

LOCKHEED MARTIN EXCEEDS CLIENT'S EXPECTATIONS WITH ADVISOR ENTERPRISE

CLIENT

Lockheed Martin Simulation, Training & Support (UKMFTS Live/Synthetic Study Project)
2003/2004.

CHALLENGE

Analyze the training needs of 19 UK Ministry of Defence ab-initio pilot and aircrew, and recommend cost effective training delivery options.

SOLUTION

ADVISOR Enterprise, an internet based decision support tool, provided the necessary tools to objectively document the knowledge, skills and learning activities needed by each crew position, as well as the environment under which training is expected to take place. The data was analyzed to determine the effectiveness as well as the costs of alternate delivery options and generate a summary of recommendations.

RESULTS

ADVISOR Enterprise helped Lockheed Martin exceed the client's expectations within a limited period of time. It's internet based technology facilitated communication among team members in the US and England, and its ability to store and reuse common data (Templates) reduced the effort needed to conduct the analysis. Moreover, it was relatively easy to isolate and measure the impact of various factors by running multiple what if scenarios, and most importantly, ADVISOR Enterprise, generated a solid business case to support the recommendations.

CONTACT INFORMATION

For more information on this project or how ADVISOR can assist you identify ways to run your training programs more effectively and economically, please contact:

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