Plenary Panel – Development and Operations Collaboration

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Boeing’s success as a developer depends on our ability to understand, collaborate on and meet customer requirements.

Across our customer base there are varied models for how this happens.
Commercial Model

- Developer solicits operator inputs and integrates requirements
- Sales based on how well developer addresses mission requirements and cost of ownership

Developer (Industry)  Market Forces  Operator (Airlines)
Defense Model

- Clearly separate development organization within DoD customer develops design specifications from operator requirements.
- Defined roles between development and operations leads to satisfying mission requirements and controlling cost of ownership.

Diagram:
- Developer (Industry)
- Procurement Specification
- Operator (DoD)
- Vehicle Delivered for Ops Testing
NASA Model

• Proportionally larger development organization works with operations organization and develops design specifications
• Less formally defined interfaces and processes between NASA operators and NASA developers

Need to ensure mechanisms are in place to satisfy mission requirements while minimizing total cost of ownership