

A photograph of a helicopter's interior, showing the cockpit area with various instruments, controls, and a green oxygen tank. The text is overlaid on this image.

WELCOME!

**2019
UNITED ROTORCRAFT
SUPPLIER SUMMIT
03/26/19**

Partners On The Call:

- Accu-Precision
- Advanced Manufacturing
- Aero Dynamix
- AG Machining
- Avionic Instruments
- BAE Systems
- BFN Industries
- Centennial Machine
- Dallas Avionics
- Electro Enterprises
- Essex Industries
- Excalibur Manufacturing
- Finishing Professionals
- Fischer Seats
- Goodrich Lighting
- Goodrich Hoist & Winch
- Kawak Aviation Technologies
- Martin Baker America
- Maxon Motors
- Motor Magnetics Inc.
- NDE Services
- Nook
- Olympic Metals
- Pioneer Metal Finishing
- Ragsdale Industries
- RB Machine
- Specialty Plating
- Tag Team Manufacturing
- Thayer Manufacturing
- United Plating

United Rotorcraft Staff On The Call:

- Mike Slattery – President, United Rotorcraft
- Bill Salus – Sr. Director of Operations, United Rotorcraft
- Christen Duncan – Quality Systems Director, United Rotorcraft
- Michael Knight – Quality Assurance Specialist, United Rotorcraft
- Bryan Freshment – Supply Chain Supervisor, United Rotorcraft

Why Are You Here?

- To better understand United Rotorcraft and its mission
- To gain knowledge about the types of customers we support
- To get an idea of how your products fit into ours
- To see how we manage our supplier base
- To learn what we need from YOU, our suppliers

Agenda

- Corporate Presentation – United Rotorcraft
- Overview – Supplier Quality Control
- Overview – Supply Chain Management
- Discussion/Questions



United Rotorcraft®

An Air Methods Division

United Rotorcraft Corporate Presentation

7301 S. Peoria St.
Englewood, Colorado 80112
(303) 792-7400
www.unitedrotorcraft.com

Air Methods Corporation
Steve Gorman, CEO

Mike Allen, COO
President, Air Methods

**Air Medical
Services**

Hospital Based
Programs
(HBS)

Community Based
Programs
(CBS)

