Growing the Organization: Adapting to Market Changes

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Overview

- Identifying and Capitalizing on Growth Opportunities
- Markets are in Constant Change
- Market Needs and Requirements Continue to Evolve
- Service Provider Competition
- Freedom of Choice
- Due Diligence and Best Business Decision
Industry Choosing a Service Provider

- Process Efficiency
- Time to Market
- Professional Support
- Project Management
- Flexibility
- Service Provider Health
- Overall Service Provider Corporate Capabilities
A New Landscape

- Head to Head Competition: Live Venue
  — Unmanned Undersea Vehicles
- Request for Proposal (RFP)
  — Aircraft Electrical Wiring Systems
Looking Ahead

- Shift in Selection Process
- Healthy Competitive Environment
- Investment and Continuous Improvement Required
- Development and Delivery Capabilities for Standards Need to be First Class
- Expectations of Customers will be Greater than Ever
- SDO’s Must Deliver High Quality Service or Become Irrelevant
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