

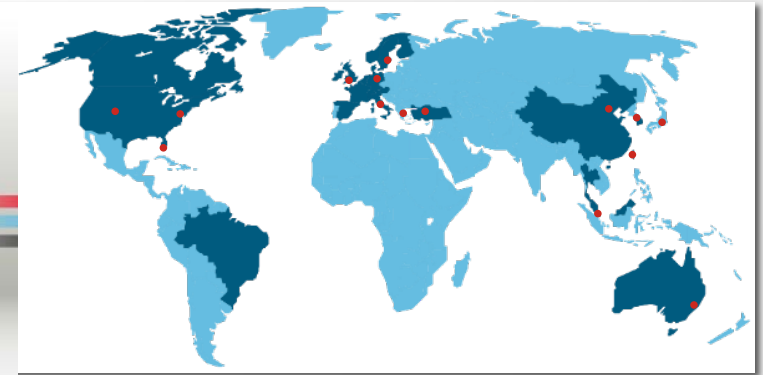
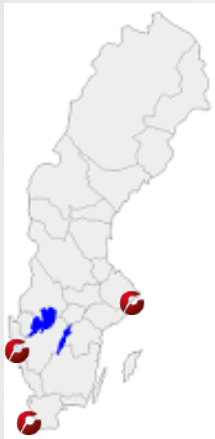
# SYSTECON

16th U.S.-Sweden Defense Industry Conference

Robert Hell, CEO Sysstecon AB

Justin Woulfe, EVP Sysstecon North America

# SOLUTIONS FOR INCREASED PERFORMANCE AND REDUCED COST



IN SEARCH OF THE OPTIMUM

# LIFE CYCLE MANAGEMENT – A STRATEGY TO PROVIDE MORE TAXPAYER VALUE



Operational performance



Capability to perform transportation



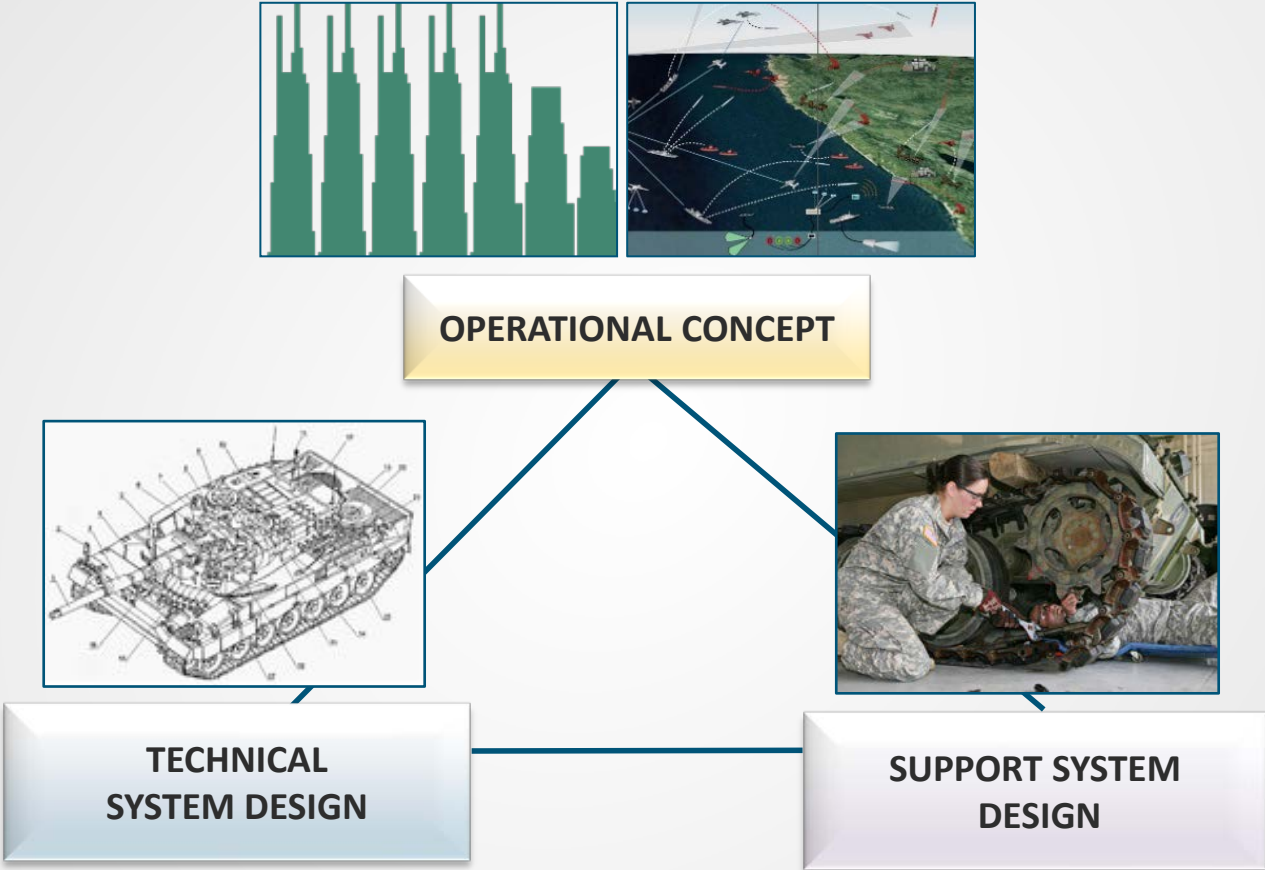
Capability to produce electricity

## Available and affordable systems

- here and now
- sustainable over time
- robust towards changes

- Reliable systems
- Efficient support solutions
  - maintenance plans
  - workshops
  - supply
  - trained personnel
  - spares, etc
- low total cost over the lifecycle

# LCM – BALANCING THE TOTAL SYSTEM



# WHAT DO WE DO?

- Opus Suite is the enabler behind the success with Joint Affordability Model on the F-35 Program
- Our Swedish/American partnership brought Opus Suite and a unique systems optimization and analysis skill set to all four services
- It is in active use at F-35, CH-53K, H-60 etc and being rolled out in several other programs at US Navy, USMC and US Army
- The magnitude of the savings/cost avoidance at F-35 and other programs logistics budgets have been shown to be 25-30%



# SUCCESS FACTORS

- Outstanding technology/product/capability
- Timing
- Local presence to understand and reach the customers and manage the acquisition bureaucracy
- Demonstrate that you are making a difference
- Be agile to the customer's needs and always deliver what you promise

