

**Solution Overview**

SAP for Aerospace and Defense Solutions

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# Responsive Supply Networks in Aerospace and Defense



# Transforming the Aerospace and Defense Supply Chain

## Transformed Supply Chain Model

Boosting Supply Chain Agility

The Profitability Imperative

SAP Innovations

Supply chain risks have increased tremendously, as supply chains have turned into large global supply networks where a single disruption can cause a program delay. Lowering supply chains' risk while increasing their efficiency is at the heart of the aerospace and defense (A&D) supply chain challenge.

The challenge in exploiting the power of this model, then, is coaxing it into a network that responds when it needs to. This is the only way to keep pace with surges in demands or react to external events that threaten to knock operations off balance.

Successful companies will secure their place in this new reality, responding quickly and accurately to disruptions. Or they will even anticipate them and ensure they operate as seamlessly connected entities within the larger network.

And it is clear that in the future A&D environments will hold no shortage of surprises. From exploding levels of backlog in the commercial sector to key suppliers succumbing to a difficult financial climate, manufacturers are sure to face a host of challenges. And let's not forget about all the regulations that A&D companies need to comply with when operating a global supply chain.



## Adding Agility into Your Supply Chain

Transformed Supply  
Chain Model

**Boosting Supply  
Chain Agility**

The Profitability Imperative

SAP Innovations

**Best-Run Aerospace and  
Defense**



To create a responsive supply network aligned with customer needs, A&D firms must further optimize their supply plans, better integrate with their supply network, and ensure flawless execution in a global environment. Last but not least, they must quickly and accurately respond to disruptions – or better yet, anticipate them.

To turn your supply chain into an engine driving profitability, first improve planning processes across multiple programs, sites, demand streams, and horizons. Simulate various scenarios to find the most robust plan that strikes the right balance between inventory levels, risk, and performance.

Connect the supply network with technology to enable collaborative business processes that make the entire network operate in harmony.

Integrate logistics and fulfillment across manufacturing, warehousing, and distribution to ensure inventory is in the right place at the right time, even in a global environment where every cross-border transaction represents an import and export.

Provide focused, up-to-date insights to quickly recognize or anticipate supply chain disruptions to take swift action before they become big problems.

Best-run A&D firms see global network collaboration and responsiveness as the norm, recognizing the opportunity to turn their supply chain into a competitive advantage.

## Gaining a Competitive Advantage

Transformed Supply  
Chain Model

Boosting Supply  
Chain Agility

### The Profitability Imperative

SAP Innovations

# 28%

Lower inventory carrying  
cost for companies that use  
advanced supply chain  
practices, plus 15% lower  
lead times

Source: SAP Performance  
Benchmarking

Best-run A&D companies turn supply chain management into a competitive differentiator by optimizing inventories, minimizing supply chain risk, and improving service levels. These companies get products out the door, maximize profits, and free up capital for investment into R & D and market expansion.

Delivering exceptional supply chain performance with shorter lead times means accurately understanding demand across programs and organizations while operating with safety, compliance, and the ability to adapt to frequent product design changes and day-to-day manufacturing operations.

More effective supply chain execution is also mandatory, optimizing available inventory by minimizing safety stocks and associated costs and ensuring product availability, quality, and transparency throughout the global supply network. Supply chain strategy and operations are connected along shared performance goals.

Clearly, orchestrating the elements of this network is key. Deep integration with suppliers, contract manufacturers, and customers in secure environments is necessary to create value-adding collaborative processes that turn suppliers into strategic partners that share risks and rewards. Furthermore, product traceability throughout the network allows for regulatory compliance and the ability to pursue global business opportunities.

And finally, focused analytics create visibility into risks and performance metrics using instant, relevant, intelligent data points from the entire network.

## SAP Innovations

Transformed Supply  
Chain Model

Boosting Supply  
Chain Agility

The Profitability Imperative

### SAP Innovations



The responsive supply network powered by SAP technology innovations allows A&D companies to adapt faster and smarter to network dynamics. Advanced analytical solutions give real-time visibility into business trends and risk predictions.

