### Equipment Upgrade/Replace Support Q&A: Sourcing Ticket Operations 07/21/2015 0 Comments

# What are the operational goals these tactics address for mission requirements?

DoD divisions must consider centralised structures for processing sourcing ticket schedules to meet requirements of equipment upgrade/replace services. Resources should be integrated into current operations with open service messages & standards if user requirements are to no longer be obstacles to core competence. Without action, translation of user behaviour into operational services is at risk & constrains value for specific DoD requirements. Techniques DoD requires for innovative equipment upgrade/replace operation must be constructed with speed, specialisation & flexibility. Without smart customisation, adaptation is time consuming for DoD divisions that must adopt new sourcing ticket opportunities for users.

## Is it clear these tactics address realistic mission dynamics?

Most experts offering advice on how unit consortiums pitch new sourcing ticket tactics to DoD get it wrong. Why? Most experts miss the central point: the purpose of the pitch is to identify user requirements & dispatcher behaviour for equipment upgrade/replace operations, not to teach. You must excite, not educate. Pitching projects nail what DoD is most interested, fostering a dialogue to connect with the head, heart & gut of DoD end-users.

If you want advice about pitching products, you can directly ask

DoD users, but you probably won't get a very good answer. Most DoD equipment upgrade/repair specialists are set in their ways, so they will give you a laundry list to topics to cover. They won't tell you what really floats their boat, since they are not very good at articulating sourcing ticket scheduling for equipment upgrade/repair support in useful terms. "I know it when I see it," is about the best answer you'll get.

What are DoD equipment upgrade/replace specialists most interested in? Decision makers at the other end of the table picking apart user requirements & dispatcher behavioural aspects ask, "Are these tactics going to screw up our current operations?" That is the simple question most experts think they are answering, but they are missing the crux of the process. What DoD should really be thinking is, "Are these tactics the next best next investment for substitute resource sourcing ticket scheduling?" That is a much more complex question, but that is what dispatchers have to answer.

To win over hearts & minds, your pitch has to tell a good, clear, easy-to-repeat story—the story of an exciting new tactics for substitute resource component sourcing ticket scheduling. Positioning promotion of dispatcher skill sets as a perfect fit with other techniques DoD equipment upgrade/replace support have used as well as what the new tactics are chartered to make work, and beat out what DoD end-users are currently considering. These issues are beyond the scope of this Q&A session. So for now, we have just concentrated on telling a good story

### What mission opportunities do these tactics open up?

To survive in equipment upgrade/replace units competing for scarce resources, new protocols shape strategy, planning & behaviour for sourcing ticket success—recognition of external

factors is key because unforeseen changes in operational variables present both problems & opportunities.

Operational target segmentation & positioning formulates the appeal of mixed approaches for budgets, promotion & product appealing to DoD sourcing ticket strategies. But the goal is not just to arrive at new strategy but instead focus on providing value to equipment upgrade/replace segments. DoD must not fall into trap of losing sight of new objectives shaping direction & operation of entire enterprise.

It is difficult to set equipment upgrade/replace support user requirements & behavioural objectives to do a good job in guiding present & future resources for sourcing ticket objectives. Critical mission signals are required for action & may reside outside control of dispatcher strategies.

It would be convenient if DoD could set limited number of objectives, such as reigning in costs & detailing force structure adjustments to serve as a guide for scheduling equipment upgrade/replace support. But setting user requirements becomes more complicated, which explains why DoD protocols do sub-par jobs creating sourcing tickets or even don't do it at all.

# How will mission results of these tactics be exploited & disseminated?

Creation of quality dissemination & exploitation plans for updating sourcing ticket techniques is key priority complete with measured, realistic objectives according to maximising budget timetables. DoD must consider responsibilities for value-driven equipment upgrade/repair activities related to the endeavor & must account for user requirements & behavioural constraints. Plans should be flexible as possible so target stakeholders are involved in keeping sourcing tickets schedules on track. Participation draws attention to spreading value of operational equipment upgrade/repair plans in terms of materials & technology, also validating mission protocols from sustainability point of view.

Main Aims of dissemination activities include scheduling tool measures designed to allow equipment upgrade/replace specialists outside unit consortium to follow new innovations to reach largest audience possible. Thematic events will be promoted by subject topic areas, aiming to be inclusive of information dissemination activities, an important aspect of dispatcher policy for sourcing ticket project results. Situational examinations of changes in user requirements & behaviour for upgrade/replace support will inform availability of results, with access rights subject to DoD agreements & specific deliverables to treat sourcing ticket issues.