



February 2016

News for Defense Acquisition University Stakeholders

DPAP and CSTC-A Consulting Support

On February 4, DAU met with RADM Althea Coetzee, Principal Deputy, Defense Procurement and Acquisition Policy (DPAP), and Dr. Beth Rairigh, Deputy Director, Contracting Enabler Cell, Combined Security Transition Command–Afghanistan (CSTC-A), to discuss a new Afghan emphasis on professional procurement training. CSTC-A is interested in partnering with DAU to help the Afghan National Procurement Authority establish a formal training and certification program for all Afghan public procurement officials. Among the topics discussed were the need for an assessment of competencies required for the various training certifications and assistance with the establishment of a school.

Defense Acquisition Executive Overview Workshop

On February 12, DAU conducted a Defense Acquisition Executive Overview Workshop (DAEOW) for VADM Raquel C. Bono, Director of the Defense Health Agency (DHA), and 25 members of the DHA senior leadership team. The workshop focused on areas where DHA is facing challenges, including contracting for services, interacting with industry, and contract methods and competition, as well as DHA's training gaps, organizational governance, and current contracting practices. VADM Bono commented that the DAEOW invigorated an increased organizational acquisition awareness and would help her enhance management in DHA.

Services Acquisition Workshop

On February 16-18, DAU conducted a tailored Services Acquisition Workshop (SAW) for representatives of the Defense Intelligence Agency (DIA) Office of the Chief Financial Officer at Joint Base Bolling in Washington, D.C. The workshop was presented in support of DIA's planned contract, valued at approximately \$5 billion and projected to be awarded in January 2017, to provide intelligence support services to all DIA organizations and the National Security Agency (NSA). DAU helped DIA develop and refine their requirements document, market research, and performance work statement (PWS) using the Acquisition Requirements Roadmap Training (ARRT) tool. The DIA integrated product team (IPT) members engaged in extensive discussions on the identification of divergent requirements, produced a program of actions and milestones and a working-level PWS strategy, and conducted thorough acquisition and source selection planning and analysis.

2016 Winter Acquisition Update

On February 18, DAU presented the 2015 Winter Acquisition Update, "Partnering with Industry – How Government and Industry Can Help Each Other Achieve World Class Acquisition Outcomes," for more than 650 participants at its South Region campus in Huntsville, Alabama, and online with 24 different states via Defense Collaboration Services (DCS). The event featured 32 sessions on topics of importance to members of the Acquisition, Technology, and Logistics community. Speakers included LTG(Ret) William Phillips, formerly the Principal Military Deputy to the Assistant Secretary of the Army for Acquisition, Logistics and Technology and a member of DAU's Board of Visitors, and MG(Ret) James Rogers, former Commander of the Army Aviation and Missile Life Cycle Management Command and currently a senior executive with Lockheed Martin Corporation. During the event, DAU solicited input from attendees on Work Flow Learning (WFL) needs for input to WFL focus groups.

Space and Missile Systems Center Process Improvement Initiative

On February 16, DAU provided recommendations to the Space and Missile Systems Center (SMC) Acquisition Center of Excellence on ways to reduce the time it takes to award an ACAT I contract. The recommendations focused on early market research, standardization of source selection and acquisition templates, early determination of appropriate contract type based upon program risk assessment, and improvements of SMC's Early Strategy and Issues Session process. Data collected during recent interviews with SMC senior managers and functional staff were analyzed to determine the most efficient approach to streamlining the contract award process by eliminating non-productive and repetitive steps, one of the BBP 3.0 initiatives (Eliminate Unproductive Processes and Bureaucracy). When implemented, the recommendations are projected to achieve a 10 percent reduction in contract award repetitive time.

Determining Fair and Reasonableness Using Price and Cost Analysis Methods Course

On February 22-25, DAU presented the first offering of the Determining Fair and Reasonableness Using Price and Cost Analysis Methods Course to 36 students at the Defense Logistics Agency (DLA) Supply Center in Philadelphia, Pennsylvania. DAU developed this course in response to a request from DLA's Senior Procurement Executive, Matthew Beebe, for assistance in developing and strengthening the pricing skills of DLA's acquisition workforce personnel. After learning pricing basics during the first two days of the course, the students worked on a proposal using various price and cost analysis tools, including statistics, regression, improvement curve, and weighted guidelines. Students then prepare a pre-negotiation memorandum supporting their position for various parts of the proposal. DLA has made this new course mandatory for all DLA contracting officers and has asked for it to be conducted at DLA Supply Centers in Philadelphia, Richmond, and Columbus during FY16.