



**Supplier
Development
Program Concept**

Global Competitiveness through Operational Excellence

Exploring Supplier Development in British Columbia



**BC JOBS
PLAN**



2017-18 PILOT

Global Competitiveness

To ensure a strong, diverse and stable provincial economy, the **Government of British Columbia seeks to realize greater participation in global supply chains by B.C. businesses.**

Global proponents and prime contractors behind major industrial activities have consistently indicated that entry into their global supply chains requires local companies to be both ***qualified*** and ***competitive***.

In response to the needs of industry, the Province is **exploring the creation of a multi-year, multi-sector supplier development program.**



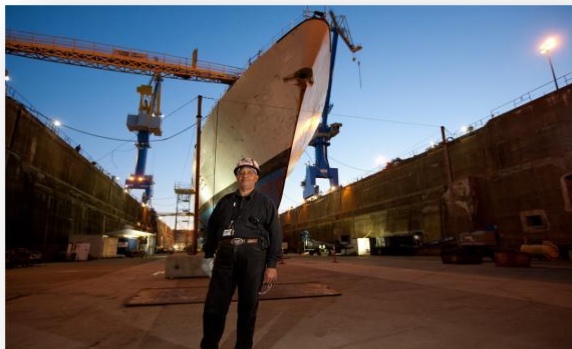
BC Supplier Development Concept



The concept is to model a program after the best practices in supplier development from around the world and focuses on ***Operational Excellence.***

Our Vision for B.C. Supplier Development

British Columbia businesses all across the province have access to a highly effective and affordable program of support to assist their companies in achieving global competitiveness through operational excellence.



Scope of Support

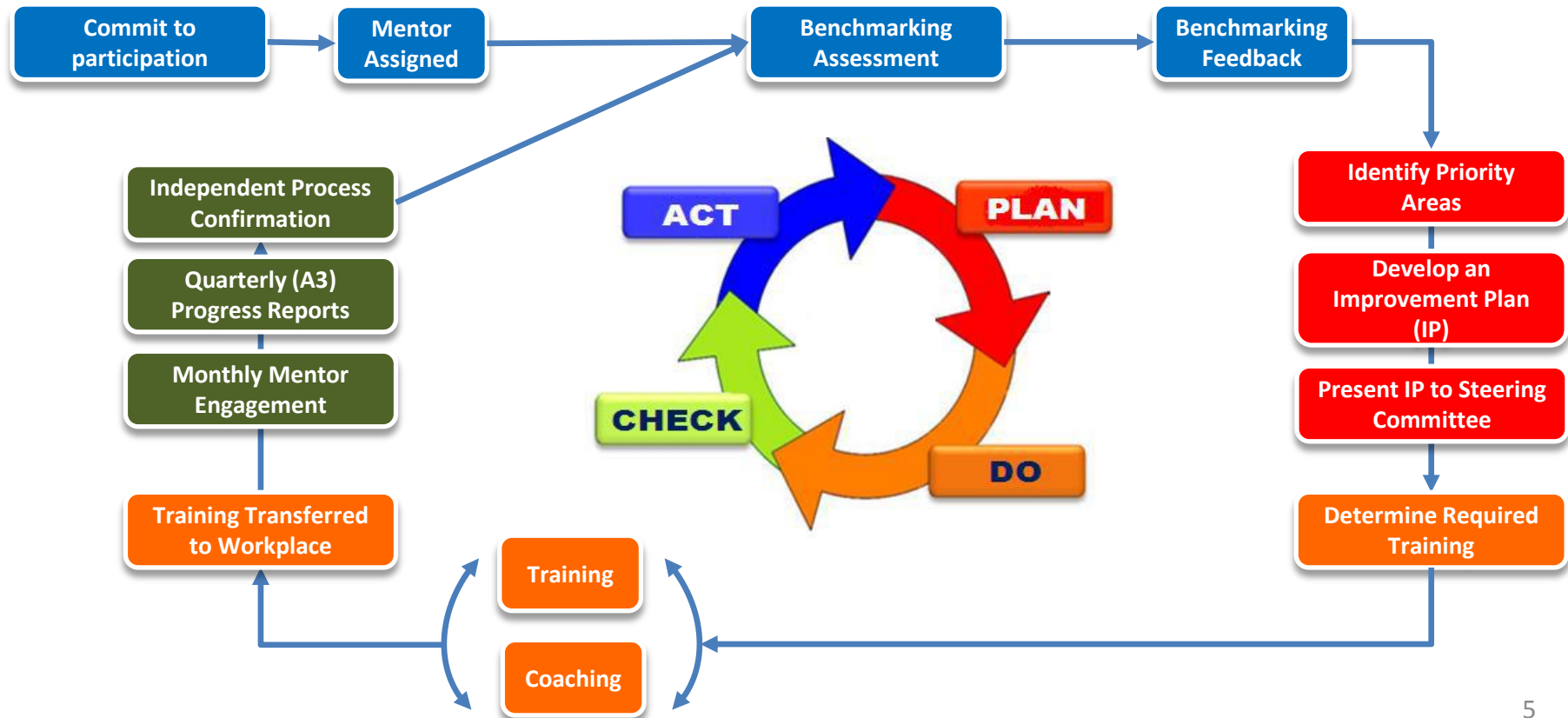


Support to businesses would be delivered in the following ways:

