

CoExcel Supplier Partnership Program

Term Definitions & Reference Guide

This document provides detailed definitions for all terms used in the CoExcel supplier partnership tiers. Use this as a reference guide to understand the full scope of benefits and requirements for each tier level.

Keyword	Definition	Source Reference
Exclusive Access	First Right of Refusal on all sourcing requests for your capability(ies). Tier 1 suppliers receive priority consideration and must provide intent to bid confirmation within 48 hours.	<i>Tier 1 Package Description</i>
Competitive Access	Shared access to sourcing opportunities without exclusivity. Equal priority with other Tier 2 suppliers (up to 3 per capability). Access is immediate when Tier 1 declines or if no active Tier 1 participant exists for the capability.	<i>Tier 2 Package Description</i>
Vetted Access	Qualified supplier consideration after Tier 1 and Tier 2 suppliers. Priority positioning ahead of open-market sourcing for verified capabilities.	<i>Tier 3 Package Description</i>
Site Visit - Qualification Assessment	Mandatory on-site evaluation required for Tier 1 acceptance. CoExcel conducts comprehensive assessment of facilities, processes, certifications, capacity, and quality systems to validate supplier capabilities and readiness for defense/aerospace work.	<i>Tier 1 Package Requirements</i>
Dedicated Liaison Services	One named CoExcel professional assigned to your account who acts as an extension of your business development and sales enablement function. Responsibilities include: maintaining awareness of your production capacity, lead times, and certifications; proactively positioning your capabilities with buyers; ensuring buyers understand your differentiators and past performance; providing post-submission and post-award feedback; and offering direct escalation path for sourcing-related challenges.	<i>Tier 1 Package Description</i>
Shared Sourcing Interface	Standardized communication system for opportunity-driven engagement. Communications are structured and systematic	<i>Tier 2 Package Description</i>

	rather than relationship-managed, ensuring efficient information flow.	
Priority Sourcing	Preferential consideration for sourcing opportunities based on tier level. Tier 1 receives first priority, followed by Tier 2, then Tier 3, before open-market sourcing.	<i>Program Overview</i>
Brand Visibility	Company name and logo featured on CoExcel website as a vetted supplier. Company logo and capability description included in supplier capabilities deck and other marketing materials.	<i>Tier 1 Package Benefits</i>
Supplier Spotlight	Featured promotion highlighting your company's capabilities, certifications, past performance, and differentiators. Distributed to buyer network and featured in CoExcel communications. Pricing varies by tier.	<i>All Tier Packages</i>
All Event Invites	Invitation to all CoExcel hosted webinars, buyer guest speaker sessions, and interactive events throughout the year.	<i>Tier 1 Package Benefits</i>
Select Event Invites	Invitations to select CoExcel hosted webinars, buyer guest speaker sessions, and interactive events based on relevance and availability.	<i>Tier 2 Package Benefits</i>
Support Rates	Reduced hourly rates for proposal support, pricing analysis, and other professional services. Commercial rate is \$229/hr. Tier 1: \$175/hr Tier 2: \$195/hr Tier 3: \$195/hr	<i>All Tier Packages</i>
Premium SourceBoard Subscription	Full-featured access to SourceBoard platform with advanced search, opportunity tracking, and buyer engagement tools. Includes 'CoExcel Vetted Supplier' badge for enhanced credibility.	<i>Tier 1 Package Benefits</i>
SourceBoard™ Badge	Tier-specific verification badge displayed on your SourceBoard profile indicating your vetted status and tier level (Tier 2 or Tier 3).	<i>Tier 2 & 3 Package Benefits</i>
Monthly Office Hours	Scheduled monthly access to CoExcel team for strategy discussions, market intelligence, opportunity pipeline review, and general support.	<i>Tier 1 Package Benefits</i>
Quarterly Office Hours	Scheduled quarterly access to CoExcel team on first-come, first-served basis for strategy discussions and support.	<i>Tier 2 Package Benefits</i>
Immediate Access	Instant notification and opportunity access when Tier 1 suppliers decline or when no active Tier 1 participant exists for the requested capability.	<i>Tier 2 Package Description</i>

Paid Services	Ad hoc professional services available at reduced hourly rates including: conference representation (labor rate + travel reimbursement), access to select buyer engagement events, and supplier spotlight features. Pricing higher than Tier 2 for spotlight features.	<i>Tier 3 Package Benefits</i>
Industry Calendar	Consolidated Defense Industry Engagement Calendar featuring key conferences, trade shows, buyer events, and networking opportunities relevant to defense and aerospace suppliers.	<i>All Tier Packages</i>
Quarterly Reports	Quarterly intelligence and market reports providing insights on defense/aerospace industry trends, procurement activity, emerging opportunities, and market intelligence.	<i>All Tier Packages</i>
Annual Event Invite	Invitation to CoExcel yearly vetted supplier event featuring networking with buyers, industry updates, and peer collaboration opportunities.	<i>All Tier Packages</i>