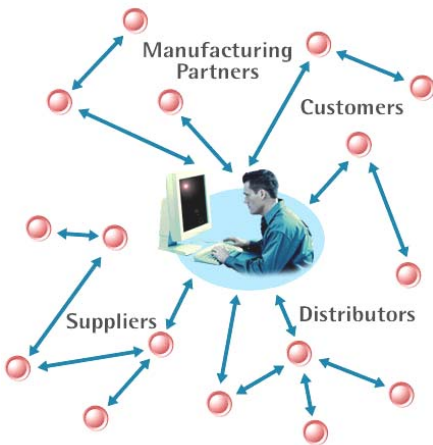


# Quality & Supply Chain Solution for Aerospace Suppliers

## The Evolving Aerospace Industry Landscape

Aerospace prime contractors have shed capability and capacity. They have pressed their suppliers to move up the value-added chain. As a result, it is not uncommon for suppliers that once made discrete parts to now deliver whole assemblies. With this responsibility comes the need to take on many of the roles that have traditionally been viewed as enterprise-level activities exclusive to primes.

These expanded responsibilities are compounded by much more stringent quality expectations. AS9100 and its accompanying standards for first articles (AS9102) and key characteristics (AS9103) place increased responsibility on suppliers to both respond to customers and to their own vendors.



Enterprise-Level Responsibilities

## Meeting the Challenge

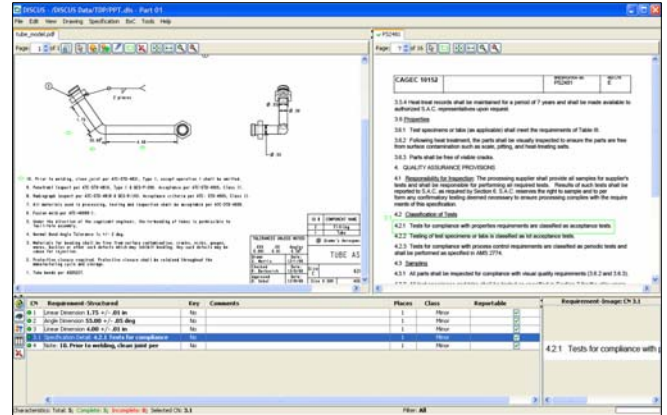
To ensure the highest level of product integrity, aerospace suppliers must manage complex technical requirements at the characteristic level both *up* to their customers and *down* to their suppliers. To survive in this environment, the supplier must find ways to realize enterprise-level accountability for this characteristic-based data while seamlessly making the necessary hand-offs to both customers and suppliers. To help members of the aerospace supply chain fully meet their expectations, Renaissance Services has established the REACH solution.

## What is REACH?

By leveraging its experience with major prime contractors such as Lockheed, Honeywell, and General Electric, Renaissance Services can offer an approach tailored to the specific needs of the supply chain. Through *realization of enterprise accountability via characteristic hand-offs (REACH)*, any supplier can:

Achieve a tailored approach to the application of AS9102 and AS9103 in a focused, flexible, and affordable manner

REACH offers access to methodologies and tools that have been adopted and proven by the world's leading aerospace companies. By tailoring to meet the unique needs of a supplier's business, the solution can be offered rapidly and affordably.

