



VIRTUAL

# Mexico's Manufacturing Supply Chain Summit

Webinars • Virtual B2B Meetings



**MEXICO *NOW***

WEBINARS



## **SAFRAN AEROSYSTEMS – SEATS – PASSENGER EXPERIENCE OPERATIONS – CHIHUAHUA MEXICO – DIRECT PURCHASING**

**OCTOBER 08, 2020**

**ALEJANDRO PAVON – DIRECTOR OF SUPPLIERS  
DEVELOPMENT**

---



# SAFRAN WORLDWIDE

More than **92,000**  
**EMPLOYEES**  
in more than **340**  
**LOCATIONS**  
over **30**  
**COUNTRIES**

**25,600**  
28%

**55,500**  
60%

**4,800**  
5%

**6,700**  
7%

# SAFRAN: TECHNOLOGY THAT BENEFITS OUR DAILY LIVES



**1 SINGLE-AISLE  
COMMERCIAL  
JET TAKES OFF**  
every **2 SECONDS**,  
powered by our  
engines\*\*

**MORE THAN  
62,000 LANDINGS**  
a day using our  
equipment



**80+  
SUCCESSFUL  
ARIANE 5  
LAUNCHES**  
in a row\*\*\*



**3,000 MILITARY  
AIRCRAFT** fitted  
with our inertial  
navigation systems

**1 OUT OF EVERY  
3 HELICOPTER  
TURBINE  
ENGINES**  
sold worldwide



**OVER 40,000  
POWER  
TRANSMISSIONS**  
totalling over 1 billion  
flight-hours



**MORE THAN  
21,000 NACELLE  
COMPONENTS**  
in service

**500 KM OF  
ELECTRICAL  
WIRING**  
on an Airbus A380



**1 MILLION SEATS**  
in service in airline  
fleets worldwide



\*\*in partnership with GE, through CFM International

\*\*\*in partnership with Airbus, through ArianeGroup



AN  
INTERNATIONAL  
HIGH-  
TECHNOLOGY  
GROUP

## 5 CORE BUSINESSES:

Aerospace propulsion  
Aircraft equipment  
Defense  
Aerosystems  
Aircraft interiors

## WORLD'S No.3 AEROSPACE COMPANY

(excluding aircraft  
manufacturers)

