



SEA **SUPPLIER
EXCELLENCE ALLIANCE**
Accelerating Supply Chain Performance

SEA Supplier CEO Conference

September 11, 2008

Hosted by
Lockheed Martin
Corporation



Welcome



Mickey Wiebe

Executive Director, Supplier Excellence Alliance

**In Pursuit of Supply Chain Excellence
While We Are Sleeping...**



Change

The New Global Reality

The Competition

“We are going to win, and the industrial West is going to lose: There's nothing much you can do about it because the reasons for your failure are within yourselves.”

Konosuke Matsushita

While We Are Sleeping...

- ✈ They work tirelessly to change our world irreversibly.
- ✈ If they succeed at what they're doing and aren't challenged, our way of life as we know it will end.
- ✈ When we're tucked away in our beds, tossing and turning in restless sleep, they're even busier. They don't seem to tire; their passion is relentless. To them, weekends and holidays are inconsequential in their desire to have what we have.

While We Are Sleeping...

- ✈ We're at war, but we seem oblivious to it. Our children's future, our families, even our liberties are at risk.
- ✈ Secure in our ignorance of what's happening far away, we think that we're safe. But we're not.

While We Are Sleeping...

- ✈ This isn't a conventional war. No troops can protect us. Our meager efforts seem to be, as Will Rogers phrased it, "... like spitting on a railroad track to stop a freight train."
- ✈ In this war, the enemy just keeps coming. Who is it? Where's the battlefront? Is there anything we can do to save ourselves?

While We Are Sleeping...

- ✈ Day and night, in India, China, and across the rest of Asia, there's a passionate focus on learning, improving, and succeeding.
- ✈ There, the question isn't, "Why are quality methods and organizational improvement the means to success?" They only ask, "How?": How to get better, how to get faster, how to do what we Americans thought we did best.
- ✈ They have seen what we have, and they understandably want the same for themselves and their families. They'll learn as much and work as hard as necessary to get it.

**Welcome SEA
Suppliers
To Chicago!**

In Pursuit of Supply Chain Excellence Series



- ✈ While We Are Sleeping...
- ✈ As Good As It Gets
- ✈ What's Process Got to Do With It?
- ✈ The Road Less Traveled

Highlights

- ✈ John Hatch, Lockheed Martin
- ✈ Vincent Volpe Jr., President and CEO, Dresser-Rand Company
- ✈ Supplier Presentations
- ✈ Panel Discussion
- ✈ Breakout Sessions & Learning Activities

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Accelerating Supply Chain Performance

Conference Guidelines

- ✈ Please keep cell phones and PDAs off during the conference
- ✈ Please show respect for presenters by giving them your attention and asking questions
- ✈ Please come back on time from breaks and lunch
- ✈ Blue Buttons - individuals wearing a blue button/dot can help you with question/logistics and are able to answer questions about SEA



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Host Welcome



John N. Hatch

Corporate Vice President of Subcontract Program Management, Lockheed Martin Corporation

John Hatch is Corporate Vice President of Subcontract Program Management. He is responsible for innovating and delivering strategy, tools, processes, and talent development to deliver flawless program and subcontract performance. He and his team are engaged with programs beginning in the capture phase to enhance win strategies and execution. They have developed and implemented predictive supplier risk management and many subcontract excellence tools. Current initiatives include multi-tier supplier optimization and risk management and lean-based requirements assurance activities. Both the government customer and industry have cited multiple sourcing and subcontract initiatives as “best in class practices”. In 2007, AMR Research recognized Lockheed Martin as a “Top 25 Supply Chain”.