Rolls-Royce

Trusted to deliver excellence
4TH Annual National Small Business Conference

Houston, TX

“Critical Infrastructure Opportunities”

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Critical Infrastructure

Why is that important to Rolls-Royce?
For all the people who depend on our engines...
What comes to mind when you hear the words "Rolls-Royce"?
QUALITY
So.....
What is Rolls-Royce looking for from suppliers?
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- QUALITY
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- QUALITY
- COMPETITIVE PRICING
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- AS 9100 QUALITY CERTIFICATION
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- ON TIME DELIVERY
OUR PURCHASING DECISIONS ARE DRIVEN BY .....
OUR PURCHASING DECISIONS ARE DRIVEN BY QUALITY
REMEMBER, THERE ARE TWO PARTS TO THE SALE....

Customer
and
Supplier
Here are some areas to keep in mind when approaching Rolls-Royce:
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- Emphasize solutions – which can be effectively done if you know our business
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- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World)
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- We are looking for AS9100 and NADCAP for manufacturing companies
WHAT ABOUT THE SUPPLIER??
• Understand your business strategy
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• Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
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    • Can you clearly state who your best audience is within the organization?
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• Target audience?
OTHER TIPS
• Generally buyers want to talk to the representatives that can answer their technical questions. Business brokers generally can’t.

• Do not sign up for anything that falls outside your scope of business.

• Don’t be afraid to say NO!
Civil and Military Helicopters

Bell 407

Comanche

Bell Long Ranger

Model 250

T800

Rolls-Royce

MAY 2007
What next?
For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.
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• Keep up with the changing dynamics of Supply Chain Management.
Rolls-Royce is looking for suppliers to support local as well as North American strategies.

If opportunities do not exist immediately, ask when Rolls-Royce may again go out to bid.
Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.
If you do get an opportunity to respond to an RFQ:

• Make sure you understand the requirements.

• Ask questions to clear up any confusion.

• Respond to each point on the RFQ.

• Engage the Buyer/Commodity Specialist and ensure you understand how pricing should be presented.

• Be specific. Do not leave anything to interpretation.

• If you decide to “No Bid” provide an explanation.

• Turn your response in on time.
• Find out when the award decision will be made.

• If you are not awarded, ask for a detailed explanation.

• If you take issue with the explanation given by the buyer, contact the SBLO via e-mail at SupplierDiversity@Rolls-Royce.com.

• Ask about next steps.
    • SABRE Assessments
    • Development plans
About Suppliermanager

This website pulls together all the information our suppliers need in order to ensure quality for their contribution to the product life cycle.

Global standards and specifications
This website enables the secure distribution of specifications to the Rolls-Royce supplier network.

These documents are divided and hosted by region, Europe and North America, to ensure compliance to export control regulations.

These documents are available once registration has been approved by the regional teams.

Nadcap approval status
Nadcap is an industry-managed approach.

Terms of Business
You will find on this site, Rolls-Royce plc, Marine, Energy, Rolls-Royce North America and Rolls-Royce Deutschland General Conditions of Purchase.

These Terms and Conditions outline the obligations of each party and are referenced on the face of an order and raised on the supplier to enable them to carry out work.

Supplier training
Read and download training materials to accompany the SABRe.

Creating a healthy workplace
Read about the new guide which aims to improve health, well-being and productivity amongst...
Be Patient
QUALITY TAKES TIME

We spend a lot of time bringing on a new supplier.

We are looking to develop long term relationships with them.

Think of it as a partnership.

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MAY 2007
Email: SupplierDiversity@Rolls-Royce.com

Send all company information electronically to the above e-mail address. Please remove any color backgrounds from PowerPoint presentations. All literature will be added to our internal Supplier Diversity website.

Please do not send anything via US Mail unless requested to do so.
Supplier Diversity Contact Information

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