More than **92,000**  
**EMPLOYEES** in  
**30 COUNTRIES**

**€21 BILLION**  
in revenue

**€3 BILLION** in  
adjusted recurring  
operating income

**€1.5 BILLION**  
in R&D expenditures

**850 INITIAL  
PATENTS**  
filed\*

\*in 2017

# SUPPLIERS CHAIN



# Key Figures of our Supply Chain (Safran Aerosystems)

**685 M€** of direct spend

**53 %** Europe

**37 %** North America

**10 %** in CCC

**61 %** in USD (Jan. FY18)

**3300** Suppliers

**56 %** Europe

**42 %** North America

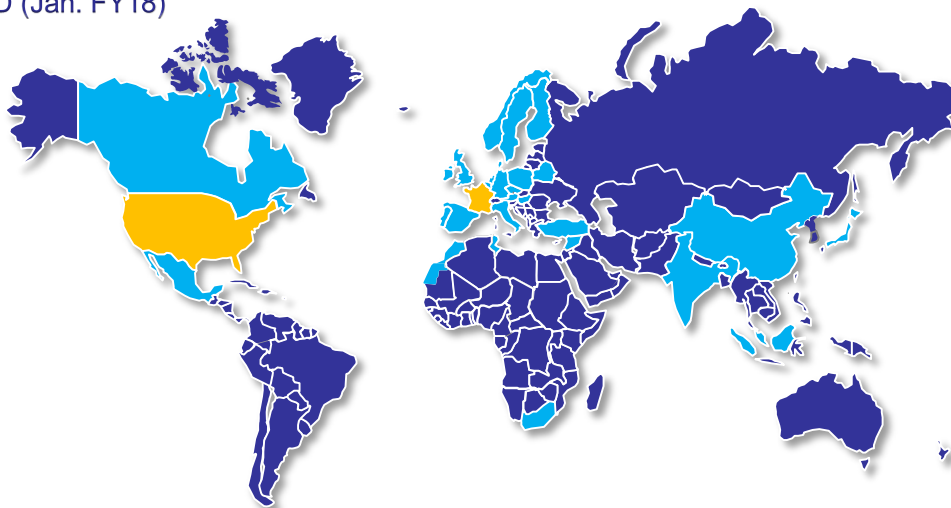
**2 %** Asia + Africa

**Scope**

**Safran Aerosystems**

**5** Divisions

**31** Business Units

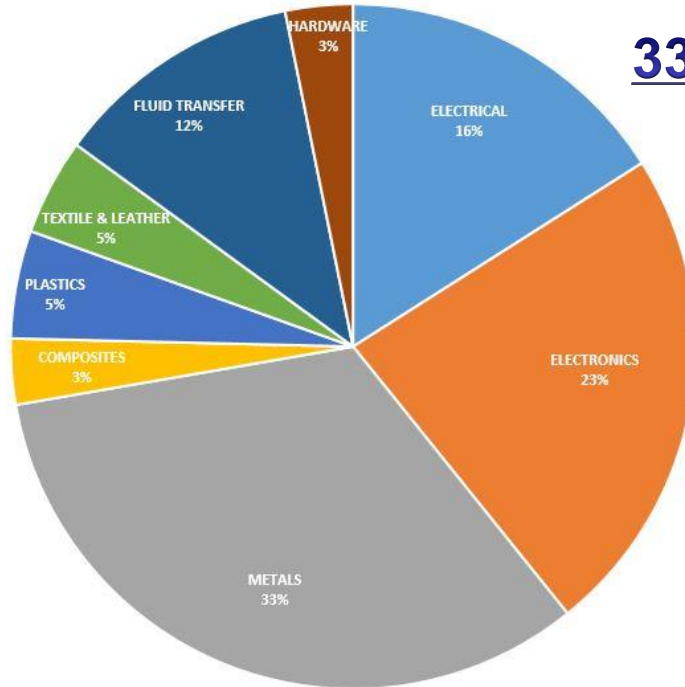


# Main Purchases Commodities (Direct Spend FY17)

**685 M€**

of direct spend

**3300** suppliers



■ ELECTRICAL ■ ELECTRONICS ■ METALS ■ COMPOSITES ■ PLASTICS ■ TEXTILE & LEATHER ■ FLUID TRANSFER ■ HARDWARE



## 2019 Purchasing Objectives

Continue increasing our operational performances and reach our upgraded targets:

- ◆ **SOTD: 98% min**
- ◆ **SNCR/PPM: 1000 ppm max**

by

- Deploying Supplier Development initiatives through the internal SPM team
- Promoting and developing the Safran Improvement Plan within the supply chain and apply tools & methods such as APQP, FMEA, QRQC,
- Promoting and working with the suppliers delivering the best performances,

Identify and mitigate risks (financial, capacity,...) within the supply chain

Enhance the competitiveness of our supply base,

Streamline the supplier base and focus the new businesses & relationship on P suppliers

Develop purchasing synergies within the Safran team

Prepare the future by including suppliers into Innovation roadmaps

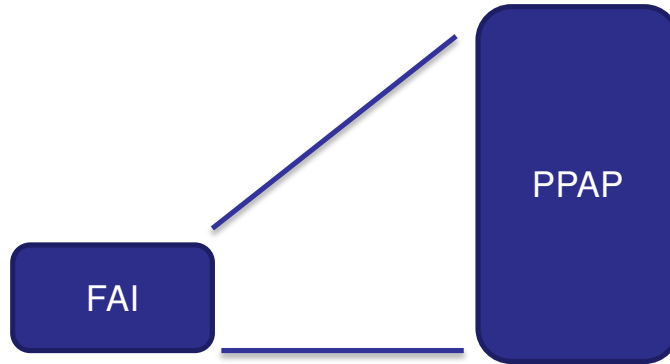
# What is PPAP?

