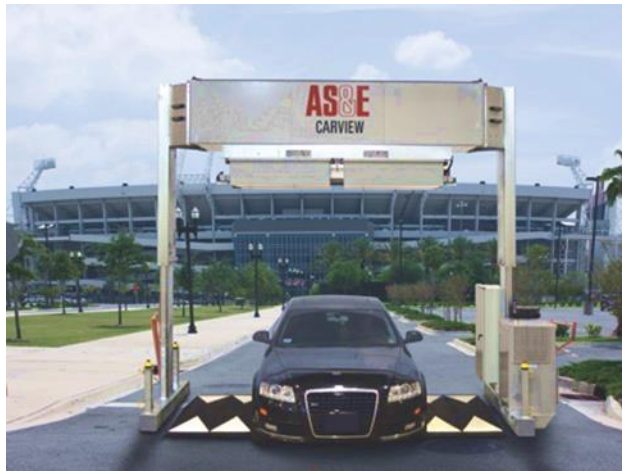
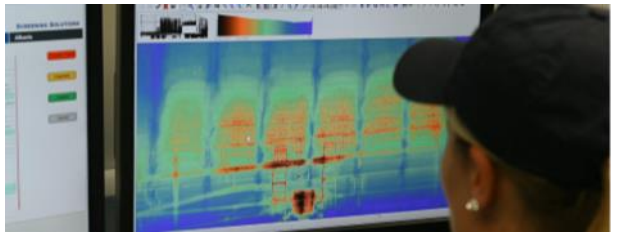









My Story

A Story of Transforming to Lean Product and Process Development

Geoff Neiley, Director CPI and CM, 8/8/24

Broad Product Offering

Portal


Eagle P60


Eagle P60 ZBx


Z Portal for Trucks


Z Portal for Cars


Sentry Portal


Sentry + Z Portal


Eagle P25


CarView

Gantry


Eagle G60


OmniView Gantry


OmniView ZBx


Eagle C25

Mobile


Eagle M60


Eagle M60 ZBx


Eagle M25


ZBV Line

Trailer


Eagle T60


Eagle T25

Rail


Eagle R60


Eagle R90

Air Cargo


Eagle A25

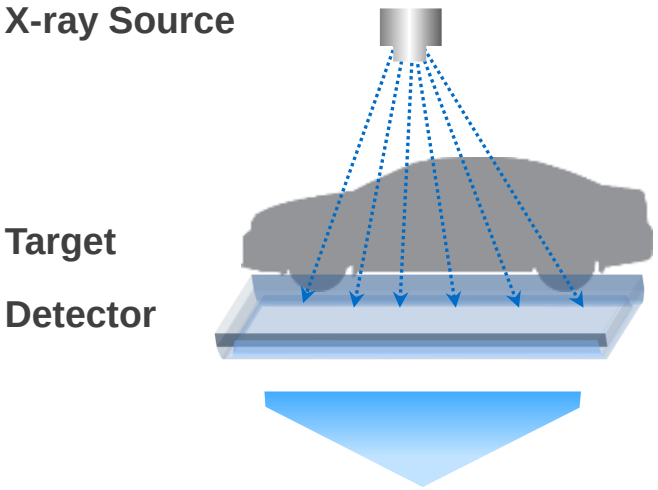
Handheld


MINI Z

Complementary Detection Technology:
Transmission X-rays and Z Backscatter X-rays

Transmission Tx

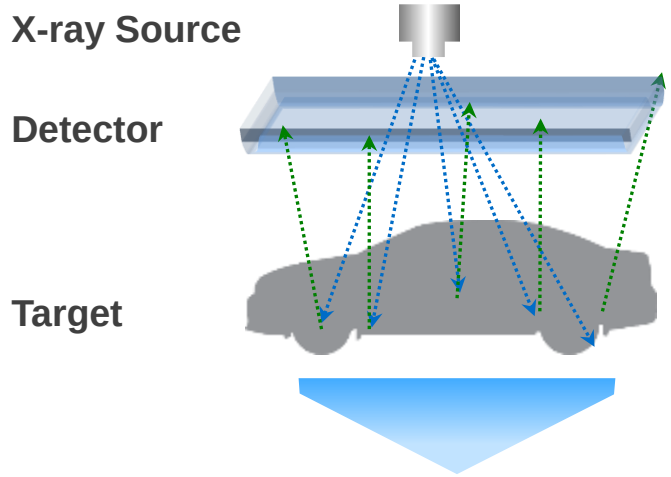
X-rays detect by passing an X-ray beam through a target to a detector on the far side.



