



Utah Governor's Office of
Economic Development
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

LSI

SOLUTION DEVELOPMENT

BELL TEXTRON WEBINAR AND Q&A

28 July 2020

Agenda

- Bell Overview
 - Key Products/Programs
 - Key Commodities
 - Sourcing considerations
 - Quality requirements
 - Topics for awareness
 - Cybersecurity (CMMC)
 - REACH
- Webpage information
- Q&A



Current and Future Bell Products





Army Modernization Priorities – 6 + 2



1. Long-Range Precision Fires

2. Next Generation Combat Vehicle

3. Future Vertical Lift (FVL)

- Future Long Range Assault Aircraft (FLRAA)
- Future Attack & Reconnaissance Aircraft (FARA)

4. Army Network

5. Air and Missile Defense

6. Soldier Lethality

Plus 2: Synthetic Training Environment (STE) and Assured Positioning, Navigation and Timing (APNT)



Key Commodity Areas

Casting & Forgings

Bearings / Elastomers

Conveyances (Hydraulic Tubes and Hoses)

Electrical Harnesses & Circuit Assembly

Raw Materials

Fuel Cells & System Components

Hoses

Actuators

Additive Manufacturing

High Speed Machining / Manufacturing

Composite Machining

Communication Equipment

Kitting Suppliers

Outside Process (*CAD Plate, Bonding, Anodize
Chromic Acid, Passivation*)



Sourcing Considerations

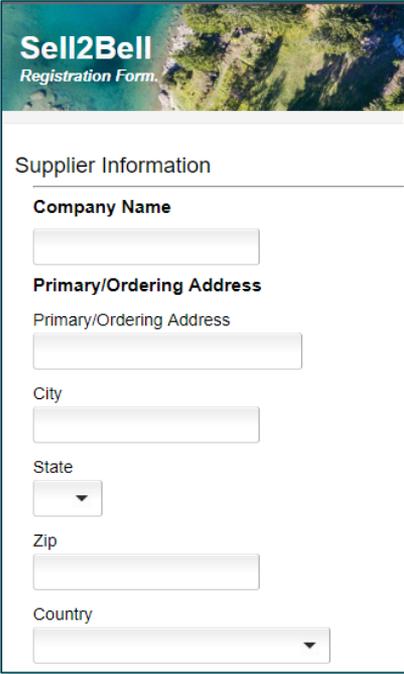
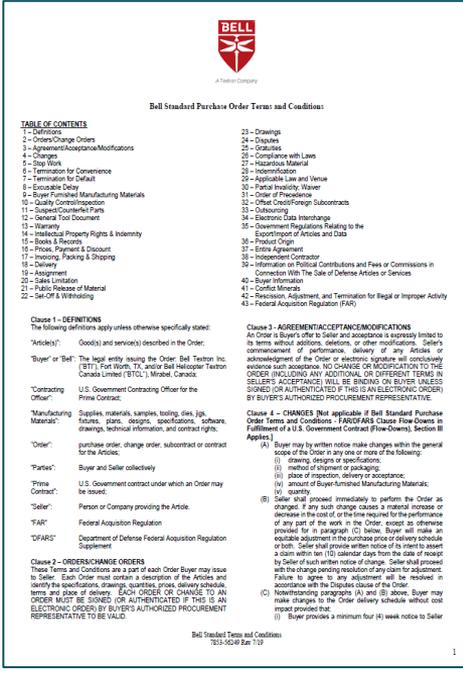
What does Bell look for in Suppliers?

- Demonstrated contract performance (“best in class”)
 - On Time Delivery in Full (OTIF)
 - High Quality level (99.9%+)
 - Commitment to safety
- Seeking Small Business interests
- Complementing Technologies with Bell Core Competencies
- Technologies that increase technical/manufacturing readiness (TRL/MRL)
 - Differentiators - new materials, new processes, automation
- Transparency and Collaboration
- Product Lifecycle Sustainment

Sourcing Considerations

Steps to becoming a supplier

- Sell2Bell registration site
- Quality requirements
 - AS9100
 - Bell SQRM-001
- Bell PO Terms and Conditions
- Set-up documents
 - W-9 form
 - Annual Certification
 - Supplier Profile
 - Non-disclosure agreement
- Capability review/ site visit - audit

Quality Requirements

The minimum requirements to become a Bell production supplier:

- ISO 9001:2008
- For Supplier Part Numbered Item Sources
 - Compliance to AS9100 Quality Management System (reference Bell T's and C's; Clause 10)
- For Distributors
 - Compliance to AS9120 Quality Management System (reference AS9100 and applicable QPS 200 requirements)
- For Repair/Overhaul Service Providers
 - Compliance to AS9110 Quality Management System (reference AS9100 and applicable QPS 200 requirements)



REACH Overview

What is REACH

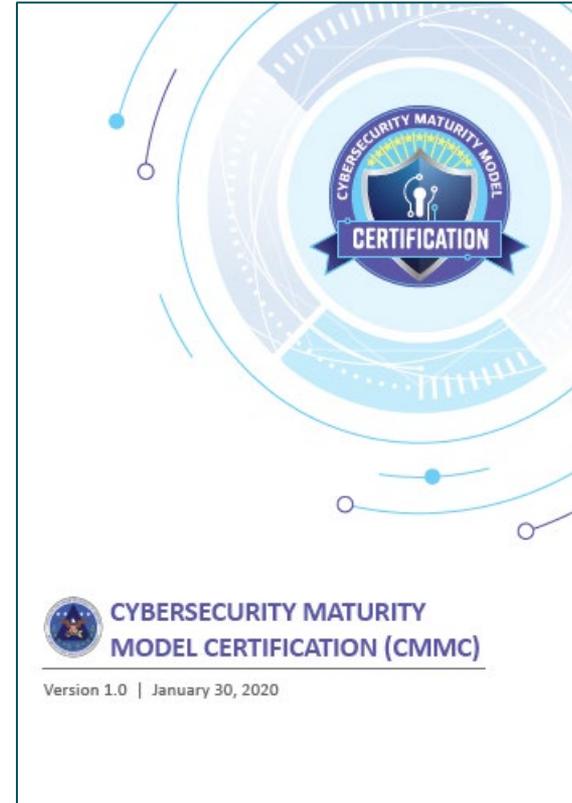
- **R**egistration, **E**valuation, **A**uthorization and **R**estriction of **C**hemicals (EU Regulation No 1907/2006)
- Substances are **Registered** and **Evaluated** to determine environmental impact
- Disclosure of Substance of Very High Concern (SVHC) in articles is required upon import into the EU at a threshold of >0.1% wt/wt
- Some SVHCs have “Sunset Dates” that requires an **Authorization** for continued use
- Others are **Restricted** from use or presence unless granted exemption for a specific application or use
- As of 1/2020 there are 205 SVHCs, 54 **Authorized**, and 70 **Restricted** Substances
- The SVHC numbers can increase at ~6 month intervals
- Penalties can be administrative or criminal depending on the violation and enforced by country



Cybersecurity (CMMC)

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- Why cybersecurity?
 - To address theft of combat-impacting technologies and reduce intelligence available to adversaries
- DoD is increasing the importance of cybersecurity in acquisition
- Plans include the cybersecurity of enterprise systems, products being delivered, and Supply Chain
- Historically, DoD has “fast tracked” cyber changes with little input from Industry
- DoD implemented the Cybersecurity Maturity Model Certification (CMMC) released January 2020
 - Bell is developing its plan to meet CMMC requirements



Questions?