



Doing Business with Boeing

September 16, 2026

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Boeing International Strategic Partnerships

Welcome

- Overview – Who We are
- Current Programs In Canada
- What We Look For
- Q&A





COMMERCIAL AIRPLANES

A complete family of the world's most versatile commercial airplanes



DEFENSE, SPACE & SECURITY

The world's leader in delivering decisive mission advantage to its global customers through cutting-edge capabilities



GLOBAL SERVICES

A dedicated services business focused on keeping the world's fleet flying safely, sustainably and efficiently



Connect, Protect, and Explore Our World and Beyond



~500

Canada-based Boeing suppliers
\$1B+ average annual supply spend



~2,000

Full-time Boeing employees
High paying aerospace jobs
~\$2.3B annual business expenditures



370+

Boeing Commercial Airplanes in service
(~70% of market share)



~100

MILITARY AIRCRAFT
CF-18, Chinook, C-17
Scan Eagle, Harpoon, JDAM
RCAF Electronic Flight Bags



840

Daily commercial flights to, from and
within Canada on Boeing airplanes

106 YEARS

Partnership with Canada



\$4B / 14K+ Jobs

Ongoing economic benefit to Canada annually
(direct and indirect)



\$15.5B+

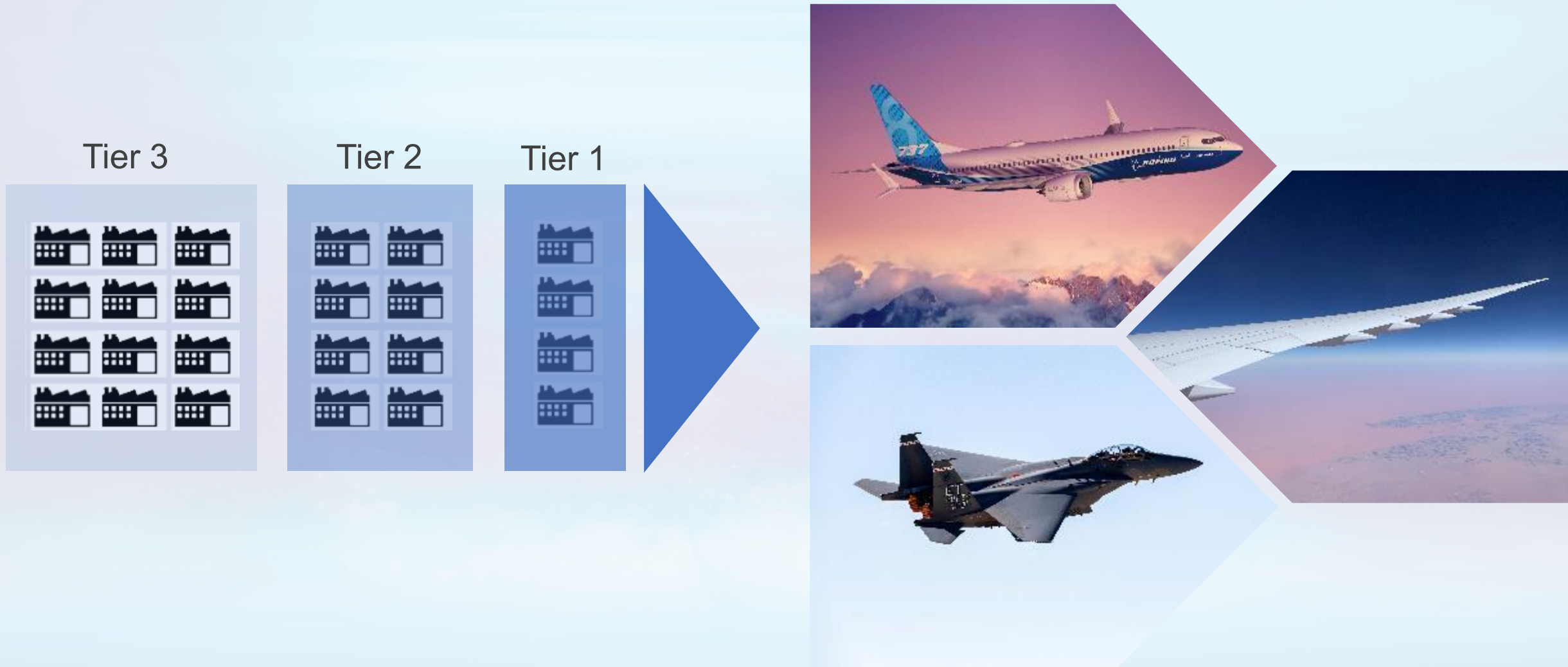
Industrial Technological Benefits (ITBs)
Innovation Centres, Centres of Excellence
Universities, Suppliers, Partners



