

## 2012 Value Model

*SEA is an 8-year-old aerospace & defense non-profit alliance founded by prime and tier-one companies and led by sub-tier suppliers committed to accelerating supply chain performance. SEA customers benefit from increasing performance and supply chain transparency. SEA provides a lean management system and a voluntary supplier certification program for enhanced visibility, performance, and collaboration. SEA is funded by supplier memberships and sponsorships.*

### **Value to Suppliers...SEA Provides...**

- A critically acclaimed certification that leads to more visibility and new business opportunities
- A well-known roadmap that leads to performance improvement and sustainability
- Opportunities to network and collaborate with other suppliers leading to integrated high-performance supply chains

### **Value to Customers...SEA Provides...**

- A proven process for supplier development and certification
- A process for identifying high performance, lead suppliers
- A way to touch more suppliers with fewer resources
- Opportunities for collaboration between suppliers and customers
- Opportunities for integrated supply chain solutions
- A more realistic strategy for implementing moving production lines and reducing risk

### **Value to End-Customers...SEA Provides...**

- Higher quality, more reliable products
- Lower cost products
- Products delivered faster to the marketplace