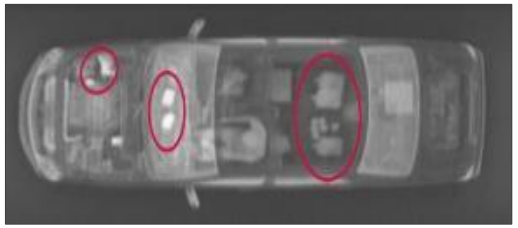
The transmission image reveals an artillery shell in the trunk of the vehicle

Z Backscatter Bx

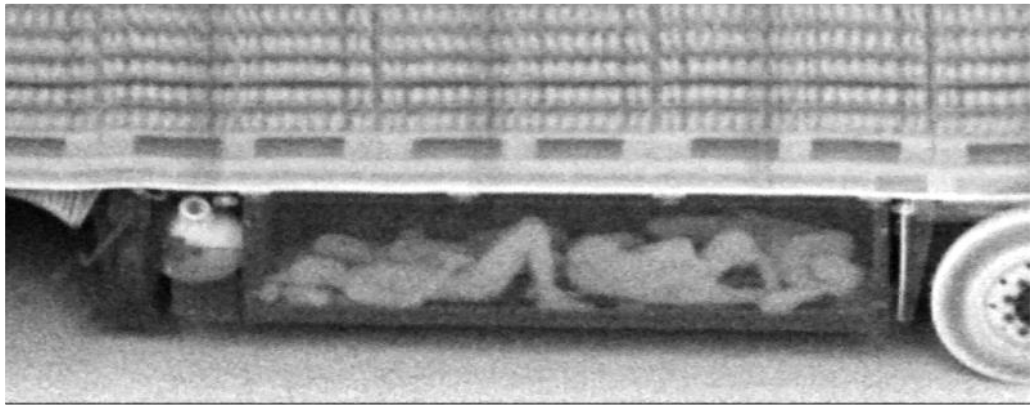
X-rays detect by reflecting an X-ray beam from a target to a detector on the near side, creating a photo-like image that is easy to interpret.

