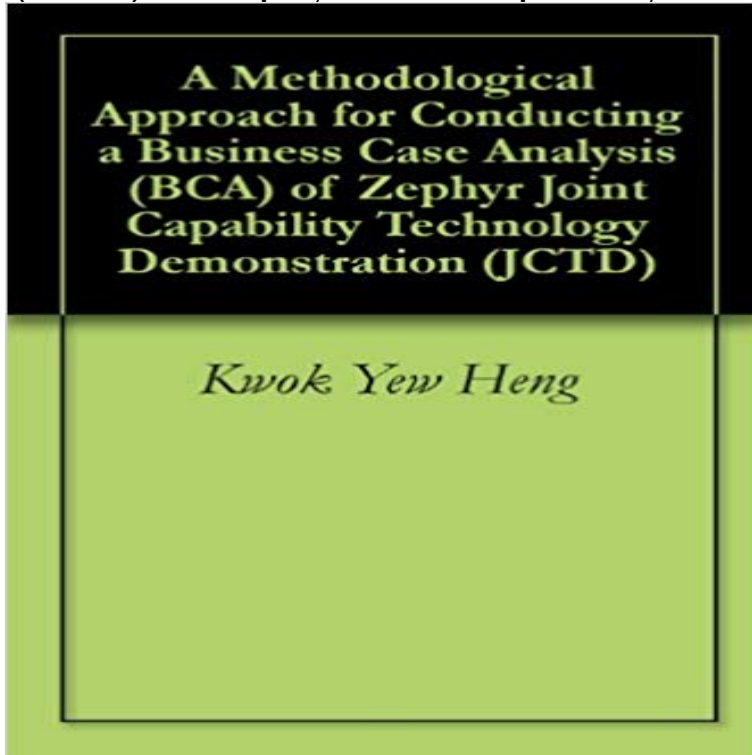


# A Methodological Approach for Conducting a Business Case Analysis (BCA) of Zephyr Joint Capability Technology Demonstration (JCTD)



Zephyr, a high altitude long endurance (HALE), solar powered unmanned aerial vehicle (UAV) is thus identified as a Joint Capability Technology Demonstration (JCTD) candidate. This program is managed by the Office of Secretary of Defense (OSD) and is sponsored by USCENTCOM and USEUCOM. This program aims to accelerate the development and operational evaluation of the Zephyr concept so that the system can transit to production and be deployed in the field to address military needs in the quickest possible time. The objective of this study is to analyze the Return on Investment (ROI) of the Zephyr system. This is achieved by (1) Developing a model to carry out Business Case Analysis (BCA) of JCTDs, including defining the methodical structure required in the business case report. (2) Conducting Zephyr JCTD BCA, with a baseline analysis, followed by sensitivity, as well as a quality risk assessment for the Zephyr system. The BCA compares the life cycle costing with Global Observer, a liquid-hydrogen fuelled UAV, in operational scenarios over a period of 15 years.

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