#ProjectNeXt

MSGT (RET) CONOR GRAY / SKILLBRIDGE REVOPS WITH MOBILIZE COURSE DIRECTOR & INSTRUCTOR

COHORT 4 TEAM: PACIFIC PRIME

Contested Logistics in the Indo-Pacific Region

We devised the combination of two existing technologies: lowcost attributable autonomous aircraft and precision air delivery systems. We argued that more frequent smaller deliveries over longer ranges would be needed to augment any contested operation in the region. Our solution delivered exactly that.



Personal AHA Moment:

Project Mercury continues to deliver AHA moments in various ways as a student, coach, and mentor. As a first-time participant, the academics were intriguing, but it was quote, **"the cavalry isn't coming**," brought onto us by head coach Dr. Eagle. The sheer effort and luck in getting an idea to production and application at scale is ridiculous. **Not everyone will make it, and the cavalry is not coming. You must face the realities head-on and take that idea as far as possible.**

Team AHA Moment:

The team talked to dozens of stakeholders and experts. In each conversation, there came this moment when it was time to talk about our original idea. At that moment, I was getting ready for "Oh we've tried that before" or "That won't work for x, y, z, reason," but when we delivered our idea, it was met with optimism and intrigue every time. I'm used to being told "No" several times, but in our case, it was "Yes...wow, yeah lets do that. Great idea." It was fantastic to collectively receive praise for our wild idea.

What's Next After Project Mercury:

How do you use the skills learned in Project Mercury today?

I've been involved in setting the strategic direction of the AFSNCOA and rewriting the course to meet the strategic intent of our senior leaders. That spawned several small projects, including researching and writing new lessons, and training the AFSNCOA staff on those new lessons. Shortly after that, it was delivered and adjusted based on feedback. It was definitely a "Lean Start-up" meets real-life kind of moment.

Several lessons from Project Mercury occupy my head: competing values framework, five levels of creativity, and the exercise of 400 shots on goal. **Competing Values Framework is the gift that keeps** giving, it allows you to artificially insert conflict into situations that need it, but in a way that most people can tolerate and understand. Therefore they are less likely to engage in the unproductive conflict we usually see.

Dream Job:

Well! If I had my dream job it wouldn't be a job would it! Honestly, **I want to help other humans make** "jobs" suck less and contribute in ways that give them fulfillment. Whatever job does that, I'm in.

