

PBL Corporate Competency

Full Spectrum PBL Competency Development Support

In order for companies to protect and grow their military aftermarket, they must aggressively pursue a strong organizational PBL competency

Background

Performance Based Logistics (PBL) is now DoD's preferred support strategy. DoD Directive 5000.02 states, "PBL offers the best strategic approach for delivering required life cycle readiness, reliability, and ownership costs." Defense spending is under intense scrutiny as weapons systems support costs have historically increased over time with traditional approaches. PBL offers the government customer at the component, subsystem or system level an opportunity for significant benefit compared to the current transactional approaches. Potential benefits to industry support providers include increased opportunities for rewards and greater control of their brand and reputation.

Companies offering only transactional support products will find themselves increasingly less competitive.

Challenges and Rewards

PBL is different from a transactional support model as an industry business model. There is a significant change to the risk/reward equation and increased focus on improving your product. Successfully navigating your way to a PBL business model can increase your opportunity for greater margins, and strengthen your market position.

Some of the competencies required for success in PBL include: Business Case Analysis, Contracting Strategy, Financial considerations, Off Ramp Structure, Public-Private Partnering, Configuration Control Structure and others. You must understand the expectations of the government customer and

change the way you think about your business.

PBL success requires a culture shift – a paradigm change – within the company.

Our Team Approach

Dayton Aerospace PBL experts consist of highly experienced, cross-functional personnel whose backgrounds and expertise span program management, integrated logistics support, contracting, engineering and financial management. In addition these experts have hands on experience in all aspects of PBL including; the government decision process, both customer and provider strategy development and execution. Our team approach ensures that all considerations required for developing a successful corporate PBL competency are analyzed and implemented. We provide credible team leadership able to understand and communicate effectively with your decision makers.

Dayton Aerospace Experience

Dayton Aerospace PBL experts are all retired military or government civilians, each with 25-30+ years

experience, who have supported multiple PBL efforts during all phases of implementation – for both government and industry customers. We have developed an extensive PBL knowledgebase and understand the unique elements and differences between PBL and transactional models. We can develop a PBL capability that equips your company to be successful in this new support market.

Dayton Aerospace Support

Dayton Aerospace provides full-spectrum PBL competency development support tailored to meet your needs. Our PBL experts will work side by side with company leadership to develop a successful "PBL Center of Excellence".

Specific tasks include:

- Develop PBL Competency Charter describing the companies mission, responsibilities and desired outcomes
- Support PBL opportunity capture
- Identify specific PBL technical capabilities and core skills required to achieve the company objectives
- Evaluate current capabilities and perform gap analysis
- Develop PBL Strategy and Implementation Plan
- Conduct tailored training and lead focused workshops

