



2003 Annual Report
Defense Acquisition University

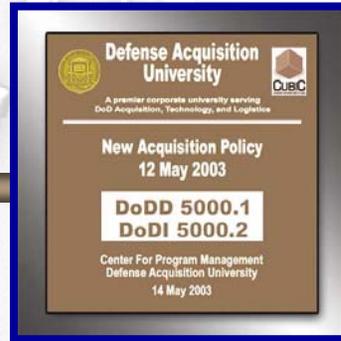


DAU...Experience It!

All Who Encounter DAU Experience the...



Quality
of our products,
delivered to the
more than
134,000
members of the
DoD AT&L
Workforce



Relevance
of our learning
solutions,
knowing that
changes in
acquisition
policy are
incorporated
real-time into
our products



Responsiveness
of our faculty
and staff as they
provide our
students with
the right
learning
solution, when
and where they
need it

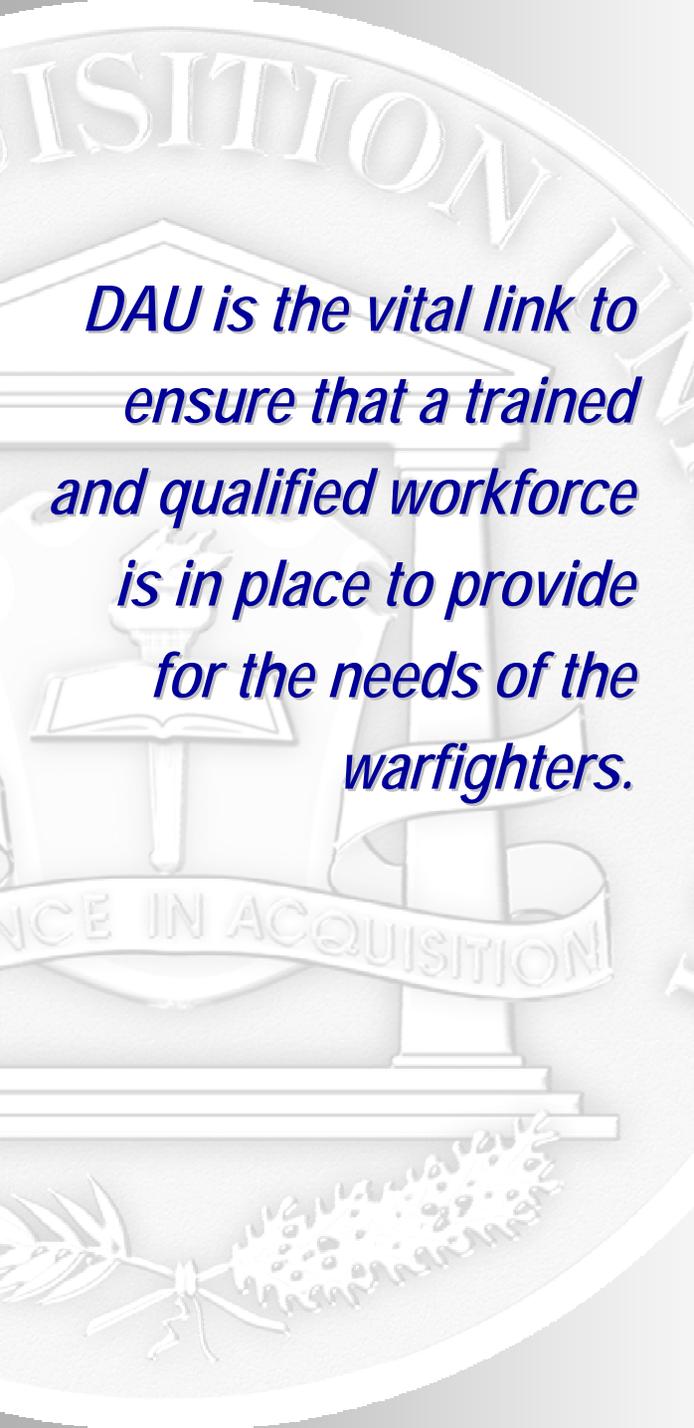


Connection
with others from
the AT&L
community in
the classroom, at
conferences, or
through our
many knowledge
sharing
opportunities