A key supply chain challenge is taking large volumes of data and using it to enrich analytics or spot exceptions. The SAP HANA platform optimizes demand forecasting, supports rapid simulation, and enables what-if planning scenarios so that supply chain professionals can anticipate events and decide based on a real-time, 360-degree view of the supply chain.

The SAP Supplier InfoNet solution unites SAP HANA with cloud technology and predictive analytics from SAP to gain visibility into an extended supply chain, understand the dynamics of your business network, compare supplier performance to benchmarks, and predict risks before they impact operations.

Mobile solutions go a step further, providing a convenient way for business users to gain insight from intelligence generated by SAP HANA and streamlining supply chain execution. Mobile access to status reports and alerts improves collaboration, provides visibility into shipments and inventory, and allows workers to efficiently complete core warehouse tasks. Inspectors visiting suppliers to perform on-site audits can leverage mobile solutions to access checklists and record quality issues.

# Global Supply Planning and Logistics

## Responsive Supply Networks

Integrate Supplier Network

Understand and  
Mitigate Risk

Optimize Resource  
Planning

Automate Global Logistics

Deliver on customer demand with optimized global resources, improved risk awareness, and cost efficiency. Automate compliant logistics processes and ensure product availability.



### Integrate Supplier Network

Develop deep integration with supplier networks to detect bottlenecks and risks early.



### Understand and Mitigate Risk

Increase visibility into global supply chain key performance indicators (KPIs) to fine-tune network and sense alerts.



### Optimize Resource Planning

Optimally meet demand with integrated supply and capacity modeling, drive planning across internal and outsourced manufacturing, and automate production scheduling.



### Automate Global Logistics

Streamline execution by tight integration across planning, procurement and warehousing, and embedded International Traffic in Arms (ITAR) compliance.

## Integrate Supplier Network

Responsive Supply  
Networks

### Integrate Supplier Network

Understand and  
Mitigate Risk

Optimize Resource  
Planning

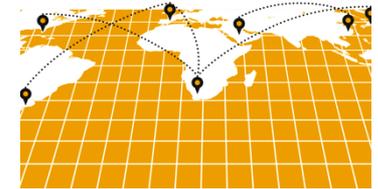
Automate Global Logistics

# 7.4%

Higher forecast accuracy  
when there is enterprise-wide  
collaboration with external  
business partners and two-  
way data access

Source: SAP Performance  
Benchmarking

Outsourced manufacturing and external material supply of critical components are essential to A&D supply chains. OEMs make use of modern technology to support collaborative business processes across all functions and partners, gaining more transparency and automating event and alert processing.



The transformation of modern A&D supply chains creates global networks of business partners that share the risk and rewards of complex production programs. OEMs and suppliers must collaborate closely for production and supply across company borders to be successful. Collaboration allows multitier synchronization – sharing orders, inventory, or forecasts. Suppliers are integrated electronically, via secured portals or business to business. Collaboration also fosters advanced replenishment strategies such as supplier-managed inventory.

Real-time updates of supplier confirmations, alerts, or work in progress are fed into the production planning system. This increases supplier responsiveness and allows OEMs to directly sense the impact of delays and exceptions on the master schedule, prioritize risks, and rate suppliers based on KPIs that really matter. This can dramatically improve planning accuracy for the whole network, boost efficiency, increase information quality, and bring down cost.

## Understand and Mitigate Supplier Risk

Responsive Supply  
Networks

Integrate Supplier Network

**Understand and  
Mitigate Risk**

Optimize Resource  
Planning

Automate Global Logistics

# 5%

Higher on-time delivery  
performance when production  
and supply are monitored in  
real time across supplier  
networks

Source: SAP Performance  
Benchmarking

In a business reality, where supply chain disruptions are the biggest enemy of on-time customer delivery, a systematic approach to gathering relevant intelligence on actual and potential supply risks is a game changer.



A&D supply chains are exposed to several risk factors that are often difficult to measure and detect. Companies must expand their capabilities to identify and mitigate risks in collaboration with internal functions and partners. Modern analytical solutions minimize risk, increasing resiliency and transparency.

