



*One Company | Customer Focused*

# Industry Executives Panel PEOSYSCOM Conference

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# Space Systems Company

# Program Execution in Collaboration With Our Industry Partners



- **Biggest Challenges**

- Stable, Affordable Requirements
- Realistic Cost Estimates
- Risk

- **Challenges Exacerbated In Absence of Partnerships**

# Program Execution in Collaboration With Our Industry Partners



- **Strategy: Stronger Government/Industry Partnership is the Solution**
  - Respect
  - Aligned Interests
  - Communication

# Program Execution in Collaboration With Our Industry Partners



# Program Execution in Collaboration With Our Industry Partners



- **Aligned Interests**
  - Engagement – Early and Often
  - Open Exchange of Ideas
  - Strive for Shared Desires, Motivation, Objectives
  - Consistently Seek Out the “Win-Win”

# Program Execution in Collaboration With Our Industry Partners



- **Communication**
  - **Keep It Pure and Simple**
  - **Listening is Part of Communication**
  - **Match Actions with Words**

# Program Execution in Collaboration With Our Industry Partners



- **Tactics**
  - **Curb Our Appetites**
  - **Strengthen Systems Engineering, Cost Estimating and Business Operations**
  - **Adopt Culture of Continuity**
  - **Accept No Substitutes for Experienced, Competent Professionals**
  - **Make Demands Reasonable**
  - **Challenge the Status Quo**

