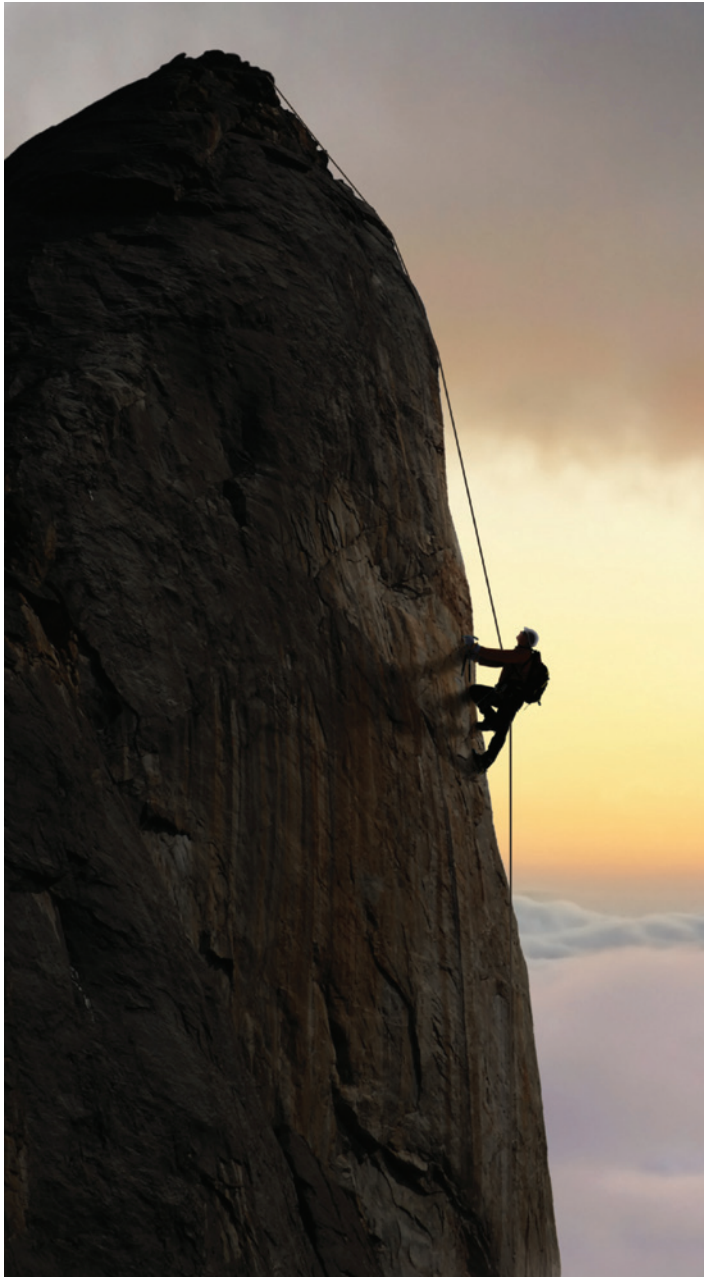


Recognizing outstanding performance



Suppliers are a key part of our team

Every day, the world's leading aerospace and defense companies rely on Rockwell Collins for smart communications and avionics electronics solutions to ensure the safety and dependability of their aircraft and the people on board. Working with a strong performing supply base is a critical factor in our ability to deliver these solutions and build upon the trust and respect that Rockwell Collins has garnered in these industries since 1933.

Our Trusted Supplier Program is designed to foster collaboration with our supplier network to improve efficiencies and drive performance. It also provides a formal framework to inform suppliers of how they're doing, recognize achievements and celebrate our collective success.

The Trusted Supplier Program assesses supplier performance in three main areas: quality, delivery and business alignment. These categories take into account both quantitative and qualitative measures to ensure we have a holistic view of suppliers' contributions. Quality and on-time delivery are based on the current performance metrics shared with suppliers through our supplier portal, SupplyCollins.com. Business alignment takes into account total cost of ownership, technology and customer support. These measures are assessed according to the performance thresholds that align with Rockwell Collins' customer expectations.

Suppliers whose status fall into the Platinum Premier, Gold Elite or Silver Select levels will achieve much more than a symbol of recognition. These suppliers will gain extra recognition in our industry, potentially open more doors for your products and services, and provide opportunities to work even more closely with Rockwell Collins.

Initially, participation in the program is based on specific business level criteria. Over time, we will increase the scope of suppliers eligible to participate to include those providing indirect materials and/or services.

Qualified suppliers will be notified of their status twice a year and placed in the recognition level that aligns with their overall measurement.

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Performance levels

	Quality		On-time delivery	Business alignment			
	Part Level Suppliers	Top Level Suppliers		Total cost of ownership	Aligned technology	Customer support	
Platinum Premier	0 DPPM	<1000 DPPM	99.9-100%	Green in all 3 attributes			
Gold Elite	<500 DPPM	<5,000 DPPM	99.5-99.9%	2 greens / 1 yellow			
Silver Select	<1000 DPPM	<10,000 DPPM	99.-99.5%	1 green / 2 yellows			
Underperformer	<10,000 DPPM	<25,000 DPPM	80-99%	3 yellows or any reds			Minimum baseline
At Risk	<10,000 DPPM	<25,000 DPPM	<80%	3 yellows or any reds			

Business opportunities and recognition

	Business opportunities	Recognition	
Platinum Premier	<ul style="list-style-type: none"> > Access to executive leadership and program design teams > Badge access to Rockwell Collins facilities > Preferred Engineering Supplier/part list > Preferred for future sourcing decisions > Payment term consideration 	<ul style="list-style-type: none"> > ASC invitation > Announcement press release > Recognition crystal 	
Gold Elite	<ul style="list-style-type: none"> > Access to sourcing decision makers > Preferred Engineering Supplier/part list > Preferred for future sourcing decisions 	<ul style="list-style-type: none"> > Eligible for ASC invitation > Rockwell Collins publications > Recognition plaque 	
Silver Select	<ul style="list-style-type: none"> > Access to sourcing decision makers > Preferred Engineering Supplier/part list > Preferred for future sourcing decisions 	<ul style="list-style-type: none"> > Eligible for ASC invitation > Rockwell Collins publications 	
Underperformer	<ul style="list-style-type: none"> > Approval required for access to new business > Sourcing status downgraded if not improving 	<ul style="list-style-type: none"> > Performance improvement plan > Increased capability audits 	Minimum baseline
At Risk	<ul style="list-style-type: none"> > Blocked from new quotes/awards 	<ul style="list-style-type: none"> > Performance escalation > Increased capability audits > Exit strategy 	

Building trust every day.

Rockwell Collins delivers smart communication and aviation electronic solutions to customers worldwide. Backed by a global network of service and support, we stand committed to putting technology and practical innovation to work for you whenever and wherever you need us. In this way, working together, we build trust. Every day.

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