Voice of the Customer
Mobility Platforms



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Developing Authentic Presence Qualities and Brand Statement

- **Thoughtfulness**:
  - The projection of thinking or having thought through something before responding

- **Clarity**:
  - The ability to communicate your message in an intuitively clear and compelling way.

- **Authentic Brand Statement**:

I am a people focused leader who coalesces successful teams to deliver excellent products and services for our customer. I develop others around me to achieve success while keeping the customer in the forefront of our actions. I give this by engendering trust, making sound decisions and listening actively to my teammates.

Audience

- **Meeting**
  - Boeing Executives
  - Business Developers
  - Program Managers
- **Key Decision Makers**
  - BGS MTAS VP
  - BDS MS&B BD&S VP
- **Mixed Personalities**


Attention-Getting Opening

Executive Summary







- **Purpose:**
  - Bring the voice of Air Mobility Command customer to Boeing decision makers and stakeholders
- **Motivation:**
  - Create alignment between various customers and Boeing decision makers
  - Improve Boeing offerings to customer
- **Action:**
  - Coalesce Boeing direction for AMC's highest priority platforms, focus IRAD across BDS & BGS

Agenda

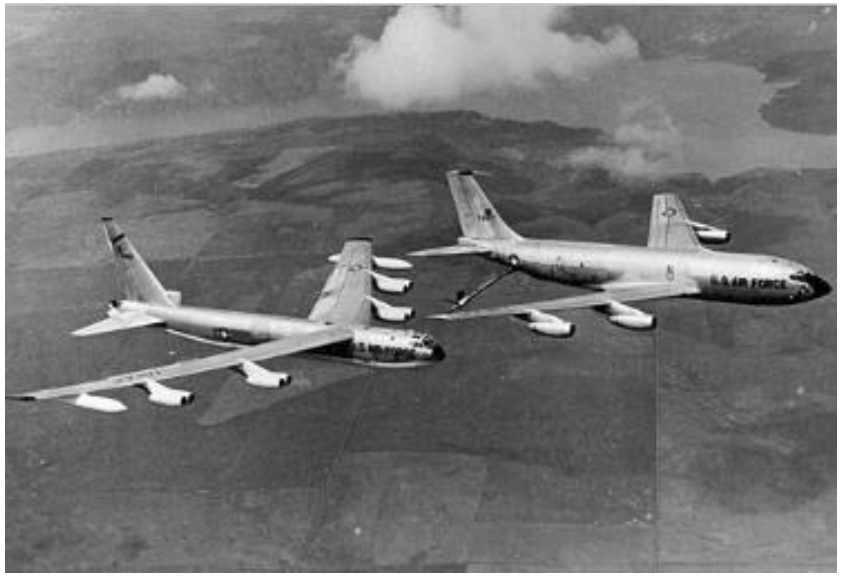
- **Tankers Platforms**
  - Readiness, Recap & Modernization
  - Tanker Requirements
  - Next Gen Capability
- **Airlift Platforms**
  - C-17
  - Executive Airlift Fleet
  - Next Gen Capability
- **Summary**



"H" = Highlight the Point
"O" = OK, So What
"R" = Relevant Information

Tanker Readiness, Recapitalization and Modernization

- Air Mobility Command focused on connectivity and survivability
- AMC is focused on structural and survivability enhancements for KC-135
- KC-46 seeing Aircraft Availability rates on par w/KC-135
- Stability of deliveries matters as does continuous recapitalization





”E” = Ease to the Next Point

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“Decisive advantage demands a modernized and connected sealift, airlift, and air-refueling fleet.”

