



Company Overview

and 4 things customer's wish you knew

Prepared by David Rampton

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Bio

- B.S. Manufacturing Engineering Technology
- Sr. Material Program Manager | **Raytheon SAS**
- Manufacturing Products Consultant | **Galorath Inc.**
- Founder | **RampTech Engineering**
- Vice President & Partner | **Aerofied LLC**



David C. Rampton **Aerofied Vice President**



Aerofied is . . .



Risk Management

Using our proprietary risk evaluation tools, we quickly assess, capture & visualize risk data for individual companies as well as entire supply bases.



Supplier Development

We offer a 10-step development program to small / mid-size manufactures who choose to improve & grow to meet dynamic customer needs.

Strategic Sourcing

We constantly survey the landscape of A&D manufacturing to know who ‘can’ and who ‘should’.



Enhanced Engagements

As an independent 3rd party, Aerofied enhances quality of supplier engagements and strength of Customer / Supplier relationships.

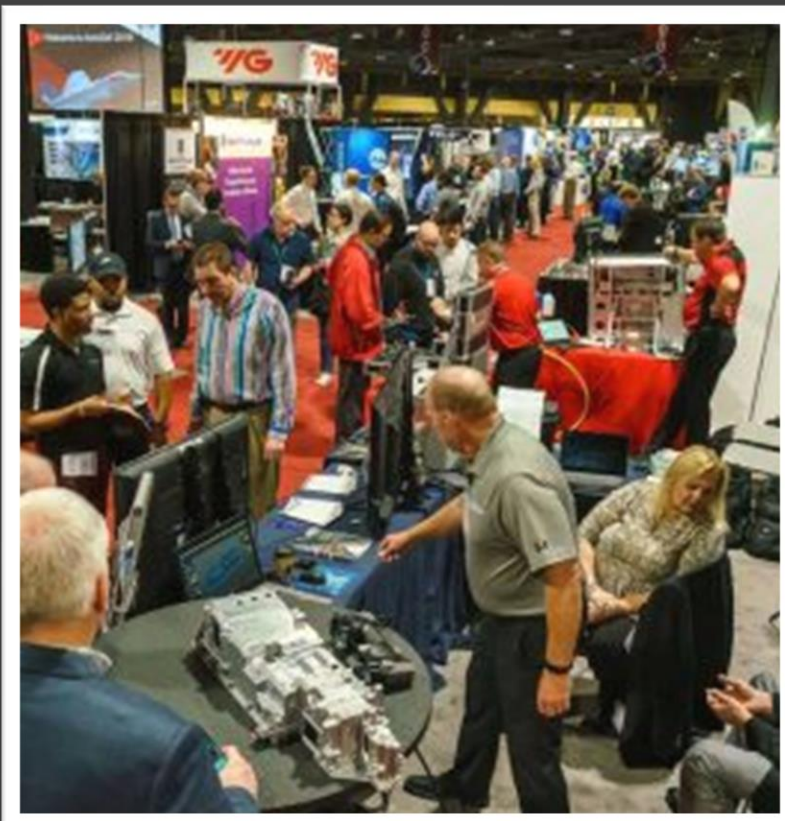


Supplier Development Tools

Critical Services for Industry Suppliers

Accelerated Networking

Aerofied coordinates Strategic Supplier Engagements for Primes & Major Subcontractors – connecting them with the companies that can supply the products and services they need now. These engagements often take place as a key part of Industry Events like ***AeroDef: Powered by SME***.



Virtual Facility Tour Videos

Most customers do not have the time and resources to get out into the supply chain and see your facilities first hand. Aerofied brings the facility to the customer with 2-3-minute, high quality videos which capture exactly what the customer needs to see.