Business decisions within the supply chain must be made in context, and exceptions must be handled with an eye on performance impact, enabling a true management-by-information approach.

This includes direct access to analytical information as supply chain decisions are being made, thus removing latency between supply chain processes. Root-cause analysis helps identify critical bottlenecks and predict impact on key performance measures.

With the help of advanced analytical capabilities, leading companies successfully make predictions about future supplier performance and risk, improving the response behavior and sourcing of their supply chain.

## Optimize Resource Planning

Responsive Supply  
Networks

Integrate Supplier Network

Understand and  
Mitigate Risk

**Optimize Resource  
Planning**

Automate Global Logistics

# 36%

Lower overall supply  
chain planning cost for  
organizations that align  
supply to demand

Source: SAP Performance  
Benchmarking

Enable global manufacturing and supply planning with increased flexibility to respond across both internal and external manufacturing sites while maintaining costs and reducing inventories and lead times.



The challenge A&D OEMs face in today's environment is to operate a global manufacturing network as a single aligned entity with minimum latency and lead time. This improves all other key supply chain metrics, including customer service, revenue, inventory, and margin.

Leading organizations plan the network as one holistic model with visibility to demand and supply from both internal and external sources. They incorporate lean supply chain disciplines and model realistic constraints in terms of capacity, resources, and material availability.

They create integrated top-down planning across all horizons, supporting rough-cut long-term planning as well as detailed production scheduling. Simulations allow planners to further optimize results.

A&D companies need one planning platform that can handle a mix of business models from project manufacturing to make-to-stock component or spare parts planning. Cross-contract planning and interchangeability drive economies-of-scale cost reduction.

## Automated Global Trade and Logistics

Responsive Supply  
Networks

Integrate Supplier Network

Understand and  
Mitigate Risk

Optimize Resource  
Planning

**Automate Global Logistics**

# 6%

Higher orders shipped on time  
(percentage of orders shipped)  
where warehouse operations  
are integrated with extended  
supply chain

Source: SAP Performance  
Benchmarking

In a global, highly regulated industry like A&D, leading companies gain competitive advantage by using a high degree of process automation to lower supply chain execution cost and efficiently meet global trade and traceability compliance requirements.



Moving assets across borders under A&D regulations like ITAR forces companies to create efficient processes. They reduce costs for logistics while complying with trade standards by integrating automated compliance checks into goods movement.

Providing visibility into product creation and the movement of serialized items across the A&D supply chain drives complete supply network traceability over the product lifecycle.

Companies track and trace products and events at the appropriate level of detail regardless of system and company boundaries. They support batch and serialized item/IUID (Item Unique Identification) traceability as well as traceability for process monitoring and compliance.

The transparency gained enables management by exception and helps optimize supply chain performance, customer service, compliance, and competitive advantage.

Warehouse management allows you to manage all aspects of warehouse operations for inbound activities, inventory control, and fulfillment.

## Aerospace and Defense Value Map

### SAP Solutions

SAP solutions address key requirements of the responsive supply network.

Supply Planning

Supply Chain Execution

Supply Chain Analytics



## Collaborative Supply Planning

SAP Solutions

**Supply Planning**

Supply Chain Execution

Supply Chain Analytics

### **Optimize supply chain, synchronized with partner network.**

Integrate planning from long-term business level to production planning and short-term scheduling, covering internal and external supply, based on accurate demand for end items and components. End-to-end collaboration supports various scenarios for outsourced manufacturing and procurement.



# 24%

Lower engineer-to-order fulfillment lead time where concurrent material and capacity constraint plan is generated multiple times in a day

Source: SAP Performance Benchmarking

#### Manufacturing and Supply Planning

Minimize lead times through sourcing of production requirements across your network. Manufacturing and supply planning solutions from SAP integrate all demand streams into manufacturing planning, performing finite planning.

#### Supply Chain Scenario Planning

SAP solutions have broad support for A&D core scenarios like project manufacturing and cross-contract planning. Extend operations beyond your company with the SAP Supply Network Collaboration application.

#### Collaborative Response Management

Realign supply to volatile demand and order priorities with the SAP Supply Chain Response Management application by icon-scm, and optimize solutions with what-if simulations.

