



# SUPPLIER DEVELOPMENT INITIATIVE

The DAIR Supplier Development Initiative (SDI) will improve the competitiveness of the Ontario aerospace ecosystem by helping 16 small- and medium-sized enterprises (SMEs) to assess their strategic positioning and capabilities, and then to implement operational practices to improve capabilities and productivity.

The initiative uses a 3-step process to help strengthen existing supplier-customer relationships and set the stage for SMEs to forge additional customer relationships based on greater levels of strategic alignment, transparency and collaboration.



## STEP 1: Capability Assessment

SMEs will go through a strategic assessment that will determine areas for improvement, and suggest a transformational process aligned with the SME's corporate vision, with the ultimate purpose of equipping SMEs to better serve their current and future customers. **DAIR will provide 100% of the funding for the capability assessment of each participating SME.**



## STEP 2: Development of an Action Plan

The results of the assessment will highlight opportunities for improvement in areas such as technology implementation, process or operational improvement, competency training and strategy. Each SME, with support from an Original Equipment Manufacturer (OEM)/Tier-1 mentor and outside expertise, will determine an action plan and tangible solutions to address specific areas of concern.



## STEP 3: Implementation of Improvement Projects

DAIR will provide direct financial support to each SME to implement their action plan. The OEM/Tier 1 mentor will also provide the SME with a predetermined number of coaching hours to support SME action plan implementation. **DAIR will cover up to 75% of implementation costs on projects up to \$50,000, with SMEs required to contribute the remaining 25%. If the implementation cost exceeds \$50,000, DAIR's contribution will be capped at \$37,500.**

## PROJECT DURATION:

Depending on the selected improvement projects' scope, the entire process could span 3 to 12 months. SMEs will report back and complete activities by March 31, 2024. **DAIR will begin accepting applications to the initiative in fall 2022, with applications accepted until the program is fully subscribed.**

DAIR is a not-for-profit whose mission is to revolutionize the collaboration environment by catalyzing innovation in aerospace and beyond. We support our members by offering access to state-of-the-art equipment and infrastructure to accelerate leading-edge and sustainable research and technology adoption; creating training solutions for the business and technology challenges of today and tomorrow; providing a platform for industry, academia, and government synergies, to foster and advance R&D partnerships; and harnessing our collective voice to advocate for the aerospace industry locally, nationally and globally.

## GET INVOLVED

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