



Doing Business with Textron Aviation

FROM: Textron Aviation
RE: Becoming a Supplier to Textron Aviation

Dear Potential Supplier:

Thank you for your interest in becoming a Textron Aviation Inc. (TAI) supplier. TAI is the leading general aviation authority and home to the iconic Beechcraft, Cessna and Hawker brands which account for more than half of all general aviation aircraft flying. *This communication is being provided to acknowledge receipt of your inquiry, and to provide an overview of how this information is processed.*

As you probably understand, we receive daily telephone calls, emails, etc... regarding becoming a supplier. Many questions can be answered prior to contacting a Textron Aviation team member. **Before a visit will be scheduled, or any quoting opportunities given, potential suppliers must review the websites below and provide the necessary information where requested.**

- Visit and review info provided at <https://ww2.txtav.com/Supplier/BecomeSupplier/>. From this page, enter the requested information using the “**Potential Supplier Database**” link.
- Visit <https://ww2.txtav.com/Supplier/Resources/AboutUs> to review Supply Chain Supplier Diversity. You may be asked to register to gain access.
- To understand various requirements of suppliers, Textron Aviation processes/policies, etc..., browse and understand the information provided at the following (you may be required to register to gain access): <https://ww2.txtav.com/Supplier/> <https://supplier.cessna.com>
- Visit <https://supplier.cessna.com/cgi-bin/icoe/index.pl> for information regarding the Indirect Center of Excellence (ICOE) who purchase all products and services necessary for business operation, but are not components of the final product (aircraft, helicopter, golf car). ICOE purchases for Bell Helicopter, Cessna Aircraft Company, Beechcraft Corporation, E-Z-GO, Greenlee, Jacobsen, Kautex, TRU, and Textron Defense Systems and also manages several enterprise agreements for Textron North America.
indirectcenterofexcellence@cessna.textron.com



Opportunities of becoming a new supplier are relative to the following CRITERIA:

- **Completion and understanding of info provided at websites listed above**
- Current market conditions
- Current and anticipated production requirements
- Supplier's capabilities/qualifications relative to the need for that commodity or capability (i.e. Avionics, Raw Material, Airframe, machining, sheet metal, composite, major assembly, design-to-build, systems integration, distribution, AS9100, Nadcap etc...)
- Current supply base capacity/performance
- Completed Confidentiality Agreement
- Small Business Ownership (Disadvantaged, Veteran or Woman Owned, Hub Zone, etc...)

What happens with the information provided by potential suppliers?

Upon receiving your information, it is placed in a supplier database. This database is visible by our Farm-out, Spares, and Experimental teams, enabling quoting opportunities from these areas. While we understand your desire to become a production supplier, the criteria previously listed will always be taken into consideration. Working with these areas is a good way to “get a foot in the door” by demonstrating your company’s abilities.

What suppliers should do after making contact and completing the above

Depending on the needs of the respective Textron Aviation Commodity Team, potential suppliers must be patient. In addition to the criteria listed earlier, **TIMING** is a huge factor. A member of the appropriate TAI Commodity Team will be in contact if we need further information, or if your company meets a current or anticipated need.

PLEASE NOTE: Potential suppliers are required to register using the “Potential Supplier Database” prior to meeting with a commodity team member.

We understand your desire to become a supplier to Textron Aviation. It is important that you take the time and understand the information provided in this document. Commodity team members will expect that these items have been addressed and understood, prior to any future considerations.