

Optimal Cost COE

Paul Breon

Enterprise Optimal Cost & Fabrication Estimating Leader

Enterprise Optimal Cost
Brand statement

I am a **servant leader** who unlocks the potential for **greatness** in others. I demystify the path for development and progression by having a **vision**, finding and growing the hidden **talents in others**. I build teams that reach higher, run farther, and become **far greater** than the sum of their parts.

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Developing APQs

APQ focus areas: Thoughtfulness & Clarity

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Enterprise Optimal Cost
Audience assessment



Location: Virtual



Audience: BDS Contracts & Finance



Decision maker: Contracts & Finance IC's



Audience size: ~15-50



Style: Likely a mix of styles

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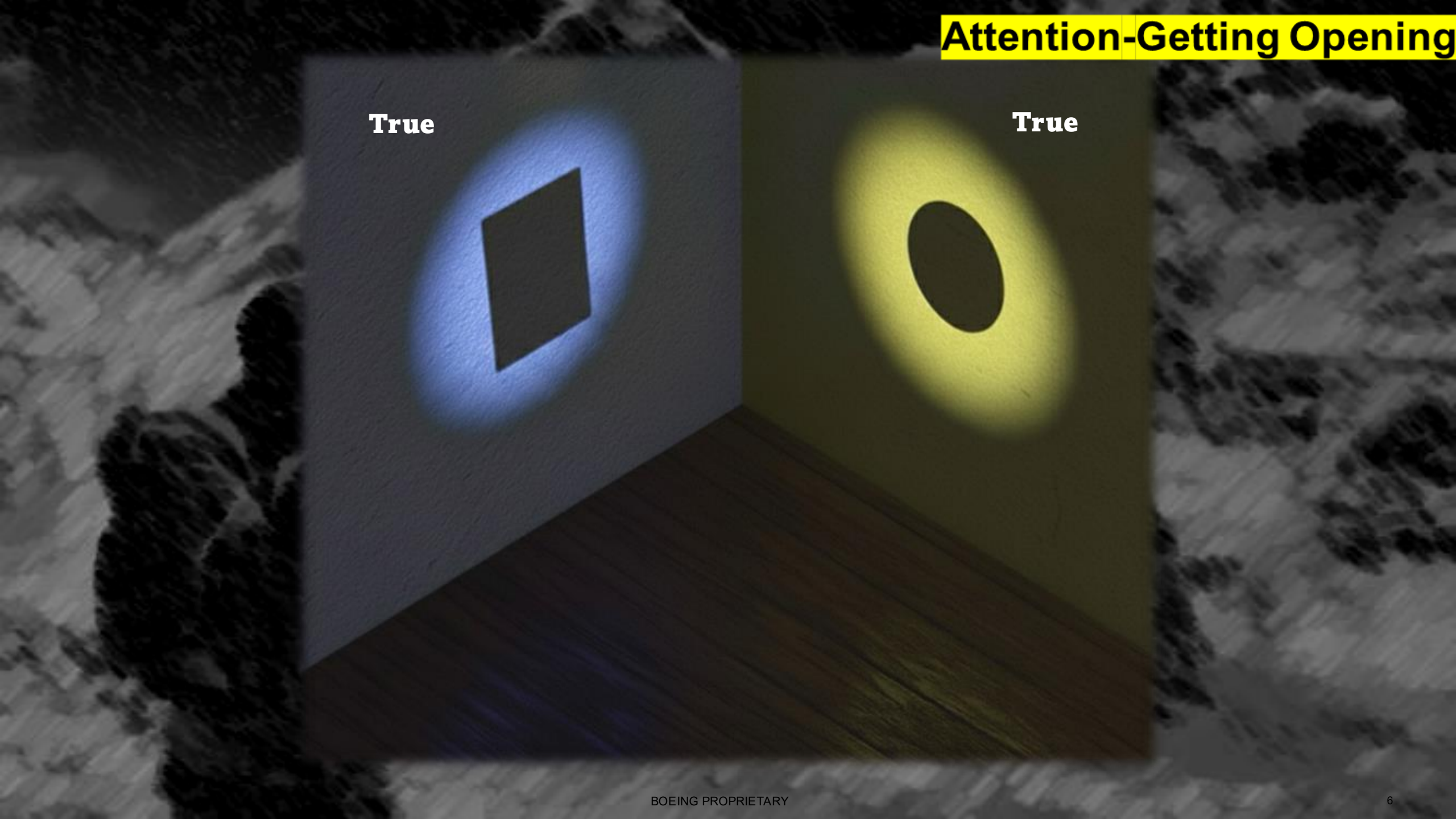
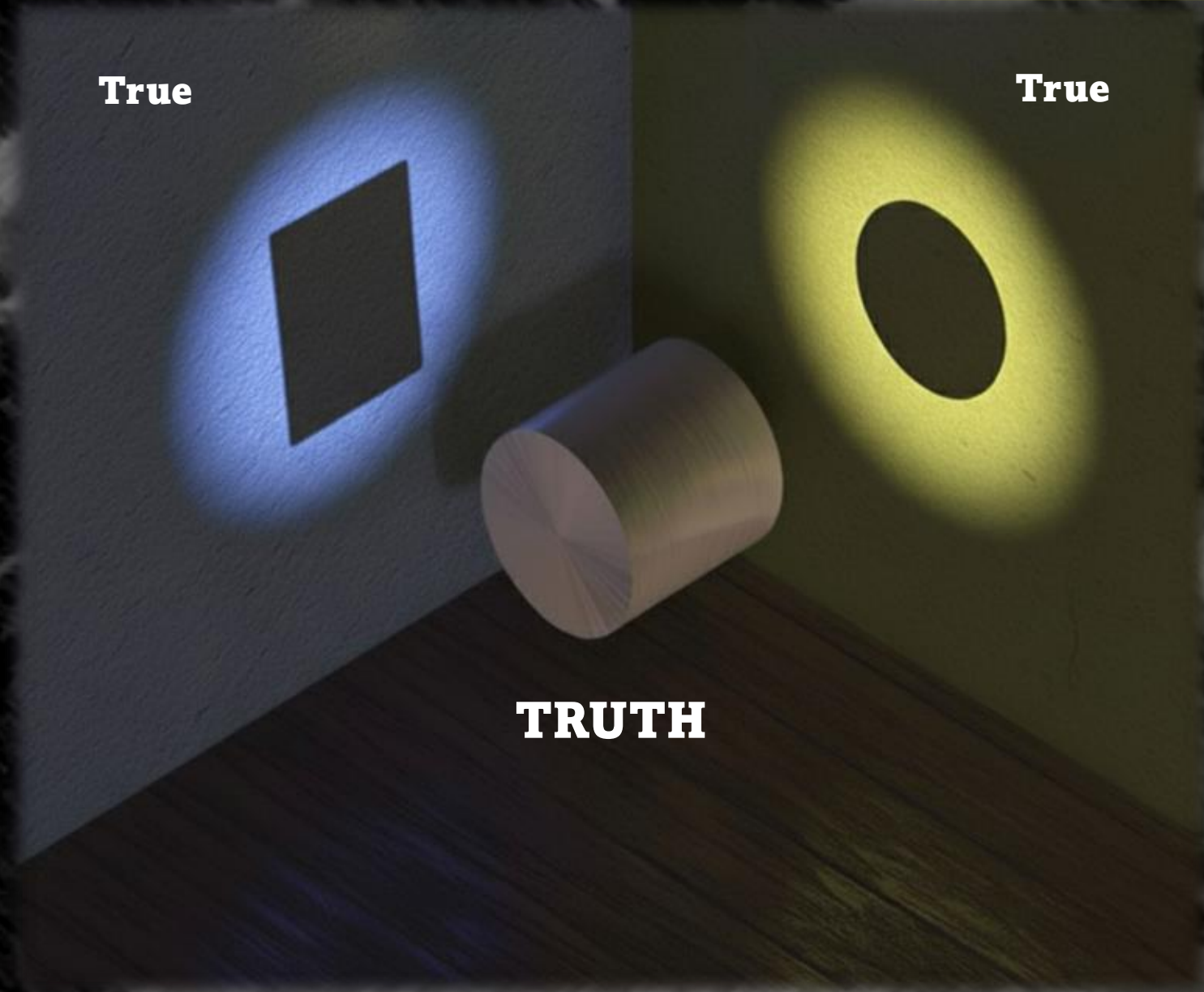
Attention-Getting Opening