Aviation Services

**Direct Patient
Logistics**



Tourism



Commercial

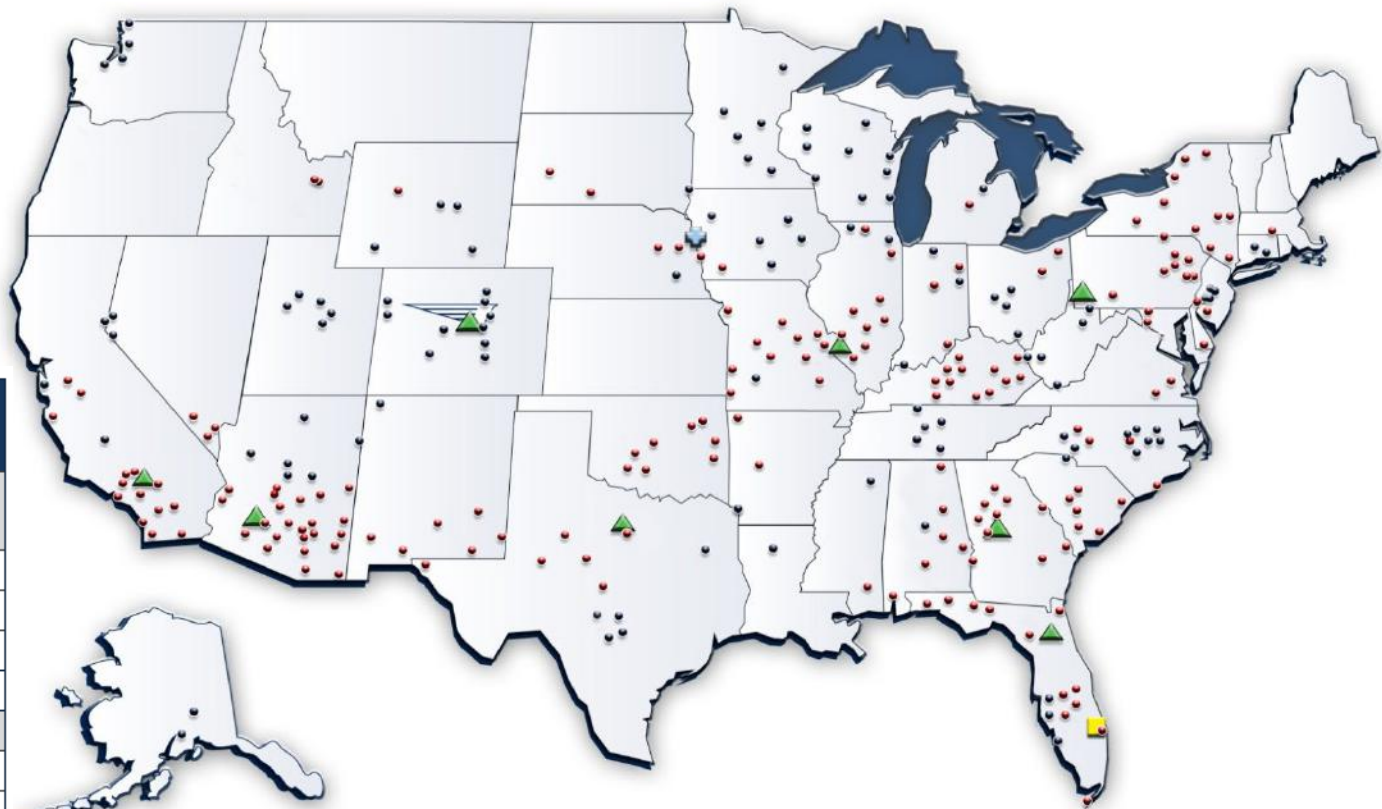
Government

Air Methods HEMS Operations

Aircraft Fleet

As of: 3/1/2019

| Total | | |
|----------------------------|---------|-----|
| Helicopters | Single | 282 |
| | Twins | 148 |
| Fixed Wing | | 29 |
| Total | | 459 |
| Emergency Medical Services | | |
| Helicopters | Singles | 227 |
| | Twins | 148 |
| Fixed Wing | | 27 |
| Total | | 402 |
| Tourism | | |
| Helicopters | Singles | 55 |
| | Twins | 0 |
| Fixed Wing | | 2 |
| Total | | 57 |



 Hospital Base

 Community or ADM Base

 Headquarters – Denver, CO

 Support Facilities – Rialto, CA;
 Mesa, AZ; Decatur, TX; Griffin, GA
 St. Louis, MO; Denver, CO;
 Pittsburgh, PA; Gainesville, FL

 Dispatch – Omaha, NE

 American Jets
 (International Jet Service)



Sundance
HELICOPTERS

15%
OFF TOURS

CALL 1.702.736.1099 AND MENTION "AWE INSPIRING"

SUBJECT TO AVAILABILITY. EXCLUDES SPECIALTY TOURS. SUNDANCE HELICOPTERS RESERVES ALL RIGHTS.



