



Success Story Spotlight
Haggard & Stocking
Winter TRIAD
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Thosie Varga
Sr. Supplier Diversity Liaison Officer

L-3 Aerospace Systems

**Quick Reaction
Capability / Rapid
Technology Insertion**

**Airborne ISR Multi-Int
Sensor Systems**

**Sensor Management,
Networking and Data
Fusion**

**Airborne and Ground
Data Processing**

**Processing,
Exploitation and
Dissemination**

**Aircraft Fleet
Management**



**ISR Aircraft
Missionization**

Service Life Extension

**Structural Design and
Repair**

**Flight Sciences / Aero
Certification**

**VIP / Head of State
Aircraft Interior Design /
Integration**

**VIP Communication
Systems**



Haggard & Stocking



**HAGGARD &
STOCKING**
Aerospace MRO Supplies

- Integrated Supply
- Vendor Managed Inventory
- Productivity Improvement
- Vending Solutions
- Storeroom Management
- Process Improvement



Haggard & Stocking

❑ Haggard & Stocking established in 1972

❑ Small Business

❑ Headquartered in Indianapolis, Indiana

✓ 18 locations in 13 states

❑ Capabilities

✓ Distribution (cutting tools, abrasives, tapes/adhesives, safety, shop supplies)

✓ Vendor Managed Inventory Solutions

✓ Vending Programs

✓ B2B Systems Integration

❑ 98 Employees



Beginning State



- ❑ L-3 required Supplier Managed Inventory (SMI) solution to support facility needs
- ❑ Competition
 - ✓ Over 5 suppliers bid
 - ✓ Haggard & Stocking consistently provides L-3 with the lowest overall program cost during each of its competitive bid process's – including:
 - Earned Volume Discount (EVD) dollar rebates
 - Capital set asides for Vending solutions
 - On-site support including personnel
- ❑ New technology/requirement –
 - ✓ Counterfeit Parts, Crib-Master Vending, Re-sharpening of tooling, multi job duty cross training as well as introducing new products and training through our vendor relationships
- ❑ Steps taken to onboard/broaden work share
 - ✓ Meetings/introductions – Haggard & Stocking worked with L-3 to improve implementation planning for new program roll out, provide services and support for projects that include kitting, repair, recycling, tool programs, vending solution and training, RFID process. Vendor education and support through onsite visits and CSR training and open house for customers to meet new vendors and see new product



Current/Future State



□ Progress made to date

- ✓ SMI Subcontract awarded in 2003
- ✓ H&S acquired 20k sq ft facility to support both L-3 in Greenville and Waco facilities
- ✓ Added L-3 Crestview in 2007
- ✓ 5 onsite personnel
- ✓ Numerous awards
 - L-3 Supplier of the month on two separate occasions.
 - ISA American Eagle award for its work with L-3 and CribMaster in bringing a vending solution to L-3 that controlled the FOD issues associated with Aerospace Maintenance Facilities.
 - Haggard was also nominated by L-3 and received the Small Business of the Year award for our region in 2011

□ Future Opportunities

- ✓ International footprint



Haggard & Stocking

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