



Glenair UK Roadmap

November 2024

Objectives:

Our Vision - Where do we want Glenair UK to be?

We are a world class supplier of highly engineered interconnect solutions for harsh physical and mission critical environments.

What is our Business Target?

To be profitable over the long term with minimal business risk.

- Our Customers Come First.
- Build the Competitive Moat.
 - Continuously Improve our Operational Capability.
- Developing Win/Win Partnerships with Customers, Suppliers and Employees.
- Continuous Product Innovation; Achieve the Highest Appropriate Standards of Quality, Performance, and Legal Compliance.
- Identify and Capture New Customers, Geographies and Markets

Goals:

Double Digit Sales Growth

Be at the Forefront of Developing Technology

Exceed Customer Service + Satisfaction Expectations

Maximise Staff Potential through Training, Teamwork, Reward & Satisfaction

Actions:

Understand and respond to our customers’ challenges, by listening to the needs of the customer

Strategy:

Ensure that each of the Glenair Guiding Principles are applied rigorously to all parts of the business.

Manufacture with the shortest lead times in the industry

Reduce business risk and maximise resource availability

Measures:	As Shipped Product Quality	On-Time Delivery + Depth of Delay	Profitability	Internal Quality, Scrap & Rework Revision	SHE & Environmental Performance
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Roadmap Project:	Next Step	Step Target:	Project Owner(s):
ESA Qualification of Micro D & Hardware	PID Submittance	Dec 2024	Mario Fata
Implementation and Roll-Out of VKS	M05 Implementation	Nov 2024	Adrian Louch
Increase Manufacturing Capacity by 50%	Move Logistics & Stores to The Sidings	Feb 2025	Richard Spink & Reece Kind
Employee Performance Reviews for all Assembly Operatives	Completion of Production & Phase 7 Training	Nov 2024	Karen Hardy
Integrated BOM's – (Synchronised AX/PDM)	Rollout Pilot	Nov 2024	Matt Rhodes
Launch GLMC Product Range	Conduct and complete full qualification programme on sizes 10 - 14	Jan 2025	Mark Clay
Increase Internal Awareness of Glenair Role in Customer Mission Critical Projects	Present to Workforce	Dec 2024	Graham Dowle
Reduce Shopfloor Rejects by 50%	Improve operator focus on attention and concentration	Jan 2025	Richard Spink
	Improve quality of data input on iCAR	Jan 2025	Adrian Louch
Improve data driven understanding and Corrective Actions of Rejects and Customer Returns	Procure and Implement Relyence FRACAS (Failure Reporting And Corrective Actions System)	March 2025	Dan Wilson
Improve New Employee Induction & Onboarding Process – Emphasis Glenair Culture and Ethics	Produce First Draft of Training Programme	Feb 2025	Karen Hardy
Creation, Maintenance and Ownership All Glenair UK Bills of Materials	Investigate BOM loading / entry points (including maintenance) for all products	Dec 2024	Matt Rhodes
Improve Accuracy and Speed to Quote	Review and Standardise on Internal Costing Sheets	Dec 2024	Mark Clay
Key Supplier and Internal Stakeholder Strategy and Management	Establish long term Supplier relationship and early project engagement.	Feb 2025	Stewart Harrison
Goods Inwards Receipts Within 24 hrs of Arrival	Align PH4 and PH5 Goods Inwards Activity	Jan 2025	Caroline Fletcher
Increase Efficient Use of Raw Material – More Parts Per Billet	Define the Process Steps	Feb 2025	Neil Sweeney
Contract Review/Agreed Terms and Conditions	Review process for agreed T's & C's handling & storage	Jan 2025	Shane Wise
Increase Internal Usage of Glenair Manufactured Wire	Establish GS Commercial Wire Part Numbers 24-30 AWG	Dec 2024	Mario Fata
Improve Design for Manufacture & Assembly Process	Identify and Engage Outside Training Provider for GAP Analysis	Dec 2024	Alan Quirk