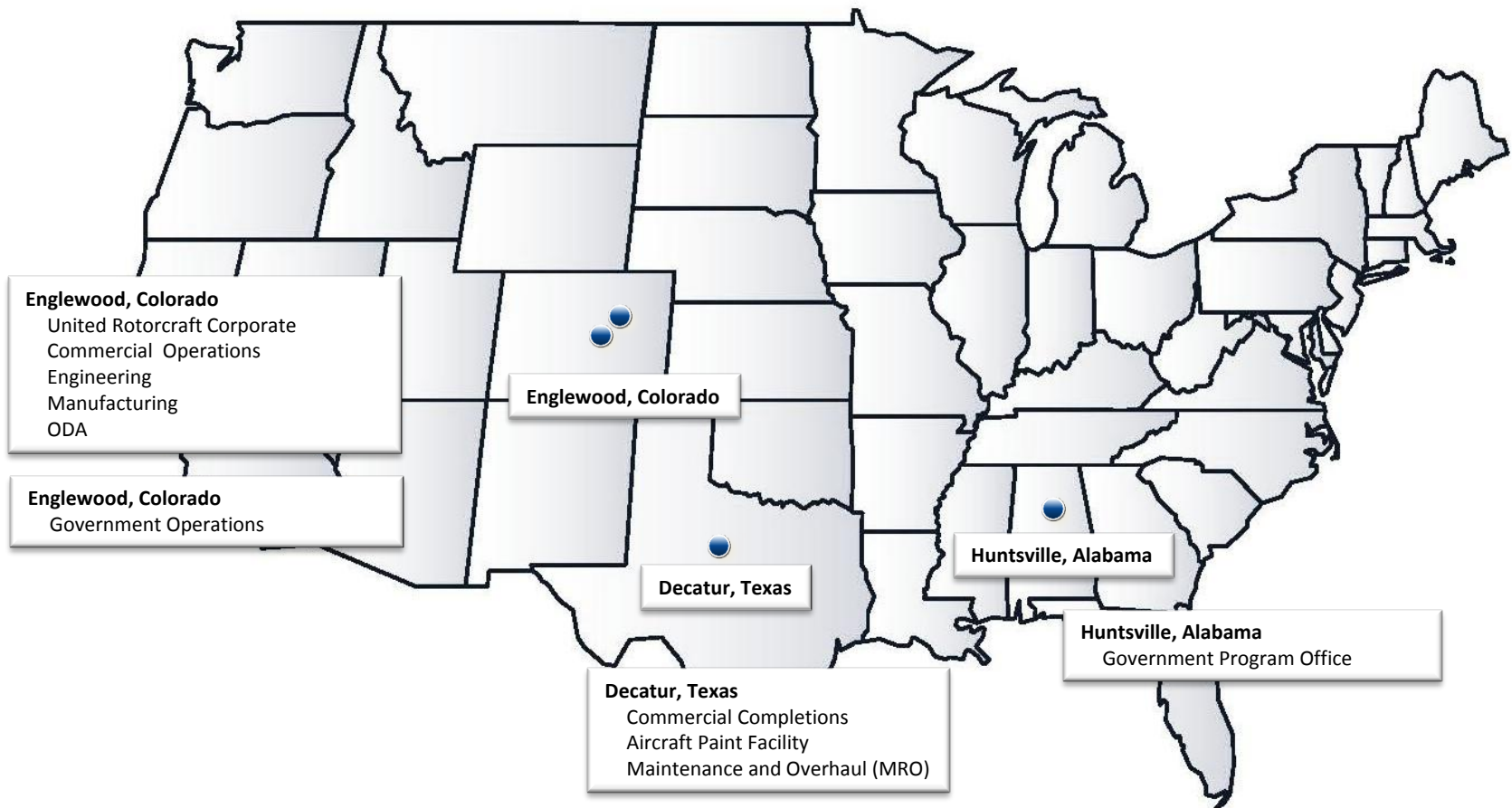

BLUE HAWAIIAN HELICOPTERS

15%
OFF TOURS

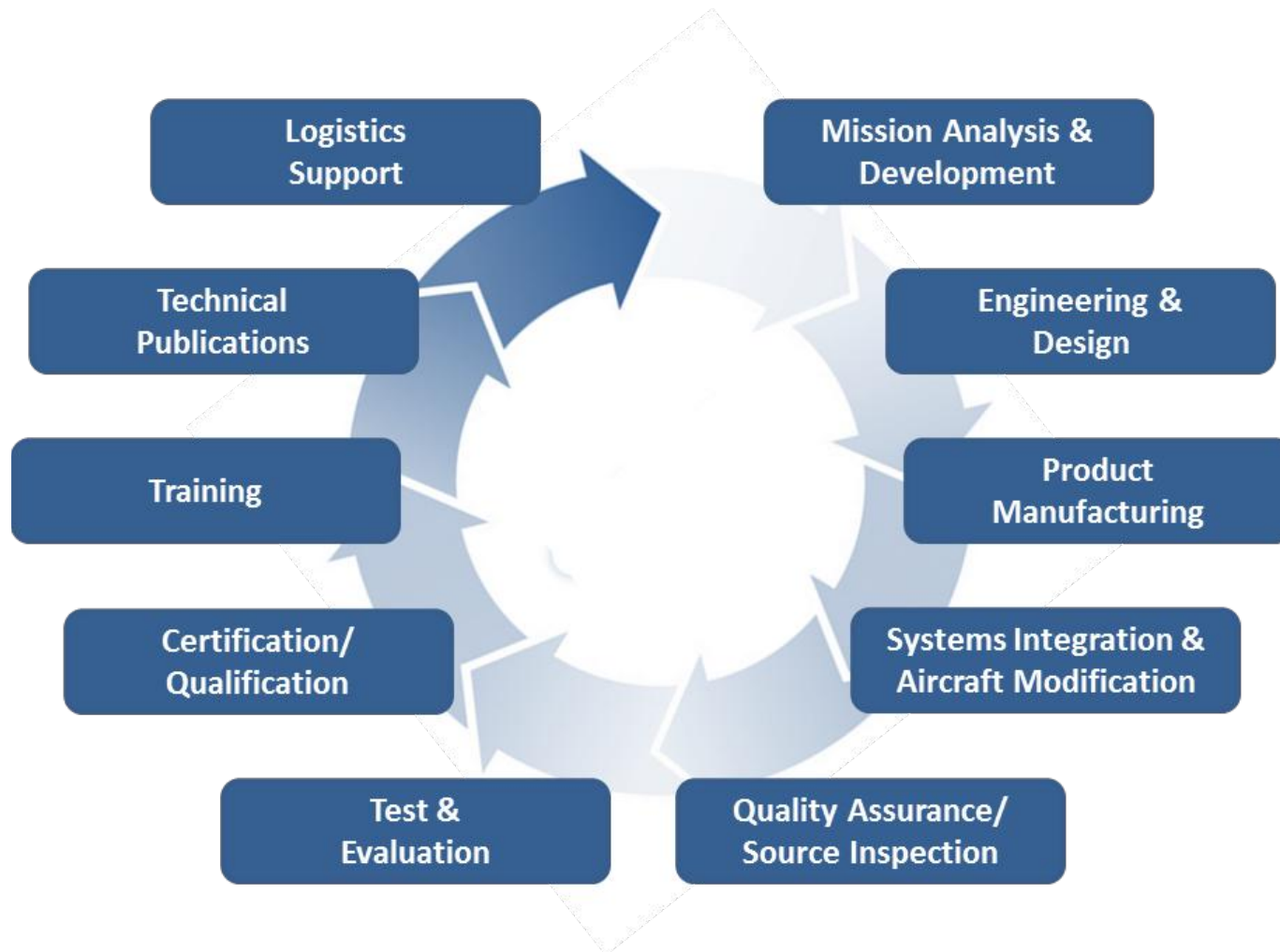
CALL 1.800.745.2583 AND MENTION "AWE INSPIRING"

SUBJECT TO AVAILABILITY. EXCLUDES SPECIALTY TOURS. BLUE HAWAIIAN HELICOPTERS RESERVES ALL RIGHTS.

United Rotorcraft Locations



United Rotorcraft provides complete Life Cycle Support for systems and equipment



Market Segments

United Rotorcraft provides products and services to meet a wide range of mission requirements for commercial and military customers



**Commercial Emergency
Medical Services (EMS)**



**Airborne Military Medical
Evacuation (MEDEVAC)**



**Armored Military Medical
Evacuation (MEDEVAC)**



Special Mission



**Airborne Law
Enforcement (ALE)**



Firefighting



Corporate VIP



Tourism

Product Line Applications

Airbus



Leonardo



MD Helicopters



Bell Helicopters



Sikorsky



Major Programs



DEVELOPMENT

S-70 Firehawk

LACFD, San Diego Fire, Ventura Co.
CAL FIRE



PRODUCTION

HH-60A/L/M Black Hawk
MEDEVAC



PRODUCTION

UH-60A/L/M Black Hawk
IMMSS/UHMMSS



DEVELOPMENT

Bell 505 EMS



SUSTAINMENT/FMS

Stryker
Medical Evacuation
Vehicle (MEV)



DEVELOPMENT (EMD)

BAE AMPV
Medical Evacuation Vehicle (MEV)
Medical Treatment Vehicle (MTV)

S-70 FIREHAWK®



LA County Fire Department FIREHAWK®

Multi-Mission Capability

One aircraft capable of performing multiple missions by quickly changing between configurations to maximize the utility of the airframe.



