



Rolls-Royce

Trusted to deliver excellence

Rolls-Royce Corporation, Indianapolis

4TH Annual National Small Business Conference

Houston, TX

“Critical Infrastructure Opportunities”

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Small Business Liaison Officer

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VSN-0467

Critical Infrastructure

Why is that important to Rolls-Royce?



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For all the people who depend on our engines...

AE 2100



AE 3007



Citation X



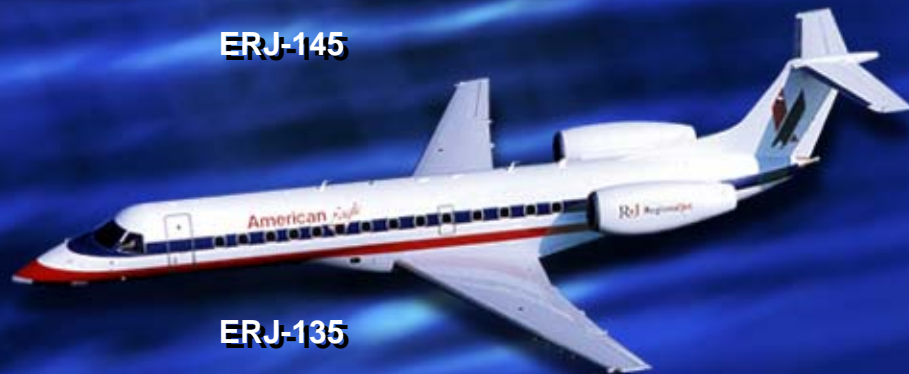
SAAB 2000



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ERJ-135



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What comes to mind when you
hear the words
Rolls-Royce?



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QUALITY



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So.....



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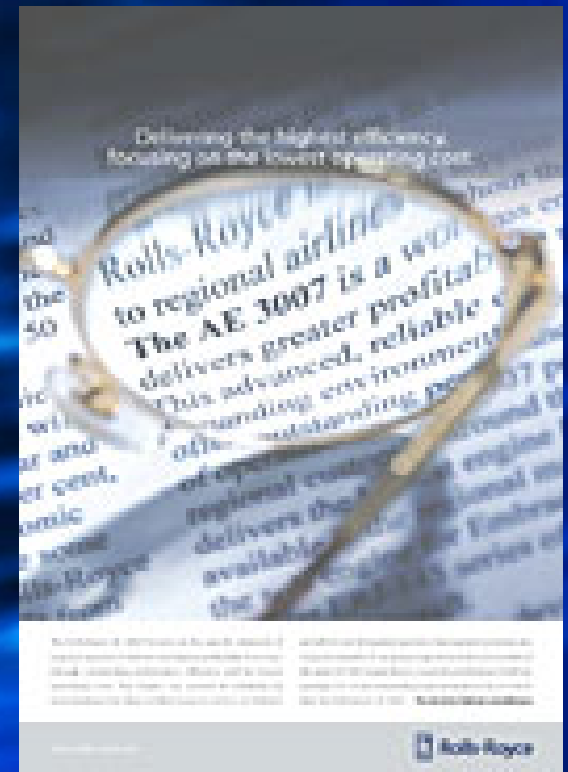
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What is Rolls-Royce looking for from suppliers?



