

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.

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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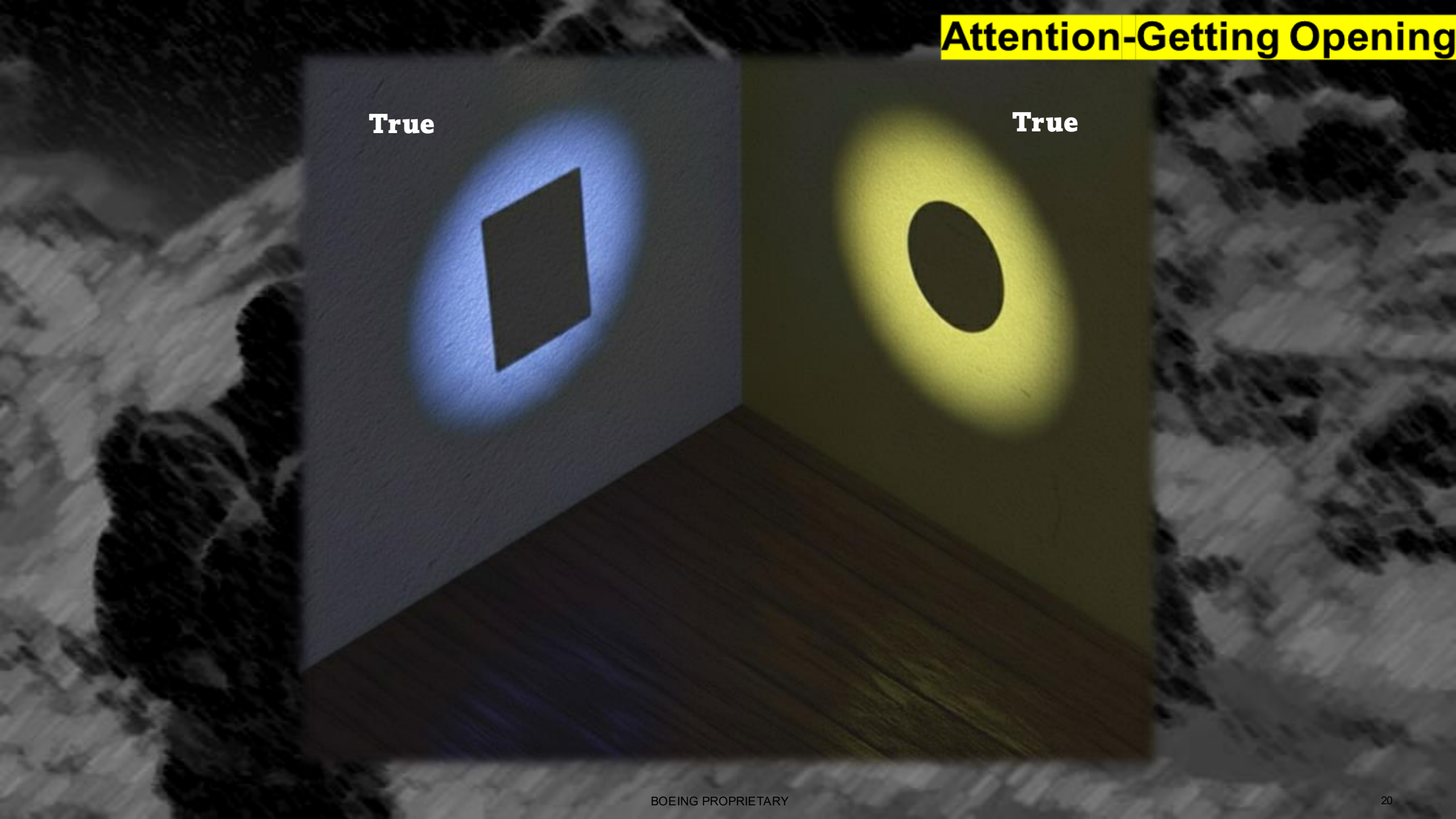
Attention-Getting Opening