Firefighting

1,000 gallon water tank

Personnel Transport

12-14 Firefighters with Equipment

Medical Evacuation

Patient Litter Systems
Onboard medical systems

Search and Rescue (SAR)

External Rescue Hoist

Cargo Transport

Internal/Cargo Hook

Firefighting



Photo courtesy of Rick McClure

◀ The Firehawk is equipped with a 1,000 gal external water tank



Equipped with a retractable snorkel the Firehawk can hover over almost any water source and pump 1,000 gal of water in 45 seconds ▶









Personnel Transport



The Firehawk has convertible crew seating that allows of transport of up to 12 firefighters

Search and Rescue



◀ The Firehawk is equipped with an external rescue hoist



Medical Evacuation



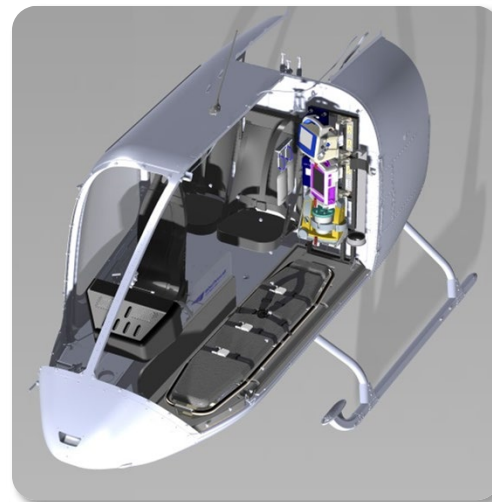
◀ The Firehawk is equipped with medical system on board and can transport patients.



Bell 505 EMS



The 505 from Bell Helicopter is a new light single which replaces the legacy single engine B206 Jet Ranger. Bell has received over 380 orders to date.



HH-60M MEDEVAC Program



United Rotorcraft designed the medical interior for the HH-60 helicopter starting in 1991 to address the air medical evacuation deficiencies identified by the U.S. Army during Operation Desert Shield and Desert Storm.

Since 1998 UR has produced the medical interior for the HH-60A, L and M.

The current production version is the HH-60M.



HH-60M MEDEVAC Program



HH-60L MEDEVAC Helicopter Transporting Patients in Operation Iraqi Freedom



Patient Transport

Six Patients
(Four accommodated on litter platforms,
two secured to the floor)



Ambulatory Patient/Crew Transport

Six seated personnel



Cargo Transport

UH-60 IMMSS/UHMMSS Program



In 2006 United Rotorcraft designed the IMMSS to provide upgraded medical evacuation capability for the UH-60 helicopter.

To date UR has manufactured over 200 IMMSS systems for the U.S. Army and 17 UHMMSS kits for international military customers.



Stryker Medical Evacuation Vehicle (MEV)



United Rotorcraft developed the Patient Litter System for the Stryker armored vehicle in 2001. Over 400 units were produced. Currently the program is in sustainment for the U.S. Army and foreign military sale (FMS).