#### Sales and Operations Planning

Use the SAP Sales and Operations Planning application, powered by SAP HANA, to perform consensus planning and align to financial targets in a collaborative environment.

## Supply Chain Execution

SAP Solutions

Supply Planning

**Supply Chain Execution**

Supply Chain Analytics

### Streamline logistics, global trade, and traceability.

Global logistics in A&D involves tracking and tracing serialized items through the global network, collecting information over their lifecycle. Cross-border transactions are performed in the context of global trade regulations such as ITAR. Warehouse operations are highly automated to increase efficiency.



# 90%

Improvement potential for tracking product diversions and verifying that a product is genuine by introducing an appropriate serialization solution

Source: SAP Performance Benchmarking

#### Global Trade

The SAP Global Trade Services application offers functionality for automating global trade compliance, helping minimize duties and taxes. It is specifically optimized for A&D regulations such as ITAR.

#### Track and Trace

Track-and-trace solutions from SAP enable batch and serialized item traceability, assets-in-transit visibility, fulfillment monitoring, and complete product genealogy. Tracking items on serial number/IUID level as a core requirement in A&D is supported across functions and processes.

#### Warehouse Management

The SAP Extended Warehouse Management application enables companies to fully automate warehouse and distribution operations, including inbound and outbound processing, cross-docking, warehouse and storage management, and physical inventory management.

## Supply Chain Analytics

SAP Solutions

Supply Planning

Supply Chain Execution

**Supply Chain Analytics**

### Monitor all dimensions of your supply chain performance.

Supply chain analytics enables real-time monitoring, insight into segmented business policies, and visibility to alerts in the context of information such as KPIs and current supply chain setup. Advanced functionality allows better risk prediction based on 360-degree insights into supply chain parameters.



# 31%

Fewer days in inventory when manufacturing KPIs needed to monitor, measure, analyze, and control performance are captured easily and automatically

Source: SAP Performance Benchmarking

Supply Chain  
Monitoring

Supply chain monitoring solutions from SAP help you readily navigate, analyze, and manage your supply chain in real-time. With them you will make better decisions, base your business policies on the realities of your business, and enable supply chain performance management. These solutions include:

- Segmentation based on defined rules and policies for the supply chain
- Analytics leveraging supply chain performance management functionality
- Alerting in the context of the information being presented

The SAP Supplier InfoNet solution provides multitier supplier benchmarking on a network level using advanced risk prediction models. It helps planners and program managers detect and classify global risk potential in distributed A&D networks.

## SAP Innovations

### SAP Innovations

Applications

SAP HANA

Mobile

Analytics

Cloud

# 65%

Of companies believe that the cloud will amplify other technology megatrends (such as enterprise mobility, big data, and analytics)

Source: SAP Performance Benchmarking

A&D supply chains are highly distributed and focused on risk-reward sharing models. Thus early insight into supply chain KPIs across all dimensions is more challenging. New technology helps firms analyze massive amounts of data, provide more flexibility, and extend reach through enterprise mobility.



### SAP HANA

Analyze large volumes of highly granular data in memory to better predict supply chain trends and drive better decisions.

### Mobile

Unwire logistics and fulfillment workers. Equip them to make agile and informed decisions.

### Analytics

Understand your supply chain metrics inside out, gain targeted and relevant insights across planning and execution that help you focus on critical questions, and gain better visibility into your suppliers' performance.

### Cloud

Access new levels of business collaboration and supplier risk management while gaining deployment flexibility.



## SAP Business Suite Powered by SAP HANA

SAP Innovations

### Applications

SAP HANA

Mobile

Analytics

Cloud

SAP Business Suite software powered by SAP HANA enables A&D companies to better synchronize demand with supply and develop more responsive global supply chains. Insight-driven supply chain planning allows business users to make critical decisions based on near-real-time information.



