

SAAB AND EMBRAER



***“a true partner cooperation
within the Gripen NG Brazil program”***

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AGENDA

- Background
- Partner Agreement
- Challenges
- Key Success Factors
- Questions?



BACKGROUND

- About 18 to 20 years ago Saab began to market the Gripen A/C in Brazil
- Embraer is one of the world's largest suppliers of commercial, executive and military aircraft, as well as a major provider of integrated defence systems to the Brazilian Government and foreign countries.
- Saab is a leading supplier of defence systems and services, including multi-role fighter systems, special mission aircraft and unmanned vehicles, as well as systems and services for civil security.
- On the 24th of October 2014, the Federal Government of Brazil and Saab entered into a contract according to which the Federal Government of Brazil shall acquire from Saab 36 Gripen Aircraft (28 one-seat and 8 two-seat) in a Brazilian configuration and associated systems and services. With the acquisition follows an obligation on Saab to deliver offset in the form of technology transfer and industrial co-operation in accordance with an offset agreement of even date.
- Saab and Embraer have mutually complementary capabilities that can benefit the design, development and production of the Gripen NG Brazil Aircraft and the discharge of Saab's associated offset obligations and
- On the 23rd of October 2014 the Parties entered into a provisional Heads of Agreement setting out the main principles for their co-operation in the Gripen NG Brazil Program.
- The Parties replaced the Heads of Agreement with the Program Partner Agreement (PPA) including Ancillary Agreements to govern the Parties co-operation in the Gripen NG Brazil Program. The PPA was signed 13th April 2015.



CHALLENGES



Complexity

- Dependency
- Technology
- Expectations
- Change
- Culture
- Politics

KEY SUCCESS FACTORS

Good Communication

- Common Goal
- Integrated Program Management
- Clear and well defined escalation routine
- People
- Joint KPI:s
- Joint process development
- Agreed and defined interpretation of the meaning of "Partnership"



QUESTIONS?



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