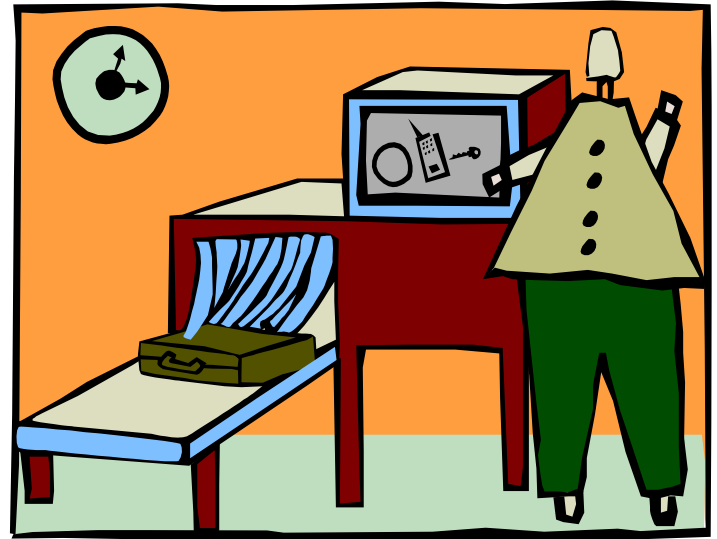


Making Systems Engineering Real for Our Customers - A Discussion

Dan Fontaine
HRA INCOSE Pizza Meeting
January 2002

Problem

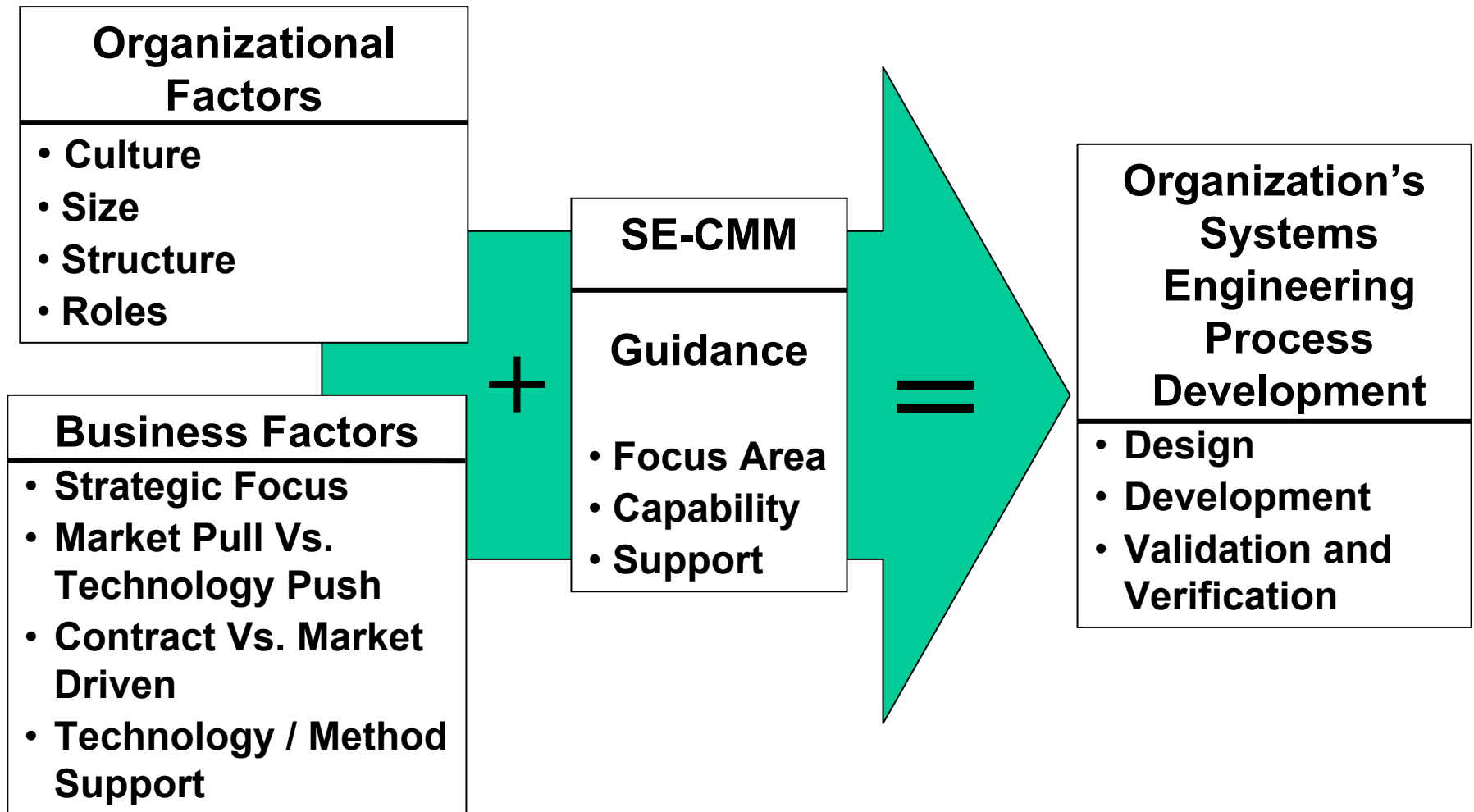
Current Condition: AAA Security, a leading manufacturer of airport security equipment, has sustained its business base through upgrades and maintenance of surveillance systems originally designed in the 1960s. The company recently won a \$25M contract from the FAA for a new suite of security equipment to contain expanding threats; prototype delivery is in 18 months. The company hired a recognized leader, James T. Kirk (Capt. Ret.), to establish a Systems Engineering capability and guide the technical team.