#### Collaborative Supply Planning

By using SAP HANA for high-speed material planning and flow control, you can make adjustments to your MRP plan and respond to alerts faster. This allows for more frequent materials requirements planning (MRP) runs and shorter cycles. Run what-if scenarios in real time for better and faster decisions, even across large product structures, and globally across plants. MRP list analysis can be accelerated by SAP HANA, allowing for early identification of critical materials and exception handling based on real-time data.

#### Supply Chain Analytics

Accelerate reporting on large volumes of supply chain planning data with predefined dashboards for different use cases (analytical workflows) for planning scenarios based on the SAP Advanced Planning & Optimization component. SAP HANA drives decision support based on near-real-time information (forecast accuracy, stock coverage, and supply projection). This helps A&D supply chain professionals reduce supply chain cost and optimize inventories by getting more out of their supply chain data – conveniently, quickly, and with ad hoc reports when required.

# SAP HANA

SAP Innovations

Applications

**SAP HANA**

Mobile

Analytics

Cloud

# 4.1%

Better on-time delivery performance for firms with real-time supply planning reporting and analytics than other firms

Source: SAP Performance Benchmarking

Unprecedented opportunities exist to take advantage of the data processing capabilities provided by “Big Data” solutions. With SAP HANA, gain new insights by running simulations at speeds previously not possible.



### Collaborative Supply Planning

#### Sales and Operations Planning and Material and Supply Planning

Integrate high volumes of demand, supply, and financial data to run an effective global sales and operations plan that allows you to quickly perform business planning, simulation, and embedded analysis.

By using SAP HANA for high-speed material planning and flow control, you can make adjustments to your MRP plan and respond to alerts faster. This allows for more frequent MRP runs and shorter cycles. Run what-if scenarios in real time for better and faster decisions, even across large product structures, and globally across plants. MRP list analysis can be accelerated by SAP HANA, allowing for early identification of critical materials and exception handling based on real-time data.

### Supply Chain Execution

#### Supply Chain Execution

Analytics of warehouse metrics are available “Big Data”-style via SAP HANA.

### Supply Chain Analytics

#### Supply Chain Analytics

Enable supply chain professionals to perform high-speed KPI analysis via supply chain analytics solutions powered by SAP HANA. Gain flexible access to risk analysis and alerts across all elements of the global supply chain.



## Mobile

SAP Innovations

Applications

SAP HANA

**Mobile**

Analytics

Cloud

# 22%

Fewer days in inventory when a higher percent of warehouse/inventory management employees have mobile access

Source: SAP Performance Benchmarking

Improve the agility of transportation, logistics, and customer service personnel by giving them “always-on” mobile access to status reports, inventory information, exceptions, and alerts. Enable greater visibility into supply chain performance with analytics that are available anytime, anywhere.



### Collaborative Supply Planning

#### **Mobile Track and Trace, Mobile Quality**

Mobile devices drive persistent monitoring of end-to-end processes such as procure to pay or order to cash, increasing collaboration and allowing personnel to quickly respond to planned and unplanned events.

Inspectors visiting suppliers to perform on-site audits can leverage mobile solutions to access checklists and record quality issues.

### Supply Chain Execution

#### **Mobile Warehouse Management**

Enterprise mobility, in conjunction with pick-by-voice technology, RFID, and barcode scanning, allows on-the-move warehouse workers to operate with greater speed and accuracy. Instant access to critical goods movement and inventory information increases situational awareness and enables workers to efficiently complete core warehouse tasks such as cycle counts.

### Supply Chain Analytics

#### **Mobile Supply Chain Analytics**

Monitor every aspect of your supply chain with real-time visibility into global planning data and operational performance. Execute root-cause analyses through mobile devices to help supply chain personnel make better decisions.

## Analytics

SAP Innovations

Applications

SAP HANA

Mobile

**Analytics**

Cloud

# 20%

Higher availability of real-time/predictive insights if a higher percent of strategic KPIs is tracked using business intelligence tools

Source: SAP Performance Benchmarking

Provide up-to-the-minute visibility into KPIs across every facet of business operations. Enable real-time monitoring, root-cause analysis, risk mitigation, predictive modeling, and optimization of your global supply chain.



