

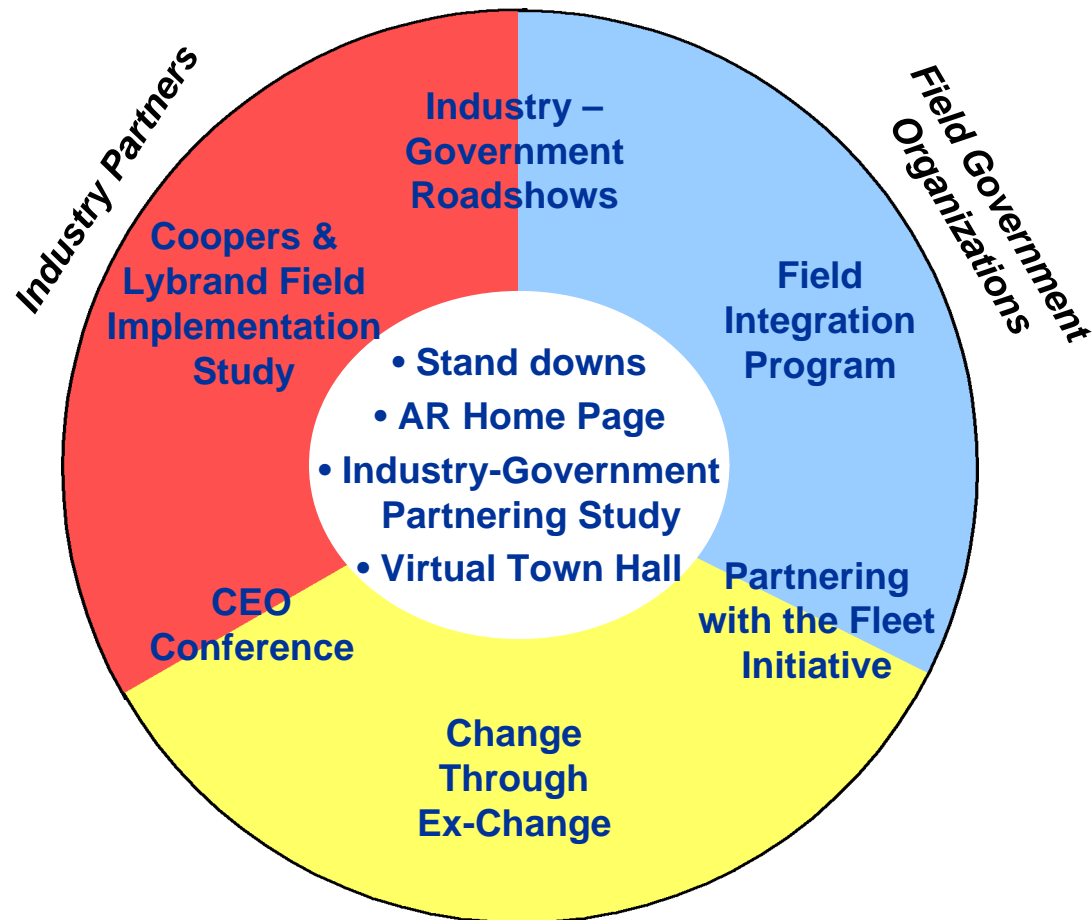
*Acquisition Reform Road Show
Hampton Roads, Virginia*



Alex Bennet
ASN(RDA)ARE
30 April 1998



ASN(RDA) FIELD OUTREACH





STRENGTHENING RELATIONSHIPS: PARTNERING WITH INDUSTRY

Objective: *To translate articulated strategy into practical terms to build a successful partnering relationship between industry and government*