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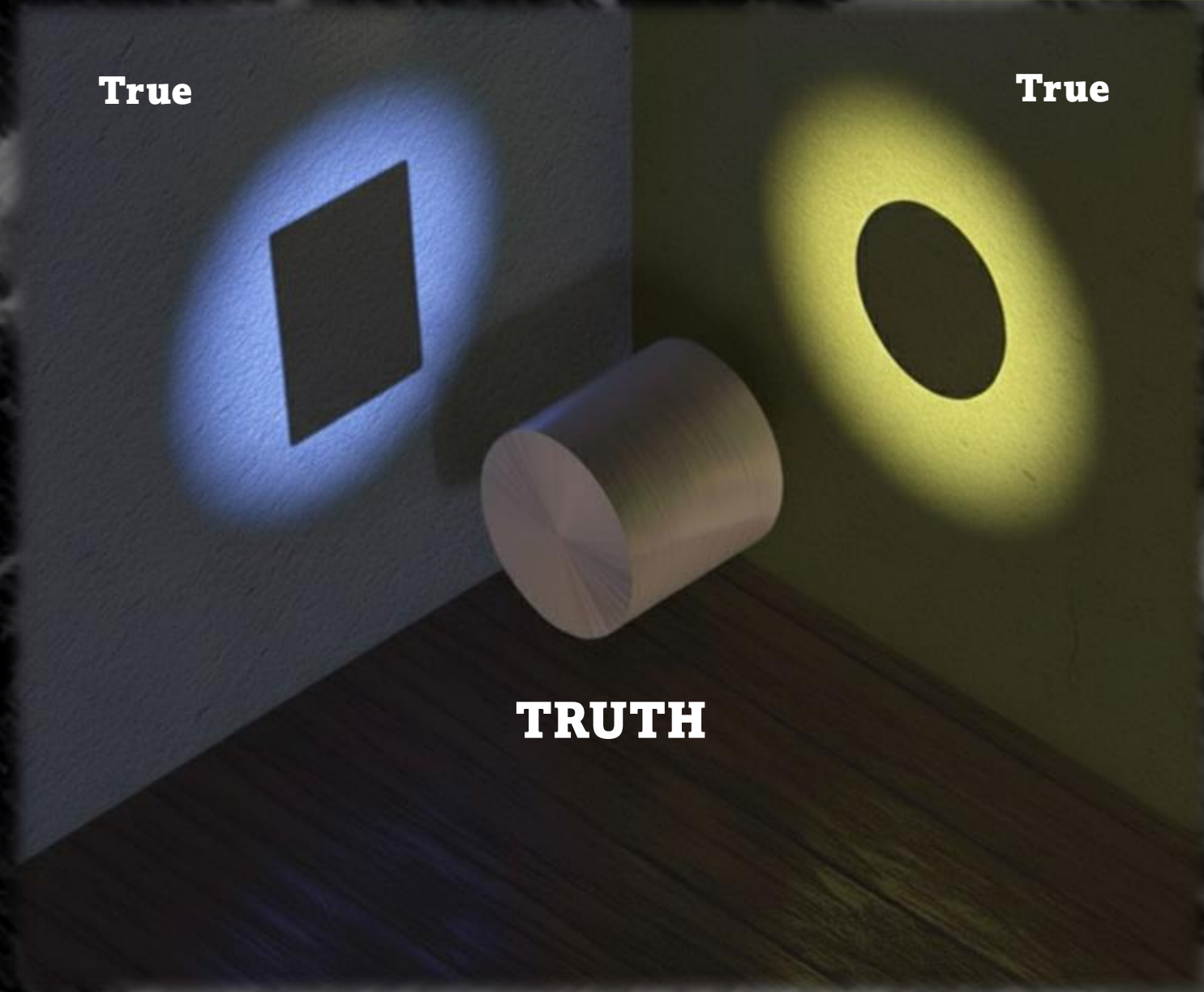

