

SEA At-A-Glance

About SEA

Established in 2003, SEA is an 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 increased performance and supply chain transparency. SEA provides a lean management system and a voluntary supplier certification program for enhanced performance, collaboration and visibility. SEA is funded by supplier memberships and sponsorships.

Customer Advisory Council

Hal Buddenbohm, Smiths Interconnect

Dennis Bent, BAE Systems

Steve Richards, EADS North America

Paul Stevenson, Rolls Royce

Paul Archiopoli, Sargent Controls

Greg Archer, Northrop Grumman (Retired)

Rus Mayborne, Hamilton Sundstrand

Steven F. Loye, Goodrich Corporation

Warren Fox, Northrop Grumman Corporation

Eric D. Voyles, Rockford Area Economic Development Council

Industry Advisors Group

William H. Alderman, Alderman & Company Capital

Art Smalley, Art of Lean

www.seaonline.org

Value to Suppliers

- A supplier-approved management system for accelerating business performance and growth
- A high level of visibility to current and prospective customers
- Industry recognition for suppliers making improvements
- Opportunities to network and collaborate with other suppliers leading to integrated high-performance supply chains

Value to Customers

- A proven process for encouraging and promoting supplier self-investment that improves performance and creates industry leadership
- A process for identifying high performing, lead suppliers
- A way to leverage customer resources making it possible for customers 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 speeding up supply chains with lower risk

Value to End-Customers

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

Results

- Performing suppliers report dramatic improvements in on-time delivery, quality, and cost reduction
- Performing suppliers enjoy high visibility with their customers
- Performing suppliers collaborate with customers and other suppliers in seeking breakthrough supply chain solutions

Supplier Advisory Council

Douglas C. Greene, Hixson Metal Finishing

Marzel Neckien, W Machine Works

Dwight Moore, National Technical Systems, Inc.

Kenny Heifner, Cal-Comp USA

Mario Robles, MPC Industries, Inc.

Tim Holland, Graco Supply Company, Inc.

William C. McGinnis, National Technical Systems, Inc.

Supplier Excellence Alliance

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