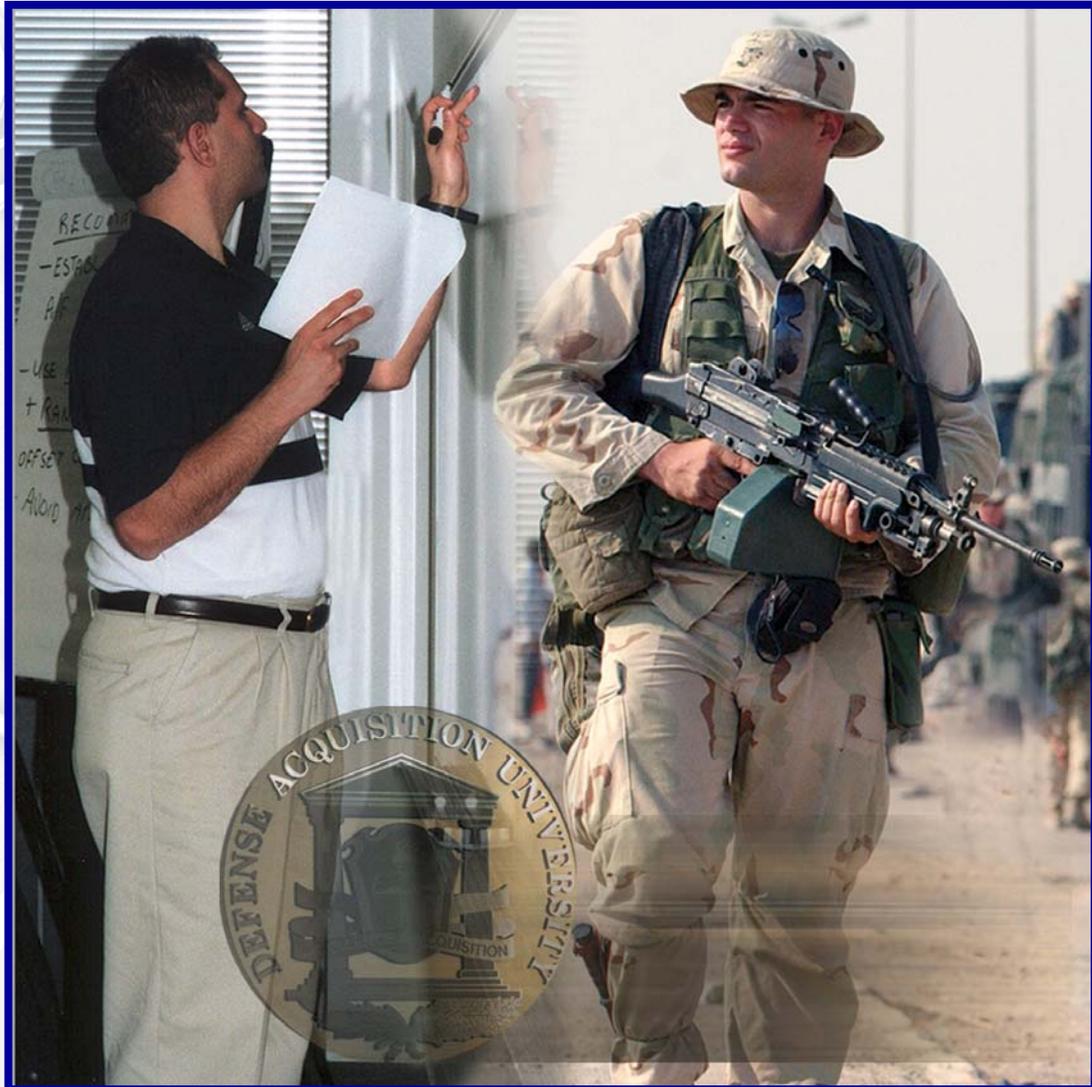


We always have to remember that the basic purpose of the acquisition system is to provide for the needs of warfighters; get them what they need, when they need it, at an affordable cost."