Drivers

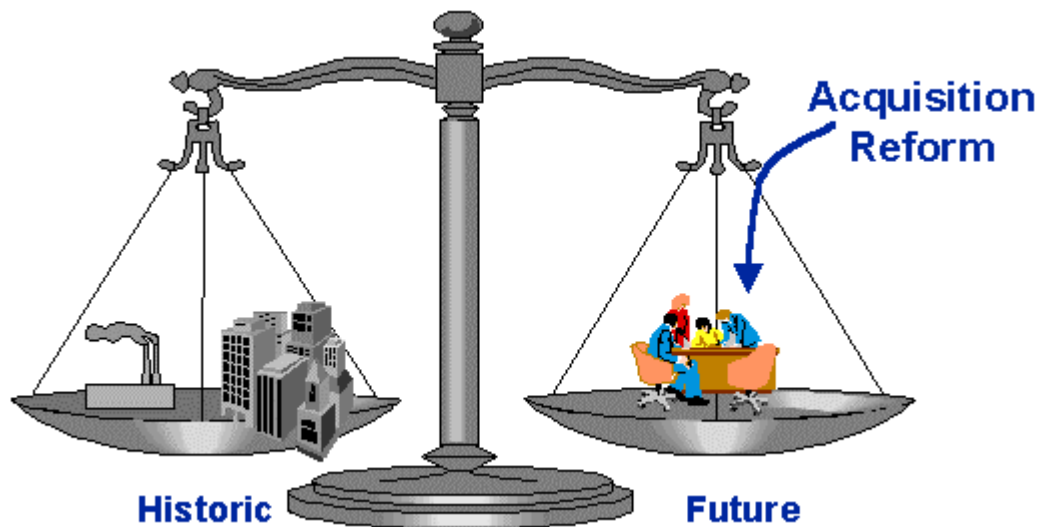
- DoN Management Action Plan
- ASN(RDA) Strategic Plan
- The Blair House Papers

Motivators

- Facets of changing acquisition system
- Evolving issues and questions



PERSPECTIVES AND PERCEPTIONS OF PARTNERING



- Create working group based on IPT concept
- Research current legal and policy environment
- Identify lessons learned and success stories
- Determine benefits and needs, build understanding and clarify legalities
- Assist acquisition teams to recognize potential partnering opportunities

PARTNERING FOR ACQUISITION EXCELLENCE



C&L AR IMPLEMENTATION

Purpose: Assess implementation of AR, enhance awareness within industry of DoD reform actions, and obtain industry feedback on where future reform efforts should be focused

- 430 structured interviews with 10 major DoD contractors
- Encompassed 90 contracts valued at \$17.4B

**STUDY FOUND CONSIDERABLE PROGRESS
ACHIEVED ... STILL MORE TO BE ACCOMPLISHED**



IMPLEMENTATION RESULTS KEYED TO TOP COST DRIVERS IDENTIFIED IN PRIOR OSD C&L STUDY

<u>Cost Driver</u>	<u>Change Element</u>	<i>Average Implementation Level</i>
MIL-Q-9858A	Commercial Standard (Q01)	3.3
TINA	Commercial Exemption (F04)	3.1
C/SCS	Tailored reporting to industry guidelines (P04)	3.0
Configuration Management	Contractor maintained (E03)	3.0
Contract Specific Requirements	RFP Streamlining (C02)	2.6
	Performance based requirements (C03)	2.8
DCAA/DCMAO Interface	DCAA risk based oversight (F01)	2.6
	DCMC risk based oversight (P03)	2.9
Cost Accounting Standards	none	
MMAS	none	
Engineering Drawings	Commercial drawing practices (E08)	2.6
Government Property Administration	Streamlined property management (W06)	0.5

TURBO STREAMLINER

Streamliner is a tool for evaluating RFPs for compliance with acquisition reform principles. This tool is on the Internet under the ARO Home Page. Review topics will be updated and expanded based on SYSCOM and field activity experience.



- Provides general RFP review guidelines
 - Lessons Learned
 - Review Checklist
 - Reporting Metrics
 - Application of AR Principles

- 50-Plus review topics or functional areas

Each topic discusses:

- Acquisition Reform Principles
- What to Look For
- What to Look Out For
- Sample Language
- References and Websites for further information





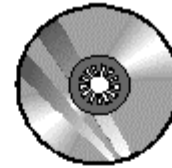
PRODUCTS FOR DISTRIBUTION

Based on 12-module interactive video series on IPPD including:

- Why IPPD is important
- Introduction to an IPPD Methodology
- Quality Function Deployment
- The 7 Management / Planning Tools
- Robust Design Methods
- Six Sigma Quality Process
- Teaming Methods
- Computer Infrastructure
- Activity Based Costing / Earned Value
- Case Studies: Next Generation Soldier, New Attack Submarine, Low Cost IFOG



