

2015
Supplier Excellence
CONFERENCE AND
RECOGNITION EVENT

31 March 2015 Recognition Event
Award Winners

Raytheon

AWARDS OVERVIEW

Raytheon Supplier Excellence Recognition

The recognition portion of the Raytheon Supplier Excellence event honored Principal and Key suppliers whom have demonstrated exceptional performance.

Special Awards

Special awards recognize suppliers whom have demonstrated exceptional performance in AFFORDABILITY, TECHNICAL, BUSINESS MANAGEMENT or PARTNERSHIP. Both Principal and Key Suppliers are eligible for these awards. Awardees were selected by Raytheon leadership from nominated suppliers. Nominations were accepted from within Raytheon and from Suppliers. The identities of all awardees were kept confidential until the award winners were announced at the Recognition event.

Technical

BAE Systems Bofors

Business Management

Ball Aerospace & Technologies Corp.

Partnership

Nammo AS

Affordability

Jabil Defense and Aerospace Services

Kongsberg Defence & Aerospace

Aerojet Rocketdyne

Performance Awards

Performance awards recognize overall exceptional performance considering Key Principal Measures (KPM) (Affordability, Technical, Business Management, and Partnership) and Supplier Rating System (SRS) (Quality and Delivery) performance. Awardees were selected by Raytheon leadership based on both KPM and SRS performance. The identities of all awardees were kept confidential until the award winners were announced at the Recognition event.

Platinum

Awarded to Principal Suppliers

Advanced Electronics Company, Ltd.

Kongsberg Defence & Aerospace

Milton CAT

Gold

Awarded to Key Suppliers

EMC Corporation

Flexible Circuits, Inc. (an FCG Company)

Orient Construction Company

Qorvo, Inc.

Silver

Awarded to Key Suppliers

Ball Aerospace & Technologies Corp.

Cree, Inc.

