Categories

→ Stephen E. Barton Leadership & Culture Award

→ Workforce Development Award

→ Operational Excellence Award

→ Performance Award: Most Improved Using the SEA Metrics

→ Supply Chain Innovation Award

→ Customer of the Year Award

→ Richard Hall Award for Leadership Excellence

The Awards
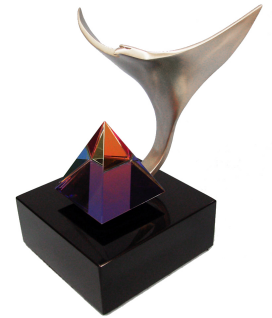
The Customer of the Year Award – This award recognizes companies for their outstanding examples of partnering behaviors that make the entire supplier chain work more effectively.

The sculpture-award was designed to capture the artistry of flight while celebrating key success stories in the history of aviation. The industry's rich heritage is symbolized with the solid mica painted 1/72 scale DC-3. The swirled solid pewter upright that the DC-3 rests upon communicates the ascent of modern aviation.

The Awards

Richard Hall Award for Leadership Excellence – This award honors the leaders in the aerospace & defense industry named in honor of one of the SEA founding members.

This sculpture-award was created to symbolize strong purposeful leadership in aviation. The soaring solid pewter silver eagle gracefully overlooks a solid crystal pyramid representing structure and order as found in the SEA Process Maturity Model.

The Awards

Supplier Awards:
The Stephen E. Barton Leadership & Culture Award recognizes companies for their commitment to development of excellence in leadership processes.
The Operational Excellence Award recognizes companies for their outstanding commitment to building excellent operational processes.
**The Workforce Development Award** recognizes companies for their outstanding commitment to the development of an excellent workforce.
The Most Improved Award recognizes companies that have committed themselves to a high rate of continuous improvement.
Supply Chain Innovation Award recognizes those companies who have shown exceptional innovation in their solutions to improving their performance to their customers.

This solid pewter sculpture award signifies the achievement of teamwork in aviation. The pewter DC-3 is symbolic of success in aviation and is lifted aloft by a team of three, working together towards a common goal, representing the three tracks of the SEA Lean Enterprise System.

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The Awards 2011 Process
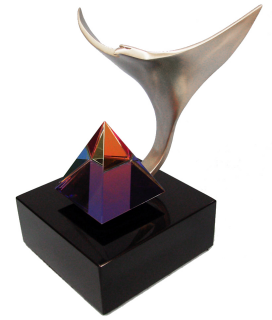
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2/1	Send nominations to suppliers
2/7	Award applications sent to nominees – ongoing
5/10 +	Webcast - how to write a successful application
8/12	Award nomination period closes – Deadline
9/2	Award application period closes - Deadline
9/13	Panel of Judges begin review and scoring
10/5	Panel of Judges consensus meeting
10/12	Panel of Judges final award selections
11/17	Winners announced during SEA Awards event

The Judging Process

The awards process began in February 2011 with a call for nominations sent to thousands of US A&D suppliers. The Panel of Judges, comprised of SCORE retired aerospace executives, independently review and confirm the applicant's eligibility and selects the finalists. At a second meeting, the judges select the award recipients. Companies or individual names are withheld and only application numbers are used for the review and final scoring.

What are the Judges Looking for?

- A complete and accurate "organizational profile.'

- A response to each of the application elements that is complete, succinct, and factual.

- Data vs. Anecdote.

- Submission on or before the deadline.

Organization Profile
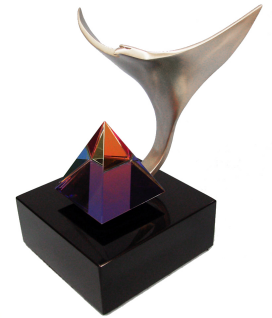
Organizational Profile
The profile information is for background only and not intended for the awards criteria scoring purposes.

1. Briefly describe your main products and/or services?

2. Briefly describe your organization's history.

3. How many people are employed at your company?
   Locally   Worldwide

4. Is your organization a freestanding entity or part of a larger organization?

5. Has your company or its officers been the subject of any investigation by a governmental body, or civil, or criminal complaint?

Application Elements
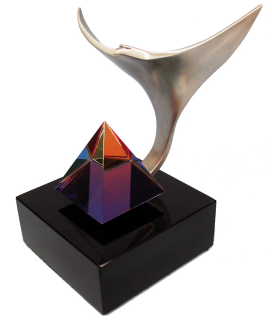
1. Describe how your company integrates its supply chain into its planning and improvement processes.

2. Describe how your joint supplier team value-streams its current state based on real data for delivery, quality, and cost.

3. Describe the action plan developed and deployed for break-through strategies and goals.

4. Describe how your company collaborates with other suppliers to ensure success of their respective customers.

The Writing Process

- For each element, list the facts that directly describe the process following

- Include facts about how often something is done, how many people are involved, and how long it lasts

- List any organizational results associated with the practice - customer or employee satisfaction ratings, improved operational measures, etc.

- Think about the judges - they must read every application and score it based on the facts presented - don't make it hard to read

- Don't use acronyms

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Leadership Example

Describe how your company senior leaders review organization performance.

Monthly meetings are held by the executive team to review the Scorecard and the status of Short-term-goals and action plans. The Process Champions give a presentation to the executive team on the status of each short-term-goal and action plan that was assigned to them. Also, the executive team performs a review of each process bulletin board to witness if process improvements are being obtained by each process group.

Workforce Example
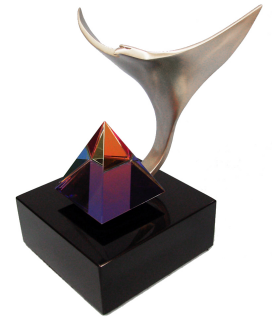
Describe how cross-training is accomplished.
Each department and operational area maintains its own cross-training skill matrix. This matrix tracks competency level on a person-by-person basis in identified skills, and provides a visual management system for cross-training needs (insufficient number of operators, for example).   Cross-training is scheduled by process owners and MT's, and conducted as scheduled by certified trainers; cross-training methodologies include lab and/or classroom work. On a periodic basis, the JSTC Process Owner audits for conducted training and effectiveness metrics.

Most Improved Example

Describe how your company demonstrates improvement in the following metrics over the past 12-month period.

Defects Per Million Opportunities ("PPM") - In the past 12 months, our company has improved its defect parts per million from 17,800 to 8,669, a 51% improvement. In July of this year, a new low point was achieved with 4,700 PPM's. This particular metric, is part of the company's plan for performance and are key elements of the organizations performance review process.

Supply Chain Innovation Example

Describe the action plan developed and deployed for break-through strategies and goals.

Our company has integrated three values streams involving five total suppliers. Each of these suppliers has reduced batch sizes by over 50% and is now achieving 100% on-time delivery with less than 200 parts per million quality. This has enabled us to improve our performance with three customers by delivering 17 new kits, 2 next higher assemblies, and all are 100% on-time for the past six months flowing product direct point of use to the customer's production line.

Thank You