## PPAP : Production Part Approval Process What are the key elements?

Finally, the Aerospace APQP process includes a Production Part Approval Process (PPAP).

This process, in addition to the FAI process, enables the supplier to demonstrate that their production process is **consistently capable** of producing product that meets customer requirements.

PPAP validates the Product and Process development process.



# MANUFACTURE OPERATIONAL EXCELLENCE

## 31 STANDARDS (handbook example)

Chapters (9 on the example)

HSE & 5S	Regular 5S audit		5S Compliance		HSE		
Line Organization	Clear and Continuous Flow of product		Customer Driven Production		Workload Balancing		Optimized layout
Line Management	Line Pacing production	Performance Management KPIs	Performance Management (rituals)		Labor Flexibility	Supervisor Manual	
Material Flow	Work in Process Inventory				Material delivery to the line/cell		
Information Flow	Clear Work Instructions				Manufacturing Planning and Scheduling		
Optimized Workstations	Physical Ergonomics	Point of Use		IT equipment		Automation	
Means Availability And Performance	OEE				TPM		
Support Function	Tooling Management at the Line		Calibration, maintenance management		Visible and accessible support functions		
Quality	Detection and prevention of Non Qualities	QRQC management	Problem Mastering attitude 3 reals	Optimized Inspections	Scrap Management	FOD Management	

## Flujo de las RFQ (Globales, no solo de Safran Aerosystems)

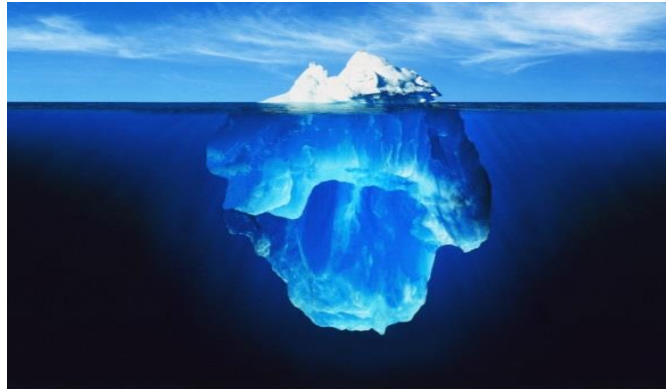
- Pre-auditoria de FEMIA o de la oficina de Compras Safran Aerosystems.
- NDA (desde la solicitud de datos para elaboracion, hasta la firma y envio).
- Pre-evaluacion con el proveedor antes del envio.
- Envio en inicio de proceso
- Lista de participantes y (generales del proceso, quien declina).
- Cumplen tiempo de entrega.
- Entrega y evaluacion final.
- El comparative es global vs. Indus, chinos, africanos, turcos, etc).
- Que falta para ganar esas RFQs ?)
- Estamos dispuestos a hacer coaching ?
- Estan dispuestos a dejarse ayudar ?

# Safran Aerosystems Commitment with Mexican suppliers base

**AS FAR AS YOUR COMPANY HAS THE NECESSARY CREDENTIALS TO PARTICIPATE IN THE AEROSPACE INDUSTRY AND SHOW STRONG MINDSET TO MOVE FORWARD WITH US.**

- We are committed to provide coaching as required.
- Suggest action plans to improve.
- Be your sponsor in any action / effort you are willing to undertake.
- Provide clear and sufficient feedback to allow you to know what improvements you need to achieve.

**Are you ready to become our supplier ?  
The opportunity is much bigger of what you are viewing !**





**POWERED  
BY TRUST**