*Ms. Deidre Lee
Director, Defense Procurement
And Acquisition Policy*



DAU is the vital link to ensure that a trained and qualified workforce is in place to provide for the needs of the warfighters.



DAU...Experience It!

Overview

- DAU Mission
- President's Message
- DAU Overview
- 2003 Highlights
 - Training
 - Continuous Learning
 - Performance Support
 - Rapid Deployment Training
 - Knowledge Sharing
 - Strategic Partnerships
 - International Partnerships
 - Sector Leadership
- Delivering the DAU Experience
- Supporting Data



President's Message

2003 was another great year in terms of the DAU experience:

- Increased the number graduating from our training courses by 18% and the number of students using e-Learning to 70% of all graduates
- Increased the number of registered users in the Continuous Learning Center by 876% and the number of Continuous Learning Modules by 71%
- Conducted 217 performance support efforts, providing 136,800 hours of performance support and targeted training
- Expanded our performance support program to include a rapid deployment training initiative, providing 200 training events on new policy initiatives
- Launched a major upgrade to the AT&L Knowledge Sharing System and added communities of practice in Facilities Engineering and Logistics
- Doubled the number of our strategic partnerships, providing even more flexibility for the workforce to meet their career-long learning goals
- Nationally recognized for training excellence
- Presented best practices at national level conferences



DAU Mission

Provide practitioner training, career management, and services to enable the AT&L community to make smart business decisions and deliver timely and affordable capabilities to the warfighter.

- We train the AT&L Workforce through certification and assignment-specific courses
- We promote career-long learning through our Continuous Learning Center
- We offer on the job support to the AT&L Workforce through consulting, Rapid Deployment Training, and targeted training
- We facilitate knowledge sharing through on-line resources and communities of practice



