

supply chain variability

obsolescence

limited budget

resource limitations

unpredictable costs

product reliability

## Innovation in Managing Uncertainty

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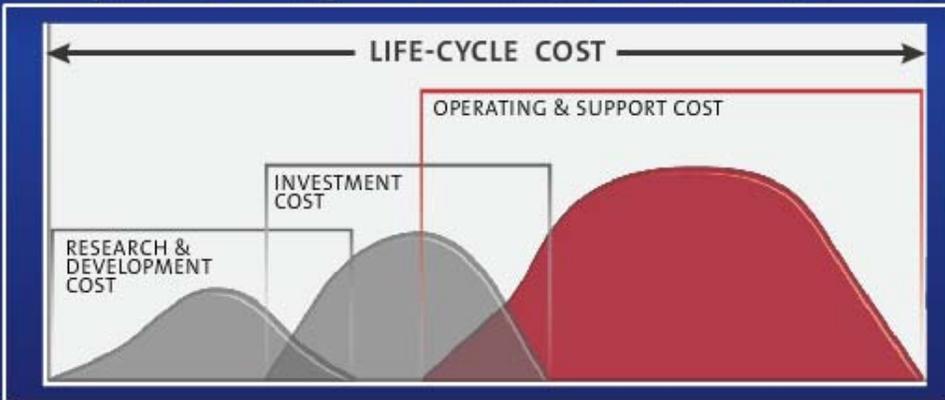
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**Rockwell  
Collins**

Building trust every day

*Engineering Services/Obsolescence Management: Sustainable support for all of our products and systems through continuous evaluation to ensure early indication of obsolescence issues.*

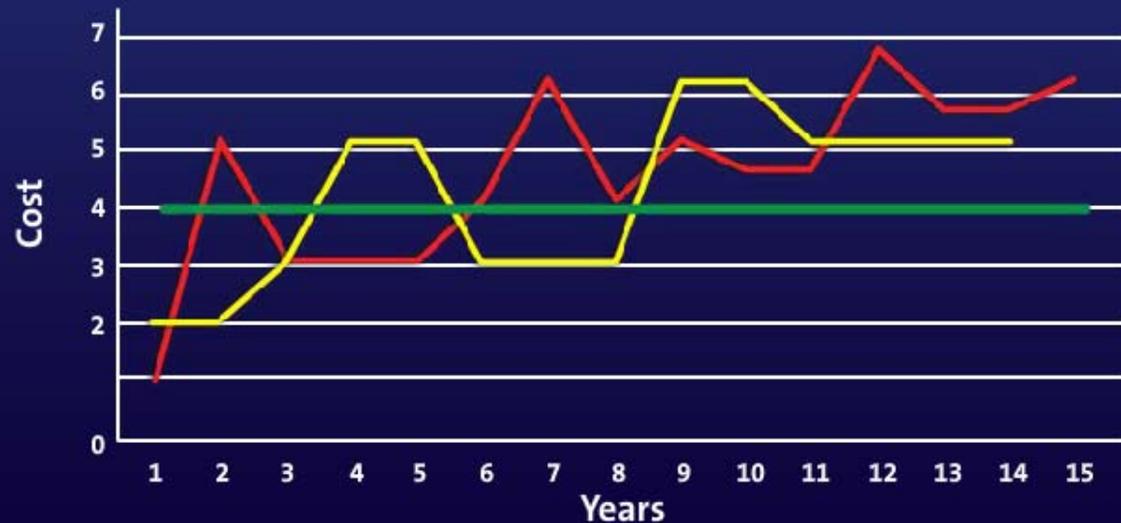


**STRATEGIC APPROACH**  
Mitigates risk and provides optimized obsolescence cost

**PROACTIVE APPROACH**  
Manages risk and provides balanced obsolescence cost

**REACTIVE APPROACH**  
Leads to high risk and unplanned/uncontrolled obsolescence cost

*Annual Obsolescence Cost*



**MULTIPLE APPROACHES TO MITIGATING RISKS AND OPTIMIZING LIFE CYCLE COSTS**

*Performance Based Logistics: Customizable service solutions that meet your most important requirements for guaranteed availability, reliability and affordability.*

### Key Performance Indicators

**98%**

Availability

**3,600+**

Aircraft

**50+**

Platforms

**100%**

Renewal  
Rate



**PBL VALUE PROPOSITION =  
GUARANTEED AVAILABILITY + PREDICTABLE SUPPORT COSTS**

## Other Considerations / Approaches

- Depot partnering
  - Helps customers “control their own destiny”
  - Private/public partnerships
    - Long-term cost reduction
    - Maintains ability to meet 50/50 requirements
- Product selection
  - Off-the-shelf vs. one-off
- More “typical” commercial options
  - Dispatch programs
  - Rental exchange
  - CASP