

WHAT'S WRONG WITH
PPP?

NOTHING.....RIGHT?

OVERVIEW

- HOW MANY DO YOU HAVE?
- IMPLEMENTATION TIME?
- WHO SUPPORTS YOU?
- WOULD YOU RUN YOUR BUSINESS THIS WAY?
- HOW CAN WE MAKE IT BETTER?

HOW MANY DO YOU HAVE?

- The quantity isn't important, it's the quality that counts
- Start small and work out the kinks
- Keep a pipeline going
- Exceed your partner's expectations

IMPLEMENTATION TIME

- From your first contact to turning wrenches
- Average might be two years
- Why does it take so long?
- Who is more cautious – government or industry?
- Do you think in terms of months and years?

WHO SUPPORTS YOU?

- Commander/VP – weekly status briefing?
- Production Boss – dedicated PM?
- Legal, Contracts, Finance, Facilities and other staff functions– commitment to take hours and days vs weeks and months?
- Business Office Leader and staff – every day?
- Your alternate – inside when you're outside and vice versa

WOULD YOU RUN YOUR BUSINESS THIS WAY?

- You would create a team atmosphere
- You would remove non-performers
- You would reward excellence
- You would be hands on – always
- You would have both a strategic and a tactical vision – get a PPP in place in thirty days; get 4 in a year; get 10 more the following year and keep the pipeline filled

HOW CAN WE MAKE IT BETTER

- Think out of the box – hours and days
- Create internal support early
- Make sure everyone has a common goal
- Communicate constantly
- Create trust with your business partner
- Do it as if it were your own company
- Have fun and make sure your team does