

Foundations for Success

Aligning Customer and Supplier Priorities

March 3, 2026



Agenda

- Purpose
- PO Award
- Seller Expectations
- Proactive Schedule Management
 - Schedule Updates
 - Notification of Delay
- Effective Communication
- Relationship Management

Purpose

The purpose of this presentation is to provide the supply base with expectations, guidance and knowledge to succeed in the post-award phase when contracting with Electric Boat.

What it takes?

- Post-award management and upholding the integrity of the contractual agreement requires advanced transparency, collaboration, and communication

Why it matters?

- Minimize Contract Risks/Timely Contract Execution
- Maintain Contract Performance
- Timely Delivery of Material and Services
- Develop fruitful relationships

Purchase Order Award

- PO Acceptance
 - Standard Clause 17-33 ACCEPTANCE OR REJECTION OF DPAS RATED PURCHASE ORDERS
 - Seller is required to acknowledge its acceptance or rejection of any resulting purchase order in writing (Hard Copy), or in electronic format, within fifteen (15) working days after a receipt of a DO rated order and within (10) working days after receipt of a DX rated order by completing and submitting the purchase order acknowledgment, which indicates suppliers' receipt and acceptance of a DPAS rated order

Order \triangle	Rev	Total	Curr \triangle	Status	Acknowledgment
1000056409	0	40,995.57	USD	Approved	Requires Acknowledgment

- Seller sends Buyer an email acknowledging the supplier has received the PO and the Seller is reviewing

- Oracle System ONLY

Order \triangle	Rev	Total	Curr \triangle	Status	Acknowledgment
1000056409	0	40,995.57	USD	Approved	Accepted

Order \triangle	Rev	Total	Curr \triangle	Status	Acknowledgment
1000056409	0	40,995.57	USD	Approved	Rejected

Seller Expectations

- Hold Kickoff Meeting-
 - Project Overview
 - Project Team / Staffing/Reporting / Meetings
 - Reporting / Meetings
 - Schedule- Building a credible schedule, risk areas etc.
 - Updating Deliverable & Milestone Plan received with proposal
 - Consistent Review of Funding Profile received with proposal
 - Aggressive Management of Sub Tiers (Requirement Flow Down)
 - Buyer Furnished Equipment (BFE)
 - Challenges / Risks
 - Requirements
 - Standard Clauses
 - SOW
 - Specification
 - Lessons Learned (Repeat Buys)

Proactive Schedule Management

- Weekly Status Meetings
 - Critical “Top 5” Items
 - Programmatic Status
 - Material Ordering status - Put the Money to work!!!!
 - Requirement Reporting
 - Deliverables (First Time Quality)
 - Milestones
 - Hold Points
 - VIR / VPARs
 - Vendor Promise Date
 - Supplier should ensure this is live on the PO at all times (i-Supplier)
 - Help needed from EB & Customer community

Proactive Schedule Management Continued..

Schedule Update

- Regular updates to:
 - Gantt Chart
 - Integrated Master Schedule (IMS)
 - Where required
 - Vendor Promise Date Updates

SHIPMENT NUMBER	PROMISE DATE	CONTRACT DELIVERY DATE	NEED BY DATE
1-1	13-FEB-25	13-FEB-25	13-FEB-25

- Vendor Promise Date (VPD): (Supplier Updates PO)
 - Updated regularly with most current information
 - Respective Shipyards use this date to schedule work
 - Contract Delivery Date (CDD)
 - Negotiated at award of contract
 - Suppliers' contractual obligation to meet
 - Need By Date (NBD)
 - Internal EB date
- Why is this important
 - Shipyard Planning Work Orders
 - Real Impact to Working Team
 - No Material No Work

Proactive Schedule Management Continued..

Notification of Delay

- It is the Supplier's obligation to notify EB of any and all schedule slips as soon as they are identified per applicable Terms and Conditions
- Late Delivery:
 - The supplier shall provide the buyer prompt written notice of any event(s) that will or could cause a delay in delivery or performance under the Purchase Order. The supplier is responsible for specifying cause and affect associated with the contract delivery date impacts and a plan to recover
- Promise dates should reflect and assume:
 - Critical Path Components
 - Primary
 - Secondary
 - Schedule Drivers
 - Submittals, Approvals, Inspections
 - Mitigation / Opportunities

Integrate and Collaborate Effective Communication

- Post award both parties continuing to regularly communicate on the following inclusive of but not limited to:
 - Conflicts between other programs within the supplier's facility (DPAS)
 - Obsolescence Notification & Management
 - SELLER shall provide BUYER written notice no later than twenty (20) business days after identification
 - SELLER shall provide BUYER written "Last Time Buy Notice" no less than twelve (12) months prior to discontinuation
 - Procurement Status (sub tier Management)
 - Order/Receipt
 - Work In Progress (WIP)
 - Critical Supplier Oversight
 - VIR / VPAR Tracking
 - Deliverable Tracking
 - Timely Hold Point Notification (SC-37-8)
 - SELLER notification to BUYER must be received by Wednesday noontime to obtain consideration for source inspection scheduling for the three weeks following
 - Open Liability Closure Tracking

Long Term Relationship Building

- How we see each other
- Influence change (Change Mindset/Culture)
- Listening to each others needs, objectives, challenges
- Adjust efforts to be helpful
- Measure and hold each other accountable for the impact of our work
- Remember the Goal

We Are Better Together

Questions

