

# Business Value Framework — BAE

## Executive KPIs

- Customer Satisfaction
- Return on Investment
- Revenue Growth

## Financial / Operational KPIs

- Cash Flow Conversion Rate
- Order Book Value
- Working Capital Turnover Ratio

## Business Processes & Functions

### *Design and Development*

- Artificial Intelligence in Design
- Cloud-Based Engineering Collaboration
- Digital Twin Development

### *Manufacturing and Production*

- Additive Manufacturing Adoption
- Predictive Maintenance Rollout
- Supply Chain Digitalization

### *Integrated Systems and Services*

### *Cybersecurity and Intelligence*

### *Digital Engineering and Innovation*

## Operating KPIs (by function)

### *Design and Development*

- Design Reuse Percentage
- Engineering Cost per Unit of Performance
- New Product Introduction Timeframe

### *Manufacturing and Production*

- Capacity Utilization Rate

- Defect Density
- Lead Time for Production Ramp-Up

### ***Integrated Systems and Services***

- Customer Retention Rate
- Mean Time Between Failures
- System Reliability Rate

### ***Cybersecurity and Intelligence***

- Cybersecurity Maturity Model Rating
- Incident Response Time
- Threat Detection Accuracy

### ***Digital Engineering and Innovation***

- Digital Adoption Rate
- Digital Productivity Ratio
- Innovation Pipeline Velocity

## **Business Priorities**

### ***Customer-Centric Innovation***

- Artificial Intelligence
- Cloud Computing
- Data Analytics

### ***Digital Transformation***

- Cybersecurity
- Internet of Things
- Robotic Process Automation

### ***Innovation in Defense and Security***

- Autonomous Systems
- Blockchain Technology
- Quantum Computing

### ***Operational Excellence***

### ***Strategic Partnerships***

### ***Talent Development and Diversity***

### ***Technology-Enabled Business Growth***

### ***Value for Money***