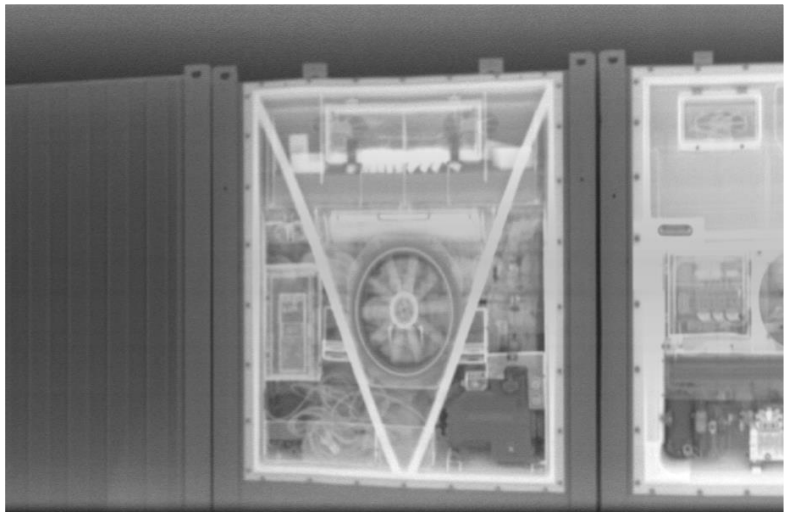


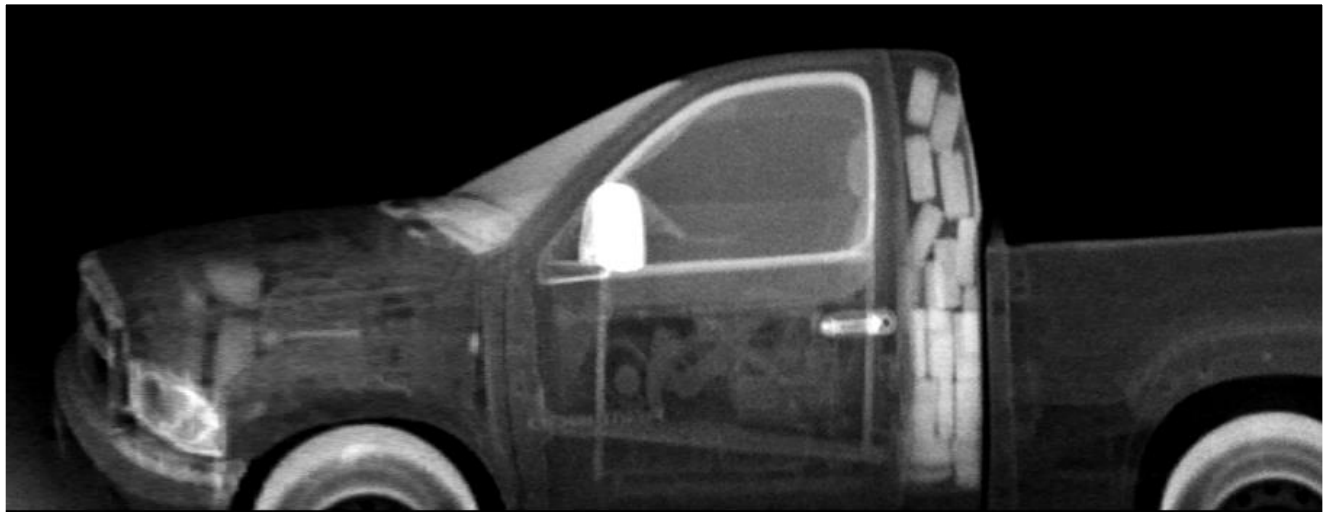
The Z Backscatter image of the same vehicle reveals hidden drugs and currency



