

Omni Aerospace



John J. O'Neill

President Omni Aerospace Inc.

Mr. O'Neill founded Omni Aerospace in 1994. Omni designs, manufacturers and distributes electrical, electromechanical and mechanical components and assemblies. Mr. O'Neill has over 20 years experience in the aerospace and transportation industry. He started his career as an engineer with the Cadillac Division of General Motors Corporation in 1984. He holds a BS in Mechanical Engineering from the University of Kansas.



Accelerating Supply Chain Performance



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Presenter:
John O'Neill - President



Company Overview

- **Incorporated in 1994**
- **Specialize in Aerospace Product**
 - **Electrical Assemblies**
 - **Machined Components and Assemblies**
 - **Stocking to Support JIT/Kanban Delivery**
- **AS 9100 Rev B and ISO 9002 Certified**



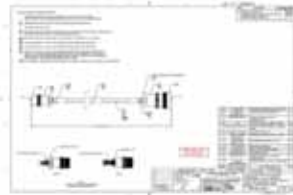
Omni Business Units

Manufacturing

Mechanical



Electrical



Distribution

- Same Day or Next Day Delivery
- Packaging / Kitting
- Provide Bin Stock Service (Kanban)



Omni's Road to the SEA Roadmap

The Challenge

2007 Sales grew 36%, 2008 Sales up 40% YTD

Employees: 2006 (11), 2007 (26), 2008 YTD (31)



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Plan to Sustain our Growth while Providing
Same Level of Service (i.e. Cessna STARS rating)



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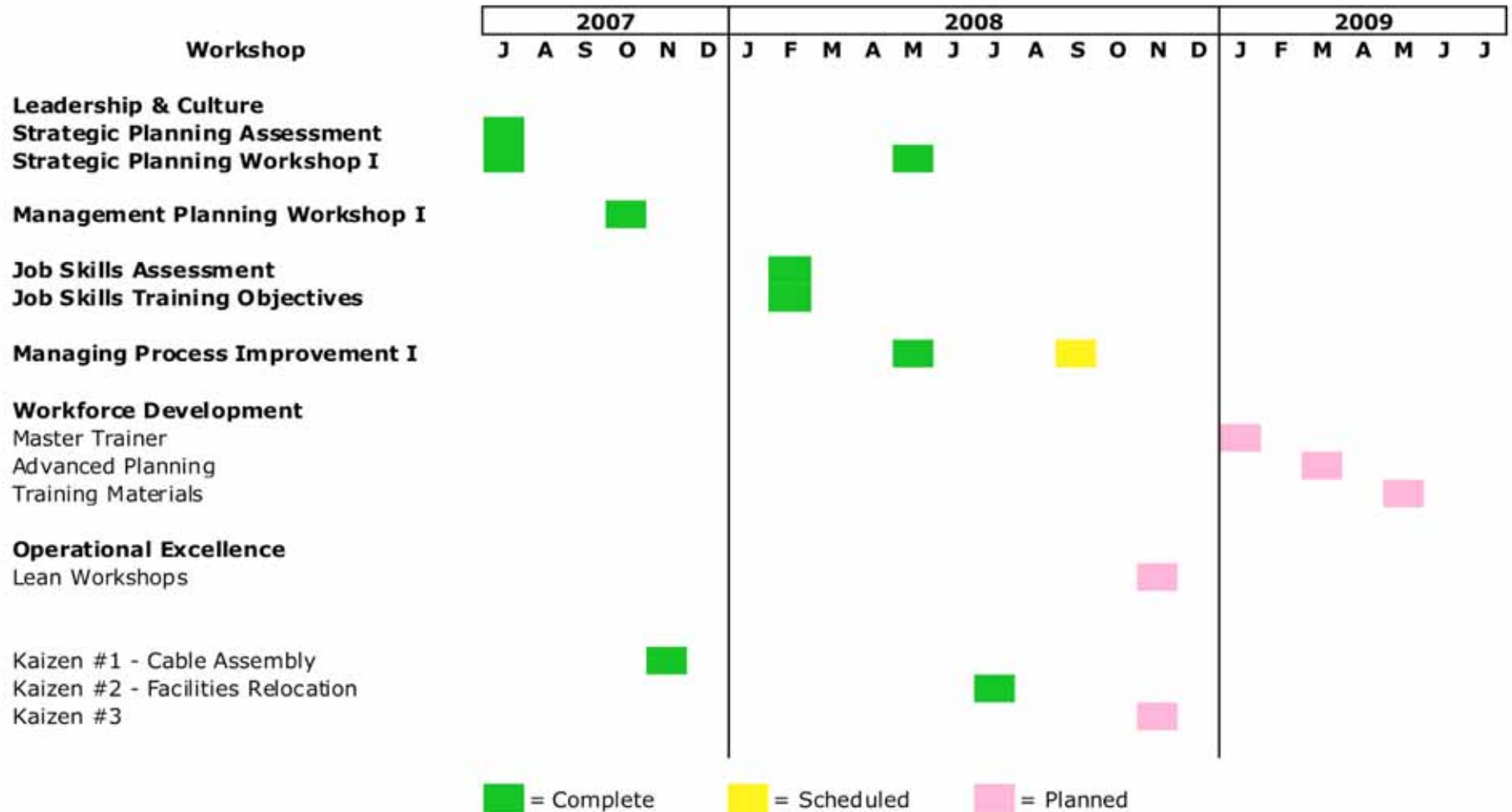
Our Solution