-General Randall Reed
Commander,
United States Transportation Command
to the Senate Armed Services Committee
March 5, 2025



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Next Generation Air-refueling System (NGAS)

- **NGAS**
  - Family/Team of systems approach
  - No defined requirements
  - AMC working concepts of employment
  - F-47 matters
- **Air Vehicle Request for Information**
- **Senior mobility leaders advocate for tech maturation, comms, survivability, autonomy**

PHANTOM WORKS

”E” = Ease to the Next Point

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Airlift Readiness and Modernization

- **C-17 is the USAF Workhorse of Strategic Lift:**
  - Availability Challenges
  - Depot delays impacting customer ability to generate missions
  - Re-engining emphasis
  - Boeing is preparing for next sustainment contract



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Executive Airlift Fleet

- **VC-25A/B**
  - Ensure there are two aircraft during Presidential election season
  - Delivery of VC-25B during current administration
  - VC-25B must equal or exceed VC-25A capabilities

- **C-40D**
  - USAF passively recognizes need for DV recap
  - Current challenge is congressional buy-in, anticipate SAC-D $250M for 2026



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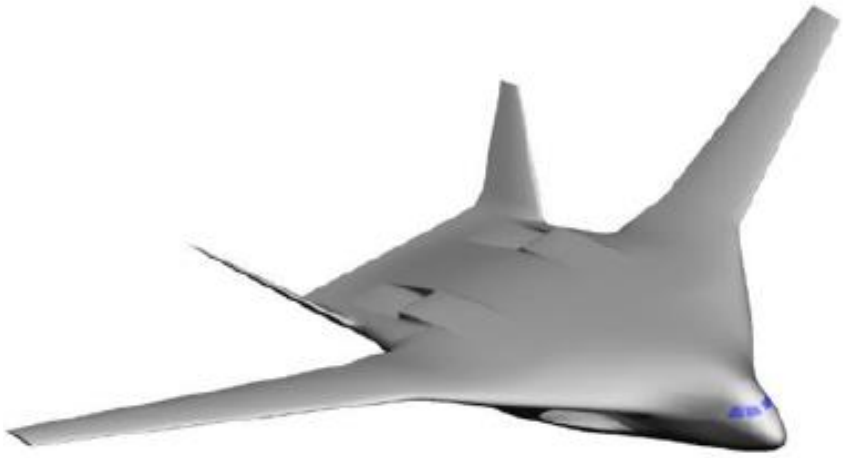
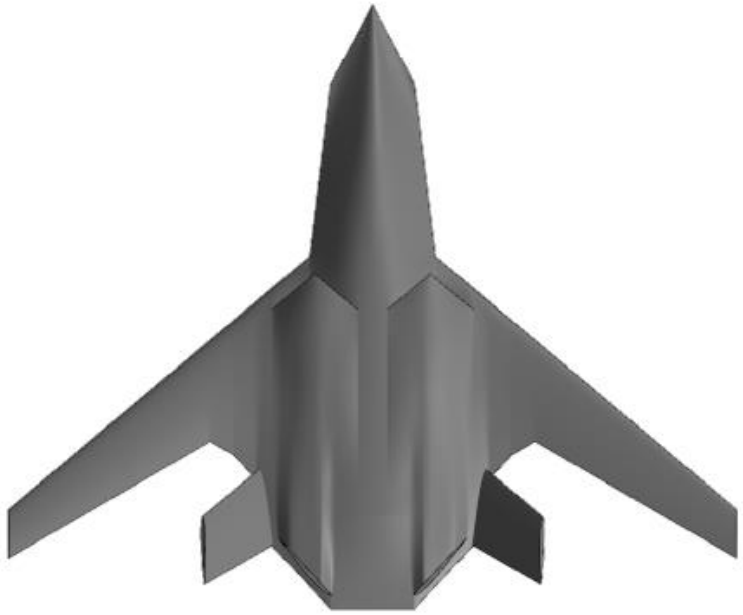
Next Generation Airlift

- **NGAL**
  - Capabilities Based Assessment complete
  - Pre-Analysis of Alternative RFIs 2026
  - C-17 Open line would change the NGAL
  - USAF projecting Initial Operating Capability in 2045







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Finish Strong Close/Summary




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