

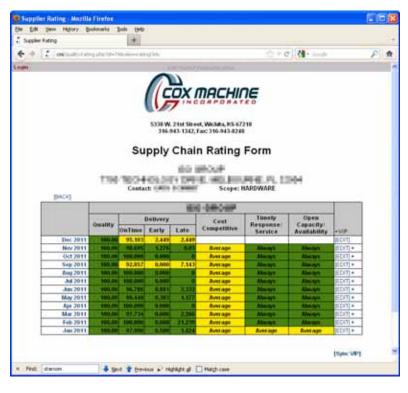


1.2.1 Supply Chain Integration

- Select supply chain improvement projects
- Integrate customers and suppliers into improvement strategies
- Qualify suppliers
- Integrate suppliers into your lean strategies
- Teaming agreements to drive alliances

Our Key Practices

- Supply ChainManagement Team
 - Supplier Ratings
 - SupplierCommunication
 - Process Improvements
- Long-termAgreements
- Integrating customers/suppliers into improvement efforts



Things We Did Right

- Focus on big potential
- Frequent meetings with suppliers
- Electronic commerce
 - Invoicing
 - System integration
 - Certifications
 - POs Next

Things We Learned

- We are frequently part of the problem
- Not everyone will join you

Questions

Thank you

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