



PBL/SCOR® Model Workshop

Tuesday December 1, 2009

1.25 - 4.30

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PRTM MANAGEMENT CONSULTANTS

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Driven by the compelling need to have easily deployable, operationally reliable systems, aerospace and defense (A&D) logistics have evolved dramatically over the last 15 years. The emergence of performance-based logistics (PBL) as a leading strategy has helped both drive this change and produce significant results for the Department of Defense (DoD) and A&D shareholders. The full potential of PBL solutions, however, has yet to be fully realized.

In this first wave, the focus on synchronizing payment with performance created mutual performance incentives that drove alignment between industry and the DoD. The initial response from industry led to major improvements in material availability, and brought significant benefits for the warfighter. **Going forward, Original Equipment Manufacturers (OEMs) and Primes will face significant challenges in how they will differentiate themselves in the marketplace.** One method of achieving this differentiation is integrating the capabilities contained within the Supply Chain Operations Reference-model (SCOR®) with performance-based logistics initiatives. When methodologies contained within SCOR®, are linked to the process model used by the Department of Defense, the partnership is able to achieve best in class operational performance with improved financial benefits for all.

Join your colleagues at the Defense Logistics Conference in an interactive workshop with PRTM Management Consultants where you will hear from industry and government leaders on the evolution of performance-based logistics throughout the Department of Defense and the Aerospace & Defense community. This three hour workshop will include industry round-table discussions, analysis and commentary of current opportunities associated with the development and implementation of PBL's including (as examples) how to get started with new PBL's, building the financial business case, integrating the DoD standard SCOR® process model into PBL planning and execution, measuring performance, and improving the efficiency and success of current PBL implementations.

Chris brings over 15 years of experience in product and services strategy, product development, and service development business growth. Prior to joining PRTM, Chris spent more than eight years helping Fortune 100 technology firms compete and grow revenue through the identification, development, implementation, and management of integrated productservice offerings. He has worked across commercial and DoD markets in the areas of electronics, military/defense communications, aerospace, heavy industry, telecommunications services, and data networking.