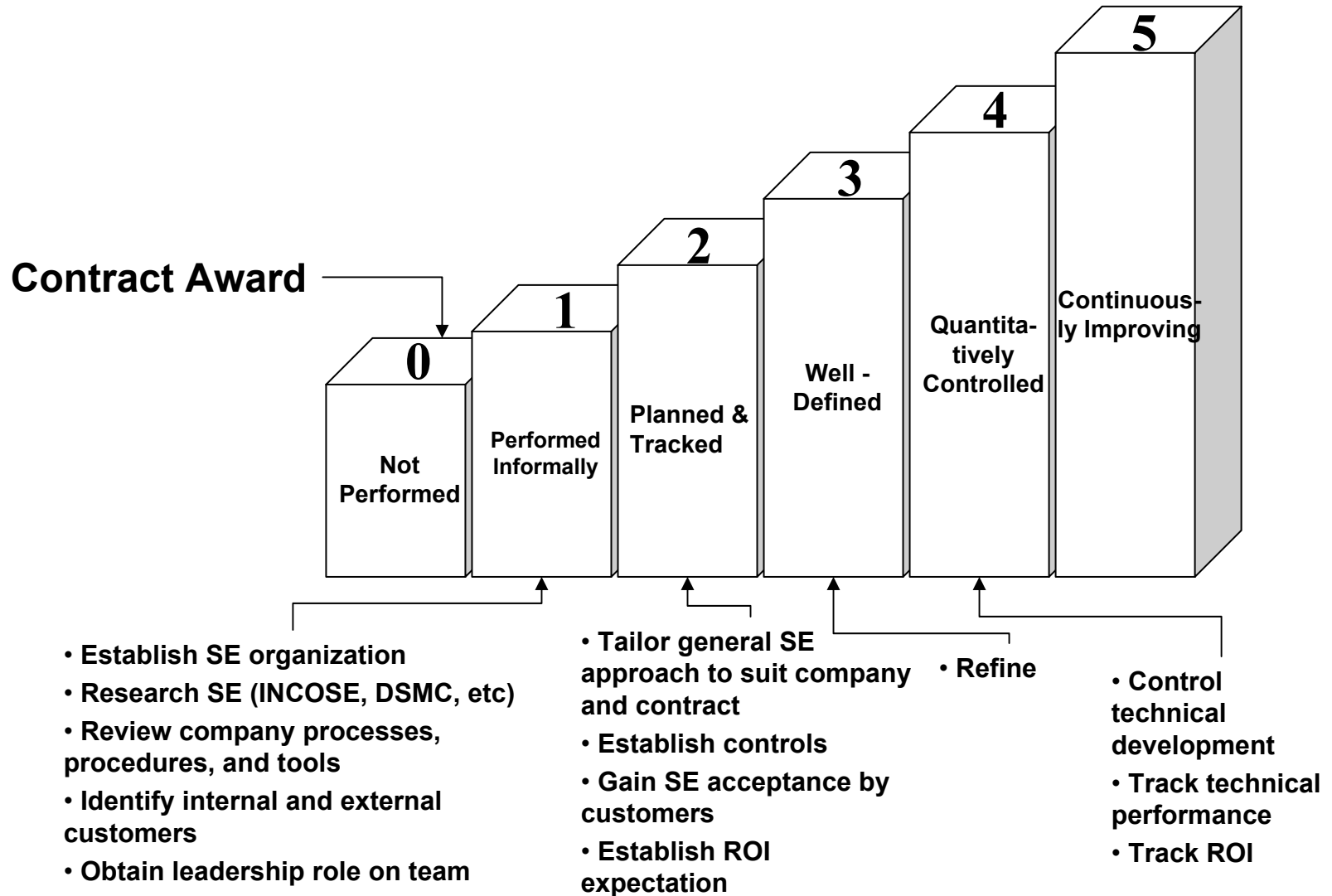
Problem: Working within company constraints (paradigms and resources), establish a systems engineering capability and transform ambiguous top level requirements into an acceptable prototype within budget and schedule.

Communicate

- Research, Discuss, Listen, Adapt, Implement



AAA Security's SE-CMM



Potential Discussion Topics

- HRA-INCOSE's role
- Establishing a systems engineering capability
- Defining the technical development approach
- Understanding company constraints, capabilities, and processes
- Adapting systems engineering processes to the specific contract and constraints
- Gaining acceptance within the company and by the Customer
- Ensuring success