

CUSTOMER KEYNOTE



Shakeb Khan

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Shakeb is a seasoned Supplier Development professional who has a long and distinguished career at Parker Aerospace. In addition to his current role, he has held leadership positions in Supply Chain Management, Operations and Manufacturing Engineering at Parker Aerospace.

Shakeb has a B.S. Industrial Technology from Cal State University, Long Beach. He is a lean practitioner and trained as a Six Sigma Black Belt. He has completed SEA certification in Leadership & Culture, Operational Excellence and Workforce Development.



Supplier Risk Assessment Tool



Shakeb Khan

ENGINEERING YOUR SUCCESS.

June 21, 2010

Objectives

- Provide a standardized approach for quantifying supplier risk
- Create a proactive tool for identifying and mitigating risk
- Provide flexibility for reviewing various risk factors
- Provide Division and/or Group focus of supplier risk threats

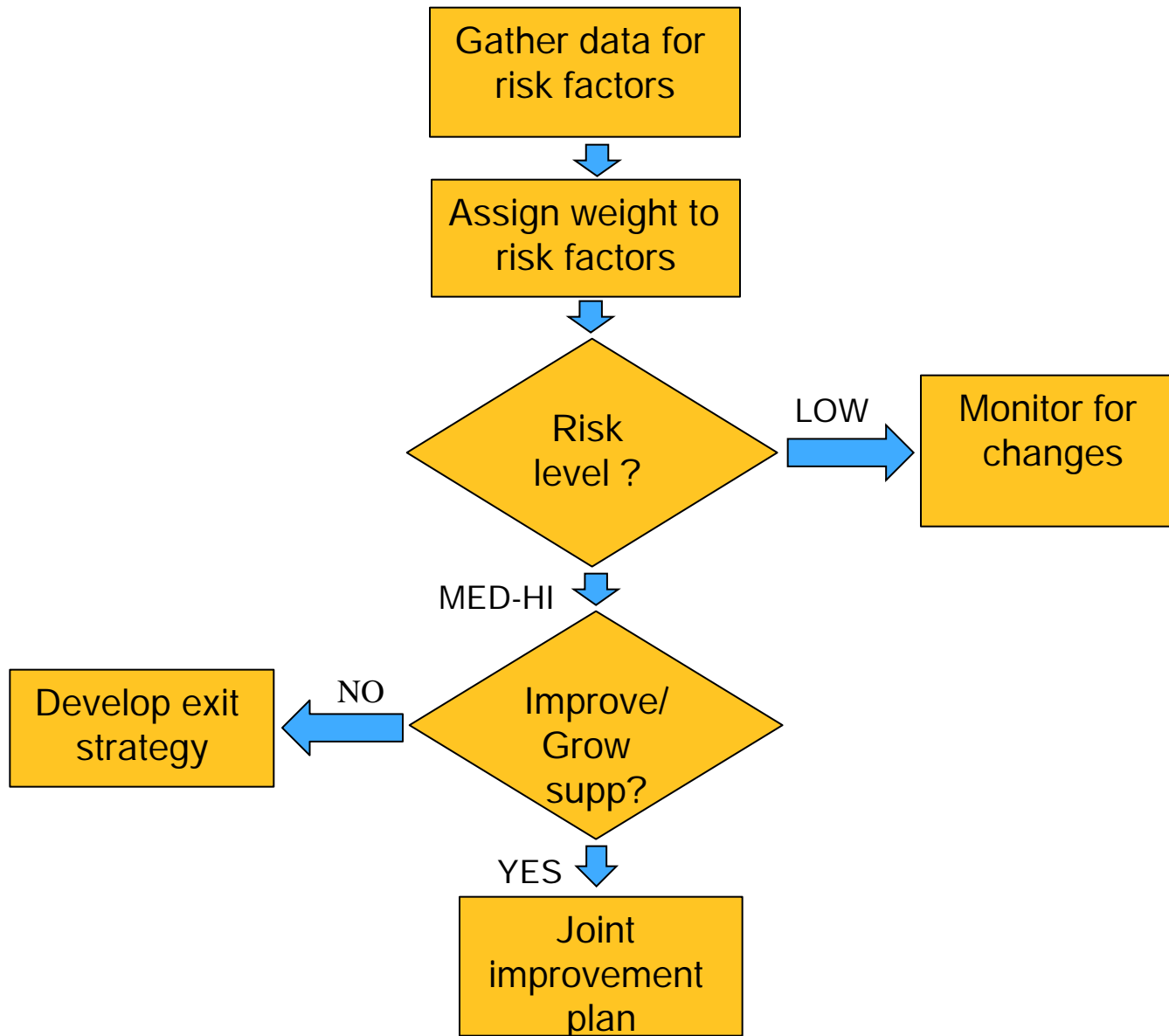
Factors that define supplier risk

- LTA – Long Term Agreement
- Size of spend
- Current supplier development strategy
- Business size
- Private or public business
- General management status