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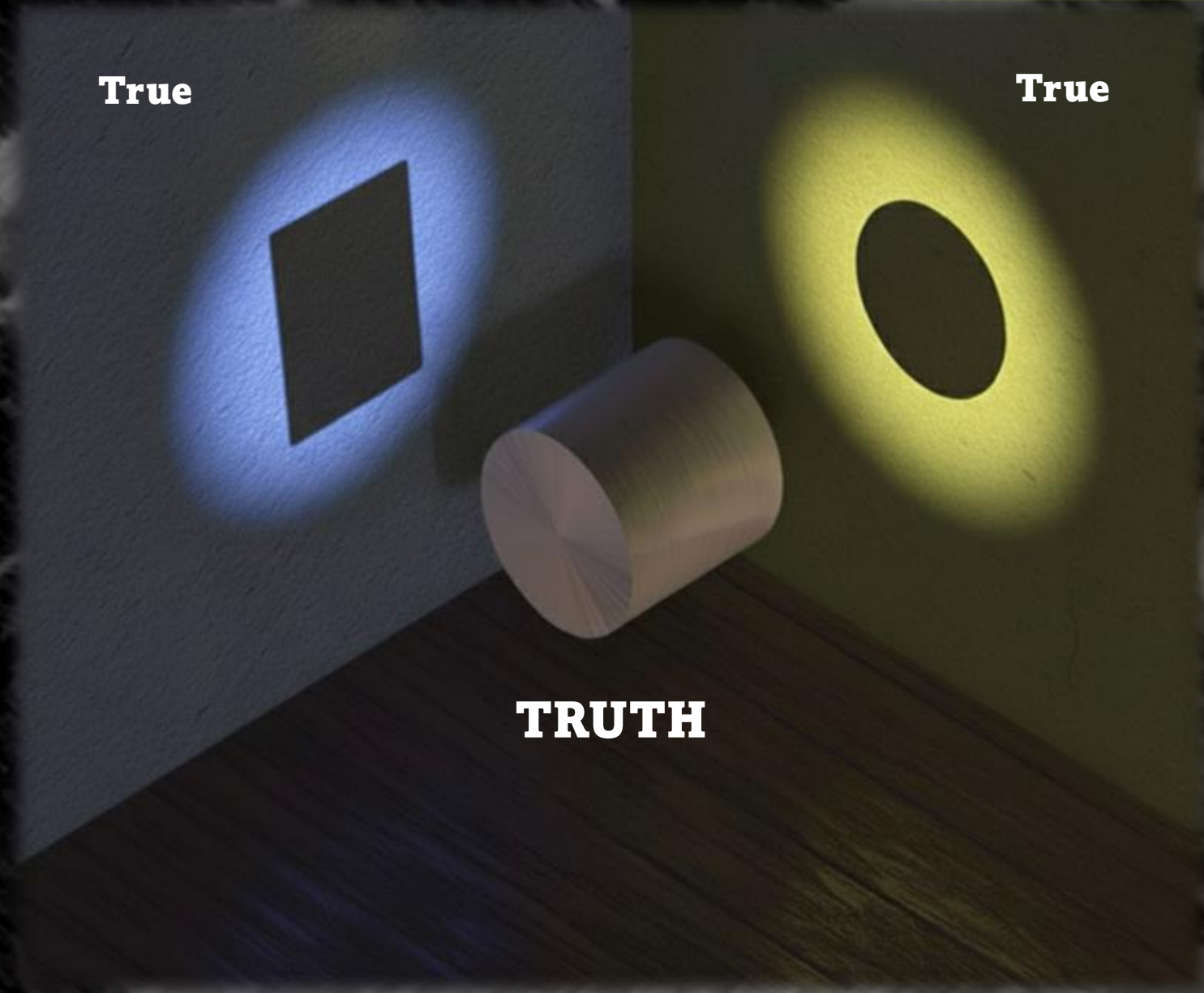



You had a starting point to truly understand your statement of work?

