# Haystack® Gold

**The leading parts and logistics management system.**

Powering new levels of savings, efficiency and risk mitigation in design, supply chain and obsolescence management.

IHS Markit®

# Overview

## Your requirements – new levels of savings, efficiency & risk mitigation

Logistics is the key to maintaining system readiness through locating and providing critical supplies, equipment and systems, when and where they are required. We understand the constant demands on professionals working in design, supply chain and risk mitigation management to improve preparedness, manage cost and deliver outstanding value. Easy access to comprehensive, accurate and credible information is needed to support the critical management decisions which achieve this through new levels of savings, efficiency and risk mitigation.

## Market-leading product and service design – supporting your success

Haystack Gold is the parts and logistics management system that has led the market for over 30 years. It is a huge information resource providing content relating to over 190 million parts via a range of databases, including those unique to IHS Markit, such as the National Forging Tool Database (NFTD). The provision of both historical and current information provides valuable insight and context for better informed choices.

Our secure portal is the gateway to this wealth of information removing the need to access a variety of sources. Haystack Gold's powerful search capabilities complement the big picture view with rapid insight to essential detail. Our customer focus ensures the delivery of unparalleled support and on-going product development designed to support your success now and in the future.

# Achieving Critical Objectives

## – For every user & application

### Delivering benefits across the organization

Haystack Gold is a comprehensive parts and logistics research and management system that provides access to essential logistics information and benefits to areas across the organization.

### Increased knowledge – exploit opportunity and maximize negotiation power

It is designed to simplify part searching and reporting for faster, better-informed decisions which drive new levels of savings, efficiency and risk mitigation. The increased knowledge it provides adds increased opportunity to exploit change and maximize negotiation power.

### A single source of information – benefits for all

As a single source of parts and component information the diverse range of users that can benefit from the critical support Haystack Gold provides include the following groups:

– Acquisition & Purchasing

– Engineering

– Integrated Logistics Support

– Obsolescence Management

– Sales & Marketing

– Supply & Maintenance, Repair and Overhaul

# Acquisition & Purchasing

## Efficiently find suppliers and understand asset availability

We recognize that you need to efficiently understand the whole picture when locating suppliers and researching asset availability. You also need to compare pricing and validate that the item you are ordering meets the requirements of the requestor. In some cases, in both commercial and government markets, you may need to know if there is a QPL/QPD supplier.

## Benefits of Haystack Gold

– Easily identify sources of supply for the parts you need, including supplier contact information and pricing.
– Maximize your negotiating power by viewing competitor's pricing for government purchases.
– Quickly understand alternate sources of supply when primary sources are not able to deliver.
– Pinpoint the sources and products purchased by specific government agencies with extensive award history data.

## Key activities supported by Haystack Gold

– Identification of sources for parts.
– Obtaining current and accurate contact data for suppliers.
– Identification of suppliers with parts in stock.
– Locating current and historical pricing.
– Ensuring compliance with specifications and standards.
– Determining if parts are qualified parts.

# Engineering

## Increase efficiency, save time and remove duplication

With responsibilities including working on new design and
re-designs, obsolescence, performance-based logistics and parts
management, we understand your need to manage large amounts
of data. Haystack Gold supports efficient working practices helping
you to reduce development times and remove duplication.

## Benefits of Haystack Gold

– Increase the efficiency of design, component, test and quality assurance processes.
– Reduce product development cycle times.
– Avoid part duplication by determining if parts already exist within your supply chain.
– Meet engineering design requirements and identify new sources with the ability to search by the technical
  characteristics of parts.
– Augment internal part references and legacy data to ensure accuracy and standardization of internal parts.

## Key activities supported by Haystack Gold

– Identify items by technical characteristics/parameters.
– Identify items by manufacturer and view contact information.
– Identify items by platform, system or subsystem.
– Identify alternate parts and suppliers.
– Review current and historical pricing.
– Ensure compliance with specifications and standards.
– Manage BOMs by commodity or weapon system.
– Locate sources of supply for legacy forged items.