ZBV Bx Images







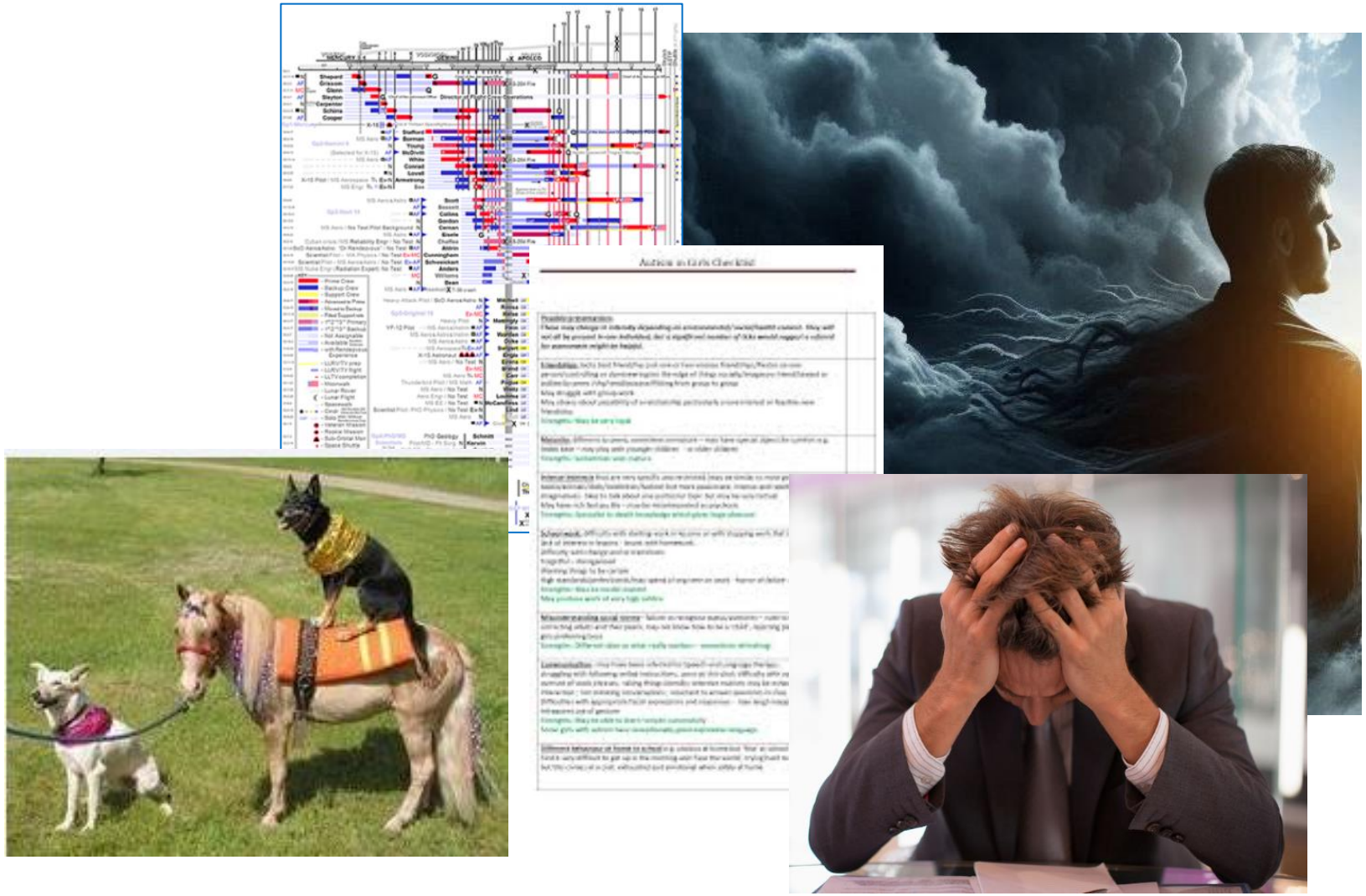
My Story

Out of darkness…

Into the light…

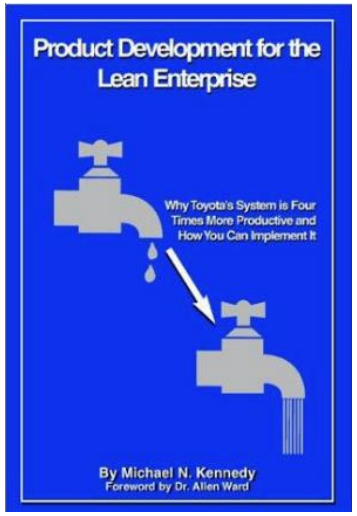
Darkness

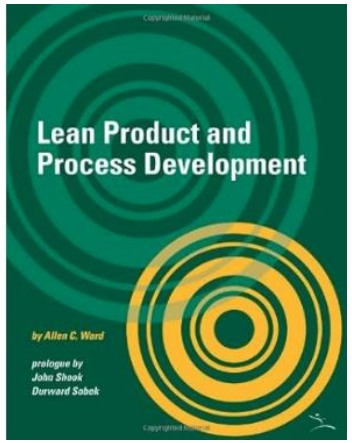
- Requirement shifting
- Massive Gantt charts
- Endless planning
- Dog and Pony shows
- Encyclopedic check-lists
- Siloed departments
- Endless delays

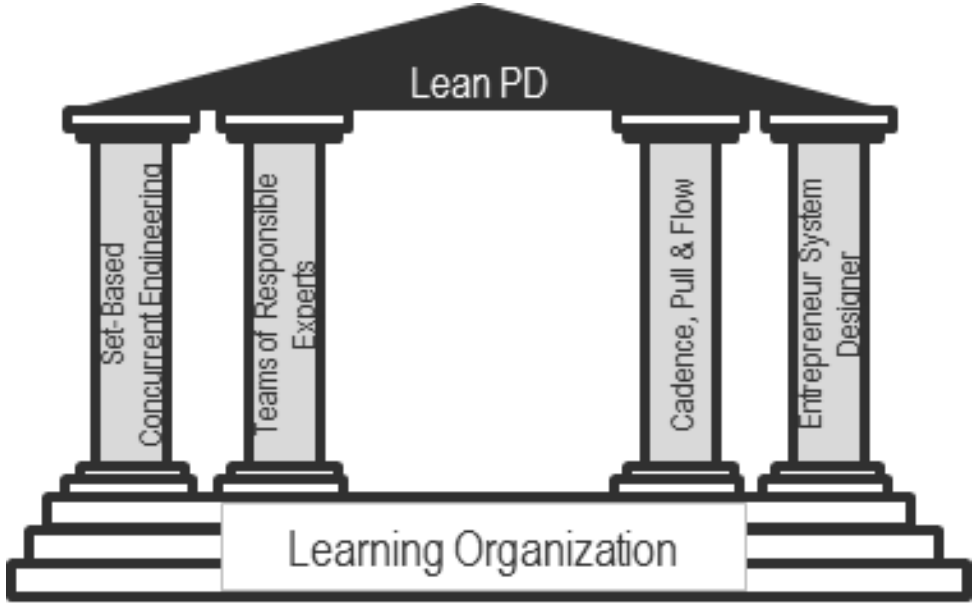


Hope

- New VP Engineering
- Executive sponsorship
- LPPDE NA 2014
- In-house training
- Required reading
- Foundational principles