### Supply Chain Analytics

Measure the key drivers of your supply chain in real time, including planning, collaboration, and execution – and do it using live operational data. Perform context analysis to compliment core supply chain processes. SAP Supplier InfoNet provides advanced, predictive analytics to forecast supplier disruptions based on machine learning tools and a variety of data sources.

### Collaborative Supply Planning

The SAP Sales and Operations Planning application enables financial target tracking and KPI impact analysis as decisions are being made.

### Supply Chain Execution

Events and alerts are reported individually, within the event management solution from SAP. They can be shared with data warehouse solutions such as the SAP NetWeaver Business Warehouse application for subsequent analysis. Global batch traceability allows for a complete product genealogy via a graphical, drill-down interface that shows relationships with components and business partners in the extended supply chain.

## Cloud

SAP Innovations

Applications

SAP HANA

Mobile

Analytics

**Cloud**

# 85%

Of companies believe the cloud will have a major impact on their organization through efficiencies, innovation, or competitive differentiation.

Source: SAP Performance Benchmarking

Fast, low-cost, flexible deployment options are the essential aspects of cloud solutions from SAP. Companies deploy these on-demand solutions to find more nimble ways to support their logistics processes and create end-to-end supply networks that quickly scale and drive additional value.



### Collaborative Supply Planning

Deploy the cloud-based SAP Sales and Operations Planning application for fast and flexible inclusion of your entire supply network to drive global alignment around the most profitable plans.

Ariba, an SAP company, offers a global business commerce network in the cloud providing the open, scalable platform for trading partners, enabling all processes, spend, and systems. Network solutions help firms grow their businesses and create win-win outcomes both for buyers and suppliers.

### Supply Chain Analytics

SAP Supplier InfoNet takes a revolutionary business network approach to supplier performance and risk management, on demand, and using SAP HANA as its database. Business social networking deployed in the cloud enables multitier visibility and network-level performance benchmarks for critical suppliers. As an on-demand solution, it also entails minimal IT support and can be implemented in a matter of weeks.

## Customer Co-Innovation

### Best-Run Customers

Bombardier

TriQuint

Global Security and  
Aerospace Company

Why SAP?

## 9 out of Top 10

World's Most Admired  
Aerospace and Defense  
companies are members of the  
SAP Executive Advisory Council  
for Aerospace and Defense

Source: SAP Performance  
Benchmarking

### Executive Advisory Council and User Groups.

SAP co-innovates with leading A&D companies to drive industry priorities. These include managing complex customer programs, designing and building complex products, maintaining a responsive supply chain, and delivering aftermarket services.

#### Executive Advisory Council and User Groups

Executives of top A&D companies meet regularly in the SAP Executive Advisory Council, the SAP User Group for Airlines (SUGAIR), and Americas' SAP Users' Group (ASUG) regarding innovation, technology, and best practices

#### Co-Innovation Partners

The A&D ecosystem comprises consulting and integration partners as well as value-added co-innovators and developers.



# BOMBARDIER

Best-Run Customers

Bombardier

TriQuint

Global Security and  
Aerospace Company

Why SAP?

**Montreal-based Bombardier Aerospace had pressures in its parts logistics organization with rising inventory levels and unpredictable demand. To stay on top of its game, it improved its repair and replacement service for returned parts. SAP Business Suite software assisted, providing insight into inventory levels.**

Bombardier needed to gain insight into unpredictable and sporadic demand from a multitude of sources, to operate effectively within a dynamic and uncertain environment. Its key objectives were to introduce end-to-end, closed-loop planning and execution, increase service levels and fleet availability, and reduce the growth rate of the service parts inventory.

The company implemented the first global solution for spare parts planning integrated with spare parts inventory and global available-to-promise functionality for the A&D industry, entering global service supply chain and all service parts in the SAP Supply Chain Management application, thus leveraging one strategic platform that supports planning, execution, warehousing, and collaboration needs.

“Our implementation journey with SAP Service Parts Planning for Aerospace & Defense has rejuvenated Bombardier’s aftermarket organization, leading to numerous process improvements and system efficiencies.”