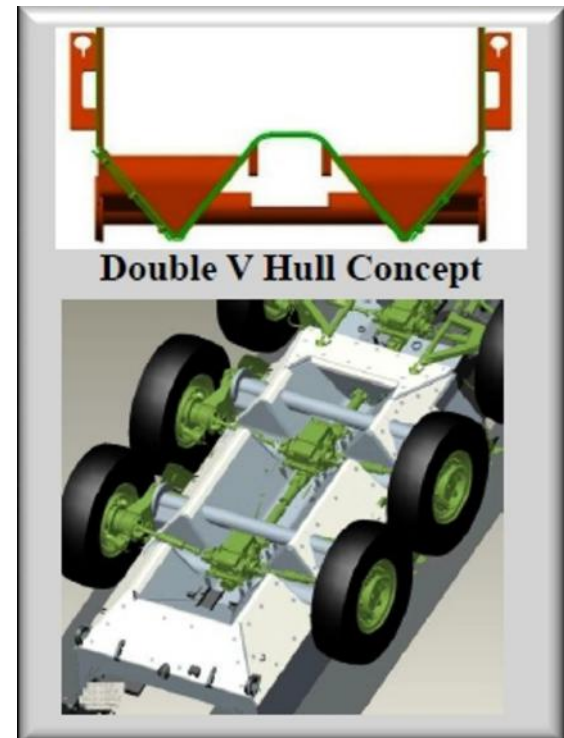


Stryker Medical Evacuation Vehicle (MEV) Double V Hull Upgrade

In response to poor performance against IEDs, the Army began manufacturing and retrofitting Stryker vehicles with a more survivable double v-hull designed underside.

During these modifications GDLS incorporates additional upgrades to the United Rotorcraft/Air Methods medical interior components.

UR has received an IDIQ (Indefinite Duration/Indefinite Quantity) contract to provide these products 2018-2022.



BAE AMPV

Medical Evacuation Vehicle (MEV)
Medical Treatment Vehicle (MTV)



MTV – Replaces the M577A3 Medical Vehicle. Serves as the forward aid station, main aid station, and the battalion aid station.

The primary product UR provides for the MTV is the Medical Treatment Table (MTT). This provides a stable, adjustable platform to secure a patient for transport and provide a high level of medical care.

MEV – Replaces the M113 AMEV. Provides medical evacuation from the point of injury to an aid station and medical resupply replenishment. Transport flexible numbers of crew, ambulatory patients, and/or litter patients.

The primary product UR provides for the MEV is the Litter Lift System (LLS). This system assists in loading, positioning and securing patients during transport.

UR also manufactures a Fluid Containment Floor to protect the vehicle from corrosive fluids.

SUPPLIER QUALITY CONTROL



AGENDA:

Supplier Performance Monitoring Process Overview and Plans for 2019

➤ The following section will include a review of the following topics regarding suppliers:

- Compliance
- Performance
- Communication
- Recognition



Compliance

➤ Compliance Requirements for United Rotorcraft

- FAA-MIDO (14CFR Part 21) = Manufacturing
- FAA-FSDO (14 CFR Part 145) = Repair Station
- DFARs/Government Contracts
- ISO9001/AS9100
- Customer Contracts

➤ Process Requirements

- Vendor Self Assessment
- AS-020 – Supplier Quality Requirements
- Terms and Conditions
- Reps and Certs
- Conflict Minerals
- OPSEC Training
- Small Business Certification
- NDAs



Performance

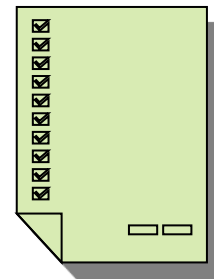
➤ Supplier Performance Metrics

- On time Delivery (OTD) – 40%
- Quality – 40%
- Overall Risk – 10%
- Customer Service – 10%



➤ Monitoring and Communication Tools

- Vendor Self Audits (VSA)
- Scorecards
- Audits
- Supplier Concern Resolution Requests (SCRR)
- Supplier Corrective Action Requests (SCAR)