President's
Management
Agenda



DoD
Transformational
Guidance

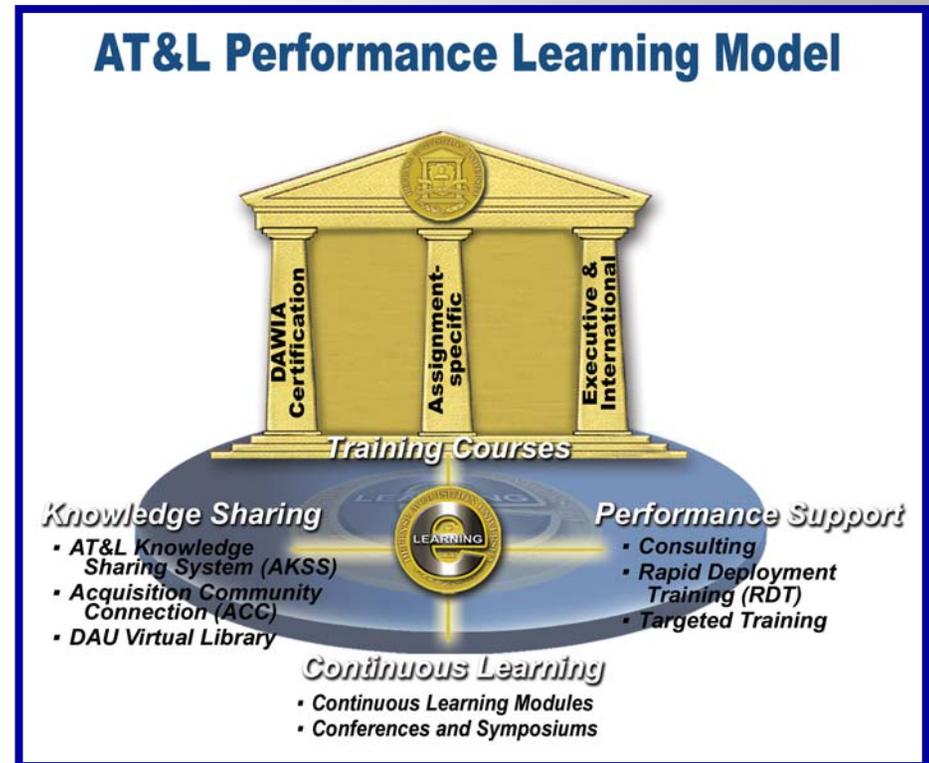


AT&L 7 Goals



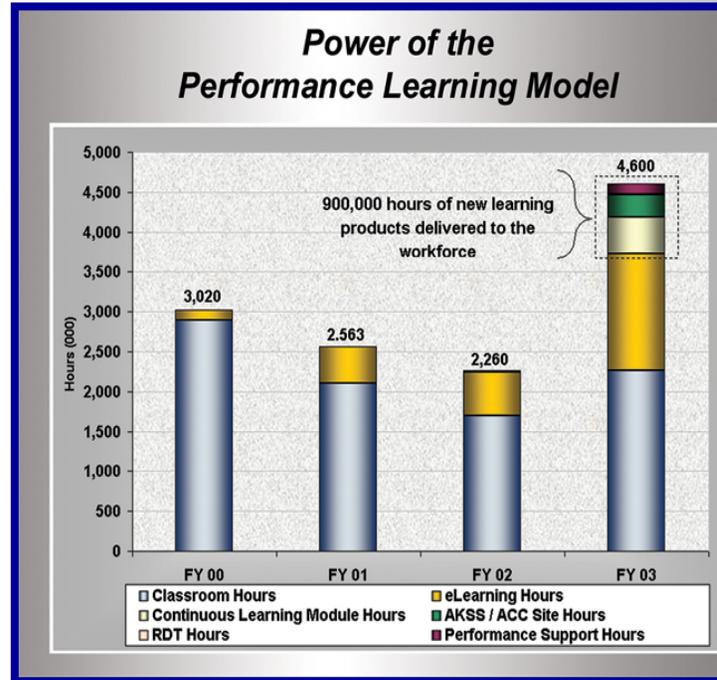
AT&L Performance Learning Model

- Extends the concept of learning beyond the classroom with its four main thrusts
 - Certification and assignment-specific training courses
 - Continuous learning
 - Performance support
 - Knowledge sharing
- Changes the learning experience from traditional classroom instruction to career-long learning solutions—anytime, anywhere



2003 Highlights

- The Performance Learning Model allowed for 900,000 hours of new learning products to the Workforce
- Increases from 2002
 - Classroom hours by 560 (33%)
 - On-line hours by 930 (170%)
 - Total learning hours provided to the Workforce by 2,340,000 (104%)
 - Graduates by 8,782 (18%)
 - Continuous Learning Modules by 22 (71%)
 - Continuous Learning Center registered users by 110,721 (876%)
 - Strategic Partnerships by 27 (71%)



