HOW TO DO BUSINESS WITH BELL CROSS TIMBERS PTAC

August 12, 2022
## OUR ROLE AT TEXTRON*

* 2020 Financial Report

<table>
<thead>
<tr>
<th>Segment</th>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>BELL</td>
<td>28%</td>
<td>Bell Aeronautical Accessories</td>
</tr>
<tr>
<td>TEXTRON SYSTEMS</td>
<td>11%</td>
<td>Weapon and Sensor Systems Unmanned Systems</td>
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<tr>
<td></td>
<td></td>
<td>Marine and Land Systems TRU Simulations + Training</td>
</tr>
<tr>
<td>TEXTRON AVIATION</td>
<td>34%</td>
<td>Cessna Aircraft Beechcraft Hawker Able Engineering</td>
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<tr>
<td>TEXTRON INDUSTRIAL</td>
<td>26%</td>
<td>Specialized Vehicles Kautex</td>
</tr>
<tr>
<td>TEXTRON FINANCIAL</td>
<td>1%</td>
<td>Textron Financial</td>
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</tbody>
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OUR FINANCIALS*

BELL 2020 REVENUE

$3.3B

* 2020 Financial Report
GOING ABOVE AND BEYOND FLIGHT

8000+ EMPLOYEES

Headquartered IN FORT WORTH, TEXAS
MAJOR FACILITIES

Bell’s external engagement centers that showcase the best of Bell’s technology and innovation.
MAJOR FACILITIES

Bell’s external engagement centers that showcase the best of Bell’s technology and innovation
EXECUTIVE LEADERSHIP TEAM

MITCH SNYDER
President and CEO

VINCE TOBIN
EVP
Military Business

JEFFREY SCHLOESSER
EVP
Strategic Pursuits

KEITH FLAIL
EVP
Advanced Vertical Lift Systems

MICHAEL THACKER
EVP
Innovation and Commercial Business

ROBERT HASTINGS
EVP
Communications and Government Affairs

JIM TARALLO
EVP and CFO

ALLISON MULLIS
EVP
Human Resources

DENNIS KIM
EVP and CLO

PAUL WATTS
EVP
Integrated Operations

TODD KACKLEY
EVP and CIO
SMALL BUSINESS TEAM
SUPPLIER DIVERSITY | SMALL BUSINESS TEAM

Dennis Kim
EVP & CLO

Kelly Albert
Deputy Gen Counsel - Military

Sirgut Tafesse
Dir Supply Chain Compliance

Shari Askew
Sr SC Compl Specialist - SBLO

Mitchell Snyder
Pres & CEO Bell

MJ Porter
Associate SC Compliance Prof

Compliance | Small Business Support Team

Sharlyndra Brown
Compliance & SB Mgr

Tigist Shumew
Sr SC Compliance Specialist
WHY SMALL BUSINESS IS IMPORTANT TO BELL

- History of Regulatory Governance
  - Small Business Act 1953
  - Revision of Small Business Act 1978
- Compliance Requirements
  - FAR / DFAR Requirements
  - Individual Subcontracting Plan (ISP) Requirement
  - Major Program Requirements – FLRAA / FARA
  - Annual DCMA Small Business Program Audit
  - Liquidated Damages Assessed

A REQUIREMENT FOR DOING BUSINESS WITH THE USG
SMALL BUSINESS CATEGORIES

- Women Owned Small Business (WOSB)
- Small Disadvantage Business (SDB)
  - Owned and controlled by one (1) or more socially and economically disadvantage individuals as categorized by the Small Business Administration
- Veteran Owned Small Business (VOSB)
- Service-Disabled Veteran Owned Small Business (SDVOSB)
- HUB Zone Small Business (HUB)
  - Business located in a "historically underutilized business zone," owned and controlled by one (1) or more U.S. Citizens, and at least 35% of its employees must reside in a HUB Zone

CATEGORIES ABOVE TRACK TO DOD REQUIREMENTS
OUTREACH

• Prospective suppliers are encouraged to visit the Supplier Diversity website and register

• The Prospective Supplier Review Board is comprised of Supply Chain Commodity managers who meet periodically to review suppliers.

• Small Business has a seat on the board and advocates for small and diverse businesses

• The form will ask questions such as address, primary UEI/DUNS/CAGE/NAICS, number of employees, business size, capabilities, certifications, etc.

• SAM.GOV
SUCCESSES AND OPPORTUNITIES

Successes

• Supply Chain Awards
  • 2021: Bell Supplier of the Year - Survival Systems International (Small)
  • 2022: National Small Business Subcontractor of the Year - M2 Global Service-Disabled Veteran (SDVOSB)

Opportunities

• Army Modernization - FLRAA / FARA
• Future Vertical Lift
• Advanced Manufacturing Technology
• Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR)
• DOD Mentor-Protégé Program
SMALL BUSINESS OPPORTUNITIES
MILITARY PROGRAMS

SPARES

REPAIR & OVERHAUL

TECHNICAL DATA

TRAINING SYSTEMS

FIELD SERVICES

DEPOT MAINTENANCE

SUPPORT EQUIPMENT
PRODUCTION COMMODITIES

CABLE/HARNESS ASSEMBLY
CASTING/FORGINGS
COMPOSITES
ELECTRICAL/ELECTRONICS
FABRICATION/SHEET METAL
INSTRUMENTS/AVIONICS
MACHINING/OFFLOADING OPPORTUNITIES
PLASTICS
QUALITY REQUIREMENTS

The minimum requirements to become a Bell supplier are:

- **ISO 9001:2008**
- **For Supplier Part Numbered Item Sources**
  - Compliance to AS9100 Quality Management System (reference Bell T’s and C’s; Clause 10)
- **For Distributors**
  - Compliance to AS9120 Quality Management System (reference AS9100 and applicable QPS 200 requirements)
- **For Repair/Overhaul Service Providers**
  - Compliance to AS9110 Quality Management System (reference AS9100 and applicable QPS 200 requirements)
OPPORTUNITIES

MACHINING

COMPOSITES, PLASTICS

CASTINGS

FORGINGS

PROCESSING/LAB/NDT/TESTING

ENGINEERING SERVICES
CONTACT INFORMATION

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SMALL BUSINESS LIAISON OFFICER
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EMAIL: SUPPLIERDIVERSITY@BH.COM
SUPPLIER REGISTRATION

WWW.BELLFLIGHT.COM/SUPPLIERS
QUESTIONS?