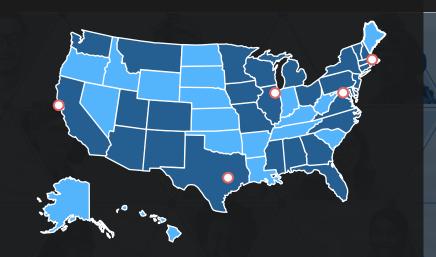
# Steering Towards an Outcome – SENSE & RESPOND



Leveraging commercial tech for defense modernization priorities

**DIU LOCATIONS** 



125

FIRST TIME DOD VENDORS

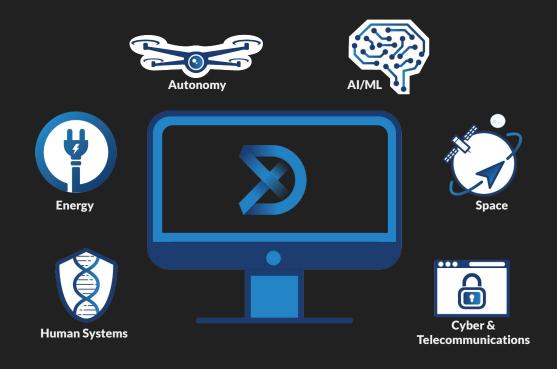
47%

**TRANSITION RATE (FY17-FY22)** 

264

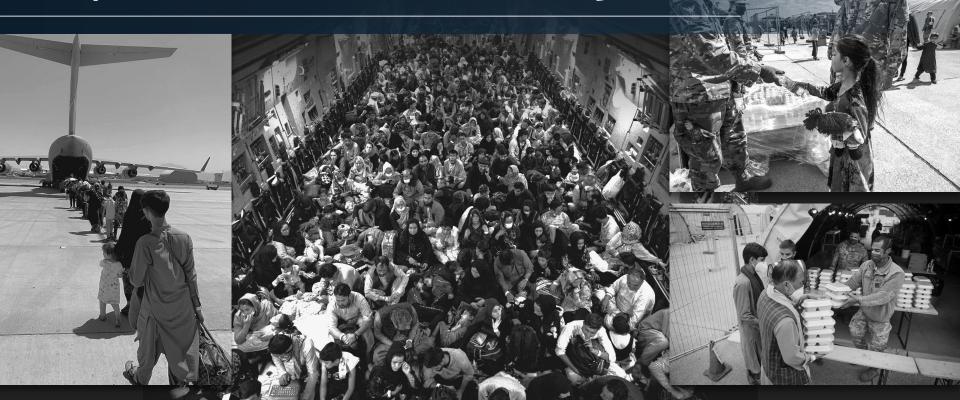
NON-TRADITIONAL VENDORS

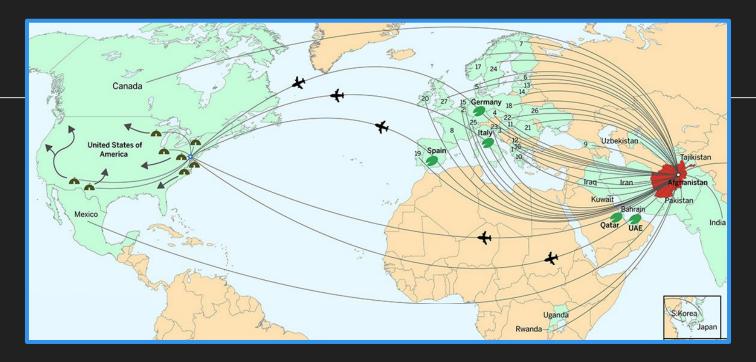
# Diverse Portfolio



**CASE STUDY** 

Operation Allies Refuge





- No-notice, largest airlift in history
- Noncombatant evacuation of 124,334 individuals
- Change to 20-years of daily operations in the region

#### **KRADOS**

#### Operation Allies Refuge

#### **PROBLEM**

The ~230 mobility missions and the surge of new users accounts that was needed for the largest airlift in history caused intermittent 3-6 minute loading times and crashed the product

#### OUTCOME

In less than 24 hours, the users at the command and control operations center could plan the expanded air campaign with 2-3 seconds load times and no crashing, as well as the additional user accounts and UI features



#### C2IMERA

#### Operation Allies Refuge

#### **PROBLEM**

Could not effectively assess or communicate theater operations in support of Afghan Noncombatant Evacuation Ops (NEO) due to disaggregated systems and lack of holistic visibility

#### **OUTCOME**

Delivered an aggregated, customizable, data reporting capability supporting 6 operations wings and the headquarters staffs. 650+ new users added. Provided strategic leaders with visibility on equipment, beds, medical, food, ramp parking, etc.



### Differing Management Approaches

VS

#### **KRADOS**

#### Executes Agile DevOps

Government-owned source code and artifacts

**Small Business Vendor Partners** 

Organic product development

Hosted internally, path to production

#### C2IMERA

#### Executes Agile DevOps

Government purpose rights on source code and artifacts

Prime contract vendor partner

Vendor product development

Hosted on USAF Enterprise IT

# Stakeholder Buy-In



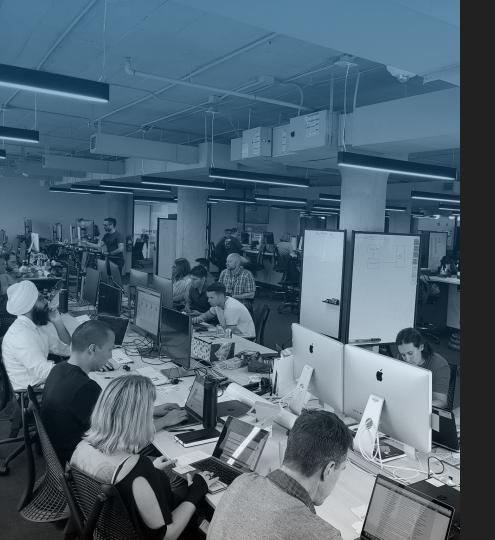
Kessel Run's programmers more than kept pace, rapidly iterating critical applications like SlapShot in order to meet the evolving needs of leaders, planners, and operators across the world in real-time."

Lt Gen Gregory M. Guillot
Commander, 9th AF (AFCENT)



C2IMERA gives commanders the operational sight picture to execute the mission. I am confident Kessel Run's dedication to C2IMERA's continued growth and system improvements will benefit the Air Force across the enterprise."

Gen Mark D. Kelly
Commander, Air Combat Command



# Dev team anticipation for user behaviors



Genuine interest for users' context



Roleplayed user & stakeholder demos



Became part of the operational mission



Prioritized user-needs over dev desires

## User Trust Model

#### Consistency

Establish yourself in the user environment

#### **Transparency**

Share your process and prioritization with the user

#### Frequency

Establish a fast revisit rate with the user



# Let's Collaborate!





