What does it take to be a best-run aerospace and defense company?

Globalization, worldwide market volatility, and shrinking defense budgets are forcing A & D companies to adapt quickly. So whether you're a defense contractor or an airframe manufacturer, it's essential that your A & D business has the agility and the technology to fuel tomorrow's innovation today.

You need across-the-board agility to meet the changing demands of customers today . . .

In program management
Executing today's complex and long-running customer programs requires insight-driven program management that keeps all stakeholders in synch and allows them to make critical decisions based on real-time information. **In fact, many companies can reduce time to market by 27% just by having formalized, responsive stakeholder communications in place.**[1]

In design and build
When you're building the next generation of A & D products and systems, take advantage of enterprise mobility to deliver complete, paperless work instructions exactly where teams need them. You should also take advantage of powerful 3-D product visualization to simplify tasks, plan more accurately, and increase productivity on the shop floor. **That's how the top 25% performers achieve a 38% decrease in their product lifecycle management costs.**[2]

In aftermarket services
For aftermarket services, where demand grows while margins shrink, you can employ predictive analysis across large volumes of data to increase equipment utilization and reduce ownership costs. **And by using advanced analytics to have all service facilities operate on the same quality KPIs, you can reduce service and maintenance costs by 29%**[4]

In supply chain management
Keeping suppliers in synch with demand is also critical. You and your suppliers should share an open, scalable, and global business network that's in the cloud and supports all supply chain processes and systems. You also need analytics that can power up-to-the-minute visibility of KPIs for planning, collaboration, and execution. **Companies that achieve comprehensive supply chain visibility have 28% lower inventory carrying costs and 15% lower lead times.**[3]

And you need constant innovation in your operations and your products to be successful tomorrow

Continuous innovation in A & D is as much a result of how your employees work as a team as it is a result of individual talent. Truly integrated teams thrive because they have access to timely information and analysis, putting huge volumes of data to work to improve execution and to innovate. **Companies that embrace an enterprise-wide and high-performance analytics strategy have a 68% greater ability to use Big Data.**[5]

Real-time performance monitoring
A & D teams that can analyze huge volumes of transactional data to track performance and business conditions in real time have a significant advantage over their competition. **By having their Big Data transformed into timely, dashboard-style performance metrics, SAP has seen companies increase product revenue by 22%**[6]
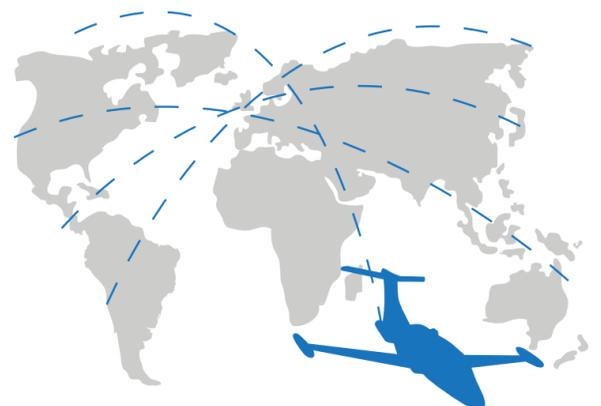
Mobile-connected workforce
Keeping teams in synch means connecting employees, partners, and customers from anywhere in the world with each other and the enterprise. It requires proven cloud and mobile technologies deployed across the workforce – from the executive team to design, production, and inventory teams – to optimize performance. **Warehouse teams using a mobile inventory solution, for example, can help reduce days in inventory by up to 22%**[7]

You also need the enterprise software and technology choice of the world's best-run A & D companies

100% of the top 25 global A & D companies run SAP.[8] They can drive dramatic improvements in performance using enterprise mobility solutions powered by the SAP HANA® platform – the new breakthrough technology from SAP that analyzes huge volumes of data in real time. They can also use powerful visualization tools to add dimension and clarity to product design and production. Better yet, they can embed all of this breakthrough technology in new and innovative products and services.

Chart your own course to greater agility and innovation

Find out how SAP® solutions enable agile aerospace and defense enterprises to quickly respond to a dynamic marketplace and execute complex projects with speed and precision at http://www54.sap.com/industries/aerospace-defense.html

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Sources
Facts 1 to 8: SAP Performance Benchmarking
Fact 8: SAP