



# The Aerospace & Defense Forum

Orange County Chapter

January 2012

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## "The Four Primary Challenges in Managing Today's A&D Global Supply Chain"

**Guest Speaker: Alan James McIntosh**  
President, [Verify, Inc.](#)

Over the last 20 years, the Aerospace & Defense industry has been driven by shifting global demands. The industry has responded with a series of mergers and acquisitions which have resulted in a marketplace that consists of prime OEMs and system integrators supported by global supply chains. Throughout this supply chain, companies are managing progressively more challenging, ever-changing customer requirements while forced to achieve program affordability in an increasingly price sensitive market.

Verify is a supply chain management and supplier quality service company that specializes in Aerospace and Defense applications. With both reactive and proactive support at over 7,000 suppliers in 43 countries on behalf of the world's leading aerospace companies, Verify has a unique perspective on successfully managing a global supply chain.

During this presentation, Verify will explore some of the primary supply chain challenges that our industry is currently facing and the potential solutions to these issues, including:

- Export Compliance: Our industry is governed not

GE Capital



We are more than Bankers.  
We are Builders.



#### Our Presenter



Alan James McIntosh is a graduate of Napier University, Edinburgh and award winning business manager (Shell) with over 25 years Aerospace and Defense (A&D) and corporate experience in Europe, Asia Pacific, and the United States.

Following a 10-year aeronautical engineering career with heritage BAE Systems companies, Alan operated as a Freelance Business Consultant supporting the U.S. Navy Strategic Systems Program and the U.S. Army CECOM VIS Program throughout Europe.

As Chief Executive Officer of CQMS Ltd - a UK Engineering Services Company from 1998, Alan was instrumental in taking CQMS through merger acquisition with Verify. As Executive Vice President with Verify since 2000 and Company President from 2010, Alan has

only by the laws of supply and demand but also by international arms regulations and technology export restrictions where the penalty for failure is not limited to shareholder value depreciation.

- Quality Infusion in Product Lifecycle: How a mature Integrated Program Team Approach can reduce cycle time, achieve program budgets, and increase customer satisfaction.

- Skilled Resource Availability: Our industry needs highly skilled resources and the continual development of knowledge. Human Capital is scarce with both an ageing workforce and remote locations.

- Assuring Quality Product is Delivered on Time: Right first time at receipt, although essential, is only half the story. Getting product to arrive on time can be problematic. We'll look at how effective information management, production control, and delivery assurance can achieve "no surprises" and drive continual improvement.

#### January 5, 2012 Meeting

- Attendance at the event is free, and RSVPs to [rosenberg@frontier-assoc.com](mailto:rosenberg@frontier-assoc.com) are required.
- Parking is in the lot in front of the building (the gate will be up when you enter so don't worry about getting an entry ticket). Starting at 8am, the parking fee is \$3.75/hour, paid when you exit.
- A light continental breakfast will be available starting at 7:15AM.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendee's cards.
- Attire is business casual.
- Because of the large number expected to attend, introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- The meeting will consist of the presentation and a open group discussion.
- You are welcome to stay around and network after the meeting.

#### Event Info

Thursday, January 5, 2012  
7:30AM-9:00AM

achieved notable business growth at Verify and Verify international subsidiary companies through the development of innovative supply chain, program and information management solutions supporting both government and commercial contracts.

### Sponsor Opportunities

In response to a number of inquiries, we are pleased to announce that starting in January 2012, sponsor opportunities will be available on a first come basis.

- **Chapter sponsorship** for 5 month period: ad placement in chapter newsletters, logo in meeting notices, and 5-min presentation at a meeting, limit of four sponsors at a time - \$1000
- **Breakfast sponsorships** per meeting: logo placement in chapter meeting notice, 5-min presentation at meeting - cost of breakfast

Please contact Ivan at 818-505-9915 or [irosenberg@frontier-assoc.com](mailto:irosenberg@frontier-assoc.com) for more information or to establish a sponsorship.

### Quick Links...

The A&D Forum Website  
(accessible only to members)

[https://sites.google.com/  
site/aerospacedefenseforum/](https://sites.google.com/site/aerospacedefenseforum/)

### Meetings

See the Announcements section of the A&D Forum website for additional information about these and other meetings:

#### "Challenges and Opportunities in the Aircraft Industry"

Wednesday, January 18, 2012

5:00 pm - 8:00 pm

The California Club

Downtown Los Angeles

Sponsored by ACG-LA

[Click here for information](#)

#### George Whitesides, CEO, Virgin Galactic

Friday, January 20, 2012

7:30-9:00 am

Los Angeles Chapter

The Aerospace & Defense Forum

#### Spacecraft Technology Expo

May 8-10, 2012

Los Angeles Convention Center

[Click here for information](#)

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### A&D Forum Founder & Moderator

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