

Strategic Factor Analysis Summary (SFAS) Framework Analysis - 2015 - North America's 8 Leading Armored Vehicle Manufacturers - BAE Systems, General Dynamics Land Systems, Oshkosh Corporation, Navistar Defense, Lockheed Martin, AM General, Textron Systems, Rheinmetall Canada

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Abstracts

The report provides comprehensive analysis as well as strategic insights into the overarching strategic positioning of North America's 8 leading Armored Vehicle manufacturers through a Strategic Factor Analysis Summary (SFAS) framework analysis incorporating a holistic assessment as well as comprehensive analysis of the Business Structure, Strategic & Market Positioning, Portfolio Performance, Business Strategies & Plans and degree of Environmental & Strategic Responsiveness against the backdrop of an evolving industry landscape & shifting global dynamics with significantly rising technological capabilities which are being supported inadequately by a lack of economic resources emanating from continued pressures on defense spending in the U.S., especially, with a 45% reduction in spending on tactical wheeled vehicles through Fiscal 2013 through Fiscal 2017 with sequestration coming into the equation. Amid continued budgetary pressures, an increased emphasis is being placed on procurement of proven & derivative platforms and pursuing upgrades & modernization with reluctance towards funding scratch up, developmental programs; as witnessed over the U.S. Army's Ground Combat Vehicle (GCV) program. However, high priority programs, like the JLTV, are likely to stay on course albeit budgetary constraints. Additionally, total lifecycle cost is becoming a strategically significant parameter for decision making pertaining to procurement of military equipment, more than ever before, thereby, significantly enhancing focus & emphasis on competitiveness across industry OEMs. The intensely contested JLTV program; involving procurement of

over 49,000 & 5,500 vehicles to replace a third of the U.S. Army & the Marine Corps' fleet of Humvees; is scheduled to enter LRIP phase in 2015 and will potentially open long-term growth avenues for the winning OEM given the scale & magnitude of the program despite the cost capping of \$250,000 per vehicle.

Against this backdrop, the report provides a comprehensive Strategic Factor Analysis Summary (SFAS) framework analysis on each of North America's 8 leading armored vehicle manufacturers and provides an overall SFAS score based on each company's strategic positioning with reference to current & emerging market dynamics as well as industry trends and the degree of responsiveness to its internal & external environment respectively. The report also provides a comparative ranking of the 8 armored vehicle manufacturing companies with reference to their SFAS scores, thereby, making it especially useful for competitive analysis & benchmarking purposes.

The framework generates an insightful snapshot of the prevailing, overall strategic equation for each company by identifying, weighing, prioritizing & ranking strategic factors present in the internal & external environment through an Internal Factor Analysis Summary (IFAS) matrix followed by an External Factor Analysis Summary (EFAS) matrix based on their strategic significance & potential degree of impact along with each respective company's corresponding degree of responsiveness to those factors. SFAS, as a framework, thus, scores over the traditional SWOT analysis framework, in terms, of its ability to quantify strengths, weaknesses, opportunities & threats respectively based on the potential degree of effect of each strategic factor being analyzed and the company's commensurate degree of responsiveness to that, thereby, making it much more effective from the perspective of strategic planning and from a competitive assessment & analysis standpoint with the creation of a quantitative strategic snapshot on the company.

RELEVANCE & USEFULNESS OF THE REPORT:

The report provides insights & inputs to be incorporated into the broader strategic planning & decision making processes and will be essential from a competitive analysis standpoint as well.

THE REPORT WILL BE USEFUL FOR:

Strategic Planning, Competitive Assessment & Analysis and Benchmarking Exercise

Identification of Key Strategic Factors classified & categorized under Strengths, Weaknesses, Opportunities & Threats for each company along-with their Quantitative Weights indicating Strategic Significance of each respective Factor through a Strategic Factor Analysis Summary (SFAS) Matrix.

Generation of an overall Strategic Equation & Quantified SFAS score for each company based on analysis of Strategic Positioning and Market Dynamics.

Assessment & evaluation of each Company's Degree of Responsiveness and Strategic Orientation towards Internal & External Environmental factors as assessed through the Internal & External Factor Analysis Summary (EFAS) Matrices.

Relative/Comparative Ranking of the 8 Industry OEMs based on their SFAS scores.

Identifying & highlighting areas for making potential Strategic Changes, Adjustments & Realignment.

Gaining a Strategic Perspective on the Business & Strategic Outlook for each company.

Gaining access to Key Industry Trends, Issues & Challenges, Risk Factors & Industry Outlook.

Analysis of Forces Driving as well as restraining the Industry & their overall Dynamics

FOR WHOM:

The SFAS Framework analysis report will be essential for those associated with and having strategic interest in the Global Defense industry, Armored Vehicle manufacturing and any of these companies. The report will be especially useful for Key Decision-Makers, Top Management of Companies, OEMs, Suppliers, Distributors, Vendors and other Key Players in the Industry Value Chain as well as existing & potential Investors, Industry & Company Analysts, M&A Advisory Firms, Strategy & Management Consulting Firms, PE Firms, Venture Capitalists & all those associated with the Global Defense Industry or any of these companies.

HIGHLIGHT:

The report is comprehensive yet concise & compact at the same time; is custom-built for meetings & presentations, being built on the Microsoft PowerPoint platform; in addition, to being a ready self-reckoner as well as a quick reference guide driving, enabling & ensuring prompt and informed decision making.

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AM General

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Strategic Industry Outlook

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