



## ✈ American Airlines and US Airways

- Merged - 12/9/2013

## ✈ Operates

- 6,700 flights per day/339 destinations/54 countries
- Over 100M pounds of cargo capacity to major cities in US, Europe, Canada, Mexico, Latin American and Asia

## ✈ Hubs

- Charlotte, Chicago, Dallas/Fort Worth, Los Angeles, Miami, New York, Philadelphia, Phoenix and Washington D.C.

## ✈ Other value added programs

- Admirals Club Lounges
- AAdvantage Mileage Program
- Business ExtrAA
- AAirpass Program
- Corporate Credit Card

# oneworld alliance

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- ✈ Airline network connect passengers to destinations where American does not fly
- ✈ Serves almost 1,000 airports in 150 countries, with 14,250 daily departures
- ✈ American is a founding member

## ✈ 15 members

- Airberlin
- American Airlines
- British Airways
- Cathay Pacific
- Finnair
- Iberia
- Japan Airlines
- LAN
- TAM Airlines
- Malaysia Airlines
- Qantas
- QATAR Airways
- Royal Jordanian
- S7 Airlines
- Sri Lanka Airlines



# What you need to know

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- ✈ Research and understand the company's strategic plan and what it values (i.e. quality, low cost, marketing alignments, etc.)
- ✈ Align your “Value Proposition” with the company's strategic plan
- ✈ Deliver a clear and concise message
- ✈ Understand the market and your competitors
- ✈ Network to gather information and build relationships
- ✈ Create an effective presentation

# Are you ready to be a supplier?

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- ✈ Your company capacity
- ✈ Understand the process
- ✈ Request for information (RFI)
- ✈ Request for proposal (RFP)
- ✈ Terms & Conditions
- ✈ Negotiations – anything is negotiable

# Supplier Diversity Program

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## What we buy:

- Aircraft parts
- Airport support services
- Architectural/design services
- Automotive parts
- Chemicals
- IT hardware, software & related services
- Construction services
- Facilities equipment & maintenance
- Food & beverage products
- Fuels/lubricants
- Janitorial and landscaping supplies & services
- Legal services
- Office furniture, fixtures & accessories
- Packaging materials & services
- Safety equipment
- Transportation and Logistics
- Uniforms

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