

COTS Management

What is COTS?

COTS (Commercial off the Shelf) items are parts that are developed, designed, and built not by the US Government, but by commercial companies. The practice of using COTS started in 1994 and the use of COTS items was intended to remove the burdensome cost of designing and developing hardware for the military by the military. COTS items also leverage commercial companies' innovative technologies and speed to market. Like any convenience, it comes at a price and that price is not owning the IP (Intellectual Property) or the BoM (Bill of Materials) information, which makes it particularly challenging to manage obsolescence. The inability to manage obsolescence at the BoM level prevents the operators of these COTS systems from being able to have the most proactive stance against obsolescence. Without having any insight into the health of those systems, it also creates the added challenge of accurately forecasting and budgeting for obsolescence once it inevitably occurs. AVCOM provides the capability to manage COTS items and COTS BOMs.

AVCOM COTS Market Survey

COTS Market Surveys are AVCOM's proprietary questionnaires that we have developed to help operators of COTS systems more accurately manage obsolescence using supplier provided data. The questions on the AVCOM survey were developed using our decades of obsolescence management experience for the government and industry.

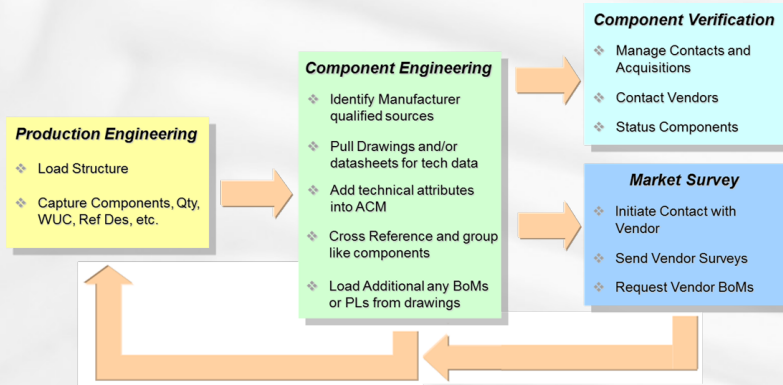
The image shows three overlapping survey forms. The top form is the most visible and contains the following sections:

- Manufacture**: Fields for Manufacturer, Company, State, City, and Catalog.
- Item Information**: Fields for Part Number, Description, and Date of Estimate.
- Contact Information**: Fields for Name, Phone, and Email.
- Product Configuration**: Fields for Weight, Dimensions, Voltage, and Current.
- Additional Information**: Fields for RoHS Status, Periodic Maintenance, and Publication Release.

The bottom form is partially visible and contains a section titled "Are you willing to release a Bill of Material (BoM) to BAE Systems for this product?" with a "Yes" and "No" selection box. Below this is a section for "Additional Comments" with a large text area.

The surveying process intention is to help better understand the supplier's product life cycle, any anticipated production or configuration changes, and assess the overall COTS item availability regardless of BOM data. The secondary goal of the market survey process

is to create a relationship with your COTS supplier base and maintain critical POC (Point of Contact) information, should there be times when answers cannot wait. This sharing of information also helps your supplier base understand where they fit in your platforms lifecycle and they can plan around your production and sustainment needs.



Managing COTS for DMSMS

Obtaining and having information about your COTS systems is great but how do you manage it and how do you present it in a way that properly conveys the message you're trying to send to your team or leadership. This task is easily accomplished with our years of managing COTS platforms. We have created custom reports and metrics that will help you determine your platforms actual health allowing you the time to properly evaluate and budget for decisions that will need to be made to resolve obsolescence issues. AVCOM can help you evaluate your options by assisting your supplier resolve their obsolescence issues with our team of over 100 DMSMS professionals. Our second set of eyes approach makes sure that any obsolescence occurrence has been thoroughly evaluated. Our goal is to provide our customers with viable part solutions in an attempt to avoid expensive redesigns or new product certifications that could take years.

Supplier	Part Number	Description	5 Year Risk Assessment	10 Year Risk Assessment	15 Year Risk Assessment	Comment
Corbin Instruments	071-22-55-AFB	Control Head	High	High	High	Per Supplier: Availability (<5yrs); High
ABC Electronics	20376-56	Computer	Moderate	High	High	Availability projection (approx. 5yrs); High Technology; Low Demand
ABC Electronics	20376-61	Data Transfer Unit	Moderate	High	High	Per Supplier: Availability (at least 7 yrs); High Technology; Moderate Demand
Avionics Systems	ASV-5698	Attitude Indicator	Moderate	High	High	Per Supplier: Availability (5-10yrs); Moderate Technology; No Demand
Avionics Systems	ASV-6363	Trim Aid Computer	Moderate	High	High	Availability projection (<15yrs); BoM shows obsolescence concerns
Aviation Company	969687-X	Integrated Data Acquisition	Moderate	High	High	Per Supplier: Availability (5-10yrs); High Technology; No Demand
Missile Launch Systems Inc	9660T-RW1	Standby Turn and Slip Indica	Low	Moderate	High	Per Supplier: Availability (5-10yrs); Moderate Technology; No Demand
Missile Launch Systems Inc	9660T-RW2	Strap Module	Low	Moderate	High	Per Supplier: Availability (10-15 yrs); Moderate Technology; Low Demand
Missile Launch Systems Inc	9660T-RW3	Mode S Transponder	Low	Moderate	High	Per Supplier: Availability (10-15 yrs); High Technology; Low Demand
COTS Supplier Intl	085-TT-TR54	Configuration Module	Low	Moderate	High	Availability projection (approx. 10yrs); Moderate Technology; Low Demand
COTS Supplier Intl	452-6565	Emergency Locator Transmit	Low	Low	Moderate	Availability projection (<15yrs); Moderate Technology; Moderate Demand
COTS Supplier Intl	452-9869	Data Transfer Module	Low	Low	Moderate	Per Supplier: Availability (5-10yrs); Moderate Technology; Low Demand
Brown Electronics	400-5000-GT1	Distance Measuring Equipm	Low	Low	Moderate	Availability projection (<15yrs); High
Brown Electronics	400-5000-GT2	VHF Communications Contr	Low	Low	Moderate	Availability projection (<15yrs); High
Corbin Instruments	COR-5645	Angle of Attack (AoA) Indica	Low	Low	Low	Availability projection (<15yrs); High
Corbin Instruments	COR-5689	Triple Trim Indicator	Low	Low	Low	

Based on results from the Vendor Health Analysis, BAE Systems is able to associate an obsolescence Risk Level for each critical item.

Industry Leading Experience

Our obsolescence programs have been recognized and awarded by the DoD & Industry for innovation and accuracy managing complex platforms. Our software tool AVCOM has been the Air Force's DMSMS tool of choice for managing obsolescence for over 18 years. All of our research and database production is accomplished within the US. AVCOM does not out source any of our data management activities and we place significant importance ensuring the security of customer data. By coupling our years of COTS experience with our AVCOM database and our experienced engineers, the cost savings and innovative technologies that COTS systems provide can be utilized without the worry of unplanned obsolescence.