# Integrated Logistics Support

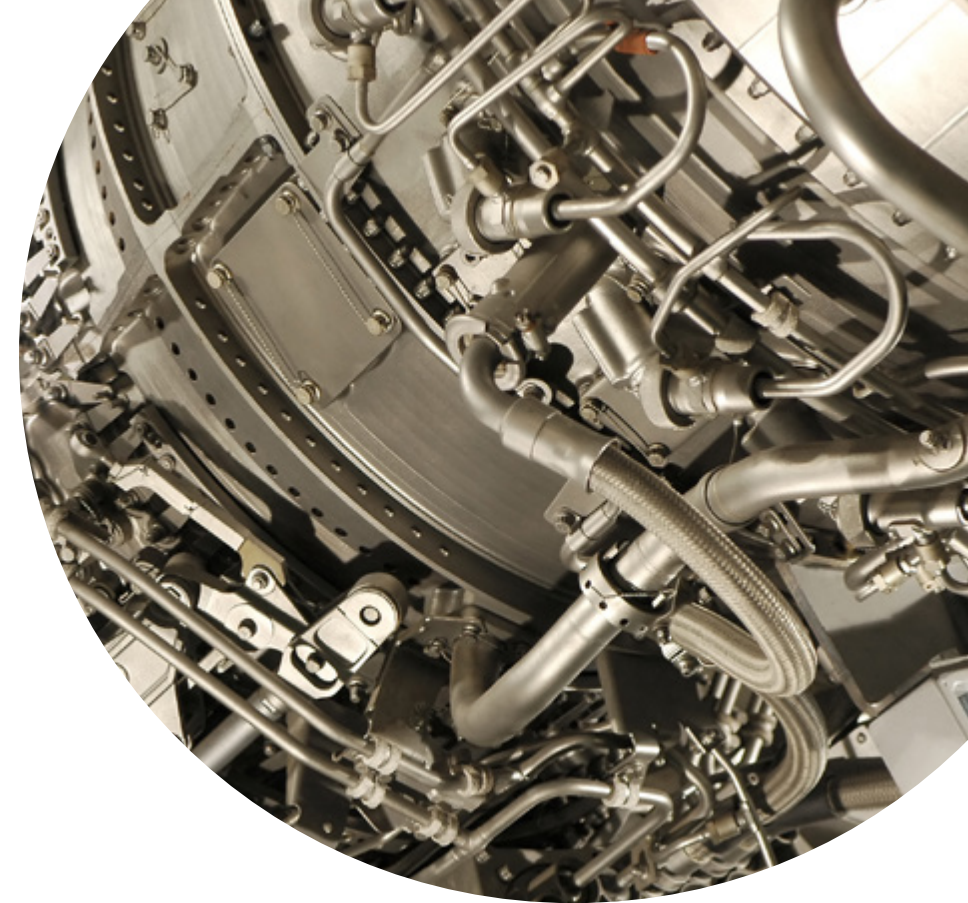## Minimize costs and maintain availability throughout the lifecycle

Your responsibilities include developing a strategy that optimizes functional support, leverages existing resources, and guides the engineering process to quantify and lower lifecycle cost, as well as making the system easier to maintain. Haystack Gold can assist you in a range of areas including cost minimization, environmental impact considerations and ensuring system availability throughout the lifecycle.

## Benefits of Haystack Gold

– Create a robust supply chain.

– Mitigate supplier risk.

– Easily identify and acquire parts.

– Manage environmental considerations.

– Understand and effectively manage lifecycle cost.

## Key activities supported by Haystack Gold

– Identify parts and suppliers.

– Identify alternates.

– Batch processing for managing BOMs.

– Population of internal systems via XML feeds.

– Identify items by system type.

# Obsolescence Management

## Maintain effective capability

You are responsible for ensuring a continued source of supply for items managed and used by your organization. We can help you proactively manage diminishing manufacturing sources and material shortages, finding alternates for parts that have gone or are about to go obsolete, locating alternate sources of supply, and monitoring obsolescence.

## Benefits of Haystack Gold

– Access a global supply chain with access to historical information.
– Proactively manage diminishing sources and material shortages.
– Identify alternate sources of supply for items which have become obsolete or are no longer maintained by DLA.
– Identify risk in the supply chain with part and stock number indicators.

## Key activities supported by Haystack Gold

– NSN identification.
– Identify parts and suppliers.
– Identify alternates to fit form and function by technical characteristics/parameters.
– Provide insight to EOL (end of life).
– On-the-shelf availability data.
– Manage BOMs through batch processing.
– Identify items by system type.
– Locate sources of supply for legacy forged items.

# Sales & Marketing

## Develop and grow the business

You have responsibility for identifying new opportunities and expanding/growing your business. So you need current pricing and procurement data to enable successful bid preparation. You also need the ability to perform trending analyses to broaden your footprint in the Government Marketplace. And notification of new opportunities helps you with resource planning so that you concentrate on the best opportunities.