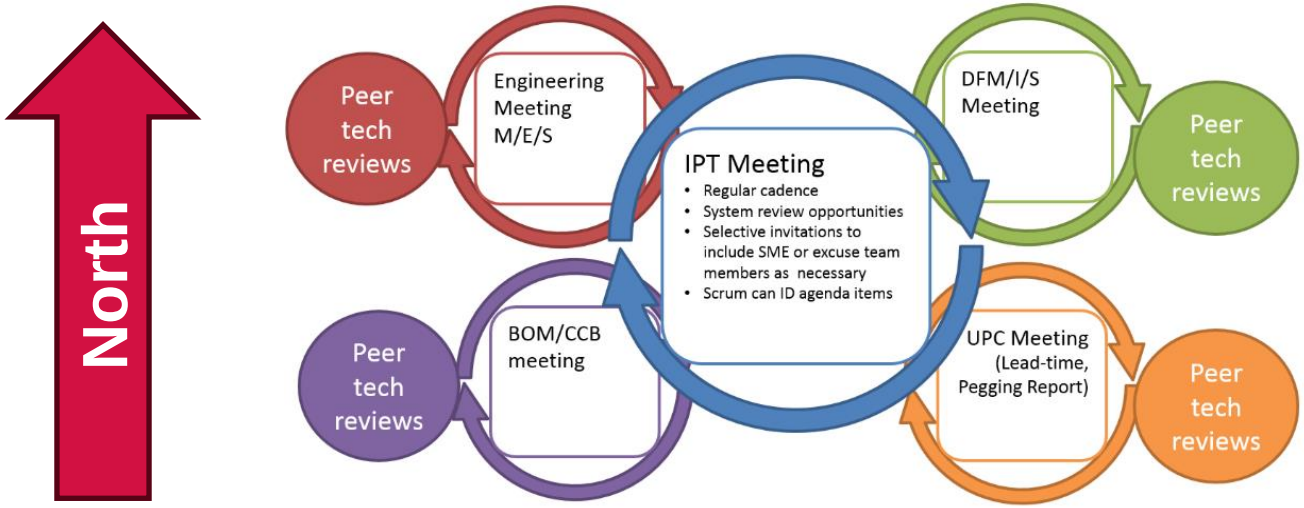
Lean Product and Process Principles

- Cadence, Pull and Flow
- Entrepreneurial System Designer
- Teams of Responsible Experts
- Set Based Innovation

