Achieving Supply Chain Resilience through Supplier Development Partnering
Areas of Support & Belcan Approach

Are your teams overburdened in any of the following areas?

- **01** Distressed or Underperforming Suppliers
- **02** Capacity or Capability Assessment
- **03** Production Rate Readiness
- **04** Development-to-Production Ramping
- **05** AS9100 Business Continuity Assessment
- **06** Short or Long Term Sustainment Planning
- **07** Make-to-Buy / Buy-to-Make & Make-to-Make / Buy-to-Buy
- **08** New Suppliers Identification & Onboarding
- **09** Design for Manufacturing (DFM) Potential
- **10** Supplier New Product Introduction (NPI)

If any of these apply to you, Belcan is here to help.

Achieving and sustaining success throughout the Supplier Management Lifecycle in today’s industrial world requires effective planning, management, and execution of the supply chain – failure to do so inhibits a program’s profitability and results in irreparable damage to customer relationships. Whether your need is proactive planning, execution reinforcement, or recovery for shocks and shortfalls that have occurred, Belcan’s Manufacturing & Supply Chain Solutions (MSCS) is ready to be your supplier development partner.

Belcan Approach

Gather Data  
Assess & Analyze  
Identify Opportunities  
Implement
The Belcan Client Partnering Process

Getting Started -
A phased approach is optimal when partnering with an external supply chain services provider like Belcan.

Phase I:
Assessment: We learn your capabilities, objectives, pain points, and benchmark your entire supply chain.

Phase II:
Workshop: Based on assessment findings, Belcan establishes a scope, creates a high-level business case, and develops input for the statement of work that governs the relationship between the two organizations.

Phase III:
Execution: A robust execution strategy and a strong governance framework centered on transparency is critical to success. We partner with you throughout implementation, managing challenges along the way.
A leading aerospace customer experiencing challenges including:

- Limited visibility to site spend while business costs were increasing
- Undefined leadership parameters with a lack of inventory management and metrics
- Disparate ERP systems and lack of cross-functional integration
- Cumbersome processes for purchased components and planning/scheduling
- Data accuracy and quality issues

Results: Belcan’s thorough approach brought over $10.4 million in cost savings across the supply chain while eliminating challenges around processes, integration, metrics, and management–

- Supplies & Commodities: Annual Savings $500k
- Supplies & Consumables: Annual Savings $500k
- Metallics: Annual Savings $5m
- Hardware: Annual Savings $4m
- Chemical: Annual Savings $400k

Distressed Suppliers

Belcan helped a major OEM providing control systems and components for aircraft engines and industrial equipment to overcome severe disruption from ERP implementation that included past due deliveries, lack of visibility into schedules and on-hand materials, growing communication gaps across the supply chain, increasing attrition, and shipping and receiving backlogs.

Results: Belcan’s solution drove past due deliveries from 76 peak in July to single digit – two weeks prior to target-over a 5-month period of performance. Training programs increased ability to manage shipping and receiving schedules, reducing material backlog negatively impacting ship dates. Order visibility increased from 4 to 12 weeks for 80% of orders and the supplier was removed from their client’s troubled supplier list.

Production Readiness

One of the largest aerospace products companies in the world – with over $35b in revenue – required production rate readiness assessments with key suppliers at four different sites around the US. Belcan was able to identify 4 local resources to coordinate training & assessments and provide ongoing support.

Results: These actions reflected a 100% reduction in travel costs, higher client resource productivity, and the ability to conduct assessments sooner, enhancing visibility and decreasing risk.
Meet Our Supplier Development Experts

**Ron Sepe**
- Client Engagement Leader for Belcan Consulting Services
- Aerospace & Defense Career - Operations, Quality, and Continuous Improvement
- Core competencies include strategic planning, developing six sigma quality systems, lean manufacturing, sales, inventory, and operations planning, building empowered cultures, risk management, and supply chain development.
- Trained in AS9100, ISO900 and NADCAP implementation.
- BS in Biomedical Engineering from Boston University; MS in Business Management from Rensselaer Polytechnic Institute

**Daniel Laurinitis**
- Section Lead for Belcan Manufacturing & Supply Chain Solutions (MSCS)
- Specializes in all facets of Quality and Work Transfer
- 15-year Aerospace career – Inspection, Internal and Supplier Quality
- Product lines transfer – Inter-Entity, International, Supplier – Make to Make
- BS in Mechanical Engineering – University of Connecticut

**Steven Hedges**
- Supply Chain Group Leader for Belcan Manufacturing & Supply Chain Solutions (MSCS)
- Specializes in Supplier Development, Buying and Planning
- Outsourcing Management and Individual Contributor experience
- 30+ years aerospace experience – Logistics, Program Management and Operations
- Total Quality Management Facilitator and Achieving Competitive Excellence (ACE) Pilot
- BS in Aviation Maintenance Management from Embry-Riddle Aeronautical University; MBA in International Management and MS in Operations Management from Rensselaer Polytechnic Institute
About Belcan

Belcan, LLC is a global supplier of engineering, workforce, manufacturing & supply chain, and government IT solutions to customers in the aerospace, defense, automotive, industrial and public sectors. Belcan engineers better outcomes for customers—from jet engines, airframe, and avionics to heavy vehicles, automobiles, and cybersecurity, Belcan takes a partnering approach to provide solutions that are adaptable, integrated, and value added. Belcan has been earning the trust of our customers for 60 years and counting.

For more information, please visit www.belcan.com.