



Australian Government
Department of Defence
Capability Acquisition and
Sustainment Group

Air Combat and Electronic Attack Enterprise Single Management Framework

AA&S (Australia) Conference – Panel Session 1
Military Aircraft Sustainment in a FPR Environment
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19 July 16



Scope

- ACEASPO Context
- ACEA Enterprise
- Value Proposition – Customer Needs
- Enterprise Values and Practices

ACEA Context

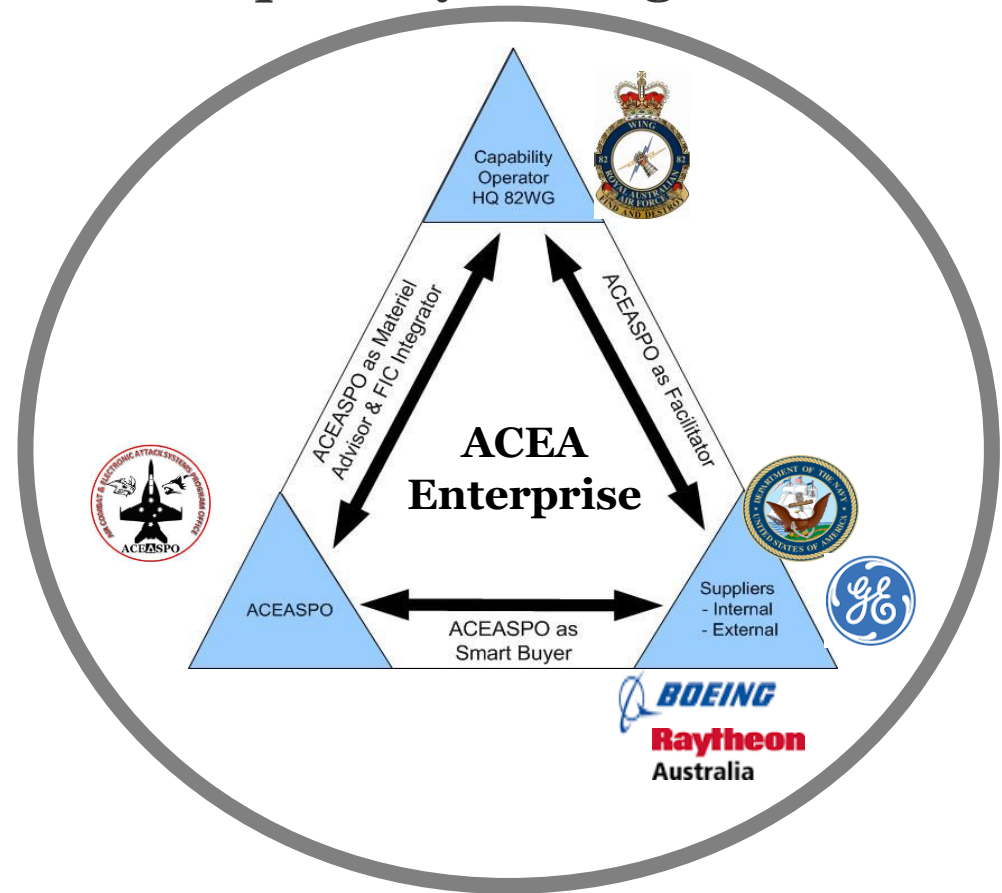
- Super Hornet IOC 2010
- Growler ISD Feb 2017
- Recontracting all ACEA Support Primes in 2016:
 - Boeing (WSI and Sustainment)
 - Raytheon (Training Services and MTTES)
 - General Electric (Engines)
- Spiral upgrade as part of sustainment (CAF21)
- Maturing and Growing SPO – increasing \$\$\$
- Future Operations
- Air Combat Transition – VIP Bridging Capability
- Change+++
- Future Government decision on more JSFs vs SH

ACEA Enterprise

The Defence First Principles Review requires a closer relationship between CASG, the capability manager and suppliers.

The ACEA Enterprise Single Management Framework will:

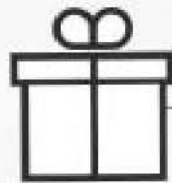
- Articulate Capability Manager's needs
- Align Partner Priorities
- Limit duplication



Value Proposition

Describes the benefits customers can expect from your products and services

Value Map: Describes the **prioritised** benefits that you design for your customers



Create Value

The set of value proposition benefits that you design to attract customers.



Customer Profile: Describes the **prioritised** customer needs, objectives and hurts



Observe Customers

The set of customer characteristics that you assume, observe, and verify in the market.

DEFINITION
VALUE PROPOSITION
Describes the benefits customers can expect from your products and services.

Enterprise Values

- One mission, one set of values.....multiple partners
- Enterprise values:
 - Accountable (for our roles and responsibilities)
 - Collaborative (within the Enterprise)
 - Value (to our Capability and in everything we do)
- Articulated through an ACEA Enterprise Culture and Behaviours Statement
- Brought to life through:
 - O6 IPT
 - Grass roots IPT

Enterprise Practices

- SMF focuses the partners on value to the ACEA Enterprise
- Agreed set of processes where it makes sense to execute at an Enterprise level:
 - Fleet Planning
 - Spiral Upgrade Project Management
 - Strategic Planning
 - Continuous Improvement...etc
- SMF described in an updated Weapon System Support Plan:
 - ‘Strawman’ SMF by Dec 16

Questions/Discussion