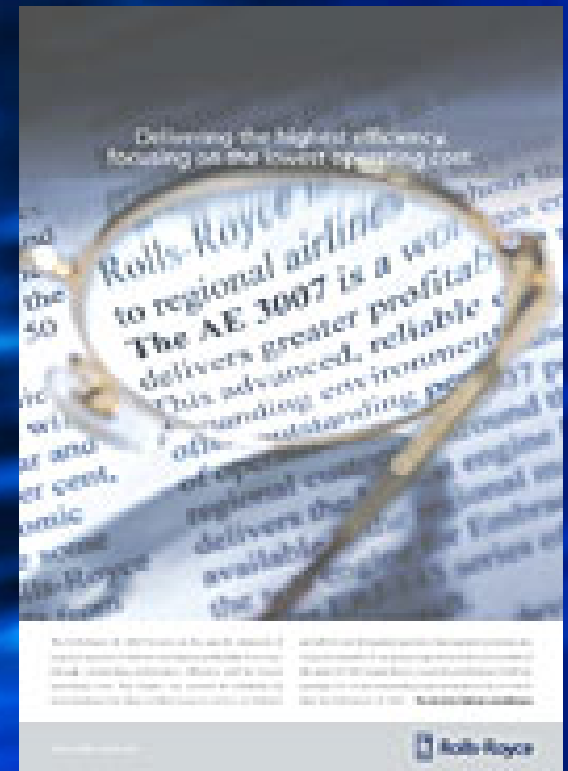
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What is Rolls-Royce looking for from suppliers?

- QUALITY

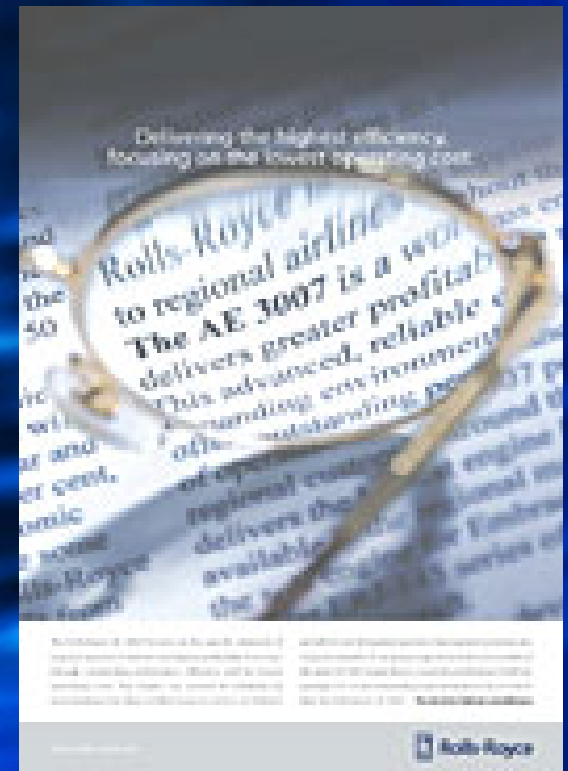


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What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING



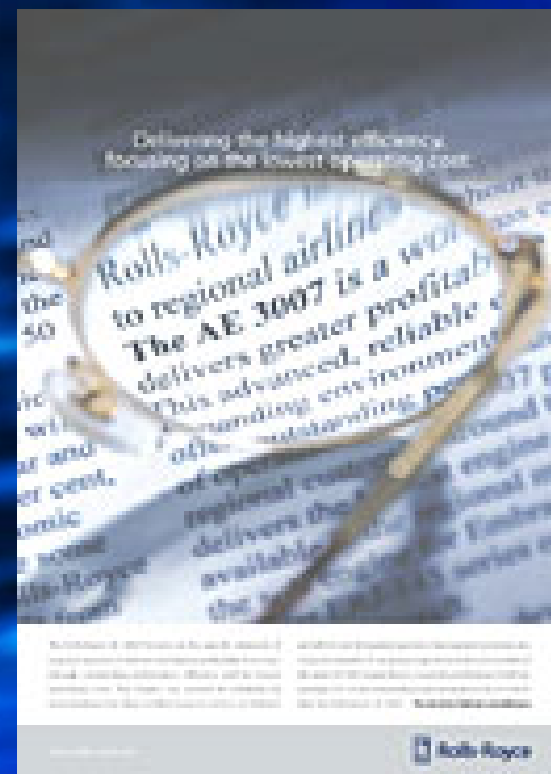
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What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION



