

AVIATION WEEK

NETWORK

2016

Program Excellence Awards



Honeywell



**Rockwell
Collins**



10-year Captain of Industry (COI) partnership with Defense Logistics Agency - Aviation to support Boeing Platforms

- **Performance based support** encompassing wholesale supply and logistics, inventory management, maintenance planning, configuration management, tooling, and sustaining engineering
- **Simplifies** – reduction of thousands of contract actions, payment actions, DD-250s
- **Flexibility** – contract framework allows for rapid modification to adjust work scope
- **Agility** – contract enables contractor decision making regarding investment, reliability improvement and production synchronization

Mission = Assured Material Availability For Warfighter At A Lower Cost

- **Prove the capability of Boeing to support DLA & DLA to prove its capability to support DoD partners – A Common Objective**
- **Boeing/DLA** team define a “target” proposal performance template and challenged the team - No excuses, no “business as usual”
- **Key takeaways:**
 - Communicate the objectives – an aligned team
 - Get in front of the requirements – go to the suppliers early
 - Recognize the detractors – get them on board or move them out
 - Measure The Results
- **Result** – Improved process able to manage multiple large proposals simultaneously