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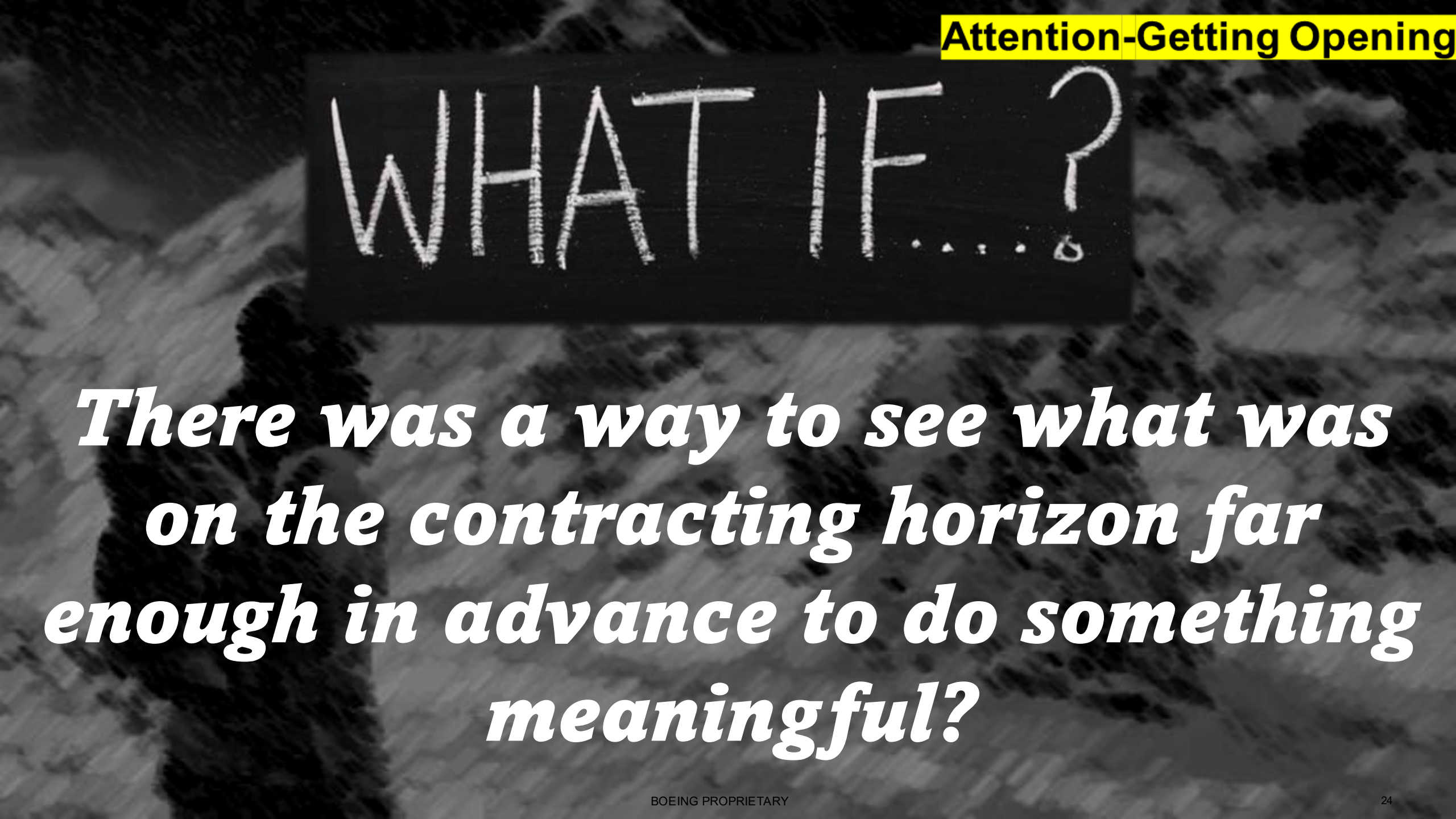
