

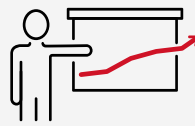
ENTERPRISE SUPPLIER EXCELLENCE PROGRAM

PROGRAM OVERVIEW

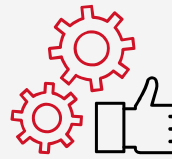
The **Enterprise Supplier Excellence Program (ESEP)** transforms the way we work with our suppliers by driving collaborative, strategic relationships resulting in shared success for Raytheon, our suppliers, and our customers.

Supplier Segmentation Process

Suppliers are segmented into categories to determine the most-effective interaction model for each supplier.



► **Principal**
Focus on mutual growth with true partners who are aligned strategically.



► **Key**
Focus on operational excellence with a fairly wide variety of suppliers.



► **Emerging**
Focus on development of new technologies with suppliers that have strong growth potential.



► **Fundamental**
Focus on balance of suppliers with existing relationships.

Supplier Engagement Model

Principal, Key and Emerging



One representative **Supplier Relationship Manager (SRM)** per business for strategic communications with suppliers.



One of the business SRMs also assumes the role of **Enterprise Supplier Relationship Manager (ESRM)**.



One Raytheon Leader is **Executive Champion** for enterprise high-level strategic alignment with suppliers.

Other Strategic Elements of ESEP



Supplier Scorecard

Provides meaningful feedback on key performance measures across Raytheon businesses and programs.



Supplier Business Reviews

A forum for strategic business alignment across the enterprise.



Supplier Conference

Executive-level and enterprise-level communications are provided for our most strategic suppliers at this event.



Recognition

Suppliers in all segments are recognized for their efforts that exceed our performance expectations and partner with us for mutual success.

Premier Awards are given for excellence in affordability, technical, business management or partnership.

Epic Awards are given for Excellence in Performance, Innovation and Collaboration.



Enterprise Supplier Advisory Council (ESAC)

A collaborative, project-based group representing Raytheon's diverse supply base designed to explore issues and opportunities that support mutual growth and provide recommendations that drive Raytheon to be the customer of choice.

Raytheon