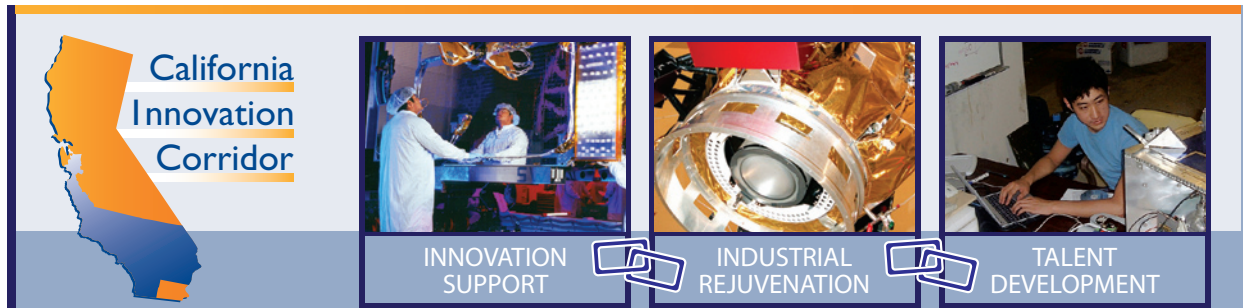




**This workforce solution was funded by a grant awarded under Workforce Innovation in Regional Economic Development (WIRED) as implemented by the U.S. Department of Labor's Employment and Training Administration. The solution was created by the grantee and does not necessarily reflect the official position 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.**



**Seminar designed to provide a competitive edge and opportunities for aerospace and related industry suppliers.  
Hosted by Antelope Valley College, California Space Authority and Lockheed Martin Corporation**



ANTELOPE VALLEY COLLEGE



# Introduction to 21<sup>st</sup> Century Supply Chain Management Seminar

## September 2-4, 2008

### Days One and Two

Hosted by Antelope Valley College at the Lancaster University Center, Room 213, 45356 Division Street, Lancaster, CA 93535

### Day Three

Lockheed Martin's Procurement Link  
Hosted by Lockheed Martin Aeronautics at the Lockheed Employee Recreation Club (LERC), to the right of the guard shack, at 1011 Lockheed Way, Palmdale, CA 93591

**Objectives:** This seminar offers an overview of supply chain management concepts and their roles in creating overall supply chain value. It will provide a thorough grounding in subjects that lead to the knowledge and intellectual capability required for the understanding and critical analysis of supply chain management problems. It is specifically designed to help participants develop a fundamental knowledge of the principles and best practices of supply chain and logistics management in both theoretical knowledge and practical skills that are relevant for California aerospace and related industry suppliers.

**DAY ONE - September 2**  
**8:00 a.m. - 5:30 p.m.**

#### Principles of Supply Chain Management

*Introduce the concept of global supply chain operations and the fundamentals of managing the supply chain*

#### Introduction to Supply Chain Relationships

*Understand supply chains across functional and organizational boundaries and the contribution of strategic alignment of the supply chain*

**DAY TWO - September 3**  
**8:00 a.m. - 5:30 p.m.**

#### Principles of Procurement & Sourcing Management

*Introduce the importance of international procurement and sourcing management to an organization*

#### Introduction to Law and Regulation of Business

*Understand the key areas of law and regulations as they apply to aerospace daily operations and logistics management*

**DAY THREE - September 4**  
**8:00 a.m. - 5:30 p.m.**

#### Lockheed Martin Aeronautics Corporate and SCM Overview

#### LMCO Tour

#### Networking Lunch

*Supply Chain, Engineering and Operations Management*

#### Supplier Assessment Process and Case Study

#### Workforce Development and Employment Training Panel

To register, visit [www.InnovateCalifornia.net](http://www.InnovateCalifornia.net).

# LOCKHEED MARTIN



**DAY THREE - Lockheed Martin's Procurement Link  
September 4, 2008 at the Lockheed Martin Aeronautics Facility**

## **Lockheed Martin Aeronautics and Supply Chain Management Overview**

### **Progressive Networking Lunch with Lockheed Martin Aeronautics**

*Attendees are encouraged to bring product literature to share with LMCO buyers and engineers*

#### **Opportunity to network with Lockheed Martin**

- Lockheed focused procurement areas
  - Machining (Precision, CNC, CATIA)
  - General Construction
  - Composite Fabrication
  - Fastener Distributors
  - Large Scale/Complex Tooling
  - Cable Assembly
- Opportunity to exhibit your products and services
- Networking lunch with Lockheed Martin buyers and engineers

## **Lockheed Martin Facility Tour**

*Limited to first 20 seminar registrants; must be U.S. citizen. Please contact and provide additional information to Priscilla Carreon, Lockheed Martin, (e-mail: [priscilla.carreon@lmco.com](mailto:priscilla.carreon@lmco.com)), 661-572-4931, by August 24, 2008.*

