

AVIATION WEEK

NETWORK

2016

Program Excellence Awards



Honeywell



**Rockwell
Collins**

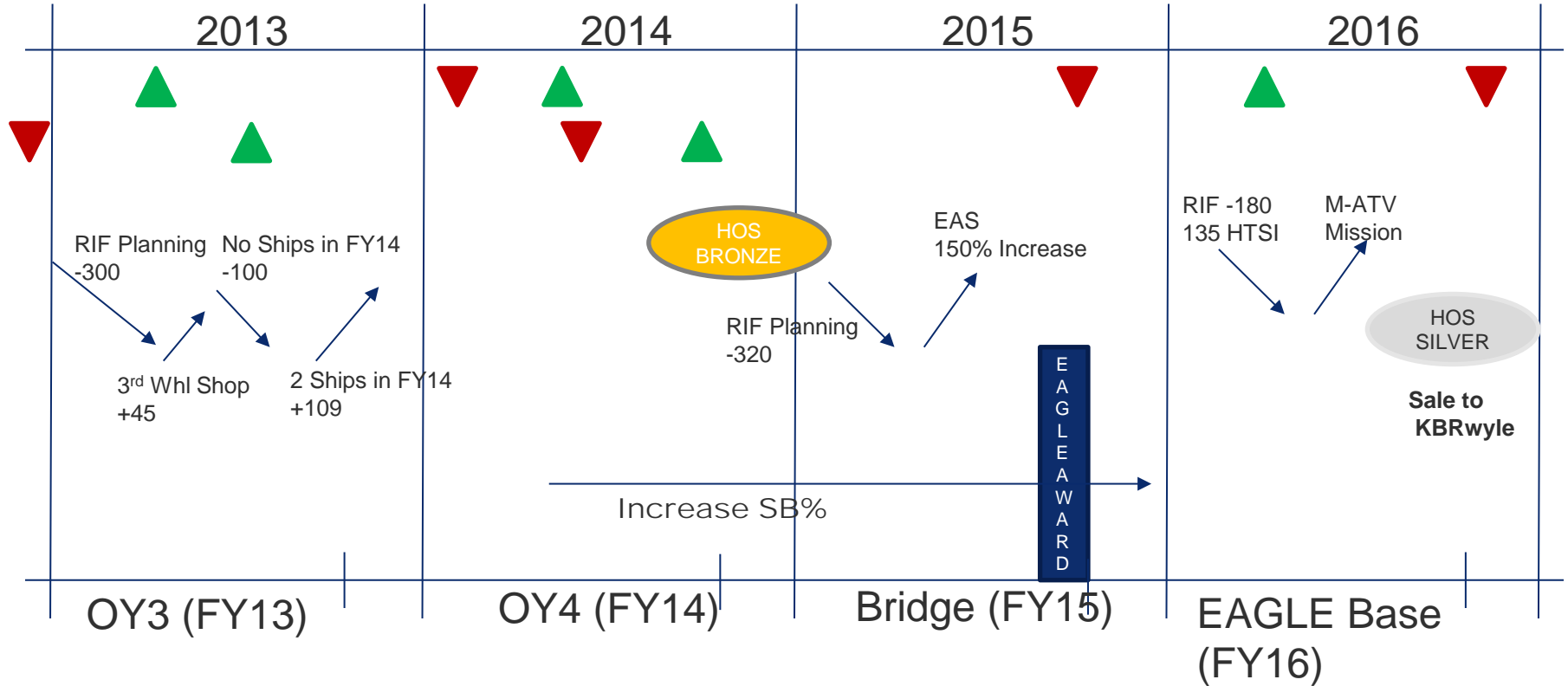


Program planning and execution of maintenance and logistics services in support of the Army's Afloat Prepositioned Stocks and the Army Strategic Logistics Activity Charleston (ASLAC)

- Over 120 Separate Unit Sets of Equipment
- Over 390K wholesale items -- \$1.9B
- Over 4500 retail lines -- \$58M
- Over 1.5 Million Sq Ft of Cargo
- 5 Large, Medium Speed Roll-On/Roll-Off Vessels
- Shipboard Care of Supplies in Storage (COSIS)
- 8 Maintenance Shops
- Unit Status Readiness Reporting

Original Contract Award 2009





- **Initial Reaction – *Defensive!***
 - Robust Change Management Tracking System
 - Changed Labor Reporting Practices to Align with Army System of Record
 - Wasted Effort Fighting Against Change
- **Realization**
- **Transformation**
 - Organizational Changes Designed to Absorb Change
 - Cultural Awareness
 - Effective Communication – Tiered Accountability
 - Enhance Fidelity of Estimate and Tracking Bid Assumptions
 - 100% Transparency to Customer

Added Value to Customer – Our Ability to Excel Regardless of Change

- **See the Need for Continuous Improvement**
- **Enlist and Empower Employees**
- **Communicate, Communicate, Communicate**
- **Focus on Quality**
- **Prioritize Main Efforts and Accept Risk in the Interim**
- **Know Your Business**
- **Never Let a Good Crisis Go to Waste**

Document Your Efforts – Nobody Will Do it For You!

- **Mutual Respect Between Customer and Contractor**
- **New Business Attracted to ASLAC**
- **Successful Contract Transition**
- **Lessons Learned:**
 - **It's Possible to Plan for Change**
 - **Better to Get Out in Front of Change than to Fight It**