Factors that define supplier risk

- Delivery Rating
- Quality Rating
- Lean status
- Supplier management
- Sole source supplier
- Business assessment score
- Dunn and Bradstreet financial report

Supplier Risk Analysis Process

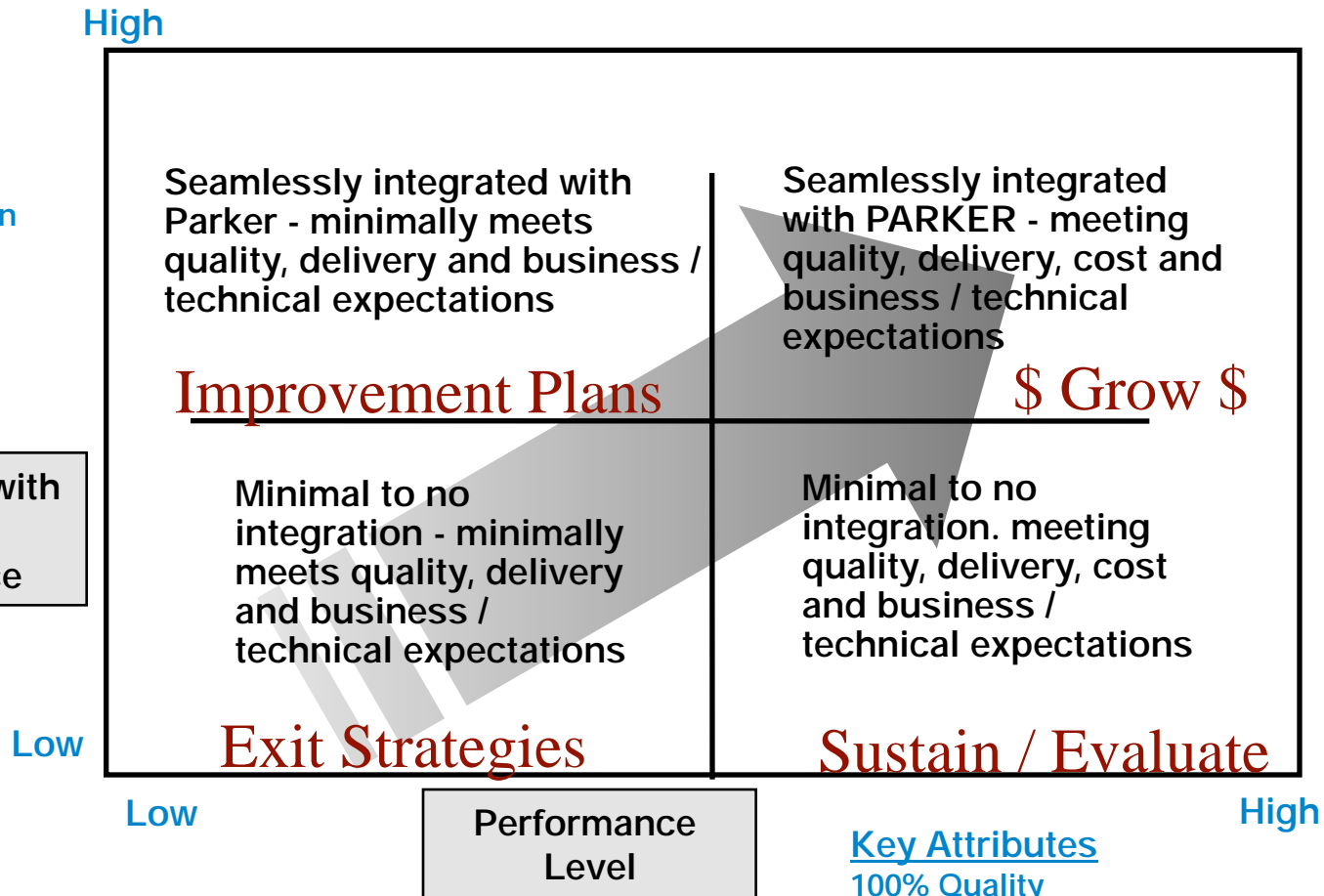


Supplier development strategy

Key Attributes

- E-enabled
- Early Involvement
- Open communication
- Inventory Mgmt
- Creative Technical Solutions
- Life Cycle Focus

Integration with Parker Aerospace



Key Attributes

- 100% Quality
- 100% Delivery
- Schedule Flexibility
- Cost Reduction
- Cycle Time Reduction



Actions

- Automate the data gathering process
- Complete / update risk assessment for the top *85% spend suppliers*
- Validate supplier scores indicating high risk suppliers
- Comprehensive Business Assessment of high risk suppliers
- Develop action plan for high risk suppliers