Collaboration Framework

United Space Alliance Validation &
C-Frame Project

Collaborative Frameworks for Aerospace and Defense Supply Chains

Presented By
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Collaborate

Latin *collaborare*
To labor or work together

To cooperate and work jointly with others, which one is not immediately connected

Balancing individual perspectives and objectives with those of the joint effort involves managing expectations of commitment, contribution and benefit of the joint effort.

Collaboration describes generally the “How” to interact across boundaries.

Often intellectual endeavor involving synchronous and asynchronous processes and communication

*Based on Merriam-Webster's Collegiate Dictionary* with input from the EU ProdChain
Customers are requiring products and services that are increasingly reliant on global supply chain's that involve participants with differing objectives, perspectives and processes.

Collaboration must be a balanced approach that identifies the value created, specific process metrics and appropriate collaboration behavior. Collaboration involves trust and partner predictability which are functions of both individual and collective business behaviors critical in establishing collaboration relationships, managing shared processes, handling critical exceptions, and in fostering innovation.
Collaboration Balanced Score Card

Intangible Qualifiable

Tangible Quantifiable

Value Creation

Process Measures

Collaboration Behavior

HBK is based on the premise that collaboration is a function of both individual and collective business behavior.
The Collaboration Framework moves us from the area of “smoke and mirrors” and the world of “touchy-feely” words, like “good relationships’ and “interaction” into a world of specific levels of activities with identified specifications, events, and metrics.”

The Framework helped them to identify “Best Practice” processes in dealing with their customers and internal personnel.

- The Framework helped them to determine at what level they were currently performing at, assess if that was the appropriate level, and determine what the next level is that should be obtained.

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<thead>
<tr>
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<th>April 2002</th>
<th>FEB. 2003</th>
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</thead>
<tbody>
<tr>
<td>Complete &amp; Accurate Documentation &amp; 1st Time Quality:</td>
<td>98.22</td>
<td>99.10</td>
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<tr>
<td>Delivered to Contract Delivery date:</td>
<td>50.42</td>
<td>95.18</td>
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<tr>
<td>Average “transaction cycle” (PR to PO):</td>
<td>6.3 Days</td>
<td>5.4 Days</td>
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<tr>
<td>Total Line Items:</td>
<td>61</td>
<td>428</td>
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Other Validation of the Collaboration Framework

EU-funded research project PRODCHAIN (IST-2000-61205) is the development of a decision support technique to analyze and improve the performance of globally acting production and logistics networks. Validation that included key elements of the Collaboration framework was done by the consortium industry partners.

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Shahpur Patell, ICI

Supply-Chain World-Europe 2002 Conference Interactive General Session Collaboration Survey Results

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Shahpur Patell, ICI
**Strategic Collaboration, Planning, Forecasting and Replenishment**

“Are there processes that others are using we can take advantage of.”  USMC

“The Bottom Line: If you are a supplier to the military, it is to your benefit to participate in efforts like this to define the parameters of collaboration and build a technology investment strategy accordingly.”

AMR Research  July 2, 2003
Execution

This will be a multi-phase project:

- **Phase 1** is to leverage the available collaboration and business process frameworks to define process scenarios embodying the essential collaborations.

- **Phase 2**, planned phase, will consist of a pilot that will leverage the work done in Phase 1, focused on deployment of changes in supply chain processes/technologies within one or more defense weapon system programs, resulting in improved affordability.
**Scenario Business Case Selection**

All scenarios and subsequent business cases relate to Department of Defense (DoD) programs.

**Common DoD Objective:** “**Joint Expeditionary Force Across All Services**”

That requires:
- Total Asset visibility
- Acquisition process that supports objective
- Sustainability of that strategy
- Identification of risk
- Life-cycle support
- Readiness

**Scenario #1: Repairable Parts at Certain Service Level**
Contractor Managed Depot – Problem: Lack of Standards and Managing Exceptions

**Scenario #2: Air Force Forward Deployment Engine Repair**
Problem: MOC Visibility
For More Information Regarding the C-Frame Project
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