Overall Supplier Performance - 2018

➤ 2018 Overall Supplier Results

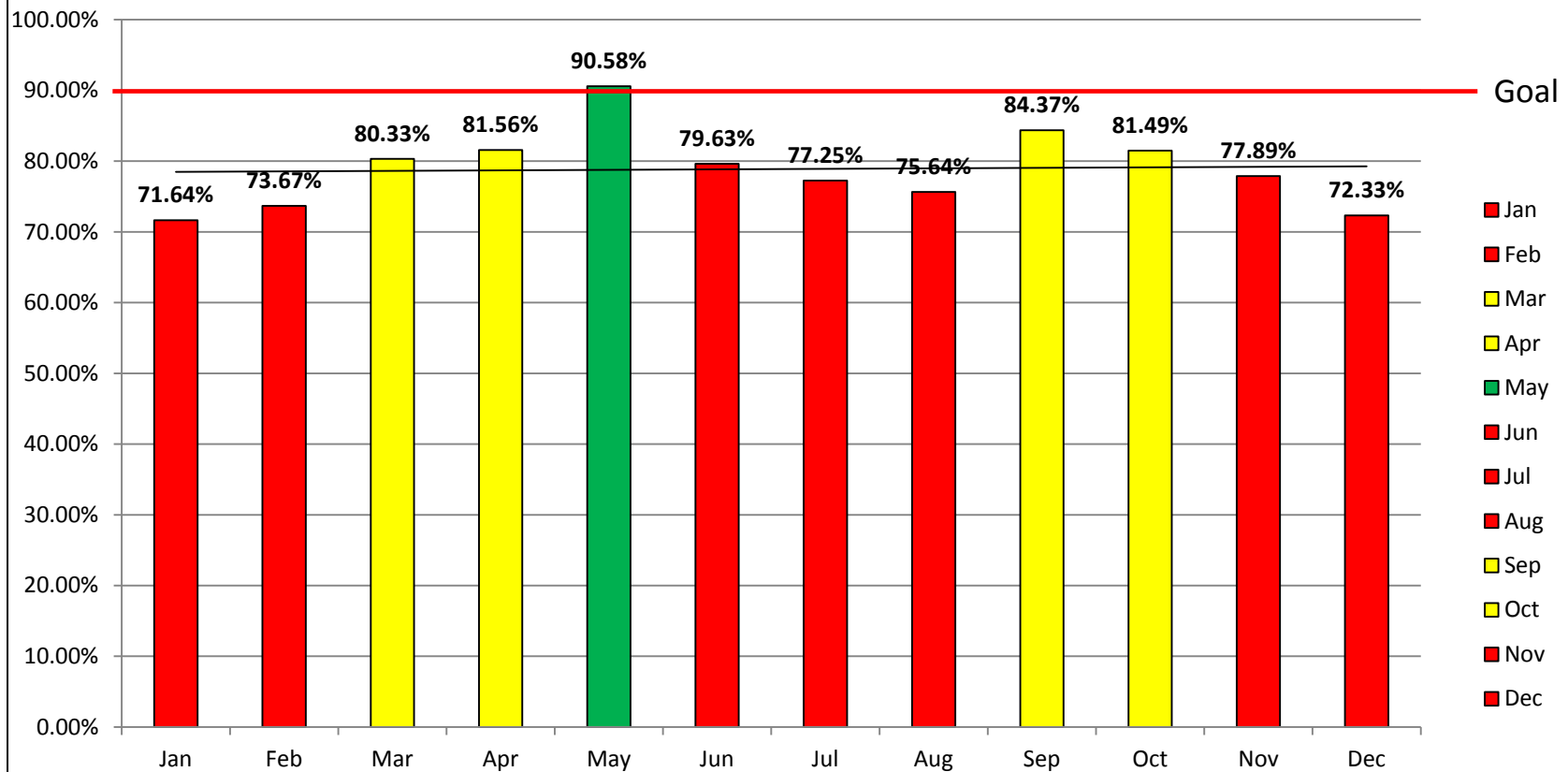
- On time Delivery (OTD) – **79%** (target = 90%)
- Quality (Yield) – **99%** (target = 90%)
- Overall Risk – **8/10** Points (target = 10)
- Customers Service – **8/10** Points (target = 10)

➤ Top Supplier Issues in 2018

- On time delivery (late orders)
- Missing/incorrect documentation
- SCRR content (edits)



Supplier On Time Delivery - 2018



Performance Communication

➤ Scorecard

- **On Time Delivery** = Based on negotiated promise date
- **Quality** = Total first pass yield
- **Overall Risk**
 - Single/Sole Source
 - Obsolescence
 - Supplier Stability
 - Quality = Yield, SCRR, SCARs/Audit findings
 - OTD
 - Customer Service
- **Customer Service**
 - Response Time
 - Quote Lead Times
 - Cost
 - Missing Documentation



