

ICEAA OEM COG

ORIGINAL EQUIPMENT MANUFACTURERS' COOPERATIVE OPPORTUNITIES GROUP

May 18, 2022

What is the OEM COG?

ICEAA International Cost Estimating
and Analysis Association

Agenda

- 1. OEM COG**
- 2. 2021 Accomplishments**
- 3. Feedback**
- 4. Panel Discussion**
- 5. Q&A**

Who is the OEM COG

- We are a community within ICEAA that is comprised of representatives from many companies:
 - Lockheed Martin, The Boeing Company, Northrop Grumman, BAE Systems, Raytheon Technologies, Huntington Ingalls
- Originally initiated in 2020 and gaining momentum
- Organized to provide a platform for the OEMs to discuss relevant estimating topics dealing with manufacturing, contracting and to share our experiences

Objective of ICEAA's OEM Engagement

- Overall Objective

- Make ICEAA more valuable and more relevant to OEMs
- Develop a community of like-minded (OEMs) that is diverse in skills, experience, function, education, and demographics, and committed to the profession
- Support Cost Analysis as a profession and not just a job

- Initial Objectives to start us on that path

- Come together as a community of OEMs to discuss, collaborate, and share via a series of webinars
- Identify activities to undertake as a community that will deliver more value to OEMs
- Identify participants and skills to broaden the technical and engineering focus of ICEAA
- Organize a series of events (webinars) for community

Accomplishments 2021/2022

- Introduction of the OEM COG
- Industry Perspectives on Affordability Analysis
- Affordability Benefits of Digital Engineering on the T-7A RED HAWK APT Program
- OSD CAPE Overview and Policy Update
- Three OEM Career Journeys
- Story Telling for Cost Estimators

Prior Presentations available on ICEAA website

www.iceaaonline.com/oemcog

Feedback from Presentations

- Data from prior presentations
 - On average 150 people sign up for the meetings
 - Just shy of 100 actually are able to attend
 - This is a really good start
- People attending are from the following:

BAE Systems

The Boeing Company

Collins Aerospace

Lockheed Martin

Northrop Grumman

Ball Aerospace

Raytheon Technologies L3Harris

Huntington Ingalls Industries

Come Join the Discussion!

Facilitators and Audience Discussion

- Moderator – Chuck Kurtz – BAE Systems
- Panelists –
 - Brent Johnstone– Lockheed Martin
 - Steve Glogoza– The Boeing Company
 - Kevin Hewitt – Huntington Ingalls Industries
 - Wendy Robello – Northrop Grumman

Panelist Questions

- What advantages/benefits do you get from being an OEM COG member?
- What topics do you find of interest in this community?
- Is the thought process different from the OEM vs Govt on estimating?
- What are the biggest concerns facing the OEM over the next year, 5 year, 10 years?
- What keeps you awake at night?

Word Cloud



Initial Conversations on OEM Interests

Existing ICEAA benefits for OEMs

- Personal and professional development opportunities
- Provides a broader understanding of the entire industry, offers different perspectives
- Promotes a standard set of terminologies, methods, and practices for all to share

Benefits to consider

- Increase focus beyond finance and/or US Government
- Allowing al-la-carte training for specific functions and roles
- Encourage more OEM participation at Workshops
- Promote new innovations
- Provide additional opportunities for communication and sharing among members

***We have heard many different perspectives from the OEM Community –
Please join us !***

ICEAA OEM COG

ORIGINAL EQUIPMENT MANUFACTURERS' COOPERATIVE OPPORTUNITIES GROUP

www.iceaaonline.com/oemcog