- **Awareness** Create a broader and deeper understanding of competitiveness among B.C. businesses.
- **Assessment** Whole-of-business assessments performed with results reported against global benchmarks for world-class performance.
- **Mentoring** Mentors from global OEM/Prime/Tier1 companies guide and support companies through their transformational efforts.
- **Training** High quality, affordable training offered along with expert support and coaching; all tailored to the specific needs of the participating company.
- **Accountability** Using independent verifications and a Steering Committee of senior executives from partner OEM/Prime/Tier1 companies, participants are held accountable to their planned improvement activities.

Program Cycle

Global Competitiveness through Operational Excellence



Benchmarking

Assessments look across the entire business; **12 foundational elements**.

Benchmarking
Assessment



Benchmarking
Feedback



Identify Priority Areas



Develop an
Improvement Plan

- Performance is scored across a multi-level scale from Beginner to World-Class;
- based on **benchmarks established by global OEM/Prime companies.**

Foundational Processes

1 Leadership

2 Strategic Business Planning

3 Project & Risk Management

4 Lean / Continuous Improvement

5 Make vs. Buy

6 Skills Planning & Development

7 Information & Communications Systems

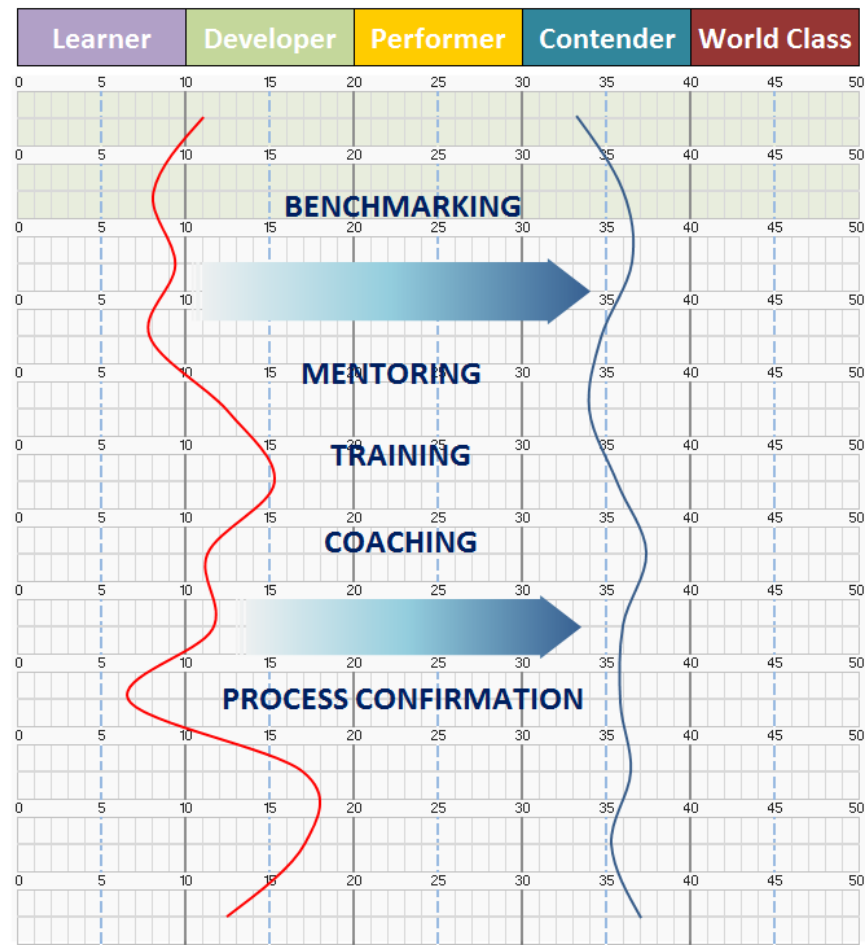
8 Innovation

9 Collaboration

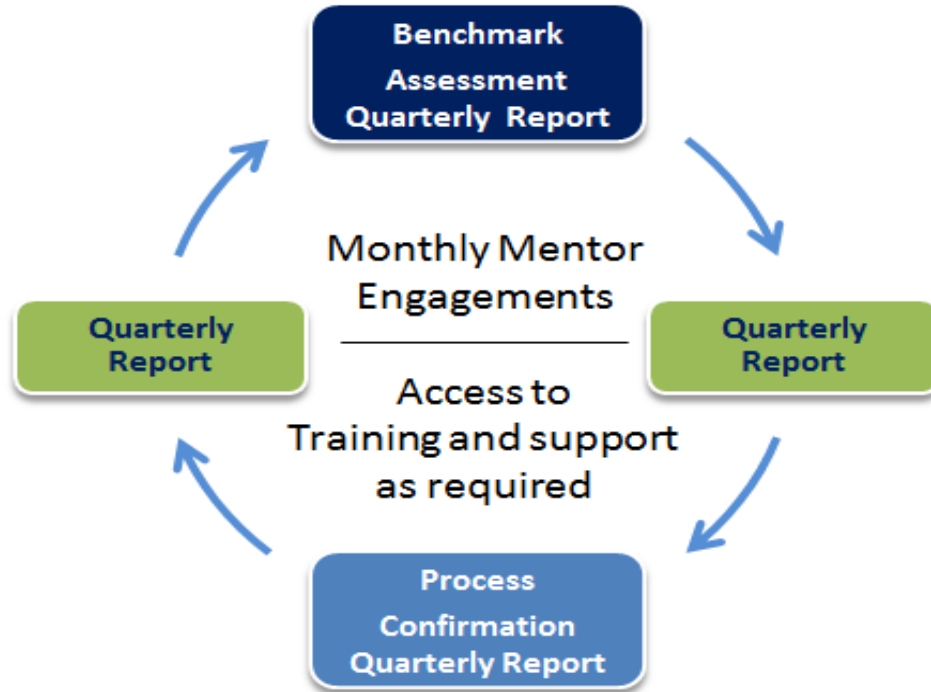
10 Infrastructure & Facilities Management

11 Sales & Operations Planning

12 Quality Systems



Multi-Year Program



- Sustained program to support companies over longer term
- Multi-year participation commitment by companies
- Annual benchmarked improvement cycle
- Quarterly reporting to the steering committee for feedback and accountability

Quarterly (A3) Progress Report

Improvement Project				Improvement Project				Improvement Project			
Project Name	Owner	Start Date	End Date	Project Name	Owner	Start Date	End Date	Project Name	Owner	Start Date	End Date
1				2				3			
4				5				6			
7				8				9			
10				11				12			
13				14				15			
16				17				18			
19				20				21			
22				23				24			
25				26				27			
28				29				30			
31				32				33			
34				35				36			
37				38				39			
40				41				42			
43				44				45			
46				47				48			
49				50				51			
52				53				54			
55				56				57			
58				59				60			
61				62				63			
64				65				66			
67				68				69			
70				71				72			
73				74				75			
76				77				78			
79				80				81			
82				83				84			
85				86				87			
88				89				90			
91				92				93			
94				95				96			
97				98				99			
100				101				102			

Operational Excellence

Focusing on operational excellence:

- ***facilitates the pull of innovation*** and allows the adoption and application of new technology in the most productive ways possible;