~\$1M

Spent annually on Boeing charitable giving
to nonprofits across Canada and
community sponsorships

Finding the right opportunities in the Supply Chain



Boeing is looking for suppliers who:



Do their homework to understand how their products & services can directly benefit Boeing



Share our commitment to performance excellence in terms of cost, quality & delivery



Maintain financially healthy & continuously focus on improving affordability & efficiency through Lean operations

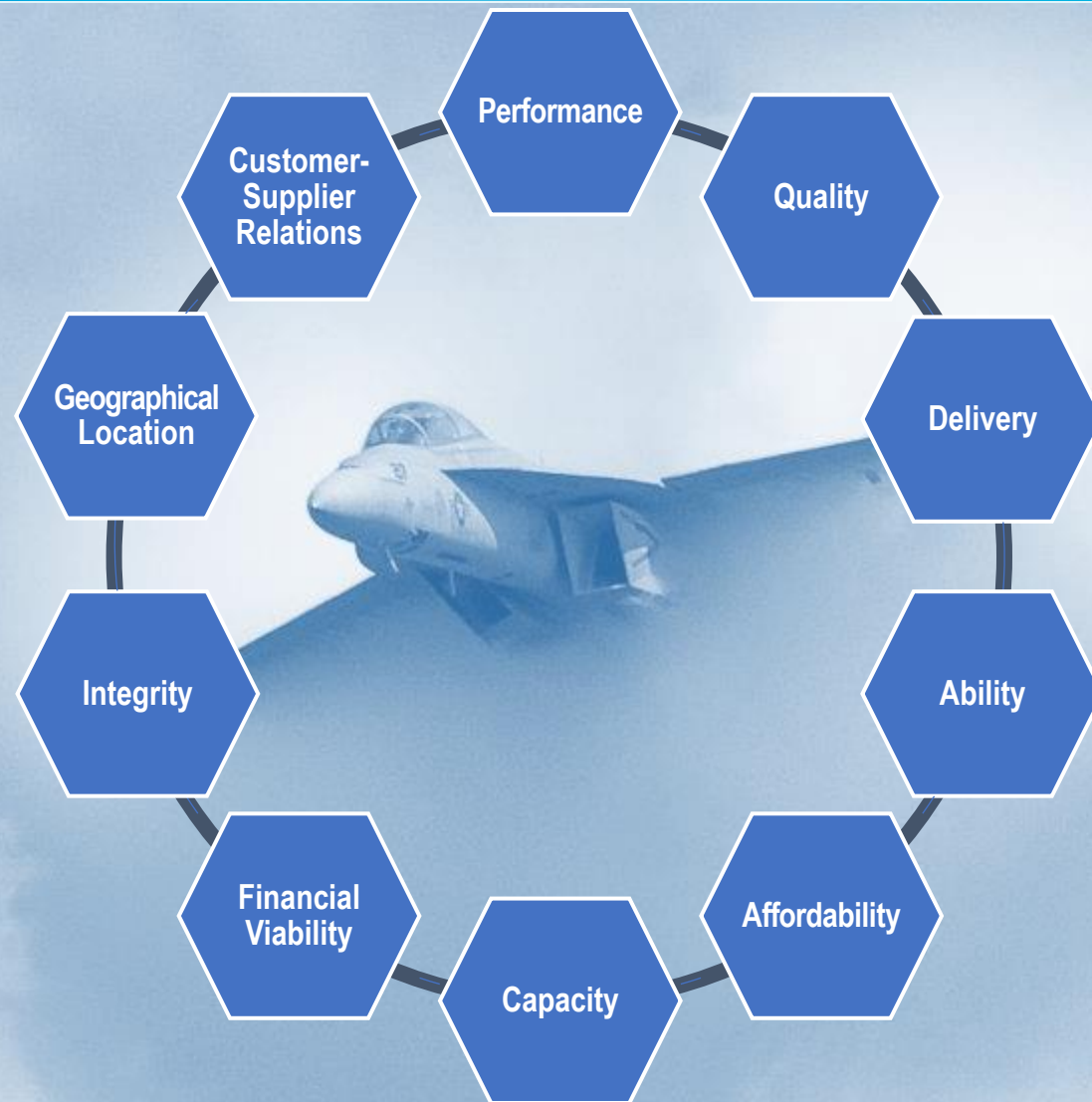


Share their knowledge



Provide visibility and insight into their extended supply chains

What Boeing Considers When Selecting a Source



Certifications to consider

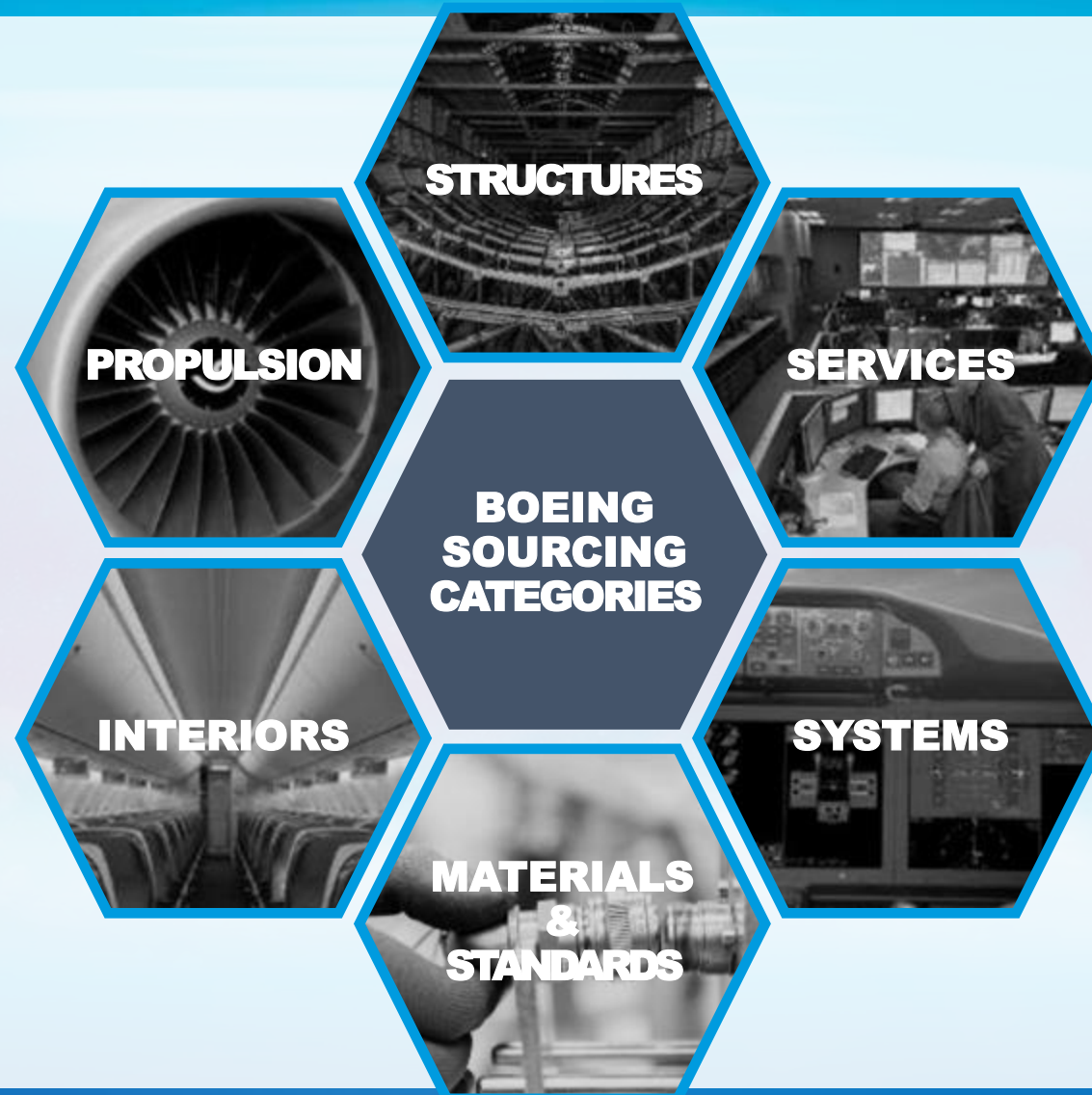
EACH PROGRAM IS UNIQUE

EACH PROCUREMENT IS UNIQUE

Some examples of requirements:

- NADCAP
- AS9100 Rev D
- ISO9001
- AS9120
- J-STD
- Boeing Digital Product Definition (DPD)
- Boeing Model Based Definition (MBD)
- Authorized distributor vs authorized reseller
- Cybersecurity
- Human Trafficking