## Benefits of Haystack Gold

– Expand your business by identifying new opportunities through research on government solicitations and awards.
– Upload your inventory and be notified of solicitation opportunities matching your capabilities.
– Monitor competitor activity and trends with active and historical pricing information.
– Alleviate cumbersome data manipulation.

## Key activities supported by Haystack Gold

– Review previous contract pricing.
– Map parts and part numbers to NSNs.
– Review references to standards and military specifications.
– Review buying trends for DoD.

# Supply & Maintenance, Repair and Overhaul (MRO)

## Repair and maintain system readiness

We understand the pressure you face with responsibility for repairing items quickly and getting systems back into operation. Due to extended life-cycles, you also need to research older system-specific parts as well as new ones. And you need the ability to search by part parameters or technical characteristics. Due to time pressures you may also have to quickly locate a supplier to expedite an order.

## Benefits of Haystack Gold

– Streamline internal processes and strengthen MRO capabilities by quickly identifying and retrieving existing parts information.
– Reduce the costs associated with maintaining duplicate parts.
– Support Foreign Military Sales (FMS) and maintain older equipment through access to historical and obsolete part numbers and NSNs.
– Enhance Diminishing Manufacturing Sources and Material Shortages (DMSMS) capabilities by quickly locating past vendors to manage the risk of obsolescence for mission-critical systems.

## Essential activities supported by Haystack Gold

– Part identification.
– Identifying alternate suppliers and obtaining accurate contact information.
– Determining who has parts in stock.
– Locating current and historical pricing.
– Ensuring compliance with specifications and standards.
– Determining if parts are used on a specific system.
– Locate sources of supply for legacy forged items.

# Breadth and Depth of Information

## Accurate, credible content – for better informed decisions

Haystack Gold's market leading position is underpinned by the creation of an information resource so diverse and flexible that it meets the needs of functions ranging from Obsolescence Management to Engineering and Sales & Marketing.

## Access comprehensive, up-to-date information

– Uniquely, a single point of access to over 190 million part references in the U.S., UK, and Canadian Federal Supply Catalogs, which includes 70 databases from commercial and government sources including the U.S. Army, Navy, Air Force and Marine Corp and their related datasets.

– The National Forging Tooling Database (NFTD) is exclusive to IHS Markit and is included as part of all Haystack Gold subscriptions. The NFTD is designed specifically to help organizations quickly and easily search, identify, locate and procure items that require forged tools. More than 200,000 tooling identification numbers are in the NFTD and are directly linked with the extensive Haystack Gold parts and logistics data, including manufacturers' part numbers and US Government National Stock Numbers (NSNs).

– Access to both current and historical information providing insight and context through the breadth and depth of information provided.

– Timely information updated on schedules that vary from daily to annually depending on the source.

– The inclusion of import/export codes allows users who import or export their products to correctly and accurately determine tariffs levied against their goods in their respective markets.

– Supplier Requirements Visibility Application (SRVA) provides users visibility to DLA acquisition forecast data through access to 24 months of sole source and competitive purchase order quantities. The SRVA can be used as a planning tool to know when and/or how many items to manufacture/stock based upon DLA's projected demand and supply requirements.

– Available via internet, DVD and can be integrated with customer systems for ease of access and efficiency.

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# Powerful Search

## Remove complexity and work efficiently

We remove complexity and deliver efficiency through search tools that provide timely information to support your business decisions.

## Save time

– Save potentially weeks of research through Comprehensive Super Search functionality which allows for data discovery by searching across all databases at once, to narrow focus to a specific dataset.

– Significantly reduce research time for even the most hard-to-find parts or suppliers and maximize supply chain effectiveness with up-to-date technical, availability, and pricing data.

– Manage Bill Of Materials (BOMs) through comprehensive batch reporting tools with flexible output options.

– Search easily and efficiently through data Indexed by stock number, part number, attribute, supplier, or weapon system, as well as by search fields specific to each data set.

## Manage risk and find alternatives

– Identify sources of supply for the parts needed, including supplier contact information and pricing and locate alternate sources when primary sources are not able to deliver.

– Streamline internal processes and strengthen Maintenance Repair and Overhaul (MRO) capabilities by quickly retrieving existing parts information and reducing the costs associated with maintaining duplicate parts.