Nishant Choudhry, Solution Advisor, Bombardier Aerospace

15%

Reduced service  
inventory growth



Increased service  
levels



Maintain optimal in-  
ventory levels in the  
distribution network

1

Provide a single  
integrated platform  
for engineering,  
customer service,  
and supply chain  
operations





Best-Run Customers

Bombardier

**TriQuint**

Global Security and  
Aerospace Company

Why SAP?

### **TriQuint Semiconductor: Improving Supply Chain Collaboration Through Supplier-Managed Inventory.**

TriQuint Semiconductor Inc. wanted to streamline its complex supply chain and free up time for its purchasing professionals. TriQuint achieved these goals by moving to a supplier-managed inventory (SMI) model using the SAP Supply Network Collaboration (SAP SNC) application.

#### **Key Benefits**

- Provide time for negotiating better contracts and performing more thorough vendor qualification
- Improve annual inventory turns from 11 or 12 to 15 or 16
- Improve supply chain visibility and transparency
- Save costs and improve profitability
- Enjoy enthusiastic reception from suppliers, who can now plan their businesses better

“Our buyers now have more time for value-added activities like contract negotiation and supplier management, and our suppliers have the demand visibility they need for better business planning.”

Matt Kaye, Supply Chain Director, TriQuint Semiconductor Inc.

**80%**

Of purchasing professionals' time now spent on high-level activities, up from 50%

**40%**

Increase in buyer efficiency

**50%**

Of tier-one raw materials suppliers on supplier-managed Inventory implementation

## A Global Security and Aerospace Company

Best-Run Customers

Bombardier

TriQuint

**Global Security and  
Aerospace Company**

Why SAP?

**This leading A&D firm leverages SAP software in a complex manufacturing environment to manage a large aircraft program.**

Business processes were transformed through the implementation of SAP software to meet the challenge of effectively producing new aircraft, while achieving horizontal integration. The customer was also able to retire aging high-risk systems. Supply chain solutions from SAP allow this customer to collaborate with its global supply chain partners and comply with ITAR. SAP software works as the foundation for a project-oriented manufacturing model – managing the entire program from initial contract to delivery. The company also utilizes mobile devices running the SAP Work Manager mobile app to maintain the equipment and production facilities that manufacture aircraft.

### Key Benefits

- Streamlined logistics and automated global trade processes in accordance with government-controlled items
- Improved visibility into supplier actions and collaboration efficiency
- Increased shift coverage and better service-level response time

**500+**

Global suppliers and partners integrated online helping the company cut costs

**26%**

Reduction in repair ticket backlog



## Why SAP?

Best-Run Customers

Bombardier

TriQuint

Global Security and  
Aerospace Company

**Why SAP?**

SAP solutions enable the agile A&D enterprise to quickly respond to a changing global business environment and manage complex and highly regulated supply chains to deliver on customer demands in quality, with speed and precision.

### **Complete Business Solutions**

SAP offers the most comprehensive portfolio of industry-tailored A&D supply chain solutions. From planning to execution, SAP software enables a global, responsive supply network – collaborative and integrated.

### **Leveraging Key Breakthrough Innovations**

The SAP solution portfolio is based on the industry's most innovative technology foundation, including SAP HANA, mobile, analytics, and cloud solutions, to enable business process optimization and efficiency at the lowest possible cost.

### **40 Years of Delivering Value to A&D**

The world's leading A&D companies, across every segment of the industry throughout the world, continue to rely on SAP to enable every aspect of their business.



# Find Out More About How Your Organization Can Become Best-Run

## Benchmark Your Performance

Position your organization for dominance in this new economy with the business performance benchmarking program from SAP – available free to SAP customers and select prospects. SAP’s benchmarking program has helped more than 3,000 organizations assess their strengths, uncover areas for improvement, and identify best practices and IT strategies that generate clear, tangible value – not someday, but today.

Visit [valuemanagement.sap.com](http://valuemanagement.sap.com) >>

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Every day, SAP Community Network (SCN) changes the way that thousands of SAP users work. It lets members help one another solve problems, learn, and invent new ways to get things done – faster. Find out how to connect with people, content, and resources.

Visit [scn.sap.com](http://scn.sap.com) >>



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