- ***opens productive capacity*** and creates the capability to pursue new products and new markets (exports);
- ***enables the most effective and efficient utilization of resources***, including skilled workers; and
- creates an environment for ***elevating the performance*** of companies ***across the whole supply chain.***

Benefits to Participants

- Provides a ***structured approach to improvement*** aligned to your business strategy.
- ***Creates direct linkages to large, top-tier companies*** through both mentors and Steering Committee reviews.
- Offers ***access to affordable, high-quality training and expert support*** in critical areas of business operations.
- Immediately ***differentiates your business to the market*** as a company committed to improvement and operational excellence.
- ***Delivers an assessment of your company's performance*** across the whole of the business ***to global standards for competitiveness.***

- Designed to validate program design and delivery
 - Captures all major components: Mentoring; Benchmarking; Improvement Planning; Steering Committee Reviews & Process Confirmation
 - Training of local Assessors
 - Testing of training materials and methods – Leadership & Strategic Business Planning

➤ Industry support:

Participant: **Wesgar Inc.**



Mentor: **Cascade Aerospace**



Steering Committee:

Avcorp, MTU Maintenance Canada; Babcock Canada; BC Hydro; Seaspan ULC



Pilot Company Feedback

- The resources provided to us through the program ... and the mechanics of providing feedback have exceeded our expectations.
- ***“The program gives us the skeleton and we put the meat on the bones.”***
- The pace has been good, it gives us time to get our work done. Knowing we are working to a schedule keeps us on track and making progress.
- ***“Every minute and every dollar invested has been worth it.”***
- “The program’s initial focus on leadership and strategic planning is bang on”
- Lastly and more importantly, ***Wesgar is ready to sign up for the second phase*** of the program. ***We can’t emphasis strongly enough the value that BC SDP has brought to us in a relatively short period of time.***

Going Forward

2017/18 Pilot Schedule:

- | | |
|---|----------------------------|
| • Select participating companies | May 2017 |
| • Detailed program introduction | June 2017 |
| • Benchmark assessment | September 2017 |
| • Quarterly Steering Committee meetings | Oct 2017/Jan 2018/Mar 2018 |
| • Training and expert support | Oct 2017-Mar 2018 |
| • Process Confirmation | March 2018 |
| • Pilot project complete | March 31, 2018 |

British Columbia Supplier Development Pilot



Taylor Briggs

Vice President - Government
Relations & Policy
Tel: 604-652-3324
TBriggs@AIAC.ca



Ministry of
Jobs, Tourism
and Skills Training

Jim Ciccateri

Director, Strategic Projects
Economic Development Division
p: **250-387-3600**
jim.ciccateri@gov.bc.ca