



PhiloNet-Newsflash announces . . .

- **EADS E2S Supplier List Review 2010**
Philotech selected as EADS “Preferred Supplier” for another year
- **EADS Supplier Assessment**
Philotech has passed with good score

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EADS E2S Suppliers List Review 2010

EADS General Procurement (EGP) has officially announced that Philotech has been selected as EADS “Preferred Supplier” for Engineering Services for another year.

The essential selection criteria are competence and quality. The EADS goal was again to reduce the number of first tier suppliers but also to include new high qualified companies.

Technical and commercial performance, technical skills and capabilities as well as the supplier’s business strategy and its growth potential was validated during the assessment process by EGP.

Philotech’s strategy, the *PhiloNet* concept and the demonstrated work package performances obviously convinced the assessment team that we comply with most of the E2S requirements.

The supplier list contains to date 20 companies (including 3 German companies) and as we have been informed that another four companies will have the opportunity to reach EADS first tier supplier status.

The renewed selection of Philotech as E2S supplier places high expectations and demands to Philotech and *PhiloNet*

This implies new and on-going efforts in the areas of:

- Extension and consolidation of our competence network *PhiloNet*
- Optimization of Philotech internal processes
- Intensification of our sales activities
- Extension of our network into multinational projects and integration of near-shore and off-shore subcontractors
- Development of our branch office in Toulouse

EADS Supplier Assessment

An important milestone on our way to maintain the E2S status was an EADS Supplier Assessment conducted in July at our branch office in Manching.

During this assessment an EADS team reviewed and evaluated Philotech like other E2S suppliers regarding their processes and competences concerning:



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- Project Management
- Performance Management
- Continuous Improvement / Problem Solving
- Supply Chain Management
- Operation Management

SCORE global evaluation



Philotech had to demonstrate their process implementation exemplary on two MAS Support Engineering projects and on an A400M Verification and Test project.

We were able to achieve very good results and we could assure the assessor team of our well established processes regarding Project Management and Project Monitoring. Nevertheless certain areas like risk management and subcontractor management still need some improvement.

Our good score as shown above shows that we are on the right track and in co-operation with our partners we are looking forward meeting the coming up challenges.

Hartwig Dirscherl
Managing Director Philotech