Total Vendor Score

Supplier Recognition



- **United Rotorcraft Top Supplier Award**
 - Each “United Rotorcraft Top Supplier” will receive a wall plaque to proudly display

- **Conditions/Requirements**
 - Total Vendor Score must be at or above 95%

- **Advantages to being a Top United Rotorcraft Supplier**
 - Opportunities for LTAs
 - Recognition on United Rotorcraft website
 - Fewer onsite audits
 - Participation in Supplier Inspection Delegation Program
 - Potential future business opportunities

2018 Top Suppliers:

FISCHER SEATS

a part of COLLINS AEROSPACE



Hoist & Winch Division



Lighting Systems



SUPPLY CHAIN MANAGEMENT



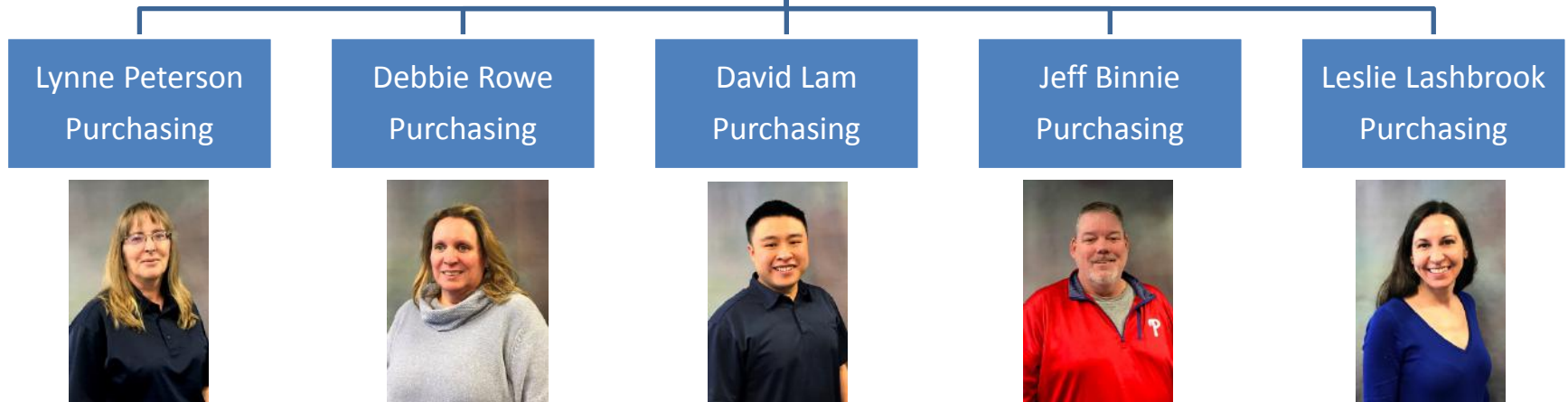
Supply Chain Org Chart



Bill Salus
Sr. Director of
Operations



Bryan Freshment
Supply Chain
Supervisor



Supply Chain - Communication

- Why is a strong relationship and good communication between procurement and suppliers so important?
 - Better communication = stronger relationship
 - Problems are more easily resolved = increased efficiency
 - Being able to adapt to sudden changes in deadlines = more flexibility



Supply Chain – Schedules and Budgets

- What is needed out of our supply chain with regards to staying on schedule and within budget?
 - On time delivery
 - Competitive pricing
 - Establish and maintain a “key supplier” base



Supply Chain – Future Opportunities

- What is the potential for future business for suppliers who consistently perform?
 - Higher volume of orders (PO's)
 - Negotiation of long-term agreements



Supply Chain – Long Term Agreements

- What are the benefits of putting long-term agreements in place for repetitive parts?
 - Ongoing repetitive programs = potential for earlier placement of PO's and higher part volumes
 - Higher part volumes (larger runs) = consistent lower costs
 - Benefits both United Rotorcraft and Suppliers in time and cost





Q & A



7301 S. Peoria St. | Englewood, Colorado 80112 | (303) 792-7400
www.unitedrotorcraft.com