- Counterfeit Avoidance

Sourcing Categories Across Boeing



Questions Boeing asks Suppliers

- Does your company's capabilities align with Boeing's current needs?
- Can you provide a snapshot of your company's past performance?
- Identify your current company qualifications i.e., AS9100, Revision D, or ISO 9000
- Which Boeing programs has your company supported in the past? If none, what other aerospace companies have you supported?
- Which Boeing program/site are you interested in doing business with and how can your company help bring value to that program?
- Do you have an ethics and compliance program?



Questions to ask Boeing



Where does my service/product fit within Boeing's purchasing architecture?

Are there any upcoming events, industry days, opportunities I should be aware of?



Who is the right person to contact in Boeing?



Becoming a Supplier

<http://www.boeing suppliers.com>



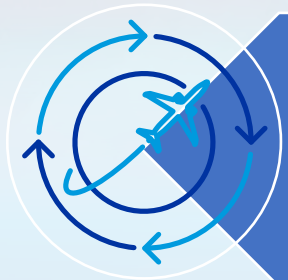
Register your Capabilities – ESLC Portal



The first step for companies wishing to become a Boeing supplier is to register its capabilities in the Enterprise Supplier LifeCycle (ESLC) Portal



This portal allows Boeing to search for suppliers whose qualifications match potential bid opportunities



Fulfilling this capabilities assessment does not mean you are an approved Boeing supplier

To receive an invitation to fill out a Supplier Capability Assessment in the ESLC Portal, send an email request to boeingassessment@boeing.com with the following information:

- Contact name
- Contact title
- Contact email
- Contact phone number
- Full company name
- Full company address
- Business Size

Boeing ITB / Value Proposition Program Potential Scope



Direct Opportunities

Aircraft parts and assemblies, training, life cycle sustainment

Additional Defense Opportunities

Fixed-wing, rotorcraft, satellite, unmanned aircraft and space exploration

Commercial Airplanes Supply Chain

Commercial airplane parts and systems supply

Innovation, Research & Development

Collaboration on new technologies, including Sustainable Aviation Fuel, with industry and academia

