



GLOBAL STANDARD SETTING 2007
An Interactive Discussion



Growing the Organization: Adapting to Market Changes

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Open Forum for Standards Developers

June 20, 2007

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

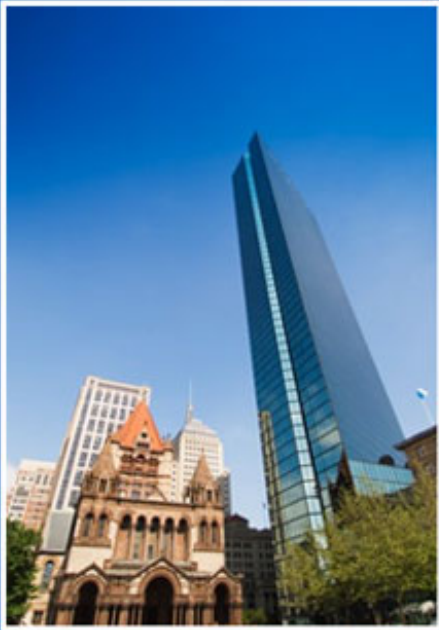
- Process Efficiency
- Time to Market
- Professional Support
- Project Management
- Flexibility
- Service Provider Health
- Overall Service Provider Corporate Capabilities

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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