Doing Business with Textron Aviation

FROM: Textron Aviation
RE: Becoming a Supplier to Textron Aviation

Dear Potential Supplier:

Thank you for your interest in becoming a supplier to Textron Aviation. Textron Aviation Inc. is the leading general aviation authority and home to the iconic Beechcraft, Cessna and Hawker brands which account for more than half of all general aviation aircraft flying.

What suppliers should do prior to requesting a meeting with Textron Aviation

Many questions can be answered prior to contacting a Textron Aviation team member. Before attempting to schedule a visit, or asking to quote on any packages, potential suppliers must review the information below and provide the necessary information where requested, prior to contacting any Supply Chain personnel.


- To understand various requirements/expectations of suppliers, Textron Aviation processes/policies, etc…, browse the various links and understand the information provided at the following: [http://www.beechcraft.com/supply_chain/](http://www.beechcraft.com/supply_chain/) and [https://supplier.cessna.com](https://supplier.cessna.com)

- Visit [https://supplier.cessna.com/cgi-bin/icoe/index.pl](https://supplier.cessna.com/cgi-bin/icoe/index.pl) for information regarding the Indirect Center of Excellence (ICOE) who purchase all products and services necessary for business operation, but are not components of the final product (aircraft, helicopter, golf car). ICOE purchases for Bell Helicopter, Cessna Aircraft Company, Beechcraft Corporation, E-Z-GO, Greenlee, Jacobsen, Kautex, TRU, and Textron Defense Systems and also manages several enterprise agreements for Textron North America.

Key factors when considering potential suppliers

- Supplier’s capabilities relative to the need for those capabilities (i.e. machining, sheet metal, composite, major assembly, design-to-build, systems integration, distribution, etc…)
- Supplier qualifications (AS9100, Nadcap, etc…)
- Current quoting opportunities and timing
- Completed Confidentiality Agreement
- Small Business Ownership (including Disadvantaged, Veteran-Owned, Woman Owned Hub Zone)
- **Completion and understanding of info provided at websites listed above**

**Please Note:** Potential suppliers are required to register using the “Potential Supplier Database” prior to meeting with a commodity team member.

While we understand your desire to become a supplier to Textron Aviation, it is important that you take the time and understand the information provided in this document. Commodity team members will expect that these items have been addressed and understood, prior to any future considerations.