

Aviation Support Equipment



**Marie Greening
PMA 260**



Aviation Support Equipment Common Support Equipment Programs



Mission:

Provide “common”, affordable/cost effective aviation support equipment in support of “O” and “I” Level operations and maintenance activities; cradle to grave management; and support equipment process leadership within the Naval Air Systems Team.



Aviation Support Equipment Common Support Equipment Programs



□ Program Breadth:

- 166 Active Programs
- 1 ACAT II
 - Consolidated Automated Support Systems (CASS)
- 4 ACAT IVM
 - High Power Offload (Multi-Aircraft Radars)
 - EOTS Offload (F/A-18 FLIR Systems)
 - Phase II Legacy ATE Offload to CASS
 - Joint Serv. Electronic Countermeasures Sys. Tester (JSECST)
- 18 Abbreviated Acquisition Programs {AAPs}





Aviation Support Equipment Common Support Equipment Programs



□ Budget Summary (FYDP):

- Aviation Procurement, Navy – \$1.6 B
- Other Procurement, Navy – \$76.8 M
- Research, Development, Test & Evaluation,
Navy – \$60.4 M
- Operations & Maintenance, Navy – \$28.7 M



What Makes a Good Business Financial Manager?



- ❑ Network, Network, Network!

- ❑ Know Your Customers – Internal & External

- ❑ Know the Budget Process & PPBS



What Makes a Good Business Financial Manager? (cont.)



- Monitor the Budget Track through Congress

- Friends vs. Foes...Foes vs. Friends

- Communications – Internal & External

- Becoming the PM's “Right Hand”



Pitfalls to Avoid



Inconsistency...

Tell the Same Story!

Non-Defendable Budget...

Be able to Defend ALL Requirements!

Verbose or Non-Response to Reclamas...

Brief and to the Point!



Pitfalls to Avoid (cont.)



- ❑ Weak Impact Statements...
Tie Requirements to the Warfighter!

- ❑ Poor Execution – Bill Payer...
Obligate Early!

- ❑ Not Knowing & Including Allies Early...
Gain & Maintain Chain-of-Command Support!



Program Manager Challenges



- ❑ Managing Program Impacts due to Budget Whacks!
- ❑ Program-to-Budget Balancing Act
- ❑ Rapidly Changing Environment & Customer Requirements
- ❑ Managing Program Restructuring due to Schedule Slips



Program Manager Challenges (cont.)



- Defending the Budget from Beginning to End

- Managing Numerous Reporting Requirements

- Managing Joint Programs

- Reducing Acquisition Lead Time & Life Cycle Costs



Summary



- ❑ A GOOD Business/Financial Manager keeps things going...but a GREAT Business/Financial Manager makes things happen!

- ❑ Program Managers Can Be “MADE” or “BROKEN” by their Business/Financial Manager.