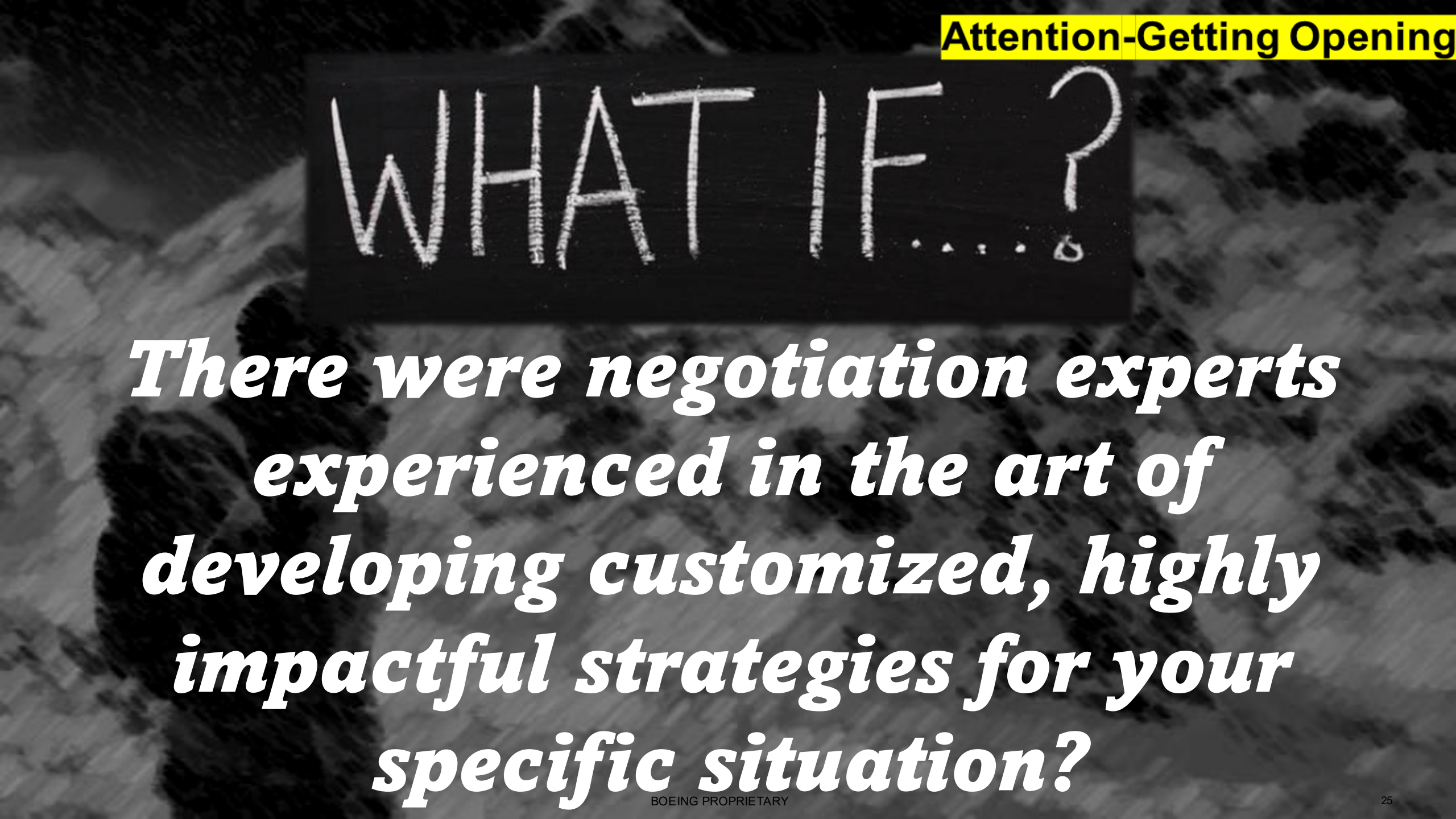
Attention-Getting Opening