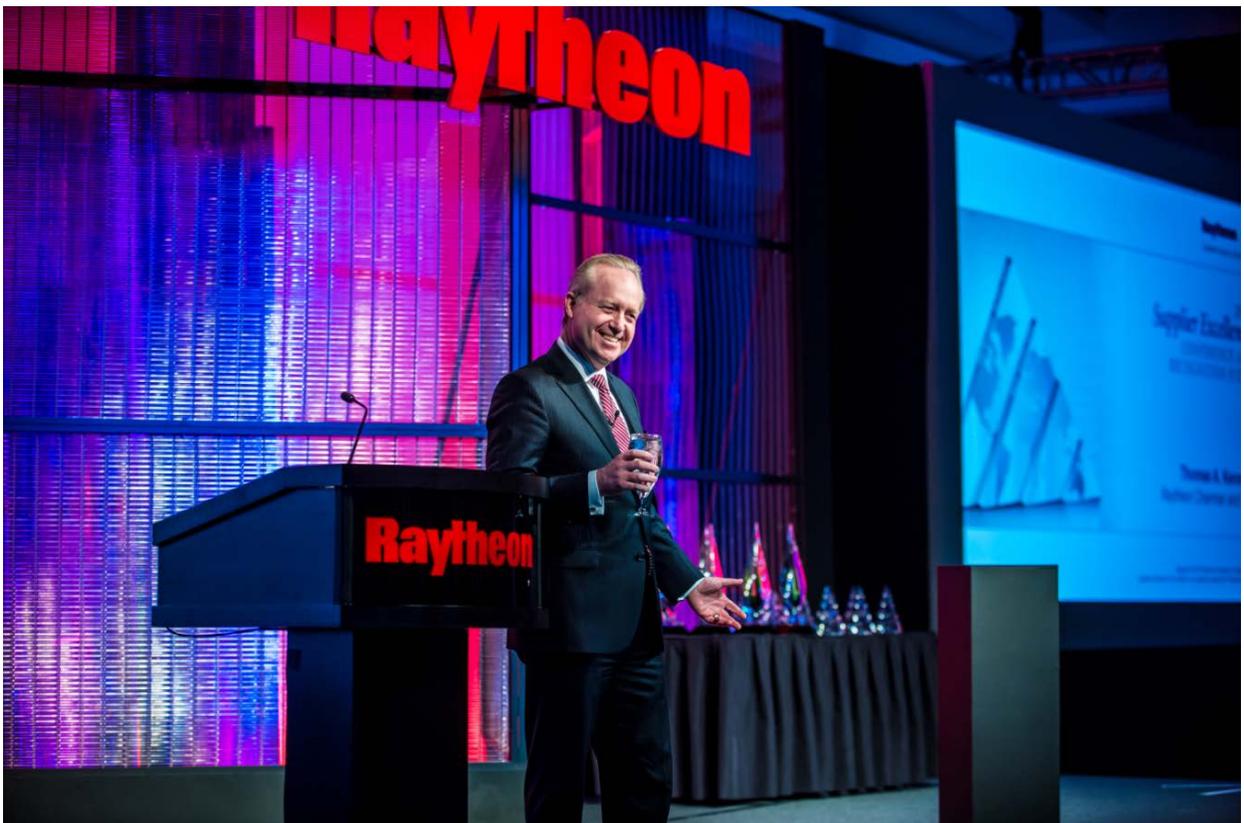
Qioptiq

RTI Remmele Engineering, Inc.

RECOGNITION EVENT PHOTOS



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, presenting the key note address at the 2015 Raytheon Supplier Excellence Recognition event.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, toasting the attendees of the 2015 Raytheon Supplier Excellence Recognition event.

RECOGNITION EVENT PHOTOS



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with all award winners at the 2015 Raytheon Supplier Excellence Recognition event.



The awards of the 2015 Raytheon Supplier Excellence Recognition event awaiting presentation to all the award winners.

SPECIAL AWARDS – AWARDEE DETAILS

Technical Award

BAE Systems Bofors (Key Supplier)

EXECUTIVE SUMMARY

What makes BAE Bofors a technology leader in the world of large caliber projectiles is their ability to develop cutting edge technology, transition to production, and deliver reliable product. Their technical core competencies help enable Excalibur to be a unique, one-of-a-kind system solution to Land Forces across the globe.

In 2014, BAE Bofors partnered with Raytheon Missile Systems to address a long term risk area associated with a protective seal found on the Excalibur base that experienced the full brunt of the propelling charge explosive forces. Bofors proactively identified an improved solution to mitigate risk and worked with Raytheon and our US Army customer to qualify the improved seal. Base and projectile level testing included a series of live fire trials in August 2014. This improved seal is now in production for the Excalibur 1b program with an option for the US Army to consider on retrograde updates to earlier Excalibur increments already in inventory. Additionally, Bofors successfully delivered 2,003 bases without a single lot acceptance test failure which was instrumental in the US Army approving Excalibur for Full Rate production.

Surviving an explosive environment where a 100-lb projectile experiences over 17,000 g's and then guiding to within 2m of a target 50km away is what makes Excalibur a one-of-a-kind system in the world. The BAE Bofors spinning base is a critical component that makes Excalibur the only precision guided 155mm projectile in production throughout the world. BAE Bofors is truly a Technology leader.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with BAE Systems Bofors.

SPECIAL AWARDS – AWARDEE DETAILS

Business Management Award

Ball Aerospace & Technologies Corp. (Key Supplier)

EXECUTIVE SUMMARY

Ball Aerospace & Technologies Corporation has shown outstanding commitment and support to Raytheon Missile Systems, Integrated Defense Systems, and Space and Airborne Systems during our 18 year relationship. Ball repeatedly leans forward to embrace our relationship and provides creative business management solutions to overcome significant challenges and risks to the benefit of both Ball and Raytheon while implementing and maintaining world-class processes.

Understanding the number one risk to the OMAN GBADS program and recognizing the need to support a compressed timeline, Ball prototyped antenna elements on their IRAD to replace an outdated Raytheon IDS NASAMS data link antenna. This proactive approach resulted in a successful Critical Design Review on Nov 2014 paving the way to deliver the first fully qualified units in May 2015, meeting the Program's aggressive schedule.