Attention-Getting Opening



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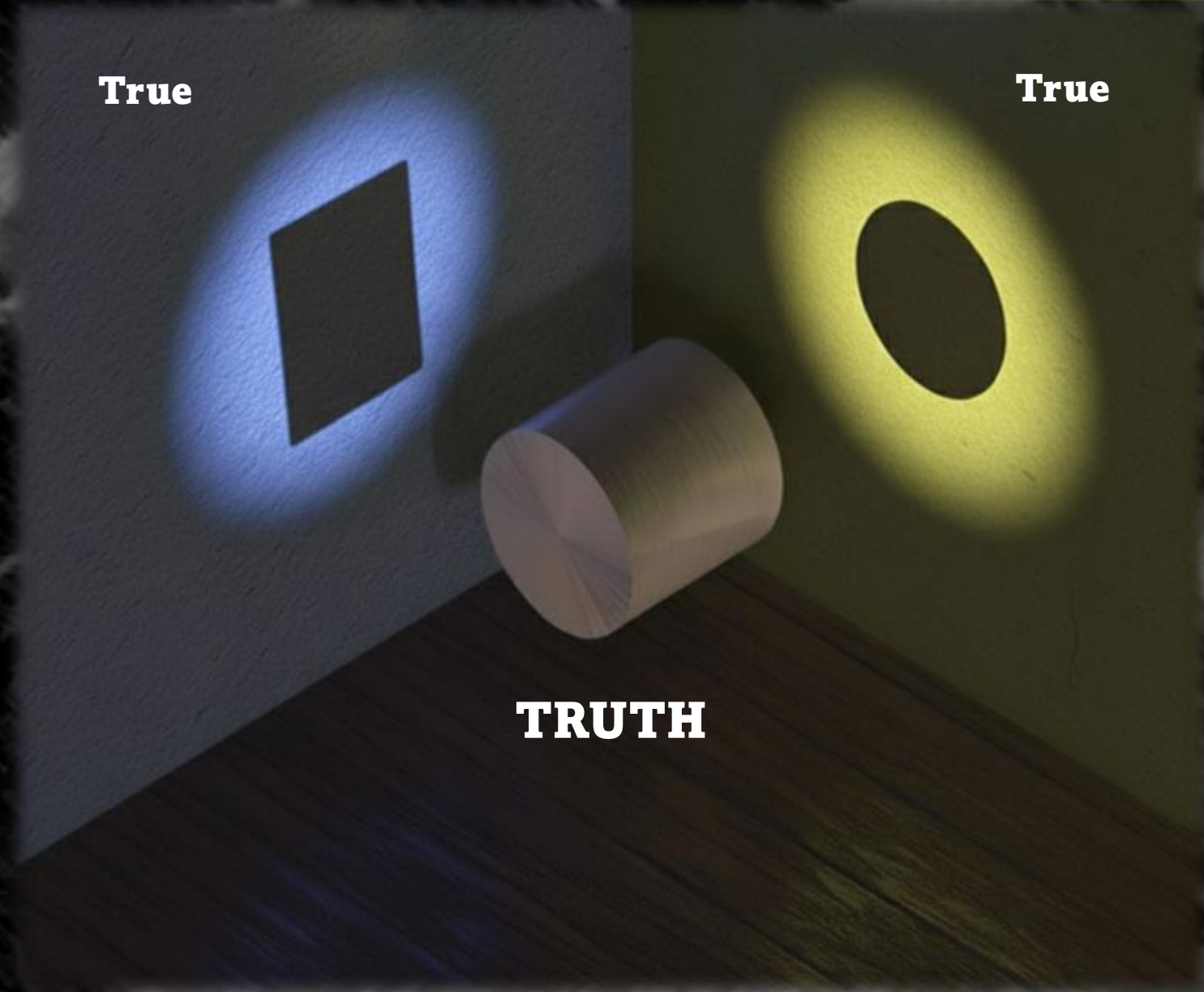
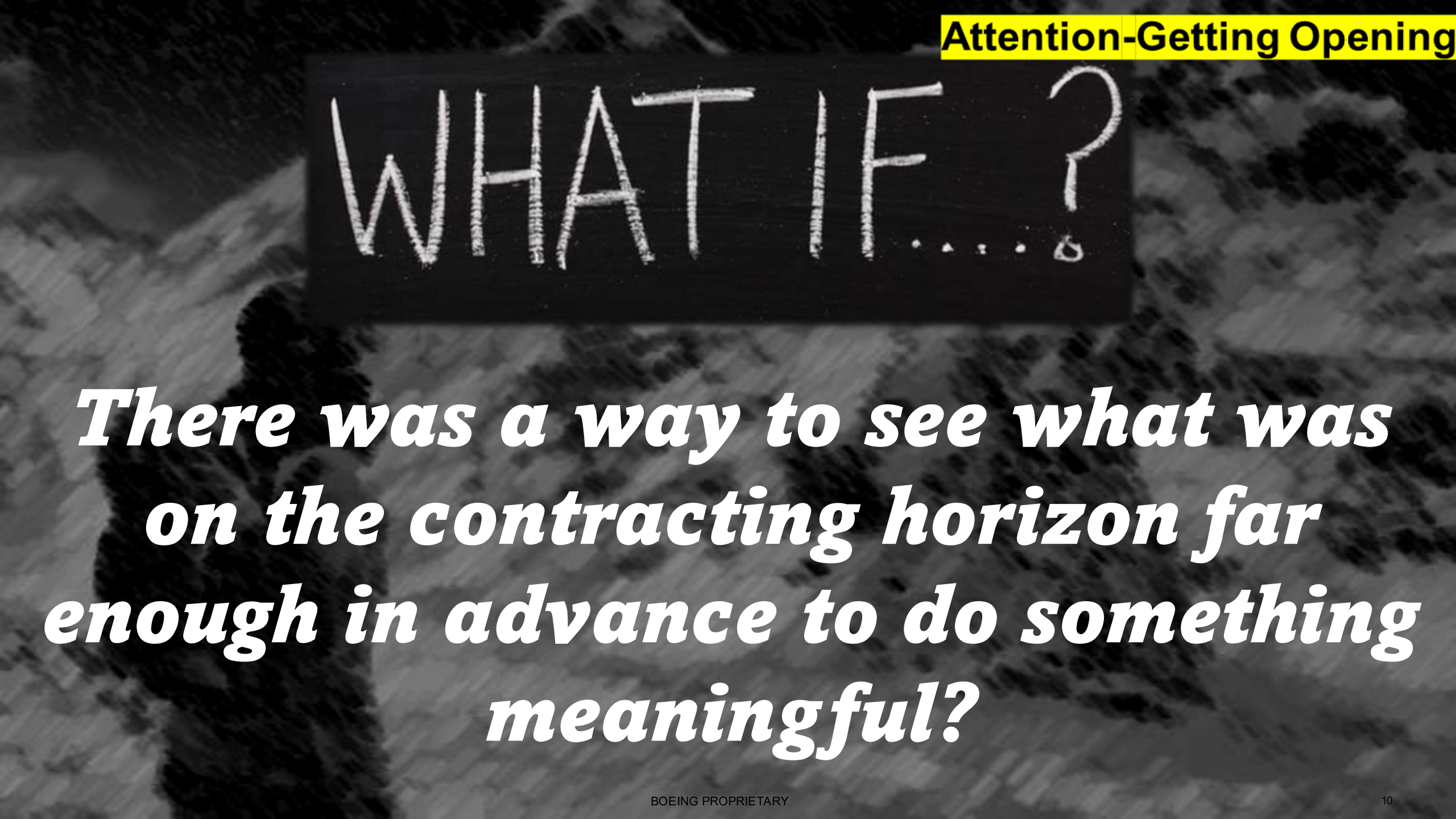


