

Background

Government

- PCO
- AFPRO/DPRO
Commander
- Program Director x 2
- Director of Contracting
- Program Executive
Officer
- Congressional Advocate

Industry

- VP and Deputy GM
- VP and General
Manager
 - Government
 - Commercial
 - Intelligence
 - 6200 people
 - \$3 Billion Revenue



NATIONAL CONTRACT MANAGEMENT ASSOCIATION

*business success through contract
management excellence*

A Day Without Satellites

Boeing Video

Observations

Similarities

- Mission focus
- Commitment to product success
- Drive to a fair deal

Differences

- Budget vs. Profit & Loss culture
- Understanding of Business Plan
 - Measures of merit
 - Velocity
- Risk/Reward Interpretations

Oxygen Depletion

- Program “fits and starts”
- Lack of trust
- Oversight that migrates to the “how-to”
- Inability to make decisions
- Security as a “weapon”

Déjà vu

- The promise of commercial
- Fixed price development contracts
- Competition for competition's sake
- Degree of collaboration on proposal/
cost

Execution and Partnership

- Mission readiness
- Skilled people
- Industrial partnership
- Collaboration and partnership
- Flexible Acquisition Process
- NCMA great forum to work issues