

Frequently asked questions

What is the Performance+ program?

The merger of Raytheon Company and United Technologies created a unique opportunity to harmonize two best-in-class supplier performance programs (the Supplier Excellence and Supplier Gold programs, respectively). We were able to leverage the best practices of both programs to create one world-class program called Performance+. The mission of the Performance+ program is to enable a customer-focused value stream through supplier performance management using integrated processes, methods and tools to grow collaborative, strategic and innovative relationships with our suppliers to drive performance excellence and competitive advantage.

How will Raytheon Technologies recognize suppliers within the Performance+ program?

Suppliers across Raytheon Technologies are eligible to participate in the Performance+ recognition process, which consists of two awards:

Platinum Award: Awarded on an ongoing basis to suppliers that perform in the top percentile of the Raytheon Technologies supply base and meet established criteria.

Premier Award: Awarded annually to suppliers for excellence in one of four categories (Cost Competitiveness, Technical Innovation, Business Management and Collaboration).

What happens to my Supplier Gold status as a former United Technologies supplier?

Suppliers currently certified as Supplier Gold will remain under the Supplier Gold award until their recertification

date, providing their gold-level performance is sustained. Suppliers seeking recertification, in process for new certification or future certification will be certified under the Platinum award.

Will there be an award process in 2021 to recognize 2020 supplier performance?

Suppliers currently certified as Supplier Gold will remain under the Supplier Gold award until their recertification date, providing their gold-level performance is sustained. Suppliers seeking recertification, in process for new certification or future certification will be certified under the Platinum award.

The Premier award will be awarded annually to suppliers for excellence in one of four categories (Cost Competitiveness, Technical Innovation, Business Management and Collaboration). The award will be launched in 2022 and will recognize supplier performance for 2021 performance. Due to the merger and the timing of the new program launch, there will not be an award process in 2021 to recognize 2020 performance.

When is the next supplier conference?

Raytheon Technologies hosts an annual conference focused on sharing information about the enterprise, business strategies, aerospace and defense markets and key supply chain initiatives. The conference is held every 12 to 18 months. Suppliers will be notified at least two months in advance to ensure participation.

Performance+

Partnering for a Stronger Future

How are suppliers selected for the Enterprise Supplier Advisory Council (ESAC)?

ESAC membership is limited to 25 suppliers selected by and representing each of the businesses. Council members serve two- to three-year terms and then rotate.

What are the meeting expectations of suppliers participating on the ESAC?

Raytheon Technologies seeks active participation from supplier participants to represent the “voice” of Raytheon Technologies’ supply base. The participant role includes:

- Meeting three times annually (April, August, November)
- Providing feedback on Raytheon Technologies Supply Chain initiatives, processes and tools
- Discussing industry concerns or impacts of market or regulatory changes
- Sharing best practices

What value is added by the ESAC?

The council provides a platform for discussion and feedback from Raytheon Technologies suppliers on key initiatives, issues and topics of mutual importance to Raytheon Technologies and its supply base. The impact of participation in ESAC includes:

- Driving efficiencies in our working relationship
- Influencing key industry issues and Raytheon Technologies Supply Chain initiatives
- Maintaining and developing relationships with Raytheon Technologies Supply Chain leaders and industry peers

Where can I receive updates related to the Performance+ program?

www.RTX.com