Export Growth through Market Assist

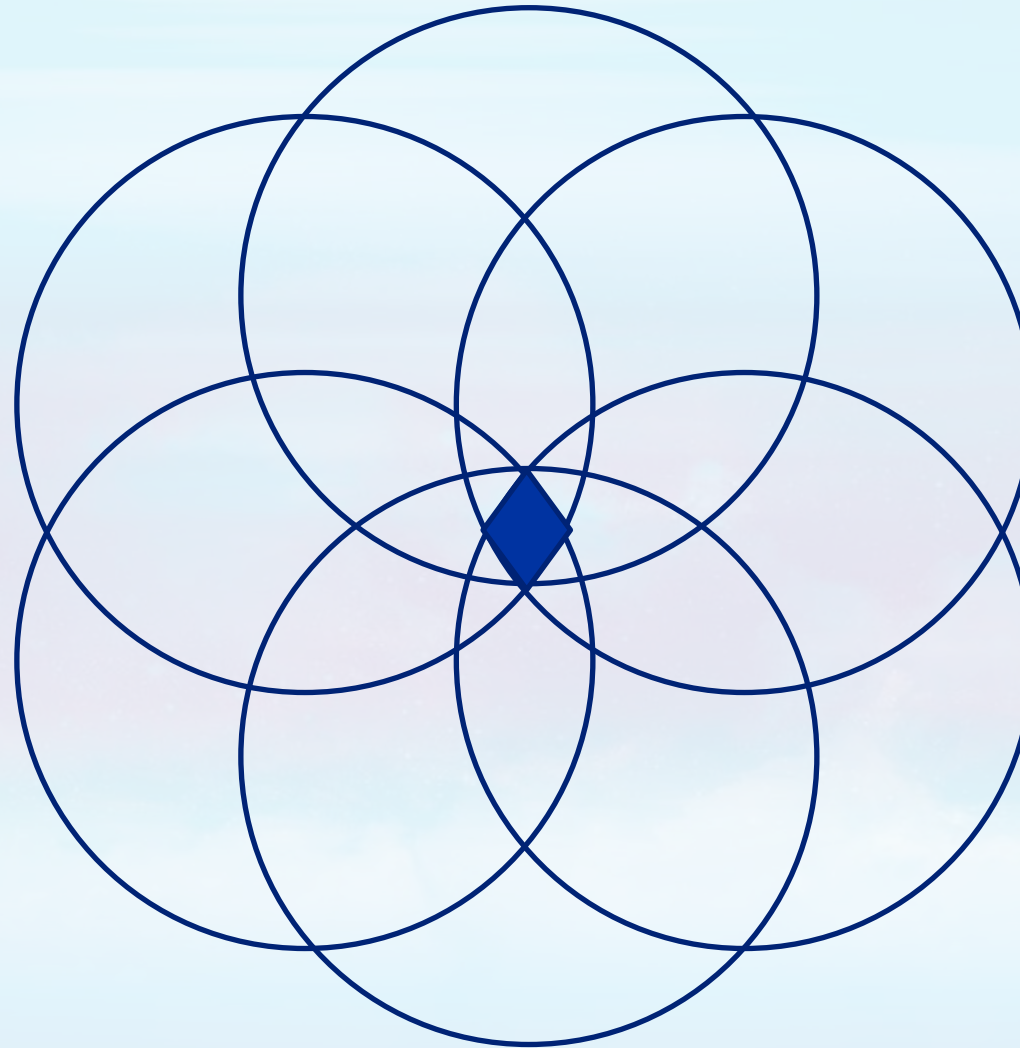
Export opportunities across a global supply chain, including SMBs and under-represented groups

Boeing's Approach to Developing ITB Programs

- **Boeing's ITB Obligation**

- **Canadian Partner Needs**
(company, research institute, university)

- **Provincial/Regional Priorities**



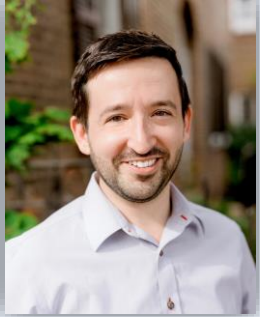
- **DIA ITB Guidelines**

- **Canadian National Priorities**

- **Boeing Strategic Alignment**

...aligned with stakeholder interests to create lasting, win-win economic growth

Boeing ITB Points of Contact



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- West Region
 - British Columbia
 - Alberta
 - Saskatchewan
 - Manitoba
- Ontario Region
 - Ontario

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