



Procurement Organisation & Major Suppliers

ORGANISATIONAL STRUCTURE

In 2009, Airbus' Procurement has been re-organised into:

- **6 'commodities' departments** in charge of purchasing the different categories of goods:
 - **Aerostructure**
 - **Materials**
 - **Equipment & Systems**
 - **Propulsion systems**
 - **Cabin**
 - **General Procurement**
- **1 purchasing department** dedicated to **Airbus Military Programmes.**
- **3 support functions:**
 - Supply Chain and Quality
 - Strategy, Programmes Procurement and Contract Management
 - A350 XWB Supplier Selection

AEROSTRUCTURE

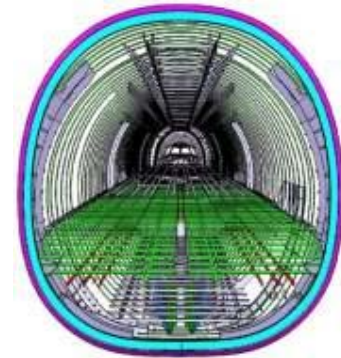
4 sub-groups:

- **Fuselage:** Barrels, shells & panels, structural components
- **Fairing & Boxes** and Composite parts
- **Airframe:** Electrics, doors fairings, interiors, tubes and pipes
- **Wings:** Movable, fixed Leading Edge & Trailing Edge, boxes and skin panels



Main suppliers:

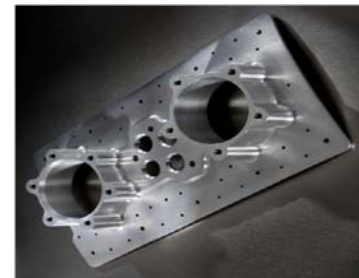
- AERNNOVA
- AEROLIA
- ALENIA
- AVIC INTERNATIONAL
- BELAIRBUS
- DAHER SOCATA
- DIEHL AIRCABIN
- EADS SOGERMA
- EFW
- EUROCOPTER
- FACC
- GKN
- KOREA AEROSPACE
- LABINAL
- LATECOERE
- LATELEC
- PFW
- PREMIUM AEROTEC
- SPIRIT
- VOUGHT



MATERIALS

5 sub-groups:

- **Aluminum:** Raw material, machining and special alloys
- **Titanium:** Raw material, forgings and castings
- **Composite:** Structural material, paint, coating and sealants.
- **Standard parts:** Hardware and fasteners



Main suppliers:

- ALCAN
- ALCOA
- ALERIS
- AUBERT & DUVAL HOLDINGS
- BOEHLER



- CYTEC FIBERITE
- EXCEL
- KAISER
- LISI AEROSPACE
- MAGELLAN
- MECACHROME

- OTTO FUCHS
- PCC
- RTI
- SKF
- VSMPO



EQUIPMENT, SYSTEMS & SUPPORT

Sub-groups:

- **Power on Board:** Electrical systems, Air systems, Auxiliary Power Unit
- **Cabin and Cargo Systems**
- **Avionics Systems:** Communication, navigation & surveillance
- **Cockpit & Platforms**
- **Flight Control Systems**
- **Fuel Systems**
- **Hydraulic Systems**
- **Landing Gear Structure & Systems**
- **Simulation, Test, Maintenance and Retrofit services,** software development, electronic components
- **Corporate Jet Cabin Conversion**



Main suppliers:

- | | | |
|-----------------------|----------------------|--------------------|
| • CAE | • LIEBHERR AEROSPACE | • ROCKWELL COLLINS |
| • GOODRICH | • LUFTHANSA TECHNIK | • SAFRAN GROUP |
| • HAMILTON SUNDSTRAND | • MESSIER BUGATTI | • TELAIR |
| • HONEYWELL | • MESSIER DOWTY | • THALES GROUP |
| • JET AVIATION | • PARKER | |

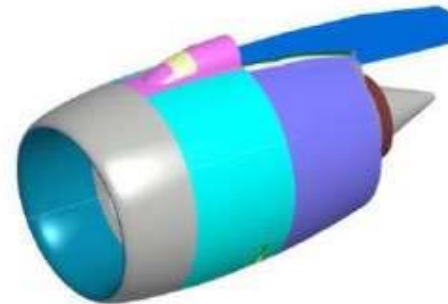
PROPULSION SYSTEMS

2 sub-groups:

- **Engines**
- **Nacelles**

Major suppliers:

- ROLLS ROYCE
- INTERNATIONAL AERO ENGINES (IAE)
- CFM INTERNATIONAL
- GENERAL ELECTRIC
- ENGINE ALLIANCE
- PRATT & WHITNEY
- AIRCELLE
- GOODRICH
- SHORT BROTHERS PLC



CABIN

This department buys some types of Cabin equipment (SFE: Supplier Furnished Equipment) and also manages other Cabin equipment procured directly by the airline customers (BFE: Buyer Furnished Equipment) from selected suppliers.



