

**Performance Assurance
Case Study: Critical Team Staffing
and IPT Support
(Electronics - International)**

Solutions
For A Highly Competitive
World

Case Study: Leadership and Technical Support - Critical Team Staffing and IPT Support

Our client, a major electronics company, won a significant subcontract for a helicopter avionics upgrade for a foreign government. The client experienced significant staffing problems in systems engineering and was having trouble getting this project off to a good start.

SM&A provided senior staff for all critical Integrated Product Teams (IPT), assigning deputy IPT leads to help refine the program definition and conduct the systems trades and requirements flow-down. SM&A also provided mentoring to the client's existing engineering staff and process for ensuring that the initial contract data deliverables were of high quality and the initial design reviews were done professionally.

As a result of our performance, the program got off to an excellent start and SM&A was further engaged to assist the prime contractor on their design reviews with the foreign government.