Ball's risk and opportunity management oversight were key to overcoming additional challenges with Ball investing \$1M to mitigate long lead funding at their sub tiers, proactively negotiating long term pricing agreements with their sub tiers to mitigate cost challenges, participating alongside Missile Systems in negotiations with the United States Air Force customer, maintaining critical personnel and contributing 50% of their internal funds to negate production re-start impacts, and allowing Missile Systems to 'ship-in-place' which prevented the need for Raytheon to lease expensive storage space.

Ball's continuing commitment to our relationship makes them outstanding leaders in Business Management.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Ball Aerospace & Technologies Corp.

SPECIAL AWARDS – AWARDEE DETAILS

Partnership Award

Nammo AS (Principal Supplier)

EXECUTIVE SUMMARY

Nammo has embraced a true partnership with Raytheon Missile Systems during our 25 year relationship. The partnership was further strengthened when NAMMO secured funding for a large portion of the development effort for the AMRAAM Second Source Rocket Motor. This partnership has continued to grow and now Nammo provides innovative product solutions to six Raytheon Missile Systems Programs.

Nammo has continued to demonstrate their partnership approach for the AMRAAM and ESSM programs when, before formal commitments from Raytheon were penned, Nammo elected to use their internal funding to proceed with long lead items to enable successful program and contract starts for Raytheon. Then, when creative solutions were needed to deliver critical rocket motors, Nammo developed an interim AMRAAM configuration to allow compressed qualification and then expedited delivery by using a Norwegian Air Force C130 cargo plane. Additionally, to create long lasting benefits for both Raytheon and Nammo, Nammo made significant investments in facility and equipment upgrades which include a motor case fabrication facility and most recently, a twin mix/cast facility with a new laboratory. This is significantly enabling production and capacity efficiencies.

Nammo is committed to anticipating needs and creating unique solutions that is only possible by embracing a true partnership with Raytheon.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Nammo AS.

SPECIAL AWARDS – AWARDEE DETAILS

Affordability Award

Jabil Defense and Aerospace Services (Key Supplier)

EXECUTIVE SUMMARY

Jabil Defense and Aerospace Services has excelled in the area of affordability. Their efforts have enabled Raytheon Space and Airborne Systems to secure competitive wins positioning Raytheon as the premier provider of equipment for the foreseeable future.

Jabil provided a tangible, key contribution to a Raytheon "Franchise" proposal effort that resulted in key strategic win securing a family of Programs with over \$725M in projected awards. Together, Jabil and Raytheon partnered to utilize Strategic Sourcing and the ESPX process to achieve a very aggressive price reduction for the highest dollar commodity on the Program, comprising approximately 20% of the costed Bill of Material. Efforts included proactively addressing up front unit product costs, increased internal efficiencies to drive cost down and negotiated new or utilized existing advantageous agreement pricing that was shared between both parties, combining the best of both companies' global footprint and leverage.

In addition, Jabil has offered as part of a long term agreement, the opportunity for Raytheon to capture additional savings over time as the partnership reaches established annual sales goals.

The efforts put forward by Jabil in the area of Affordability clearly demonstrates their commitment to creating successes for Jabil, Raytheon, and ultimately our customers.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Jabil Defense and Aerospace Services.

SPECIAL AWARDS – AWARDEE DETAILS

Affordability Award

Kongsberg Defence & Aerospace (Principal Supplier)

EXECUTIVE SUMMARY

Kongsberg has long been a trusted partner of Raytheon and has become a premiere leader for affordability.

In 2014, Raytheon received a direct commercial sales contract from The Sultanate of Oman for the National Advanced Surface-to-Air Missile System. The Ground Based Air Defense System program provides 12 fire units of the NASAMS. Raytheon, along with Kongsberg, are supplying the GBADS system. Kongsberg's affordability efforts were key to helping secure this contract award. During contract pursuit and after award, Kongsberg significantly reduced their price, accepted deferred payments to remain aligned with Raytheon's cash receipt plan, and accelerated program execution which reduces potential penalties.

