Stages of Procurement
Do you find your business struggling in any of these areas?

Achieving success in today’s Supply Chain requires effective management – failure to do so will halt profitability and achievement of key goals as well as spoil customer relationships. As pressures mount, companies are increasingly looking to outside service providers for support, as prior case studies suggest potential for dramatic improvements in on-time delivery and quality.

**Rapid Growth**

- Direct employees are overwhelmed with current heavy workloads.
- Need to ramp up workforce quickly to meet schedule/customer demand.
- Current direct workforce lacks headcount and/or proficiency to meet growing needs and recruiting qualified resources is difficult.

**Governance**

- Standard processes vary throughout segments of an organization.
- Onboarding and developing resources takes manager’s focus away from critical activities.
- Supplier quality, delivery and/or commit date integrity issues.

**Metrics**

- Unable to effectively measure internal processes and performance.
- High levels of manual data collection and correlation.
- Leaders lack visibility to trends and insights from supply base.

**Process**

- Maintaining process compliance to applicable standards (ISO, AS, FAR/DFARS, etc.).
- Demand planning, scheduling, and receiving systems are not integrated.
- Program milestones add pressure to diverge from standard process.
What **Our Team** Can Do for You

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**Belcan Manufacturing & Supply Chain Solutions**

- Cost Savings
- Organization and Efficiency
- Process Improvements
- Visibility

**Planning**

- Plan and schedule the movement of material through product life cycle
- Monitor/regulate inventory levels with optimized replenishment
- Cross discipline coordination to ensure alignment and limit delays

**Buying**

- Informed source selection and price negotiation
- Accurate and efficient purchase order placement
- Ensure compliance with government, company and customer requirements

**Expediting**

- Solicit/validate promise dates over lead time of part
- Work with suppliers to improve delivery performance
- Update systems with delivery updates and notes
Why Belcan

1. We have the experience you need.
2. The ideal personality for your environment.
3. Supplement your workforce surge capacity.
4. Data-driven Insights
5. Efficient onboarding to reduce drag.
Success Stories

**Supported a $10B aerospace & defense company** to manage common buying challenges large OEMs often experience:

- Backlog of purchase requests
- Continued scaling of purchase requests
- Poor visibility with a reactive culture
- FAR/DFARS complexities
- Attrition and limited bandwidth concerns

Within a few months, Belcan was able to ramp up support at 8 client sites and more than 1500 suppliers. Working with the clients existing systems and tools, Belcan developed a digital tool for real-time supplier status, governance of monthly delivery reviews, and efficient KPI dashboards.

**A commercial space company** focused on building vehicles, systems, subsystems, and components was faced with efficiency issues surrounding:

- A high supplier count
- Ineffective supply chain & procurement planning
- Disparate ERP/MRP platforms
- A large backlog of purchase requisitions, and past due purchase orders & invoices.

Integrating Belcan’s process showed quick results – cutting PR to PO cycle time to under 14 days, increasing on-time delivery and invoice reconciling from suppliers to the 95th percentile.

**Supported an OEM for rockets & engines whose mission is to increase space access.** With trends evolving rapidly in the space industry, the primary challenges revolved around a relentless focus on speed placing a heavy burden on supply chain function. Specific challenges:

- Limited internal proficiency around procurement
- Supply chain needs outpaced recruiting efforts
- An unconventional ERP system with disparate platforms with large purchase requisitions and past due purchase order backlogs
- No vendor management system

Belcan supported this client by providing a highly-skilled buying team, that ultimately diminished aging PRs by 20%, reduced backlog, maintained past-due POs below 1.5%, and continues to be the liaison between engineering and suppliers – helping to resolve complex issues.

**A global $15B aerospace engine OEM struggled** with significant barriers impeding effective coordination across the supply chain:

- Lack of internal procedures with limited bandwidth greatly prohibited effective procurement and scaling efforts
- These issues led to an inability to maintain on-time and accurate PO placements to suppliers

Belcan’s proven process contributed to a Right First Time (RFT) increase from 55% to 98.8% within the first year of integration, and a continued partnership has maintained that 98%+ over the last 3 years. PO placement has improved from 4.5 days to under 24 hours. The customer experienced no effect on performance as a result of the process development stages and Belcan continues to provide workshops, new ideas, and insights to continually improve the process.
Customer Testimonials

“This is the best view of the data that I’ve ever had available to me”
— Sr. Director

“Huge thank you to this team for the crunch-time delivery... This team did a phenomenal job pulling that information together, understanding the causes behind the issues identified, and proposing mitigations, some of which go beyond any single PR/PO. ...I'm proud of what this team pulled together.”
— Sr. Director

“Has been an absolute rockstar for us helping out on an urgent order. Major props to him for helping manage a very challenging order for us. The program is very happy with his support!”
— Supply Chain Project Manager

“Great team to work with! We would not have the insight into our business without them!”
— Manager of Procurement

“Belcan represents 33% of our Procurement work force. We would be lost without your support”
— Supply Chain Manager

“[His] willingness to absorb the increased work statement and responsibilities as supply chain focal has been of utmost importance in managing this critical supplier and its challenging work statement. “strong contributor to the team and always strives to support [our] needs...”
— Customer Peer Buyer

“There is never a task too big or small... very timely in completing what I ask... great asset to both of our organizations”
— Customer Peer Buyer

“[He] is killing it! Such a great Buyer... conducts himself professionally and articulates critical information effectively...”
— Principal, Category Management

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Our Process

Belcan’s proven approach

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<td>Success means much more than on-paper qualifications.</td>
<td>Belcan’s Managed Service raises the bar of expectations for our customers.</td>
<td>The ability to shift resources within Belcan teams means chances are that we have the necessary experience on staff somewhere.</td>
<td>We tell you how we’re performing without you having to ask.</td>
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Just two of the many experts that make up Belcan’s Procurement Center of Excellence

Judy Grecco
Group Leader

- Nearly 30 years of experience in managing procurement, suppliers, internal customers, and sourcing strategy in complex manufacturing environments.

- BS in Business from University of Phoenix and numerous certifications including Certified Procurement Manager.

- Development of award scenarios and recommendations for partner evaluation, consideration, and decision-making.

- Scheduling and establishing strategic vendor/supplier relationships to develop performance-based low-cost solutions and negotiate win-win agreements.

- Leading procurement and import/export procedures while remaining within budget and defined timeframe.

Steven Hedges
Group Leader

- Nearly ten years of experience in managing the outsourcing of supply chain professionals, and direct experience executing major aerospace suppliers’ recovery and improvement.

- Over 30 years with United Technologies/Sikorsky Aircraft in Logistics, Program Management, and Operations.

- Graduate of Embry-Riddle Aeronautical University with a BS in Aviation Maintenance Management, including an Airframe & Powerplant Mechanic License from the FAA. He holds an MBA in International Business Management and an MS in Operations Management from Rensselaer Polytechnic Institute.

- Teaching experience at Post University, where he has concentrated on Project Management and Logistics, with a designation as subject matter expert for the curriculum development of 300-level courses for Purchasing and Supply Chain Management and Manufacturing and Supply Chain Management.
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For more information, please visit www.belcan.com.

Contact us today and one of our experts will get in touch: procurement@belcan.com

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