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



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

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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

Attention-Getting Opening



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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Agenda

Enterprise Optimal Cost
Agenda



- **Who we are**
- **Our history of success**
- **How we summit**
- **Call to action**

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”E” = Ease to the Next Point

Enterprise Optimal Cost

Who we are



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"H" = Highlight the Point,

Enterprise Optimal Cost

Who we are



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

Enterprise Optimal Cost

Who we are

Optimal Cost Integration

- Consultants from start to finish
- Workflow management
- Strategy and triage

Supply Chain Finance Analytics (SCFA)

- Scaled analytics and business insight
- Scaled optimal cost estimating
- Tools that support and drive the business

Technical Estimating & Negotiation Support

Manufacturing experts who also estimate
Certified negotiations experts
Rates & factors dissection



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Our history of success



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Our history of success





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How we summit

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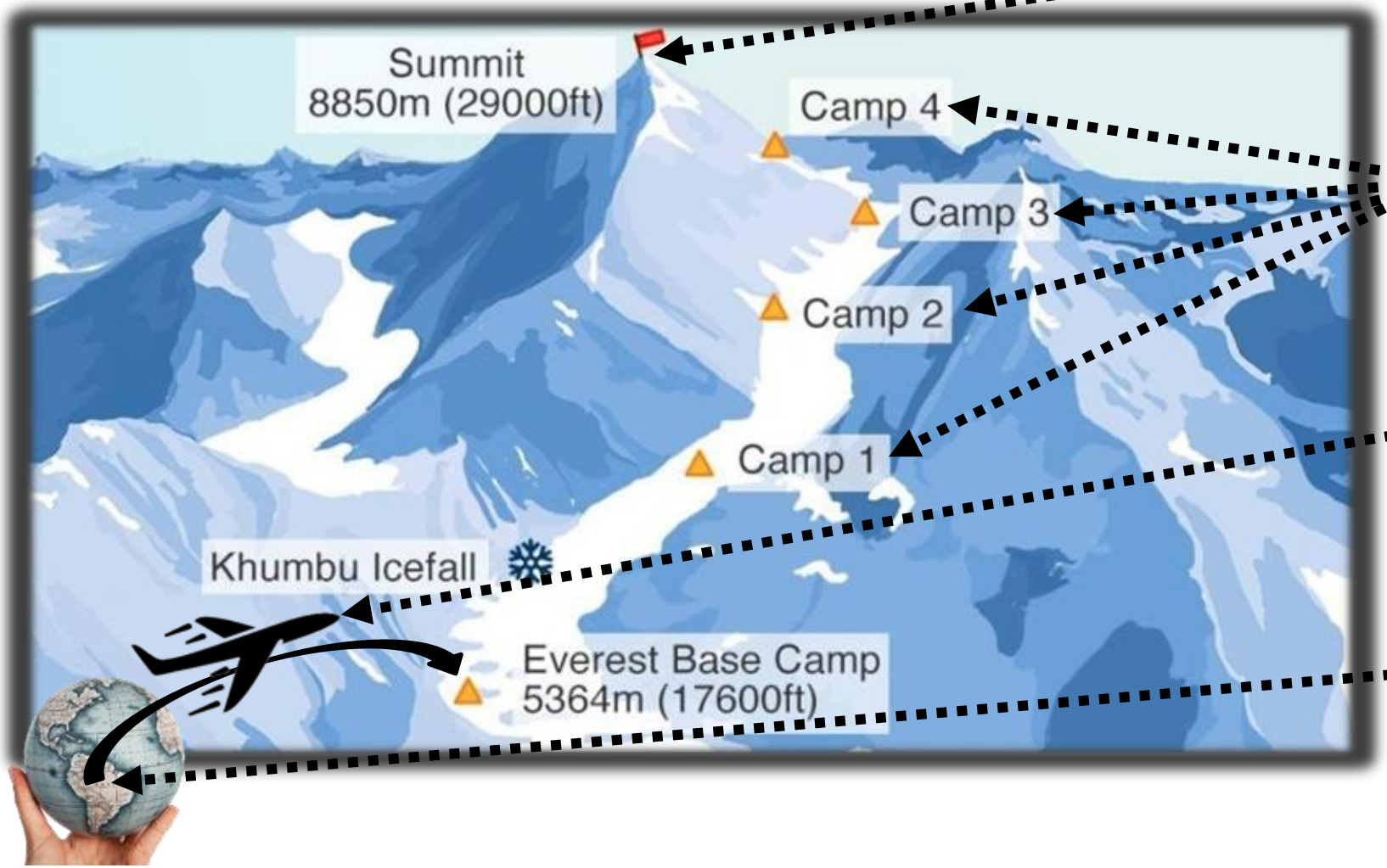

Final push to the summit
- Onsite Technical negotiation support and post award supplier support

Hiking up the base camps
- Technical estimating, fact finds and negotiation strategy development

Prep & logistics
- Intake process provides triage & consultation and planning for the entire journey ahead

Trip planning
- SCFA suite of tools provide insight into the right things to focus on and potential opportunity

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Enterprise Optimal Cost
How we summit