## **Supplier Assessment Process Overview and Case Study**

*The assessment, a compilation of first-level supplier assessments, including Lockheed Martin, The Boeing Company, Raytheon, Northrop Grumman Corporation, the U.S. Department of Defense, and NASA familiarizes attendees with industry supplier requirements, beyond traditional lean and six sigma efforts, with internal cross functional supply chain analysis, external analysis with both customers and suppliers, and horizontal integration. The case examines how a precision parts manufacturer increased capabilities, increased revenue by 15%, and was named Supplier of the Year by a major OEM.*



## **Workforce Planning and Economic Training Panel (ETP) Funding**

*Workforce Development plan with map to ETP funding*



To register, visit [www.InnovateCalifornia.net](http://www.InnovateCalifornia.net).



Questions: California Space Authority—Christine Purcell, 310.283.7323, [cp@californiaspaceauthority.org](mailto:cp@californiaspaceauthority.org)

Antelope Valley College—Page Chen, 661.609.6011, [pchen@avc.edu](mailto:pchen@avc.edu)

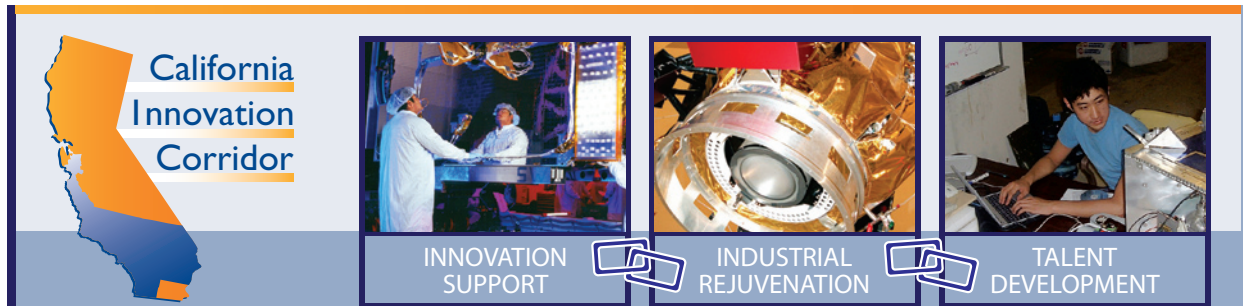
Lockheed Martin—Priscilla Carreon, 661.572.4931, [priscilla.carreon@lmco.com](mailto:priscilla.carreon@lmco.com)

Seminar is at no charge due Department of Labor and Lockheed Martin sponsorship. Future CSA sessions may have a registration fee.

Attendees must register and attend all three days. Attendees must be U.S. citizens.

All suppliers and OEM supply chain professionals are invited. Small, small disadvantaged, women-owned, veteran/disabled, veteran-owned and HUBZone businesses are encouraged to attend.

Partial funding provided by the U.S. Department of Labor, Employment & Training Administration WIRED Initiative



**Seminar designed to provide a competitive edge and opportunities for aerospace and related industry suppliers.  
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# Introduction to 21<sup>st</sup> Century Supply Chain Management Seminar

## September 2-4, 2008

### Company Profile

- Company Name \_\_\_\_\_ DUNS Number: \_\_\_\_\_
- Business Size Classification, *(please indicate any that apply)*:  
 Small     Small Disadvantaged     Women-Owned     Veteran/Disabled-Owned     HUBZone
- Registered in CCR?     Yes     No ([www.ccr.org](http://www.ccr.org))    • NAICS Code: \_\_\_\_\_  
([www.census.gov/epcd/naics02/naicod02.html](http://www.census.gov/epcd/naics02/naicod02.html))
- Provide a short narrative or your capabilities, primary products/services: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
- Core competency: \_\_\_\_\_    • Number of employees: \_\_\_\_\_
- Uniqueness: \_\_\_\_\_    • Annual Revenue: \_\_\_\_\_
- Key technical assets: \_\_\_\_\_    • Website Address: http:// \_\_\_\_\_
- ITAR compliant:     Yes     No
- Year Established: \_\_\_\_\_    • Core requirements/needs *(from your suppliers)*: \_\_\_\_\_  
 \_\_\_\_\_

### Attendee Registration Information

- Name: \_\_\_\_\_
- Title/Position: \_\_\_\_\_
- U.S. Citizen:     Yes     No
- Address: \_\_\_\_\_
- Phone: \_\_\_\_\_    Fax: \_\_\_\_\_
- Request Tour:     Yes     No

**Attendees must register for complete seminar and be U.S. citizen or permanent legal resident to tour Lockheed Martin facility.**  
**Contact: Priscilla Carreon, 661.572.4931, [priscilla.carreon@lmco.com](mailto:priscilla.carreon@lmco.com)**  
**Return completed form to CSA at 626.440.0566 (fax)**



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