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

- 505
- 407GXi
- 429
- 412EPI
- 525
- AH-1Z Bell Boeing MV-22
- UH-1Y Bell Boeing CMV-22
- Bell Boeing CV-22
- V-280 VALOR
- 360 INVICTUS
- BELL NEXUS
- BELL APT

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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)
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

BellFlight.com/suppliers
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)
What is REACH

- 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)

- 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?