



## AEROSPACE & DEFENSE SUPPLIER SUMMIT SEATTLE

### BCI AEROSPACE

BCI Aerospace is an advanced business events - specialized division for aeronautics & defense business-to-business events. It was established in 1996 and has become the world leader in this sector. BCI Aerospace pre-arranges meetings for supply chain, procurement, engineering fabrication teams and contract manufacturers prior to the event. This is an outstanding tool to save time, meet the right people and discuss requirements and capabilities in just 2 days.

*Bringing the right contacts to you!*

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APRIL 11-13, 2022  
SEATTLE, USA



[www.seattle.bciaerospace.com](http://www.seattle.bciaerospace.com)

BCI AEROSPACE

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ORGANIZED BY:

BCI AEROSPACE

IN PARTNERSHIP WITH:



CHOOSE Washington  
Innovation is in our nature.



## AEROSPACE & DEFENSE SUPPLIER SUMMIT SEATTLE

### What is Aerospace and Defense Supplier Summit Seattle 2022?

The only one of its kind in the United States, the Aerospace and Defense Supplier Summit on April 11-13, 2022 in Seattle is an opportunity for leaders in the aerospace industry to meet with potential industry partners. The industry is facing significant growth in the coming years, and we need to be prepared to meet the demand. The A&DSS Seattle enables companies throughout the global supply chain to come together, make connections, and identify new business partners.

### Boeing's role in Aerospace and Defense Supplier Summit Seattle 2022?

Now more than ever it is imperative that Boeing and our global supply chain work together to ensure we have the people, products, and the capacity to meet our customers' needs. Our partnership with BCI Aerospace creates an opportunity that brings us together for meaningful and productive discussions that benefit our businesses and the industry.

**Elizabeth Lund**  
Vice President and General Manager, Supply Chain  
and Fabrication Boeing Commercial Airplanes



### Washington State USA

We are pleased to welcome the international aerospace industry back to Washington state in person after a challenging period of virtual interactions. Washington's aerospace sector continues to provide a rich ecosystem for innovation,



collaboration and growth. Once again, our partnership with Boeing, BCI Aerospace and our state's more than 1,300 suppliers will bring another world-class event to the United States. We look forward to seeing you in Seattle in April 2022.

**Lisa Brown**  
Director, Washington State Department of Commerce

### Who can attend?

#### You want to meet suppliers and manufacturing partners!

You are involved in:

- Supply chain,
- procurement,
- purchasing,
- engineering,
- fabrication,
- R&D,
- etc.

#### You want to sell your capabilities, products or services!

You are involved in:

- Sales,
- marketing,
- business development,
- technical promotion,
- etc.

A&DSS 5th edition, which went virtual, exceeded our wildest expectations when it comes to participants satisfaction. We thank all the attendees, the Boeing Company and Washington State for their contribution. You are seeing a sample of questions and answers from the respondents and a reflection of what we call a great success.

### 2021 IN KEY FIGURES

**550 Companies**  
**25 Countries**  
**6,000+ Scheduled meetings**  
**1000 Attendees**

### Event format & Program

#### April 11, 2022

##### > Boeing conference day

Leaders from various Boeing divisions will be addressing critical topics related to:

- Commercial
- Defense
- Services
- Engineering
- Current market outlook
- Supplier performance
- Indirect purchasing

The speakers will provide you clear and essential information on

- Current trends, challenges and opportunities in market segments
- Expectations from suppliers
- Manufacturing automation

#### April 12-13, 2022

##### > One-to-One Meetings

The program will offer all participants the opportunity to sign up, identify and request meetings with relevant contacts prior to the event. Customized meetings schedules will be pre-arranged, based on those choices.

##### > Workshops

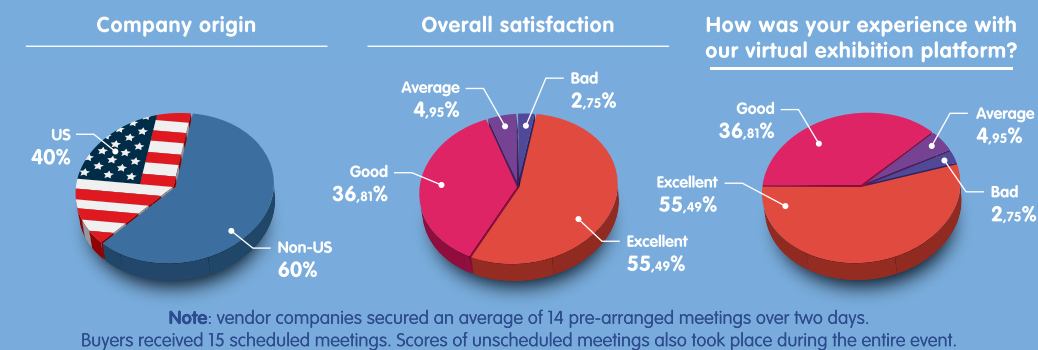
#### THEMATIC WORKSHOPS

These presentations focus on either technologies or products. This is a chance for a limited number of suppliers to reach an audience of professionals willing to increase and optimize their market knowledge. These activities will be held in parallel to the meetings and are subject to prior approval.

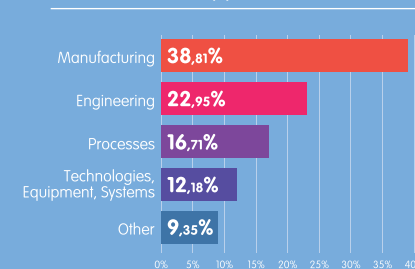
#### OEM'S PROCUREMENT & SUPPLY CHAIN POLICIES

These presentations are a great opportunity for professionals to better grasp supply chain and technical strategies of the Primes. Speakers typically provide insight into the process of engaging with the OEMs. These activities will be held in parallel to the meetings.

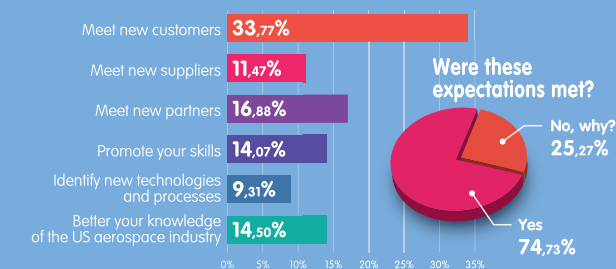
### A&DSS Seattle 2021 figures



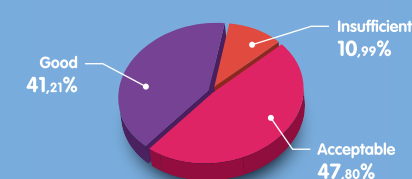
#### Represented capabilities, services and applications



#### What were your expectations?



#### What did you think of the quality of attending companies that you selected?



#### How many contacts are worth a follow-up?