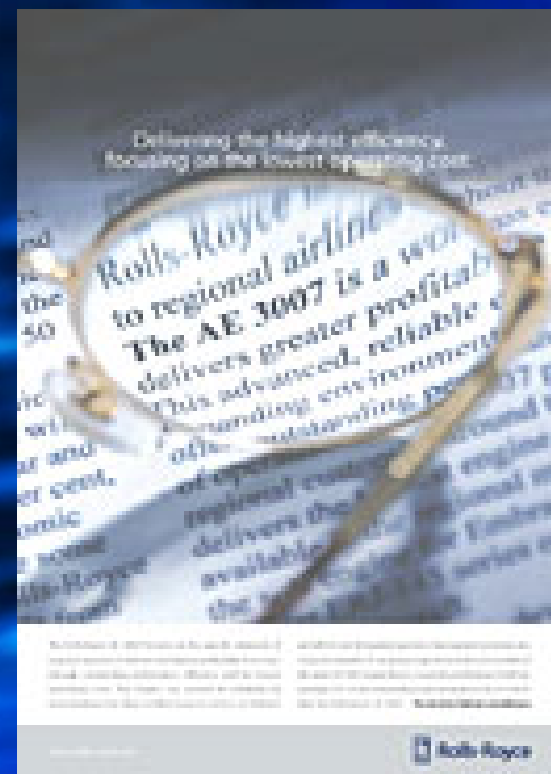
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What is Rolls-Royce looking for from suppliers?

- QUALITY
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- NADCAP



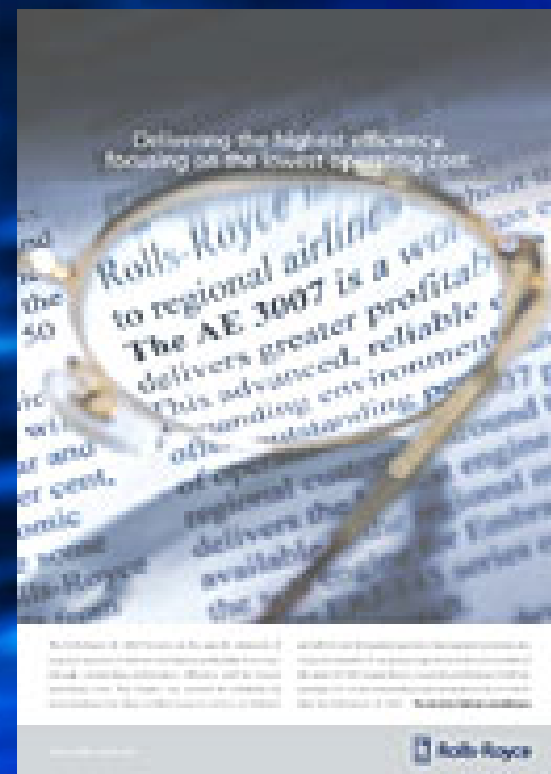
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What is Rolls-Royce looking for from suppliers?

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- NADCAP
- FINANCIAL STABILITY



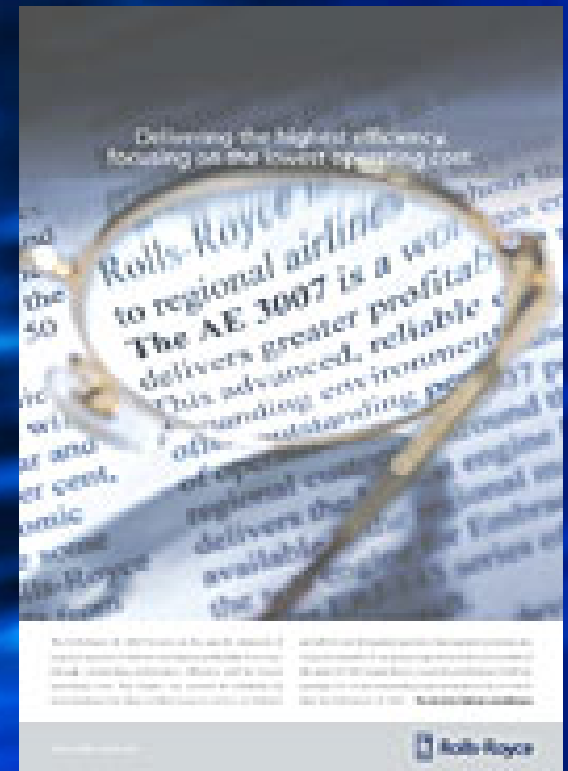
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What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
- ON TIME DELIVERY



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OUR PURCHASING DECISIONS
ARE DRIVEN BY



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OUR PURCHASING DECISIONS
ARE DRIVEN BY
QUALITY



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REMEMBER, THERE ARE TWO
PARTS TO THE SALE....