Into the Light

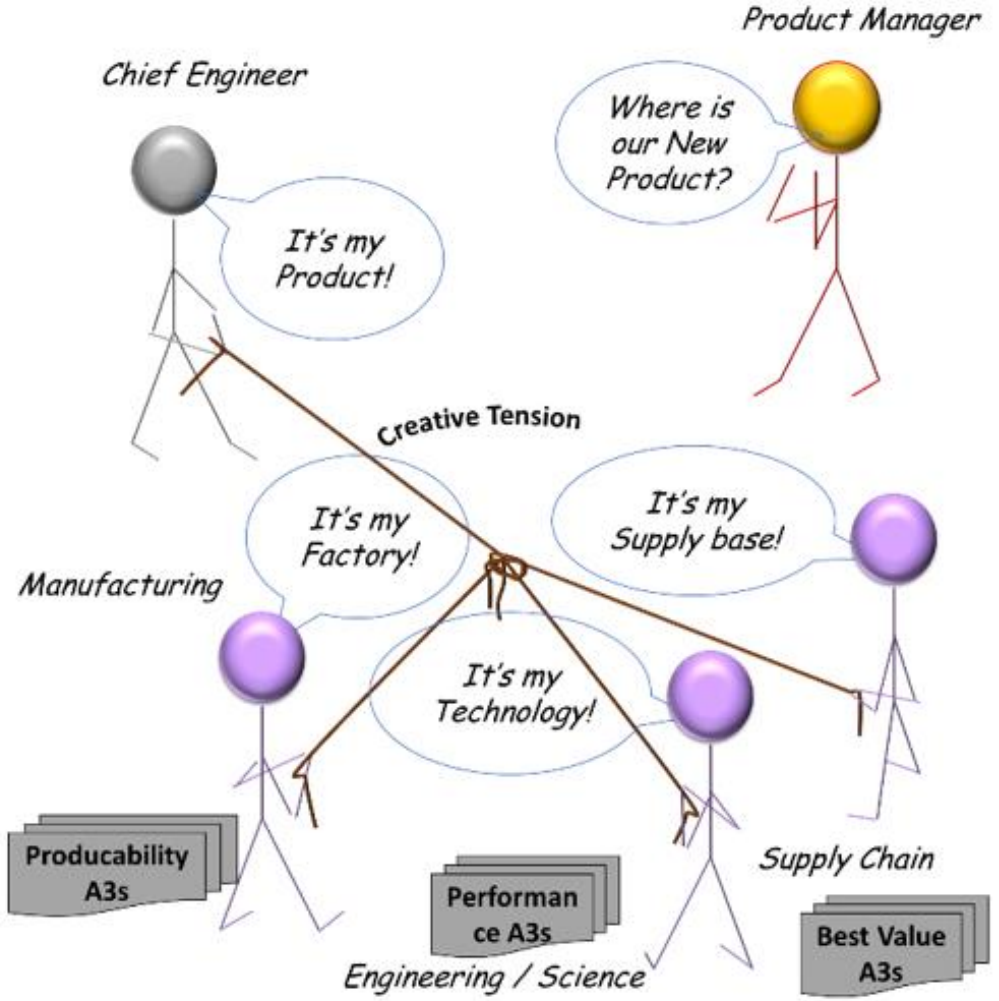
Cadence Pull and Flow

- Regular meetings occurrences
- Check-in
- Communication
- Direction
- Team building and support
- Common goal



Entrepreneurial System Designer (Chief Engineer)

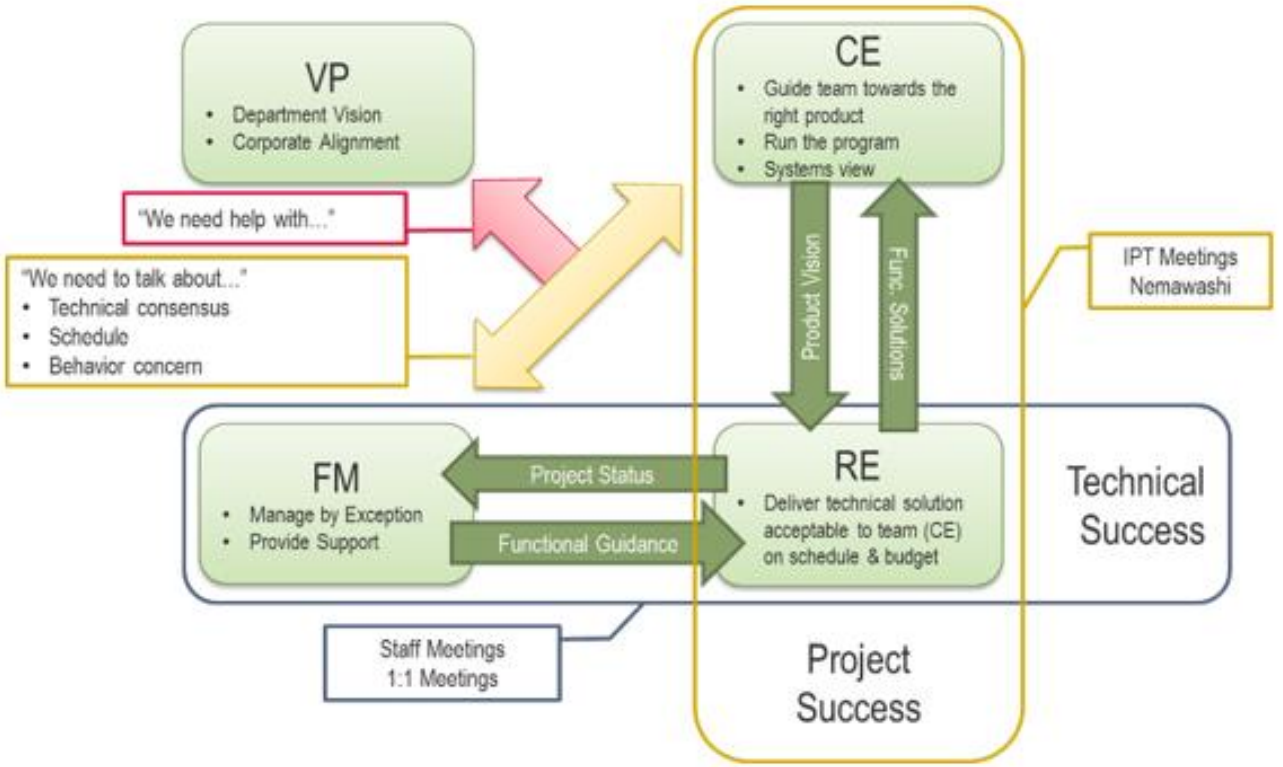
- Responsible to the success of the product.
- Has a Product Manager counterpart
- Builds a cross-functional team (across engineering and the whole organization)
- Provides guidance and direction
- Removes roadblocks



