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Raytheon

Space and Airborne Systems

SCMNEWS

Excellence In Supply Chain Management =
Value For Our Customers

Vice President Dick Cheney on Hand to Celebrate U.S. SBA 50th Anniversary

By Shirley J. Patterson

Washington, D.C. – Vice President Dick Cheney was one of the many dignitaries participating in the U.S. Small Business Administration's 50th Anniversary Celebration September 17–19 at the Washington Hilton Hotel. Mr. Cheney was a last-minute substitute for President George W. Bush, whose itinerary was impacted by the onset of Hurricane Isabel.

In addressing a crowd of more than 2,000, Mr. Cheney conveyed the Bush Administration's commitment to small businesses. The Administration's priority is to make it easier to start a business and to make it easier for businesses to succeed. Mr. Cheney stated that the nation is stronger and Americans are more likely to find work when small businesses prosper. "The small business sector is the engine of job creation in America, and we want that engine churning full speed!"

In addition to celebrating the SBA's 50th Anniversary, the week was dedicated to honoring U.S. outstanding small businesses. Government officials and prime contractors around the country nominated firms who demonstrate superior performance in the areas of cost, quality, schedule and technical competence in support of federal programs. Among the winners was Natel Engineering Company, selected as the Region IX subcontractor of the year and nominated by Raytheon Space and Airborne Systems. Natel, a 27-year-old small minority-owned firm located in Chatsworth, California, received the top honors over other subcontractors located in Arizona, California, Nevada and Hawaii.

Natel, whose first major subcontract was from Raytheon 27 years ago, manufactures hybrids and other microelectronic devices and is a supplier on the F-15, F-18 and several missile programs. Natel's motto is "IQS"—Innovation, Quality and Service—which they have demonstrated over the years of their relationship with Raytheon. For example,

when Raytheon outsourced hybrid manufacturing, Natel worked as a member of an expanded transition team to ensure flawless execution. This included working with Raytheon engineers to update our specifications to current industry standards. Despite many obstacles, Natel supported our manufacturing lines and we never missed a delivery to the customer. Natel continues to be a key supplier to Raytheon, participating in Raytheon Supplier Six Sigma engagements and other lean initiatives to further increase their value to their customers. Natel was cited by the Defense Contract Management Association as a key team member in the defense products ramp-up during Operation Enduring Freedom after the 9/11 terrorist attacks.

Benita Fortner, Raytheon Enterprise Director of Supplier Diversity, used the backdrop of the SBA Week activities to host a private dinner in tribute to Sudesh Arora, Founder and President of Natel, Varun Dhingra, Natel VP and General Manager, and the SAS SCM team of Matthew Eckert, Gina Walters, and Bruce Riblett, who work hand-in-hand to ensure program performance, and Shirley Patterson, who wrote the winning nomination for Natel.

During the dinner Steve Ogg, VP of SAS SCM, said "Raytheon has been focusing on the concepts of an Integrated Supply Chain throughout 2003. Our relationship with Natel, and their outstanding performance, has allowed us to integrate their capabilities

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Support from the Top: Vice President Dick Cheney was one of the many dignitaries participating in the U.S. Small Business Administration's 50th Anniversary Celebration. During his remarks he said that the nation is stronger and Americans are more likely to find work when small businesses prosper.

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SBA Celebration *Continued from page 2*

with our business needs to create expanded opportunities for both organizations. The collaboration between Natel and Raytheon has resulted in real value for our customers.”

Others attending the celebration were Mike Seaver, RTSC VP of SCM, Karen Gant, Senior SAS SCM Manager, and the wives of the Natel executives, Mrs. Chitra Arora and Mrs. Bhawana Dhingra.

Additional highlights of Small Business Week included a Congressional Luncheon and visit to Capitol Hill and a reception at the State Department hosted by U.S. Secretary of State Colin L. Powell.

Other Raytheon employees attending the conference were Ed Bogacz, IDS SCM; Barbara Osborn, IIS SCM; Valerie King, NCS SCM; JoAnne Arvizu, RMS SCM and RTSC Jacqueline Rybacki, RTSC Business Development. As in past years, Raytheon was a sponsor of the U.S. Small Business Week conference

along with our industry peers, Boeing, Lockheed Martin and Northrop Grumman. Major commercial sponsors were HP/Compaq, Microsoft, Staples, and Office Depot.

As a prime contractor to the federal

government, Raytheon has negotiated contractual goals in support of the development and utilization of small, disadvantaged, hub-zone, women and veteran-owned businesses and historically black colleges and minority institutions. For more information on Raytheon’s Supplier Diversity program, visit the SAS Supplier Diversity Web site at



SCM VP Steve Ogg and the SAS Team celebrate with Natel Engineering and RTSC SCM VP Mike Seaver at a dinner hosted by Benita Fortner, Director of Raytheon Enterprise Supplier Diversity (not pictured).

<http://rww.sas.ray.com/scm/pages/supplierdiversity/homepage.cfm>.

Footnote: The mission of the Small Business Administration is to “Maintain and strengthen the nation’s economy by aiding, counseling, assisting and protecting the interests of small businesses and by helping families and businesses recover from national disasters.” ■