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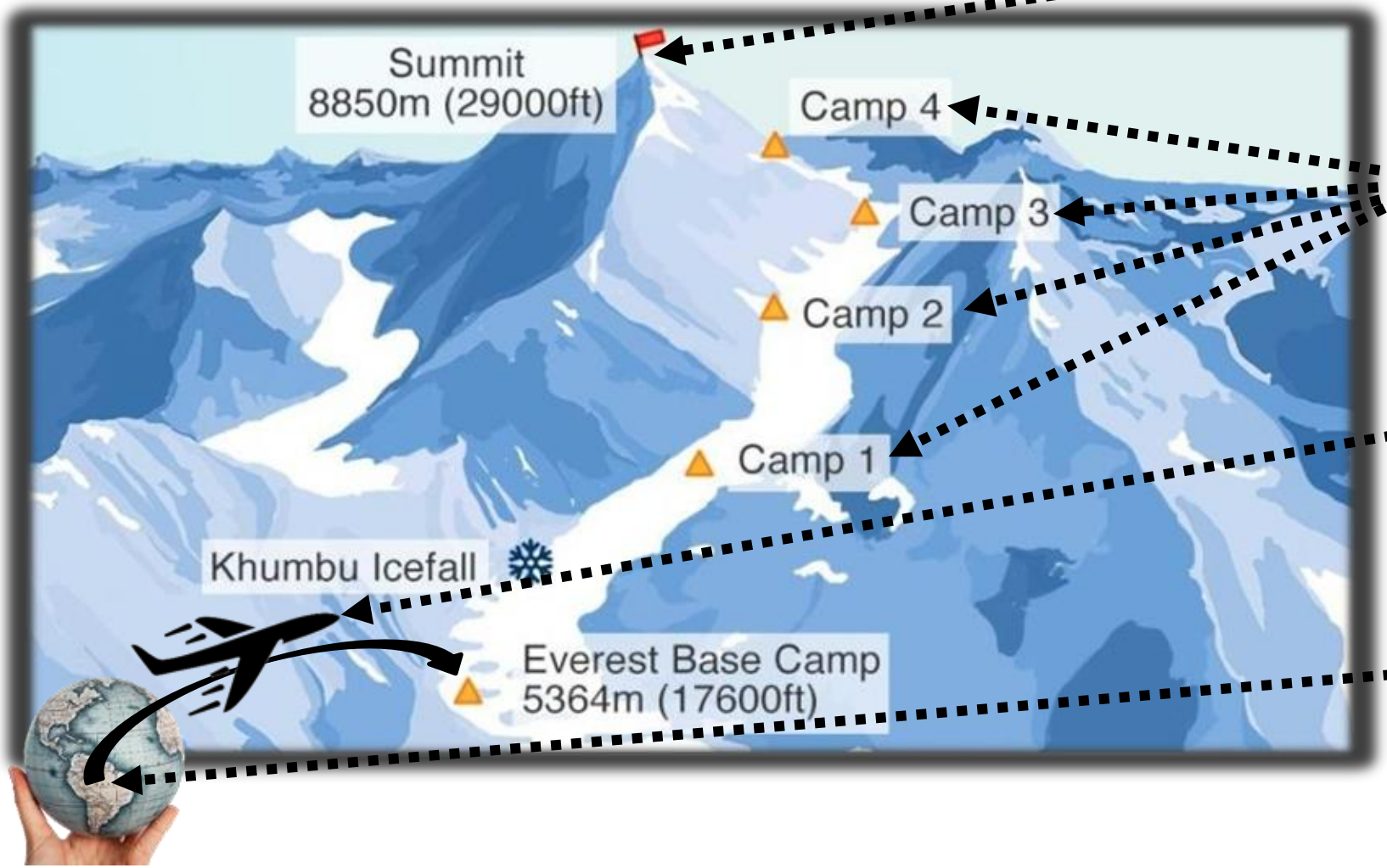

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Finish Strong

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Call to action

None of this is easy..

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Call to action

but..

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Doing something worth remembering rarely is..

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And we will be **with** you every step of the way..

Let's start our journey today at SCFA.web.Boeing.com

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