Into the Light

Teams of Responsible Experts

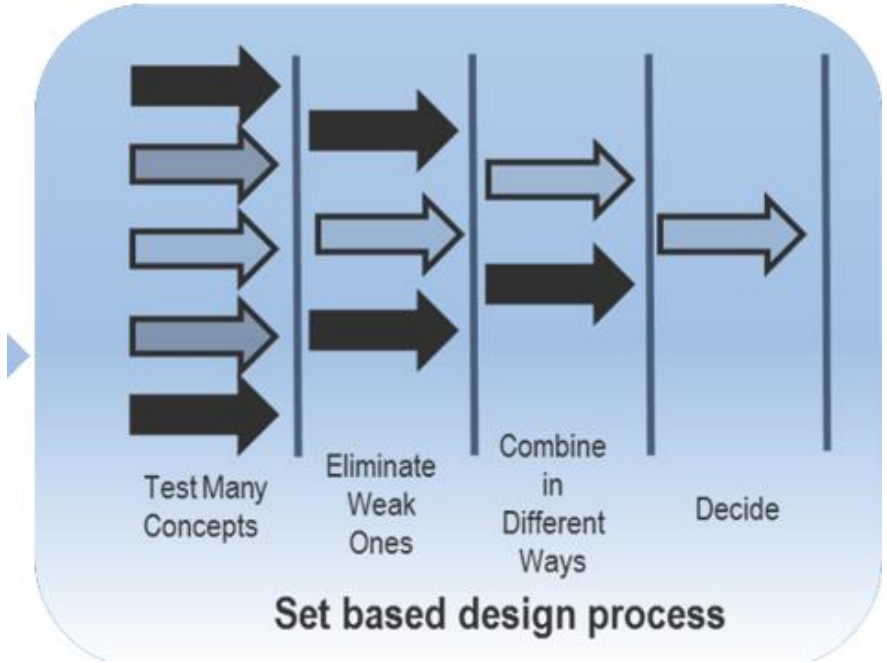
- We trust you
- Work directly with the chief for direction and technical support
- See your functional manager for administrative support



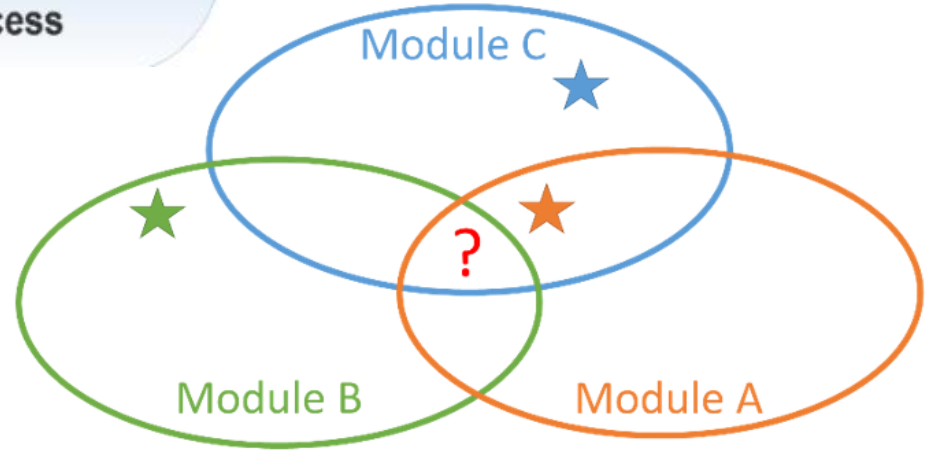
Into the Light

Set-Based Innovation

- Test many options
- Test early
- Test to failure
- **Document knowledge**
- Down select on data
- Success Assured