Integrated
Product
Process
Development



Integrated
Product
Teams

- Understanding IPTs from a system's view including discussion of guiding principles, critical success factors, organizational relationships, and new developments
- Implementing IPTs from start-up and operation to processes and results
- System dynamics-based IPT simulation relating key variables to team performance and product results
- IPT benchmarks
- Frequently asked questions
- Reference material



Internet

- Emphasizes variety of alternative specification documents that should be considered before developing or converting to a MIL-PRF
- Addresses issues specification writers frequently encounter in preparing and processing specifications
- Provides quick access to policy documents governing specification development

Turbo
SPECRIGHT!



Introductory
Video
(SECNAV, CNO,
CMC, ASN(RDA))



Updated
Implementation
Manual



- Catalysts and Initiatives
- Short overviews
- Acquisition Center of Excellence
- New DoN Guidance
- Command Initiatives
- POCs



IPT FLIGHT SIMULATOR

- Part of IPT/CD-ROM
- Simulates an IPT managing a new weapons system development
- Emphasizes *team performance*, not acquisition decisions
- 12 controls/decision options that influence IPT performance
- Measures results by cost, schedule and product value
- Quick feedback on decisions and strategies
- A learning tool, *not a prediction tool*
- A *practice field* for IPT leaders and team members

Integrated Product Team Model

Key Success Factors

Team Leadership
Shared Vision/Approach
Team Collaboration
Empowerment
Technology Support
Team Learning
Enterprise Partnering
Feedback to the Team
Degree of Team Collocation
Team Size

Processes

Innovation
Problem Solving
Decision Making
Implementation

Results





CHANGE THROUGH EX-CHANGE

↗ Catalyst for exchange of innovative ideas ↖

- ✓ Promotes sharing in a structured, creative environment where success stories and lessons learned are valued and freely exchanged

- ✓ Provides a systematic DoN-wide methodology to encourage the exchange and adoption of creative approaches and ideas

- ✓ Aimed at expanding open communication and encouraging continuous exchange



- ✓ Process begins Feb 98, with the request for two approaches from all programs at every ACAT level, as well as acquisition support teams

- ✓ Conference scheduled for 4 May at the Crystal City Forum, 1200 -- 1600.

- ✓ Utilizes multiple media

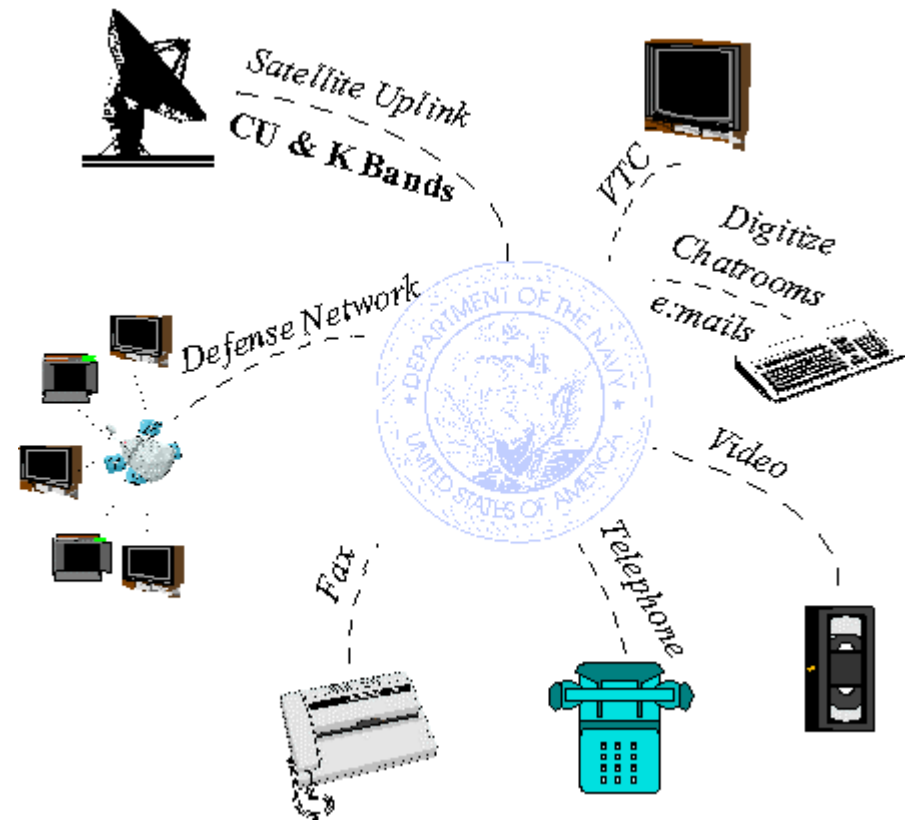
- ✓ Builds on successful Mar 97 event, which attracted 210 innovative ideas in 85 categories

