

# Customer Involvement in SEA

SEA is an industry resource for Aerospace, Defense, and Space. How can you maximize your benefit from SEA involvement? This short outline explores the possibilities for SEA involvement and benefit. It is designed as a talk-from outline paper to facilitate conversation with a SEA staff member should you wish to learn more about how SEA can augment your current supplier development and certification efforts.

## Benefits of SEA involvement

- ➔ Reduce Risk – SEA Suppliers are the best at process management and lean implementation
- ➔ Reduce Total Cost – working together as an industry we can reduce duplication and waste
- ➔ Track Progress – The SEA Roadmap provides a common framework for improvement
- ➔ Supplier Led - Suppliers speak to suppliers and with your support set the bar for world-class performance

## Ways of working with SEA

- ➔ As an advisory board member – there is no cost or obligation
- ➔ As an alliance partner – an MOU outlines specific responsibilities
- ➔ As a sponsor – helping to fund the non-profit alliance
- ➔ As a speaker and honored guest

## Maximize your benefit – as a board of advisors member

- ➔ Invite your suppliers to SEA Benchmark Site Visits – supplier CEO to CEO
- ➔ Invite your suppliers to attend SEA CEO Conferences – hear supplier success stories
- ➔ Invite suppliers to adopt the SEA Roadmap – engaged suppliers become visible through a third party examination process
- ➔ Ask SEA Suppliers to speak at your supplier conferences

## SEA Value Streams that encourage accelerated supplier development

- ➔ SEA Authorized Service Providers
- ➔ SEA Quarterly Performance Review Process
- ➔ SEA Process Owner Forums
- ➔ SEA Certification
- ➔ SEA Supplier Registry
- ➔ SEA Annual Supplier Chain Awards Program