

# 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

**Dennis Bent**, BAE Systems

**Frank Thompson**, Parker Aerospace

**Hal Buddenbohm**, Smiths Interconnect

**Paul Stevenson**, Rolls Royce

**Rus Mayborne**, Hamilton Sundstrand

**Steve Richards**, EADS North America

**Steven F. Loye**, Goodrich Corporation

**Warren Fox**, Northrop Grumman Corporation

## Industry Advisors Group

**William H. Alderman**, Alderman & Company Capital

**Art Smalley**, Art of Lean

[www.seaonline.org](http://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

**Dwight Moore**, National Technical Systems, Inc.

**Mario Robles**, MPC Industries, Inc.

**William C. McGinnis**, National Technical Systems, Inc.

## Supplier Excellence Alliance

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