Additionally, Kongsberg's long established business practices drive affordability and provide lift for additional contracts. These practices include significant internal investments in innovative designs to prevent costly technical issues, improving maintenance and long term sustainability, and implementing solid business disciplines and process execution resulting in the need for minimal Raytheon oversight. Most recently, Kongsberg shared with us lessons learned and turnkey solutions discovered through their relationship with Polish Coastal Defense System Program which significantly reduced time and investment needed by Raytheon to support our Polish customer.

Kongsberg continues to be a trusted resource, ready to innovate and invest both financially and operationally in a shared future with Raytheon ensuring affordability for our customers around the globe.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Kongsberg Defence & Aerospace.

SPECIAL AWARDS – AWARDEE DETAILS

Affordability Award

Aerojet Rocketdyne (Principal Supplier)

EXECUTIVE SUMMARY

With great enthusiasm, Aerojet Rocketdyne has embraced the concept of affordability in cooperation with Raytheon Missile Systems and Integrated Defense Systems. Aerojet Rocketdyne has provided rocket motors and other energetics products to Raytheon for the past 50 years.

During the past year, Aerojet Rocketdyne has clearly embraced the importance of affordability by signing an Executive Commitment Letter with very aggressive 5 year price reduction targets across their entire portfolio. They have committed significant resources to work collaboratively with us using a diligent process to identify and mature cost reduction opportunities. Additionally, they are making impressive and substantial structural changes to drive out fixed cost and non-value added activities in their business. We have executed a 3 year Long Term Pricing Agreement with favorable price reductions across a subset of their portfolio in preparation for a longer 5 year Long Term Pricing Agreement. This 5 year Long Term Pricing Agreement features year over year price reduction across their entire portfolio, which uniquely includes all new and legacy products. This agreement is nearing completion.

Aerojet's commitment to our journey in affordability is evident in all they do and are genuine affordability leaders in the industry. They are a strong partner in our war on costs.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Aerojet Rocketdyne.