Customer
and
Supplier



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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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- Emphasize solutions – which can be effectively done if you know our business
- 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)
- We are looking for AS9100 and NADCAP for manufacturing companies



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WHAT ABOUT THE SUPPLIER??



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- 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.)?



Rolls-Royce

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- Articulate your business capabilities.



Rolls-Royce

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- Ensure the representatives of your organization can communicate your strategy and capabilities.



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 - Target audience?



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OTHER TIPS



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- 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!



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Civil and Military Helicopters



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VSM-0303.PPT

What next?



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For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.



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- Track Government awards to Rolls-Royce.



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- Follow up with other contacts within Rolls-Royce.



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For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.
- Track Government awards to Rolls-Royce.
- Follow up with other contacts within Rolls-Royce.
- Keep up with the changing dynamics of Supply Chain Management.



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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.



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Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.



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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.



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- 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



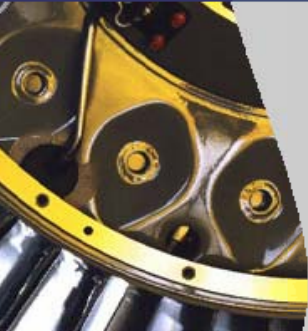
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[contact us](#) | [useful links](#)

Suppliermanager

- [Home](#)
- [About Suppliermanager](#)
- [Notices to suppliers \(NTS\)](#)
- [SABRe](#)
- [Standards and specifications](#)
- [Nadcap approval status](#)
- [Terms of business](#)
- [Supplier training](#)
- [FAQs](#)



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.

[Rolls-Royce Services](#)

Suppliermanager online service
 It is our mission to make Rolls-Royce the first choice for power systems, products and services, allied with being trusted to deliver excellence to our customers and investors. Key to this is the support of our suppliers.

The **Suppliermanager** website provides a one-stop-shop for all the Rolls-Royce information suppliers need to manage their operations effectively.

SABRe processes
 SABRe (Supplier Advanced Business Relationship) is

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 to

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

LINK magazine
 Suppliers can read the latest supplier quarterly news updates from Rolls-Royce.

Launch magazine >>
 Write to us via the **Contact us** section if you would like to be added to the electronic mailing list for future editions of LINK magazine.

Creating a healthy workplace
 Read about the new guide which aims to improve health, well-being and productivity amongst



Be Patient



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QUALITY TAKES TIME

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

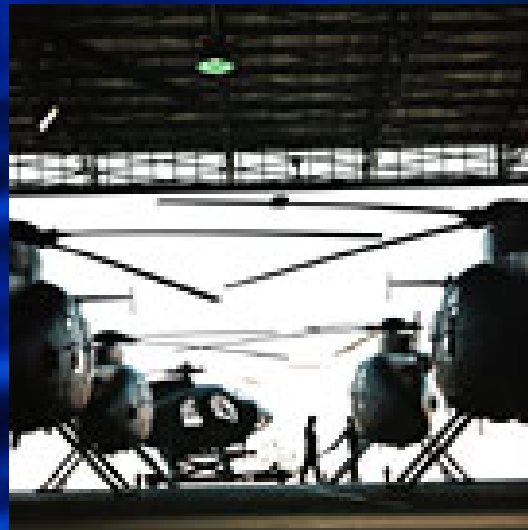
We are looking to develop long term relationships with them.

Think of it as a partnership.



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Supplier Diversity Contact Information

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.



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Supplier Diversity Contact Information

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Small Business Liaison Officer

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317-230-5730



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