Attention-Getting Opening



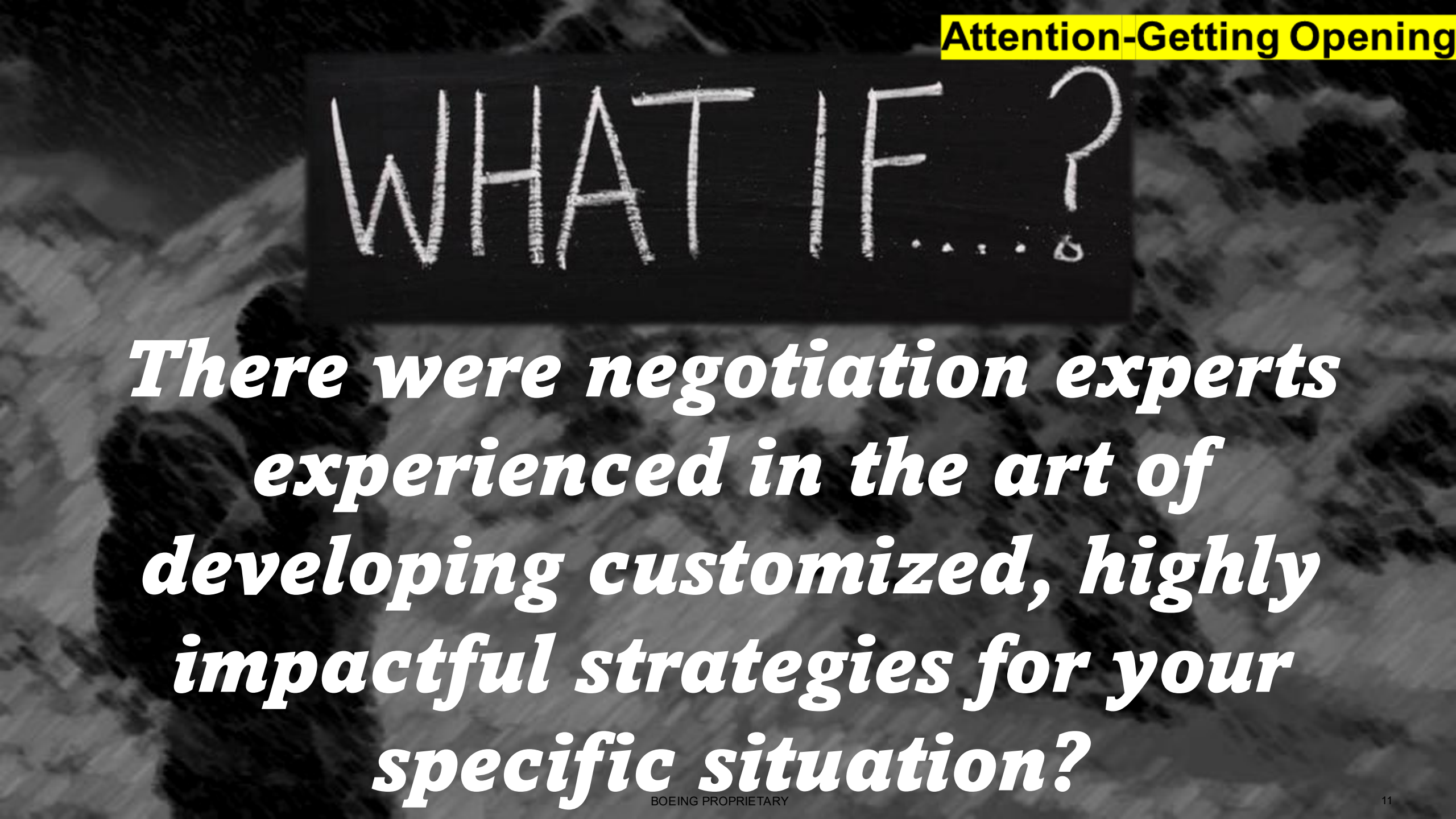
You had a starting point to truly understand your statement of work?

Attention-Getting Opening



There was a way to see what was on the contracting horizon far enough in advance to do something meaningful?

Attention-Getting Opening



There were negotiation experts experienced in the art of developing customized, highly impactful strategies for your specific situation?

BOEING PROPRIETARY

Attention-Getting Opening



You could have a technical expert at the negotiation table with you to create, support & defend the Boeing position?


Attention-Getting Opening

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Getting from true to truth is what the Enterprise optimal cost does.

Executive Summary - Components 1, 2, 3

Enterprise Optimal Cost
Why are we here?



Purpose

- Introduce the Enterprise Optimal Cost organization & build buy-in

What's in it for me?

- Step-function savings/risk mitigation in *your* key procurement activities

My ask

- Make us part of your team

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