Sub-groups:

- **Customer guidance and cabin configuration**
- **“Monuments and Floor to Floor”**: galleys, storage, etc...
- **Seats and cabin lighting**
- **In-Flight Entertainment (IFE) systems**

Main suppliers:

- AEROSUD
- B/E AEROSPACE
- BUCHER
- DIEHL AEROSPACE (Diehl Lighting & Diehl Air Cabin, Dasell)
- EADS SOGERMA
- EFW
- FACC
- JAMCO
- RECARO AIRCRAFT SEATING
- PANASONIC
- ROCKWELL-COLLINS
- THALES
- ZODIAC (Weber, Sicma, Driessen, Monogram, C&D)



GENERAL PROCUREMENT (1/3)

« EGP » - EADS shared service

*In July 2009, all General Procurement activities of Airbus, Airbus Military, Astrium, EADS, EADS Defense & Security and Eurocopter have been merged into a SINGLE department: the **EADS General Procurement shared service (EGP)** which is hosted by Airbus.*

6 sub-groups:

- **Information & Communication Technology:** Hardware & Infrastructure Equipment, Software Licenses & Maintenance Services, Application Projects & Services, and Network Telecommunications
- **Travel & Supply Chain**
- **Investments and Maintenance:** Land, Building and Machine acquisitions & maintenance
- **Facility Management & Production services:** Production & Other Consumables and non-product related Industrial Services
- **Product Development:** Engineering Services, Customer Services, Research & Test
- **Human Resource & Corporate services:** Human Resource, Marketing & Communications Services, Management Consulting and General Services

GENERAL PROCUREMENT(2/3)

« EGP » - EADS shared service

Examples of suppliers

Information & Communication Technology:

- T-Systems
- HP
- Sopra
- CAP Gemini Group
- PTC



Facility Management & Production services:

- HSG Zander
- Serco
- Derichebourg
- AAA
- Cromwell



Travel & Supply Chain:

- Kuene & Nagel
- DHL
- Capelle
- Amex
- OLT
- Star Alliance
- Sky Team



Investments & Maintenance:

- Electro Impact
- Aritex
- Coast
- MTorres
- ECA
- Broetje-Automation



GENERAL PROCUREMENT(3/3)

« EGP » - EADS shared service

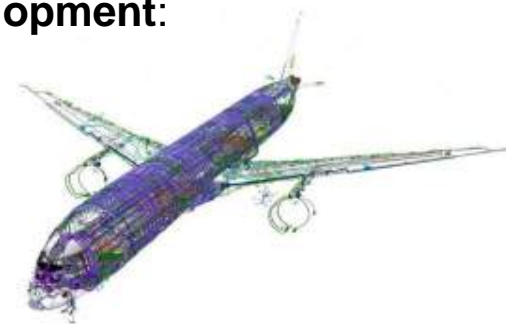
HR & Communication Services:

- PHD International
- Blue Arrow
- Daimler Fleet Management
- Tuja Zeitarbeit
- Xype Ltd



Product Development:

- Alten
- Altran
- Labinal
- Ferchau
- Mahindra Satyam



AIRBUS MILITARY

*Since mid April 2009, the former MTAD company has been integrated into Airbus and a new division “**Airbus Military**” created.*

Therefore, Military Procurement activities have been included into Airbus Procurement.

Major suppliers

- THALES
- PRATT & WHITNEY
- ALESTIS GROUP
- ACITURRI GROUP
- AERNNOVA GROUP
- CESA
- SEVILLA CONTROL GROUP
- INDRA
- GENERAL ELECTRIC
- AEROSUR
- QANTAS
- ROCKWELL COLLINS
- COBHAM
- HAMILTON SUNDSTRAND
- CONSUR GROUP
- ELIMCO
- GAZC, S.A.
- OGMA
- FLIR SYSTEMS
- SOFITEC



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