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

### Industry Expertise

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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 from 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.
Supplier Development Success Stories

A leading aerospace customer required support with challenges including limited visibility to site spend, increasing business costs, lack of inventory management and metrics, a disparate ERP system lacking cross-functional integration, cumbersome processes for purchased components and planning/scheduling, and concerns with 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

Belcan helped a global automotive supplier providing lightweight solutions for body, chassis and propulsion systems to overcome financial distress due to low overall equipment effectiveness in their casting process causing high downtime and reject rates.

Results: The Belcan solution for new die cleaning program, new scrap and defect tracking plans along with new equipment maintenance schedule increased output saving $32k per week in production costs while also significantly decreasing downtime. Company leadership was charged with all cleaning approvals during runs. All major equipment gaps were closed bringing the casting equipment up to standard. Additionally, the Belcan team provided a defined list of facility improvement needs outside of the existing project scope.

One of the largest automotive manufacturers in the world—with net worth of over $45 billion—required performance improvement at one of their Tier 1 suppliers where production and shipping were behind schedule and costs had climbed over $7M.

Results: The Belcan solution eliminated expedites saving $10k/day, increased weekly output by 38%, recovered past due orders, and successfully transitioned from two 12 hour shifts to three 8 hour shifts without a negative spike in KPI’s.
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
- Core Competencies: Crisis Management, Site recovery and preparation for sale, Launch, Process Improvement, Scheduling, Theory of Constrains, Lean Manufacturing, Tool Moves and Equipment Transfer, Should Cost, Capability Assessment
- 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

Mike Casey
- Automotive Engagement Leader
- Automotive Supplier Development, Supplier Quality, and Protection of Supply Leader
- Core Competencies: Crisis Management, Site recovery and preparation for sale, Launch, Process Improvement, Scheduling, Theory of Constrains, Lean Manufacturing, Tool Moves and Equipment Transfer, Should Cost, Capability Assessment
- BS Chemical and Metallurgical Engineering, Michigan Technological University, MBA U of Michigan, Ann Arbor
Getting started with Belcan is easy.

Contact one of our experts today to learn how.

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.