– Enhance Diminishing Manufacturing Sources and Material Shortages (DMSMS) capabilities by quickly locating past vendors to manage the risk of part and material.

## Source suppliers

– Haystack Gold provides support in the form of supplier capability information contained within the tool and links to external supplier sites.

# Customer Support

## Maximize the return on your investment – use our expertise

We view every customer subscription as an investment for their organization and provide support to help ensure that the return on that investment is maximized. From product specific support to the provision of Consulting services to support strategic decision-making, you can be confident that we are committed to helping you achieve world-class results through our knowledge and expertise.

## Key features of our Customer Support portfolio:

– A dedicated Customer Care Team for product specific inquiries.
– Periodic scheduled customer product training with a knowledgeable Customer Service Manager.
– On-Site and online training/demonstrations available.
– Dedicated Account Management support.
– Subject Matter Experts (SME) for product specific, in depth conversations.
– Product Management to assist with product calls and custom opportunities.
– Consulting expertise to assist with strategic decision-making.

# Easy Integration

## Efficiently access critical information

Integrate the power of Haystack Gold with your business systems and workflows to increase efficiency and enrich your decision-support information. Data is accessible on demand, using XML communication via a secure connection to Haystack Gold. IHS Markit provides the technical setup, hosts the service and provides the reference user documentation necessary for successful implementation.

## Putting you in control

Choose to extract as much or as little of the data you need and integrate it with your internal systems for real-time access via your in-house applications. Access to critical part and supplier information is tailored to your organization's requirements with:

– Flexible data extraction capabilities; extract only the specific reference content required for applications and users
– Multiple search parameters being supported
– WSDL (Web Services Description Language) access to simplify data structure mapping
– SSL Security using the HTTPS protocol and account authentication

# Testimonials & Case Study

## Supporting business growth

"The use of an electronic parts and logistics research service played a key role in winning over $40 million in defense orders. With Haystack Gold, we can get far more detailed information in 30 seconds. Because the tool is interactive, we can browse through the data to make sure the answers are what we are looking for."

## Ensuring value pricing

"I love using Haystack Gold. It helps us justify our pricing. That's what I use Haystack for more than anything else - price justification. I work in the Emergency Buy Department and sometimes the pricing isn't as good as we would like it to be. We need further justification. That's when I go to Haystack to get my pricing and my justification. It helps with my documentation too. I love it for that."

## Delivering savings

"Upon searching for alternate sources through Procurement History in Haystack Gold, the part was found sitting on a shelf for a cost of $29,000. Even if we have the part refurbished, a saving of $18,000 is still achieved."

# Case Study

## Issue

Within a Lockheed C5 Galaxy, a faulty gauge is collecting moisture at high altitudes. This is a new problem with this aircraft and the reasoning is unknown.

## Actions

Engineers immediately begin working to decipher the root cause of the problem. Simultaneously, using Haystack Gold, the Equipment Specialist researches the procurement history of this particular Lockheed C5 Galaxy to uncover where this gauge originates from.

Having uncovered this information, the team contacts the manufacturer to understand the reasons for the faulty gauge collecting moisture at high altitudes and guidance on fixing this issue. The manufacturer reveals empirical evidence with this batch of gauges for the Lockheed C5 Galaxy and recommends a replacement gauge as the solution.

The engineering team submits a request to the procurement team for a new gauge for this platform. Because these batches of gauges are faulty, the Obsolescence Engineer recommends the acquisition of ten gauges to support the product lifecycles of their additional platforms.

The procurement team utilizes Haystack Gold to acquire the part number and code, then submits an RFQ for ten gauges for bid. Vendors respond to this RFQ and the procurement team receives multiple bids for the replacement equipment. The team analyzes the bids and locates the most cost-effective vendor for this acquisition.

## Outcome

Using Haystack Gold, this company is able to contact the manufacturer, locate the part needed and acquire it in a manner that saves them time and money, while supporting the platform's life-cycle.

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## About IHS Markit

IHS Markit (NYSE: INFO) is a world leader in critical information, analytics and expertise to forge solutions for the major industries and markets that drive economies worldwide. The company delivers next-generation information, analytics and solutions to customers in business, finance and government, improving their operational efficiency and providing deep insights that lead to well-informed, confident decisions. IHS Markit has more than 50,000 business and government customers, including 80 percent of the Fortune Global 500 and the world's leading financial institutions. Headquartered in London, IHS Markit is committed to sustainable, profitable growth.