

Program Startup Workshop



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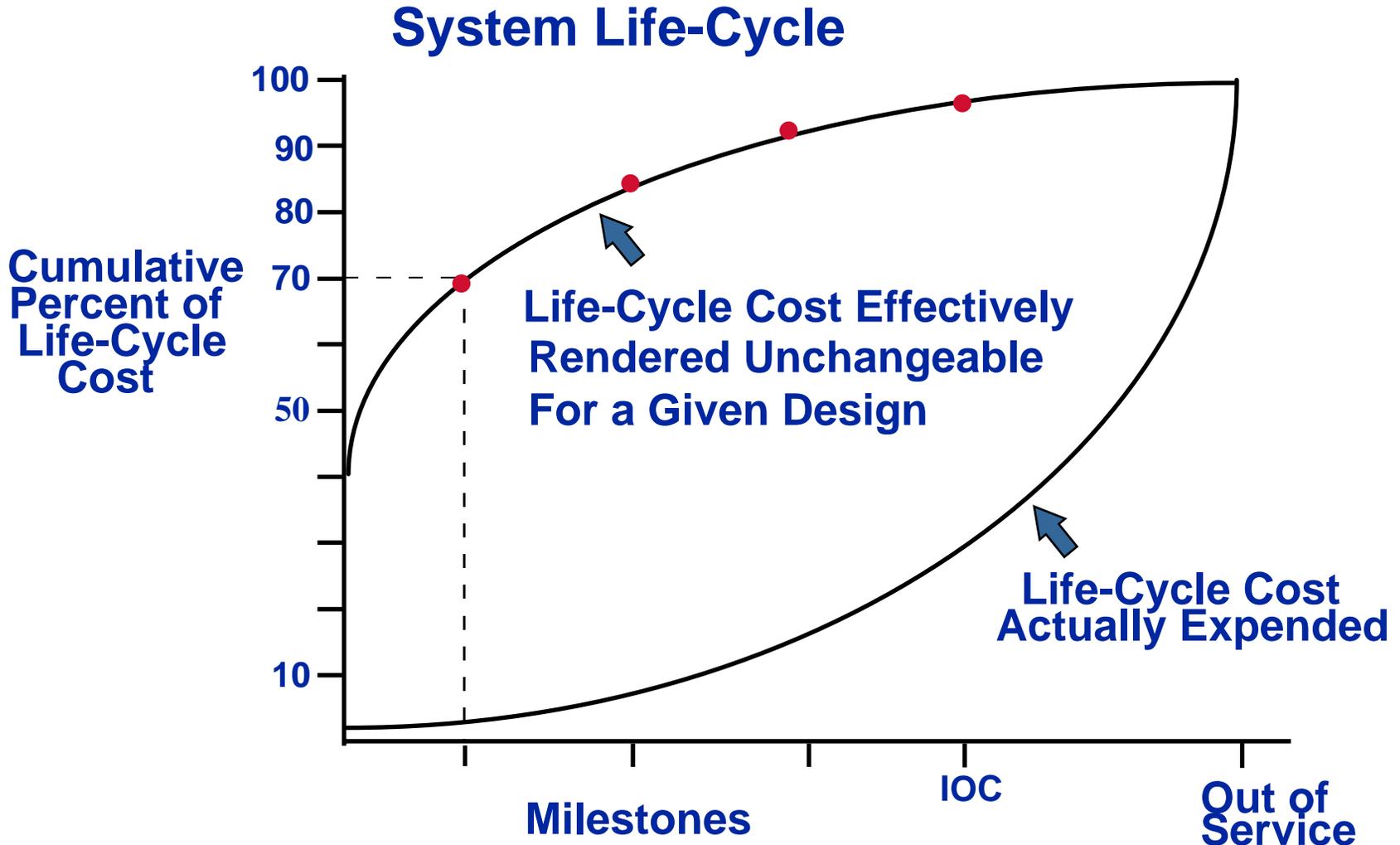
Background

- Program startup sets foundation for success
- Many DoD programs struggled or have failed due to:
 - lack of common vision & plan for success
 - lack of supportive environment
 - Understood and mutually agreed performance measurement baseline including program risks
- Importance of working together to startup new programs
- Working in partnership, Raytheon and the Defense Acquisition University (DAU) developed the Program Startup Workshop (PSW)
- DAU has conducted several successful workshops

DOD & Industry Now Have a Better Approach

Early Decisions Affect Life-Cycle Cost

(based on historical data)



Workshop Objectives

Program

- Educate government and industry teams on effective program startup actions
- Produce key program startup products

People

- Build an environment of trust, collaboration, teamwork and communication
- Establish the foundation to execute a successful program

Successful Startup Workshops

- **SLAMRAAM (Surface Launched AMRAAM), March 2004 with the Army & Raytheon**
- **MMA (Multi-mission Maritime Aircraft), July 2004 NAVAIR & Boeing**
- **ACS (Aerial Common Sensor), September 2004 with the Army & Lockheed Martin**
- **Carrier AAG (Advanced Arresting Gear), January - March 2005 with NAVAIR & General Atomics (Electromagnetic Systems)**
- **Warrior UAV (Unmanned Ariel Vehicle), August 2005 with the Army UAV Program Office & General Atomics (Aeronautical Systems)**
- **GCSS (Global Combat Support System), April 2006 with DISA (Defense Information Systems Agency) & Northrop Grumman**
- **CH-53K Helicopter, June 2006 with NAVAIR and Sikorsky**
- **Apache Block III, September 2006 with the Army and Boeing**

Workshop Benefits

- **Shared perspectives on program goals, business processes and intended outcomes**
- **Positive environment of trust, collaboration, teamwork and openness**
- **Solid plan for moving forward**
- **Consistency of program execution**
- **Reduced project risk**
- **Sharing of best practices**
- **Increased probability of program success**