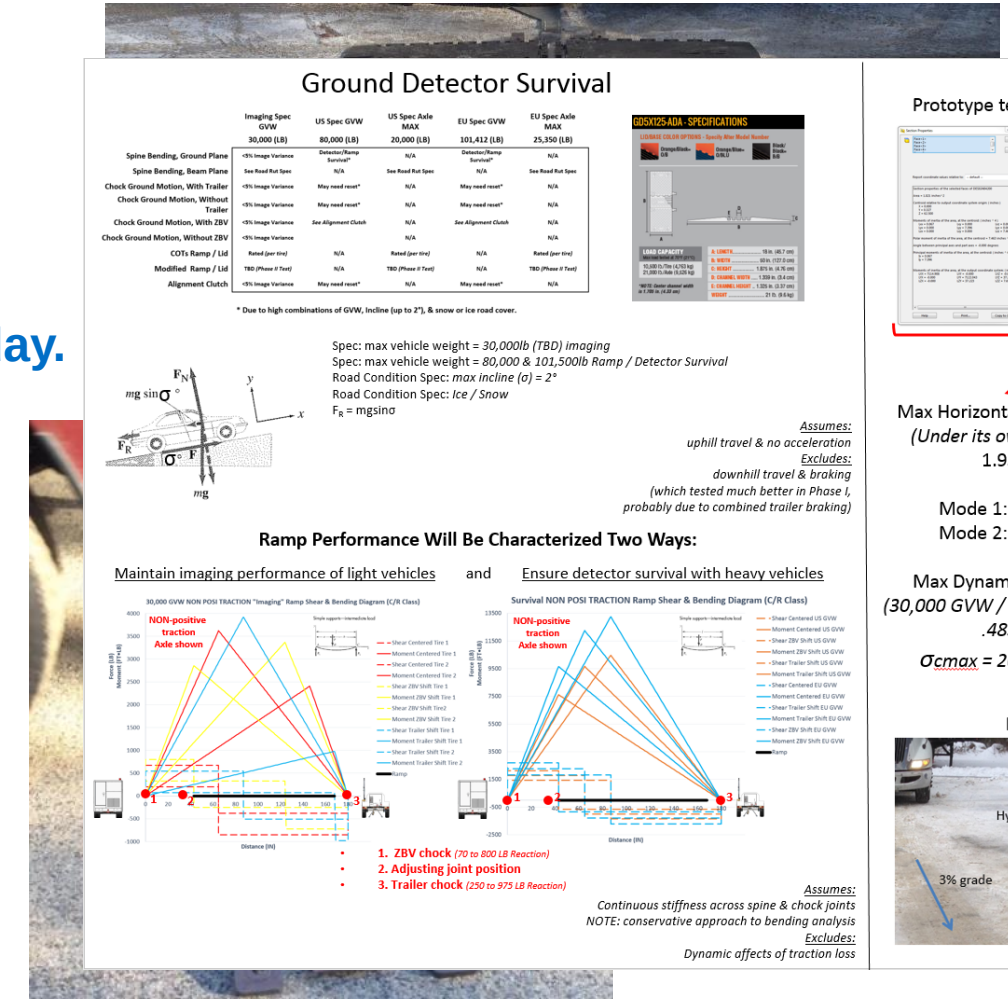
The best of each may not be the best overall:



Into the Light

Story of success

- Tx View
- Ramp selection
- Ramp is still successful, today.



Remaining in the Light

- Not easy
- Forces pulling you back to the darkness
- New people
- New leaders
- Challenging demands
- Happens without intension

Transition tools

- Start with the cadenced meeting. “Get to the gym”.
- Empowered teams. Trust inspires.
- Test, test, test (learn, learn, learn).
- Document and share your learning.

Thank You!

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