

Beechcraft



Hawker

TEXTRON AVIATION

December 9, 2015

To: All Direct Production Textron Aviation Suppliers

Subject: New Supplier Portal

As announced earlier this year at our Supplier Forum, and as we continue to innovate the way we conduct business, we are pleased to let you know our new Textron Aviation Supplier Portal is coming January 2016. Along with the new portal, we will also deploy eProcurement, which will replace ESIS for direct production suppliers. eProcurement's technology platform enables us to obtain real-time data from both Beechcraft and Cessna SAP systems, utilizes two-way communication in one easy-to-use supplier portal, and allows us to provide improved customer value through enhanced collaboration with our supply base. The new portal includes the following improvements:

- real-time sharing of information with our suppliers, improved shortage and forecasting tools, easy tracking of Supplier Owned Inventory, and Min/Max requirements
- expedited payment process with the use of Advance Shipment Notifications and an easy-to-use Accounts Payable portal containing all payments made to a supplier's account

These applications will assist in streamlining the key issues detailed in our supplier forum to provide you a more accurate understanding into our requirements, diminish administrative costs, and improve our material availability. The sign-up and training information will follow in January. For any questions, please contact your Buyer. We welcome your ideas and feedback and look forward to working with you in 2016.

Sincerely,

A handwritten signature in black ink, appearing to read 'Justin Salmans', written in a cursive style.

Justin Salmans
Vice President, SCM