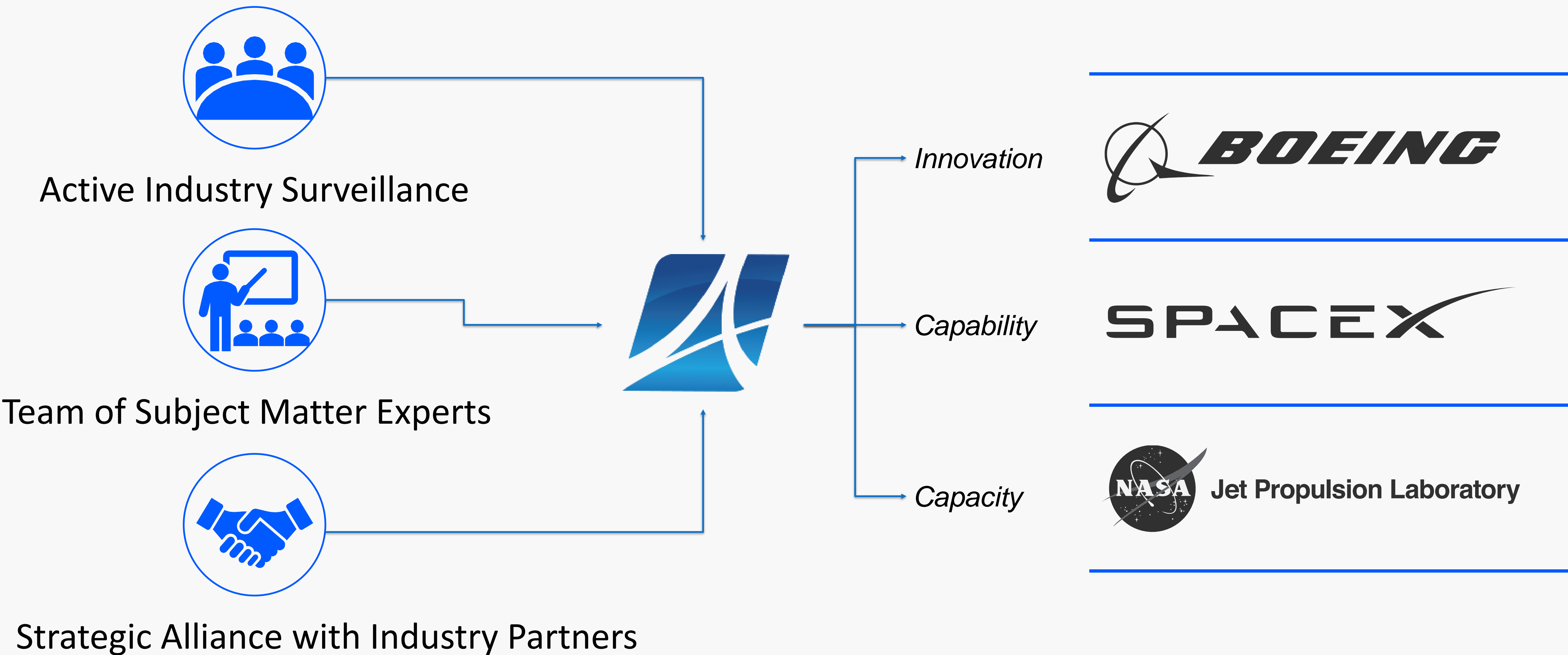
Risk Assessments

With 12+ years of dedicated Aerospace & Defense Supply Chain Research, Aerofied has compiled the most cost effective, time efficient supplier risk assessment in the industry. This tool is a result of experience working with other assessment tools, customer feedback and Individual Expert Consultation for each area of focus.



Bridging the Gap in Supply Chain

Critical Services for Industry Customers





4 Things Your Customer Wished You Knew

From 12 years as a Sr. Supply Chain Manager

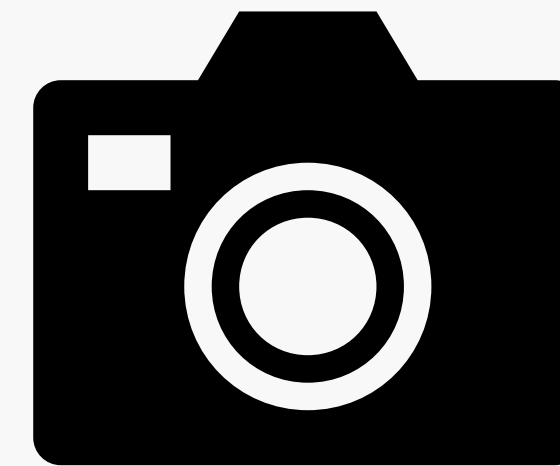
4 Key Lessons for A&D Suppliers

Learn Incentives



Is it just the lowest cost? Not always. Sometimes a fast lead time is the most important thing. Other times, lead time is the least of my concerns. Or maybe, the top priority is neither unit price or lead time. Each customer is different.

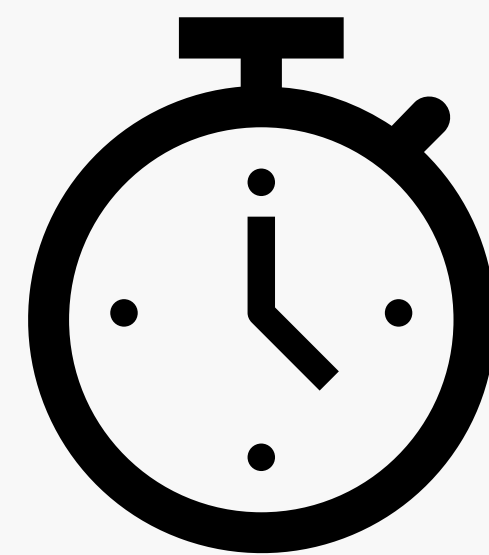
Send Pics



Boots on the ground is expensive, even if you are close by. Consider the cost of taking your customer away from their desk to come and see your progress. The more pictures you send, the fewer request for status phone calls you'll get.

Quote Fast

By the time a quote is requested, the information is already needed. Get it in fast, even if you are given multiple weeks, turn that into days and see how impressed your customer is.



Don't Sandbag

This is a no surprises industry. That includes pleasant surprises. Manage your customer's expectation with accuracy – not padding. Document Risks and Opportunities and share them with your Customer.





Contact for More Information

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