Collaborating for Mutual Success

- Raytheon is committed to working with our suppliers to meet the challenges of our competitive environment and provide the best and most affordable solutions to support the warfighter. A prime enabler for this is the Raytheon Six Sigma and Continuous Improvement group consisting of highly experienced practitioners that team with suppliers during on-site engagements to enhance capabilities, drive down costs without impacting supplier profit, and identify and mitigate risks.
Raytheon Six Sigma and Continuous Improvement (CI) Support to Critical Suppliers

- **R6s and CI Team**: R6s experts who assist suppliers in improving upon execution.

- **Goal**: Collaboration with suppliers where a sound business case can be made for mutual benefit (i.e. R&O, EAC growth mitigation, bid reductions, etc.)

- **Engagements**: More involved engagements, typically 2-3 days (i.e. involves a factory tour, value stream mapping, & identification of areas for improvement) Tailored shorter workshops can be done for targeted issues. Where possible, improvements implemented during event.

- **Supplier Support**: Moderate pre-work (see backup), 3-4 personnel during event, and participation in follow-on meetings to update Raytheon and supplier actions.

A Strong, Quantified Business Case Enables Engagement
Supplier Engagement Approach

Type of Supplier Engagement

- Comprehensive Diagnostic
- Lean Engagement or DFMA Support
- VSM, Line Design, Kaizen, Capacity Analyses, R6Sigma
- Supply Chain Support

CI Approach Required

- Right Eyes, R6Sigma Expert Support for Improvement
- Comprehensive Lean Assessment and/or DFMA Support
- Targeted Lean or R6Sigma Project
- Supplier Assessment Support

Scalable Approach for Partnering to Optimize Engagement ROI

Complexity of Issues Being Addressed

Higher

Lower
Raytheon Six Sigma Six Step Process

Create Problem and Vision Statements

Gain Commitment of Sponsor and Team Members

Identify and Prioritize Undesirable Effects

Design/Implement Improvement Solutions Tying to Root Causes

Perform Cause and Effect Analysis to Determine Root Causes

Celebrate Achievements; Perform Process Again

Raytheon Six Sigma

Visualize

Achieve

Commit

Prioritize

Characterize

Improve

Raytheon Six Sigma