**Meeting in the Desert**

The Raytheon Enterprise Supplier Advisory Council (ESAC) conducted its quarterly meeting at the Westin La Paloma Resort in Tucson, Arizona, on May 16–17. The session began with a tour at Raytheon Missile Systems, including an opportunity to visit the CAVE™ immersive design center, to learn about how this technology and environment enables teams to create solutions to nearly any problem in the Raytheon product life cycle.

May’s agenda included the following items of discussion:

- **Review of Council Charter**
  - The ESAC membership rotation plan was reviewed. The team also discussed and updated the newly formed charter and governance model.

- **Integrated Defense Systems SAC Model**
  - Janet Groebe presented details from the Raytheon IDS annual business plan. Additionally, several topics from the IDS Supplier Advisory Council were reviewed including a Supplier Perception Survey conducted by Michigan State University, and the critical role small businesses play in Raytheon’s supply chain.

- **Procurement Process**
  - An overview of the purchase order cycle and procurement process was given by Bob Watts. The group discussed issues associated with cost and pricing analysis, and evaluated specific areas to target for future process improvement.

- **Other Future Topics**
  - Several topics were identified for further discussion. Supplier members agreed to “homework assignments” to provide feedback on Supplier Performance System, the proposal process, and Raytheon Enterprise Supplier Assessment.

For additional information on any topic discussed or to recommend a topic for future ESAC sessions, email **ESAC@raytheon.com**.