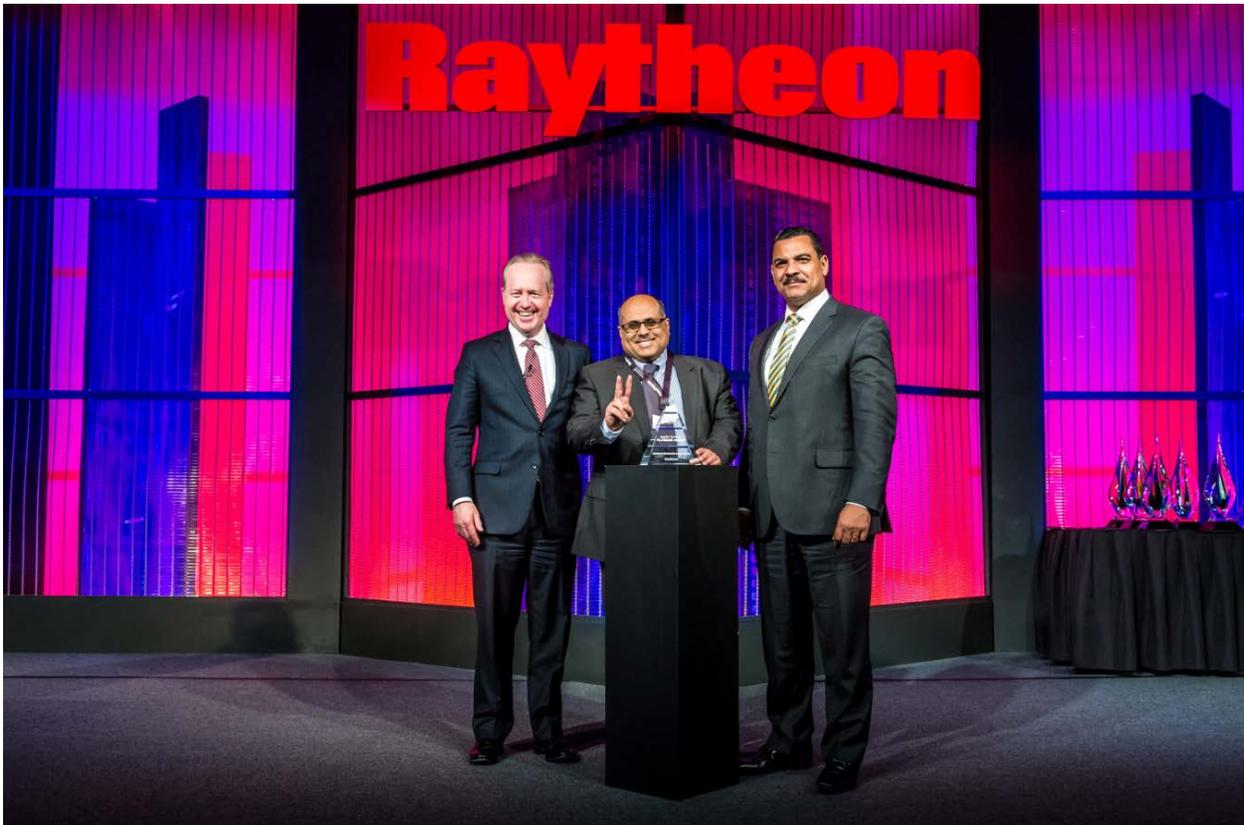
PERFORMANCE AWARDS – AWARDEE DETAILS

Platinum Awards (Awarded to Principal Suppliers)

Advanced Electronics Company, Ltd.

EXECUTIVE SUMMARY

The Platinum performance awards are awarded to Principal Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Principal Suppliers are awarded this honor.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Advanced Electronics Company, Ltd.

PERFORMANCE AWARDS – AWARDEE DETAILS

Platinum Awards (Awarded to Principal Suppliers)

Kongsberg Defence & Aerospace

EXECUTIVE SUMMARY

The Platinum performance awards are awarded to Principal Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Principal Suppliers are awarded this honor.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Kongsberg Defence & Aerospace.

PERFORMANCE AWARDS – AWARDEE DETAILS**Platinum Awards (Awarded to Principal Suppliers)****Milton CAT****EXECUTIVE SUMMARY**

The Platinum performance awards are awarded to Principal Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Principal Suppliers are awarded this honor.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Milton CAT.

PERFORMANCE AWARDS – AWARDEE DETAILS**Gold Awards (Awarded to Key Suppliers)****EMC Corporation****EXECUTIVE SUMMARY**

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with EMC Corporation.

PERFORMANCE AWARDS – AWARDEE DETAILS**Gold Awards (Awarded to Key Suppliers)****Flexible Circuits, Inc. (an FCG Company)****EXECUTIVE SUMMARY**

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Flexible Circuits, Inc. (an FCG Company).

PERFORMANCE AWARDS – AWARDEE DETAILS

Gold Awards (Awarded to Key Suppliers)

Orient Construction Company

EXECUTIVE SUMMARY

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Orient Construction Company.

PERFORMANCE AWARDS – AWARDEE DETAILS

Gold Awards (Awarded to Key Suppliers)

Qorvo, Inc.

EXECUTIVE SUMMARY

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Qorvo, Inc.

