

Exploring Supplier Development in British Columbia



PILOT

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.



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

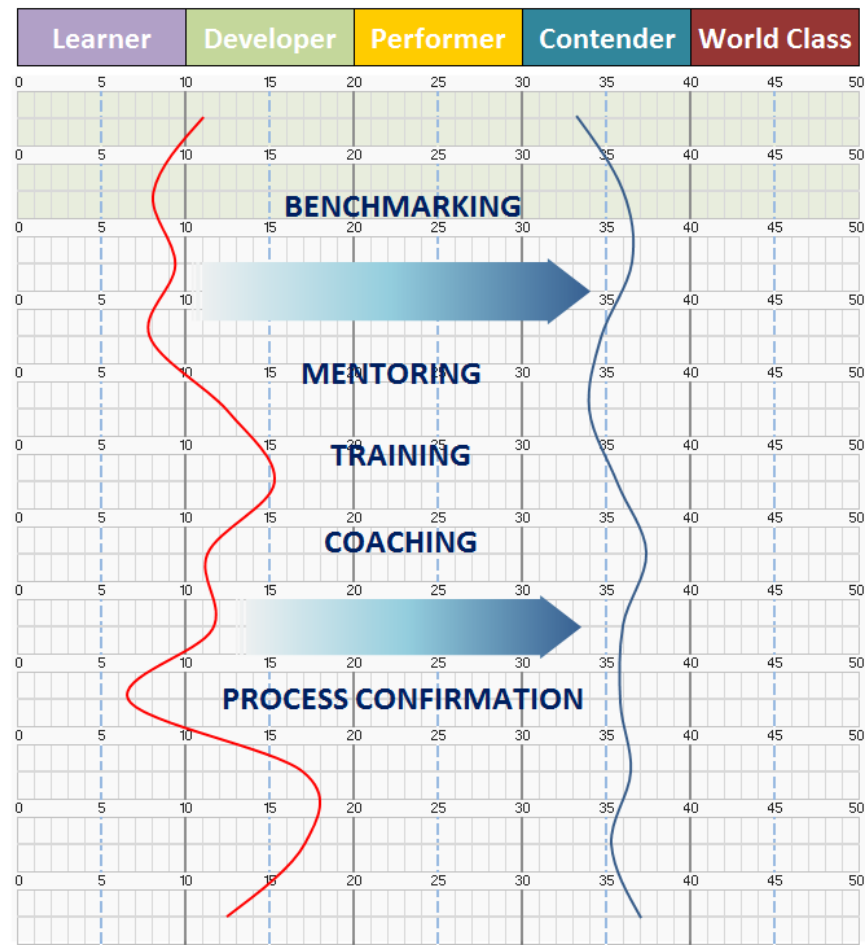
8 Innovation

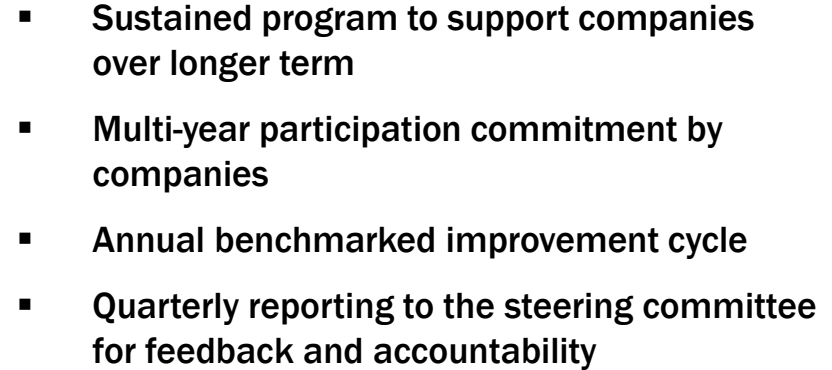
9 Collaboration

10 Infrastructure & Facilities Management

11 Sales & Operations Planning

12 Quality Systems



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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 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

The focus for next fiscal year:

- Support Wesgar in a second cycle; ***Skills Planning & Development; Lean/Continuous Improvement***
- ***Take two (2) new companies through a first cycle: Leadership; Strategic Business Planning***
- ***Pursue federal government support for BC SDP***
- ***Expand our network*** of industry collaborations
- ***Explore a pathway for smaller B.C. businesses*** to access BC SDP resources



Your Opinion Counts

Which areas of support are of greatest interest to you?
(Please check a maximum of two boxes)

- ## SMALL BUSINESS SUPPLIER DEVELOPMENT PATHWAY

What feature(s) would be most important to you in a supplier development program for smaller businesses?

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British Columbia Supplier Development Pilot



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