



This workforce solution was funded by a grant awarded under Workforce Innovation in Regional Economic Development (WIRED) as implemented by the U.S. Department of Labor's Employment and Training Administration. The solution was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This solution is copyrighted by the institution that created it. Internal use by an organization and/or personal use by an individual for non-commercial purposes is permissible. All other uses require the prior authorization of the copyright owner.



**Supply Chain Industry Advisory Group Telecon
Thursday, September 28, 2006
RECAP**

1. Jamie Foster welcomed the group on behalf of the California Space Authority (CSA) and gave participants an opportunity to introduce themselves and their affiliation with the Supply Chain Industry Advisory Group. See attendee list at end of recap.
2. Judy Turner, CSA Director of Programs and Partnerships and WIRED grant program manager, presented an overview of the “Workforce Innovations in Regional Economic Development (WIRED)” grant under which the supply chain projects are being managed by California Space Authority in cooperation with a 13-county, 60+ partner collaboration in the region coined the “California Innovation Corridor (CIC)”. As part of her presentation, she introduced Jaime Fall, Assistant Secretary of Workforce Strategies, Labor and Workforce Development Agency for the State of California. The State is serving as fiscal agent for the WIRED CIC grant, providing State oversight to the WIRED grant activities and is also a partner on the Leadership Team providing guidance and perspective to CSA from diverse stakeholder entities. Fall explained that the WIRED CIC grant is part of a nationwide Department of Labor initiative to implement the President’s U.S. competitiveness agenda and that the CIC WIRED grant has high visibility at the federal level.
3. Victoria Conner, WIRED proposal lead and WIRED partner, presented background and overview of the supply chain projects and the role of the Supply Chain Industry Advisory Group.
4. **Discussion was initiated around the “supplier transformation”** – webinar participants were asked to “weigh in” on how they would describe the nature of this transformation and what it might mean to training needs. Inputs included:
 - a. “Will mention the first of three important elements of the transformation. Supply chains have moved from horizontal to vertical: in horizontal, suppliers deal with the primes; in a vertical model, suppliers deal with other suppliers” Ultimate goal is to gear up to the point where the supply chain can feed the customer one unit at a time if requested”
 - b. The impacts of this vertical model are greatest on the bottom end of the supply chain, a couple levels down and you get to the 29th order

of complexity. People aren't equipped to deal with that level of complexity.

- c. In the vertical supply chain model, there has to be not only willingness, but the ability to perform to these standards, many of our aerospace suppliers in the sub-tiers are too small to have the ability to make the transition, it is "not reasonable to expect performance at the same level as for other tiers...these suppliers need to look at alliance-building, community-forming, associations and then how can we find the customer for those."
 - d. In space, we don't really use the C-17 model of the assembly line, but we are looking at leaning operations. What we see happening is companies moving up the food chain through acquisitions of smaller companies, all of a sudden being able to provide sub-systems or systems instead of components
 - e. What we need is to be able to direct our engineers where to go to find the capabilities – the tendency is to go on the web, and there you find the highest-profile resources, often overseas.
 - f. CSA's Small Business Group is looking at this, a database to showcase space companies...maybe like the Connectory, maybe something else. Small business group mostly wants to meet the primes.
 - g. Most of the transformation thinking is at the macro level, but to be effective, we are going to have to translate this systems thinking down to the supplier...to the micro level, today's supply chain must embrace systems thinking.
 - h. What you should do is something like what some trainers do, and focus on the suppliers willing and able to transition. Some are not going to have the capacity, but figure out the percentages by surveying the suppliers.
 - i. Survey that is part of the WIRED project could expand its purpose to not only include priority training needs driven by the transformation, but gauge understanding of the transformation and gauge interest in embracing the transformation. That could help determine where to put strategic resources.
5. ***Discussion was initiated around the November 9th Forum ("Accelerating Supply Chain Integration: Training Impacts in Real Time).*** Inputs included:
- a. What would help is something more than what is out there. Sometimes the training community or consultants suggest something, but the smaller suppliers need more mentoring, they don't know how to go about getting it or integrating it. If there could be a website pointing them to here's a good software model for HR, here's a good plan for this or that...that would supplement the training being offered.

- b. From the Small Business Office point of view, businesses still need “Presenting yourself 101”...the business card, cold calling through email, etc.
6. Victoria Conner reminded the group of the November 9th speakers (Dina Hyde, Vice President, Supply Chain Management, Raytheon; Charles Heckrotte, Director of Material, NGC) and asked that they encourage their networks to participate.
7. CSA stated that, once determination was made where the Supply Chain Industry Advisory Group (SCIAG) information would be reservoired electronically, link would be sent. CSA called for additional comments. Hearing none, meeting was adjourned.
8. WRITTEN WEBINAR POSTED THROUGHOUT SESSION:
 - Please remember to mention your name as you begin to speak.
 - Calling this an industry transformation is somewhat like calling the Ice Age a transformation. The title will work as long as we remember that most dinosaurs didn’t survive it.
 - There are three themes that provide the force for this transformation
 - a. Horizontal vs. Vertical Supply Chains
 - b. Cost of Part vs. Cost of Time
 - c. Months to Minutes
 - Forum is on the 9th
 - There are more than enough resources in California to help suppliers. The real challenge is “how do we coordinate those resources in a manner that allows us to present a “plug-n-play solution for suppliers that enables and facilitates supply chain performance acceleration?” How do we get prime and tier one support if we don’t have a common roadmap? If we try to approach this as a catalogue of choices, how can we address the systems capability issues inherent in actually improving performance? How do we integrate and harmonize the work that the end customer does with each supplier without a common language and Roadmap?

Attachments:

- WIRED overview
- WIRED Supply Chain project overview/role of SCIAG
- November 9th Save-the-Date flyer

Webinar attendees:

Michael Beason, Supplier Excellence Alliance (Tustin)
Eli Cohen, Electronic Systems Innovation/Co-Chair CSA Small Bus Group (LA)
Victoria Conner, Strategic Vitality, LLC (Central Coast)
Mike Curran, North (Santa Clara) Valley Workforce Investment Board (NOVA)
Ken Dozier, Western Research Applications Center, USC (LA)
Jaime Fall, Labor & Workforce Development Agency, State of California (Sacto)
Jamie Foster, CSA (Central Coast)
Cathy Hart, Antelope Valley Board of Trade (Antelope Valley)

George Maronich, Q-Tech (greater Los Angeles area)
Greg Meisenhelder, Raytheon Supplier Quality for John Lozano (El Segundo)
Hilda Pacheco-Taylor, SEA (Tustin)
Nick Pelster, CSA (Central Coast)
Dianna Salgado, Lockheed Martin Aeronautics (Palmdale)
Roz Samia, California Manufacturing Technology Consulting (CMTTC) (SoBay)
Gordon Tong, Lockheed Martin Space Systems (Sunnyvale)
Judy Turner, CSA (Pasadena)
Dr. Leslie Uhazy, Antelope Valley College (Antelope Valley)
Terry Weiner, CMTTC (Los Angeles)

Not present:

Ross Blanchard, The Boeing Company
David Davis, SMC
Charles Heckrotte, Northrop Grumman
Dina Hyde, Raytheon
Kellie Johnson, Ace Clearwater Enterprises
Ian Martin, Space Logistics Group, SMC
Marie Walker, Fiberset