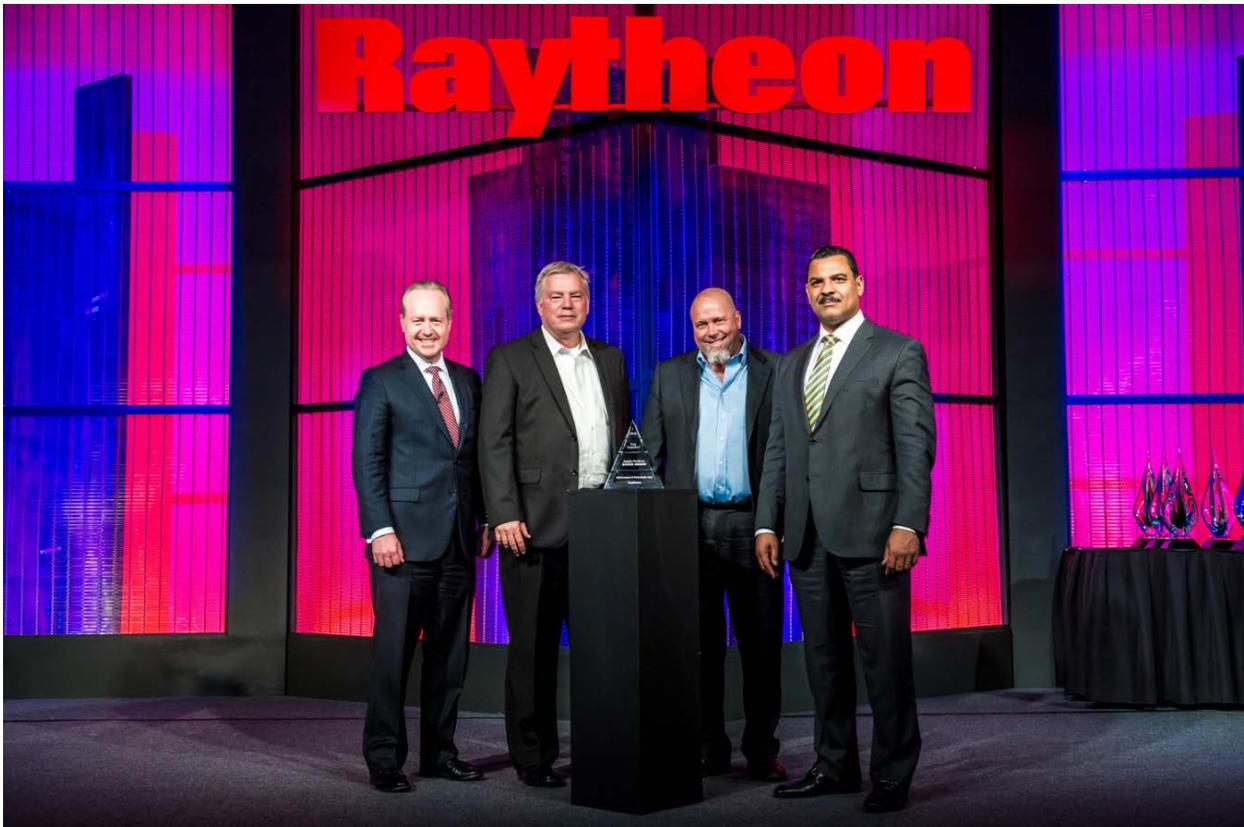
PERFORMANCE AWARDS – AWARDEE DETAILS

Silver Awards (Awarded to Key Suppliers)

Ball Aerospace & Technologies Corp.

EXECUTIVE SUMMARY

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Ball Aerospace & Technologies Corp.

PERFORMANCE AWARDS – AWARDEE DETAILS

Silver Awards (Awarded to Key Suppliers)

Cree, Inc.

EXECUTIVE SUMMARY

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Cree, Inc.

PERFORMANCE AWARDS – AWARDEE DETAILS

Silver Awards (Awarded to Key Suppliers)

Qioptiq

EXECUTIVE SUMMARY

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with Qioptiq.

PERFORMANCE AWARDS – AWARDEE DETAILS

Silver Awards (Awarded to Key Suppliers)

RTI Remmele Engineering, Inc.

EXECUTIVE SUMMARY

The Gold and Silver performance awards are awarded to Key Suppliers whom have shown the highest levels of performance in Business Management, Technical, Partnership, Affordability, Quality and Delivery. Only the highest performing Key Suppliers are awarded one of these honors.



Raytheon Chairman and CEO, Dr. Thomas A. Kennedy, and David Wilkins, Raytheon Vice President Contracts and Supply Chain, with RTI Remmele Engineering, Inc.