



Public – Private Partnering for Depot Level Maintenance

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Defense Business Development

Formula For Successful Partnering

#1

UNDERSTAND THE CHALLENGES OF THE
DEPOT PRODUCTION PERSONNEL

#2

DEVELOP SOLUTIONS TO MEET THOSE
CHALLENGES

#3

DELIVER THE SOLUTIONS

UNDERSTANDING THE DEPOT PRODUCTION CHALLENGES

- Be sensitive to the jobs/employment of depot personnel
 - Increased efficiency=increased production=additional work= additional employees
- Understand the concerns/challenges of the production
 - Deadlines/production schedules/#'s
 - Lack of materials
 - Contracting pressures
 - Their customer expectations
- Complete knowledge of the Command's direction
 - Six Sigma
 - Production needed for the customer
 - Awards/recognition

DEVELOP SOLUTIONS TO MEET THOSE PRODUCTION CHALLENGES

- Teaming agreements to minimize the red tape and maximize the partnership
- Understand the DOF
- Develop a plan to assist the production including – workstation specific kits, insure correct part numbers, engineering updates
- Flexible work hours
- Involvement in quality process

DELIVER THE SOLUTIONS

- Communicate the plan
 - Production
 - Command
- DOF analysis, pareto changes
- Execute with good people
- Increase the availability of parts
- Continuous improvement

CHALLENGES IN DELIVERING THE SOLUTIONS

- Change – production associates are reluctant to change
 - Suspected job loses
- NSN vs. OEM part number matching
- Consistent production schedules and the communication of those schedules
- Lack of space
- Depot politics