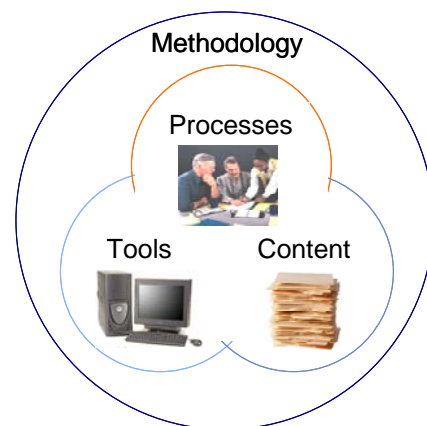


Identify All the Characteristics from Drawings & Specs

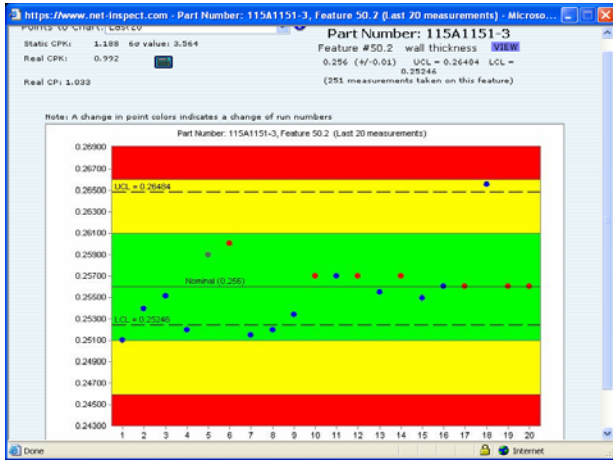
## Combining Processes, Tools, Content

A variety of software tools are available to help suppliers comply with the aerospace standards. REACH recognizes that meeting the challenges of AS9102 and AS9103 is more than the simple application of tools.

Having *software tools* without benefit of the knowledge needed to maximize their effectiveness will lead to limited results and frustration. It is essential to define specific *business processes* associated with characteristic identification, verification, and management. In addition, it is important to have the supporting *information content* in a format that supports the selected tools and processes.



Finally, it is vital to maximize the productivity of key resources by appropriate staffing and training. Solutions can range from predominately manual applications with some discrete software tools to approaches that involve integration with PDM, CAD, and ERP.



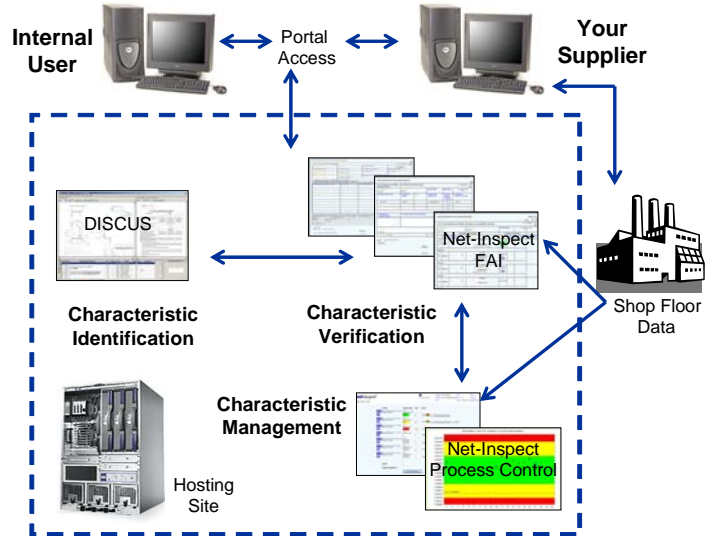
Quality Management Tools at Your Fingertips

Through REACH, Renaissance Services works with each individual company to find the right point on this spectrum to best address your company's needs. Areas of focus include:

- Characteristic Identification.** DISCUS, the ballooning tool of choice for numerous prime contractors and suppliers, provides an inexpensive way to electronically identify characteristics on a drawing, combine them with relevant specification data, and create a complete tabular summary of all characteristics. DISCUS seamlessly uploads characteristic-level data to any AS9102 format, including the tailored Excel forms used by many aerospace primes and the Net-Inspect system.
- Characteristic Verification.** The pertinent key characteristics can be readily identified and an overall technical data package can be electronically organized for internal use or broader distribution. The Net-Inspect tool is then used for the management of quality, including on-line first article inspections compliant with AS9102.
- Characteristic Management.** The Net-Inspect tool also offers full AS9103 capability, combined with an SPC system that provides complete visibility into process results at the characteristic level. DISCUS is seamlessly compatible with Net-Inspect. Both can be used to flow data internally, as well as to suppliers and customers.

## Applying REACH

REACH is based on a focused, flexible, and affordable approach. You can choose from a menu of options, with the ability to select as many or as few of the tools and professional services that best suit your needs. Tools such as DISCUS and Net-Inspect can be up and running, in a production environment, in a day. On-site, hands-on support is available, with tailored training and related activities scoped for the needs of your business.



System can be Up and Running in a Day

# Renaissance Services

Renaissance Services Inc.  
 One S. Limestone Street  
 Springfield, Ohio 45502  
[www.ren-services.com](http://www.ren-services.com)

For further information, contact:  
 Rebecca Keller  
 937-322-3227 x116  
[Rebecca.Keller@ren-services.com](mailto:Rebecca.Keller@ren-services.com)