Industry members of Navy - Marine Corps acquisition teams are welcome to attend



VIRTUAL TOWN HALL MEETING

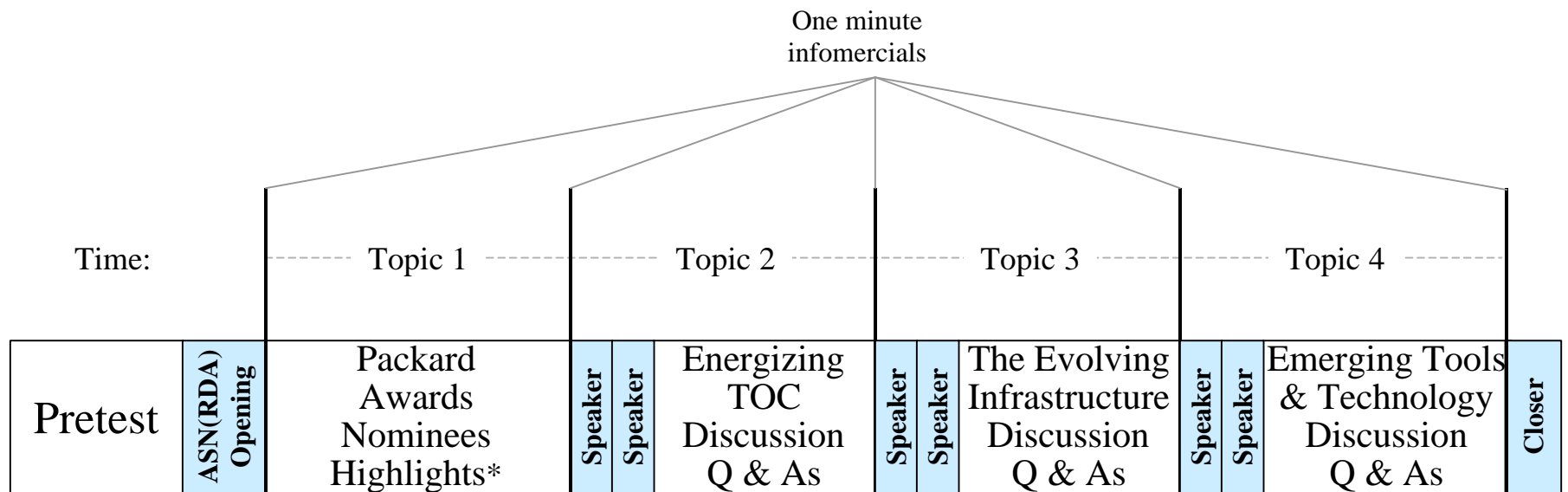
- Builds on successful Mar 97 event
- Hosted by ASN(RDA)
- Supported by the Naval Media Center
- Provides nation-wide access to senior DoN Acquisition Leadership Team
- Exchange and dialogue on changes in our acquisition system
- Scheduled for 7 May 98, 1300-1500
- Broadcast live from Acquisition Center of Excellence





VIRTUAL TOWN HALL MEETING 98

FORGING AHEAD



* Teams Nominated:

- AAV
- Price Fighters Team (NAVSUP)
- NTCSS (SPAWAR)
- New Attack Submarine (PEO (SUB))
- T45TS (PEO (Air))

Navy Acquisition Reform...

www.acq-ref.navy.mil

...Charting a New Course