- Leadership & Culture
- Operation Excellence
- Workforce Development
- Business Results



SEA Engagement Plan Timeline





Leadership & Culture

Stage One - Stabilization

Develop Plan to Manage Growth

- **Strategic Plan (July 2007)**
 - **Sale and Budget Forecast**
 - **Identified need for new ERP System**
 - **Clear Understanding of Product Roadmap**



Process Maturity Matrix

Started May 2007

Process Maturity Model

Process	Champion	Process Owner
Machine Shop Production Planning	Doug	Keith
Order Entry	Cherrell	Cherrell
Estimating/Quoting	Chris	Chris
New Product Development	John	John
New Product Sales	John	Doug
Document Control	Renee	Stephanie



- **Critical Process are Defined**
- **Just Starting to Apply Training**
- **Goals**
 - LEVEL 2 by end 2008
 - LEVEL 3 by mid 2009

Leadership & Culture	Strategic Planning Leadership Communications Organizational Performance Review Continuous Improvement Management Workforce Development Integration
Workforce Development	Job Skills & Cross Training Certification
Operational Excellence	Kaizen 6S Visual Workplace Quick Changeover/SMED Material Management Production Planning

Operational Excellence

Stage One

Establishing Metrics to Manage our Business

- Purchased JobBOSS ERP System
 - 3 month deployment ended in May 2008
 - Systems in place to measure everything!





Business Results

Stage One

Manage Sale Growth and Increasing Profitability

Balance Product Groups (Distribution, Proprietary, Build-to-Print)

- SEA Kaizen Event – Establishing Standard Work and Kanban Enabled Omni to Handle a \$300k to \$1M Sales Growth in 2008 for One Product Group! Saved Omni \$23k/year labor cost.

Need Identified to Develop Proprietary Products

- Solid State Relay in Testing Phase (\$2M+ opportunity)
- Power Isolation Module in Development (\$.5M opportunity)
- Both are Scalable to Develop Product Families





Workforce Development

Stage One

Getting the Right People on the Bus and in the Right Seat Developing a Cross Training Process

- Defined skills need to Grow Company
 - Budgeted Position
 - Developed Cross Training Matrix
 - KIR and KIT Grant to Offset about Half the Cost!





Lessons Learned

- **Bringing in Outside SEA Resources (L-5 Consultants) Focused Our Organization to Dedicate Time for Planning/Training**
 - We could not achieve this internally
- **The SEA Program was the Right Choice for Omni at this Time**
 - We Now Have the Systems and Processes in Place to Grow
- **Will Complete Stage One SEA Activity in Mid 2009**
 - Omni will be ready for Certification Audit
 - Completely Different Company in this 2-Year Period

“Omni is a perfect example of a supplier leveraging the SEA Improvement Methodology to Implement Processes that are Robust and Scalable, while maintaining excellent levels of service.” Rod Anderson, Director Sourcing, Cessna Aircraft Co.