Introduction

The Raytheon Enterprise Supplier Advisory Council (ESAC) conducted its quarterly meeting in Tucson, Arizona, 7–8 October 2019. The council reviewed key initiatives and provided critical feedback.

The Advisory Council recommends Raytheon maintain its focus and energy on the SRS scorecards and protest feature, the Q-note project, ASPECT, cost and pricing analysis (CAPA) improvements and forecast visibility. With Q4 2019 in full swing and the Raytheon and United Technologies merger ahead, it is imperative to stay focused on execution and delivering to customer commitments. Communication through the merger and business consolidation will be key to ensuring we deliver on our commitments. The highlights from the October Council Meeting are:

- **Merger Update/Business Consolidation** — Raytheon Company will merge with United Technologies; the combined company will be named Raytheon Technologies (RTX). Although personnel transitions and roles are unknown at this point, Raytheon’s focus is on our commitments and delivering results to our customers. We ask that all Raytheon suppliers share our focus on closing out 2019 strong.

- **CAPA** — The team reviewed ESAC member feedback in regards to the CAPA process. Consideration was requested in the area of unrealistic request for quote (RFQ) quantities that would trip the CAPA threshold, or quantities the customer is not funded to support. Raytheon reviewed the types of issues that cause low first-pass yield in supplier submittals.

- **ASPECT** — ASPECT development is ongoing and features will be released incrementally through the agile process.

- **Agreements** — Agreement visibility and standardization in-process. Forecasting issues: need more accurate and timely information sharing with suppliers.

- **CMMC/Cyber** — Raytheon IT Security presented an overview of the Cybersecurity Maturity Model Certification (CMMC). CMMC requirements will be released in January 2020. Obtaining tier 3 certification is an expectation for compliance (in addition to DFARS 252.204-7012) and suppliers should expect third-party audits and risk assessment as part of the compliance process. Rev 4.0 should be released for comment, with feedback requested on 0.6 model in November 2019. The Raytheon subject matter expert (IT Security) for questions is Wayne Boline.
Q-Notes — A project was initiated in 2017 to standardize Q-notes by removing unnecessary requirements. A major goal was to reduce supplier cost and confusion. A technology-driven commodity matrix drives application of quality notes. The clarification, waiver and exception process automates workflow and approvals with history/traceability. Raytheon is working to expand the process across all businesses.

SRS Protest — Raytheon is continually seeking feedback on the SRS protest feature. Thus far, much of the feedback has been positive and we are evaluating the next level of enhancement. The data captured has pointed to a few root cause issues from the Raytheon perspective: reducing dock-to-stock time and reducing inspections.

Communications — Raytheon to Supplier Communication Improvements will be an ESAC project for 2020.

December 3, 2019 ESAC Meeting
The ESAC conducted an informal follow up meeting on December 3 to review updates on CMMC/Cyber, ESAC related projects, Conflict Minerals and the merger. In person attendance was optional for the Waltham, MA meeting. New England's first major snow storm of the year impacted travel to the meeting, however meaningful open discussions occurred on all related agenda items.

Questions/Comments for the Enterprise Supplier Advisory Council?
Please reply to this email: ESAC@raytheon.com