58,290
Graduates

40,465 Online
Students

90,510
Completions of
CLC Modules

123,360
Registered Users
of the CLC

217 Performance
Support Efforts

200 Rapid
Deployment
Training Events

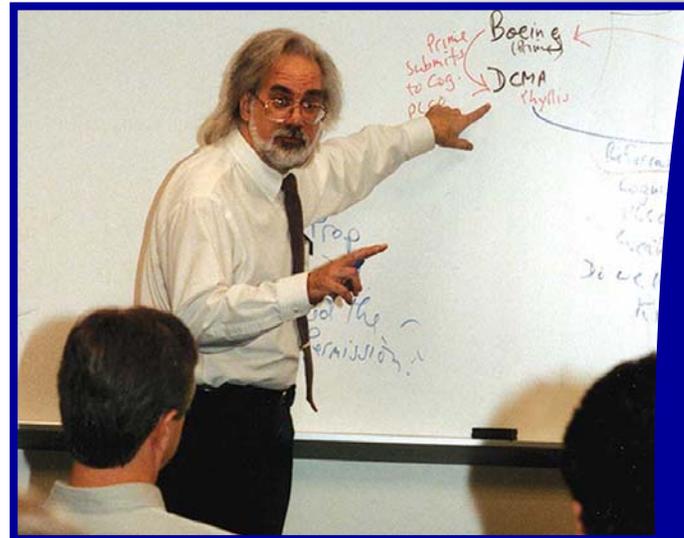
18,000+ People
per Week Visiting
AKSS

65 Strategic
Partners

*Experience a Revolutionary Approach
to Learning and Development*

Training Highlights

- Converted courses from resident to on-line
- Completed re-engineering the Logistics curriculum
- Developed new courses
- Fielded a new Learning Management System (LMS) for convenient, customer-oriented access to on-line courses



48 Certification Courses

25 Assignment-specific Courses

13 Executive & International Courses

1,170 Course Offerings

40,465 Online Students

58,290 Graduates

Training Experiences

- CON 353: Advanced Business Solutions for Mission Support
 - New Contracting Course
 - Students use problems from their own jobs as the basis for the case analysis and small group work during the class
- LOG 235: Performance-Based Logistics (PBL)
 - Students learn new PBL concepts during the on-line portion
 - Students apply concepts to real-world cases in resident phase



"The emphasis on critical thinking at this level of instruction was right on target."

-CON 353 Student

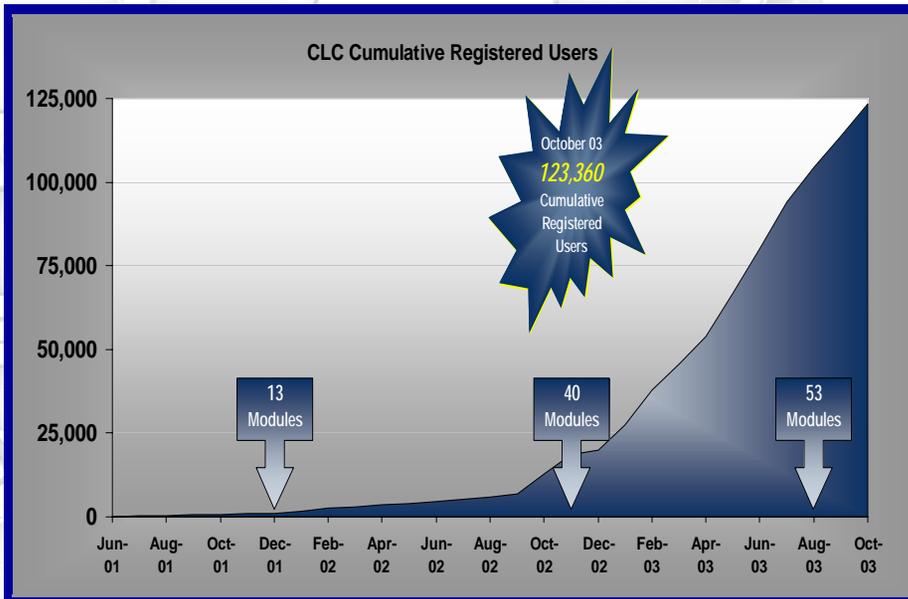
"This case brought together what I had thought were very complicated concepts. The case study discussions translated concepts into understandable ideas."

-LOG 235 Student

*Experience Our Web-Enabled, Hybrid, and Classroom Training
with Case-Based Instruction Aimed at Developing Critical Thinkers*

Continuous Learning Highlights

- The Continuous Learning Center provides convenient access to a multitude of continuous learning opportunities 24/7
- Total of 53 Continuous Learning Modules



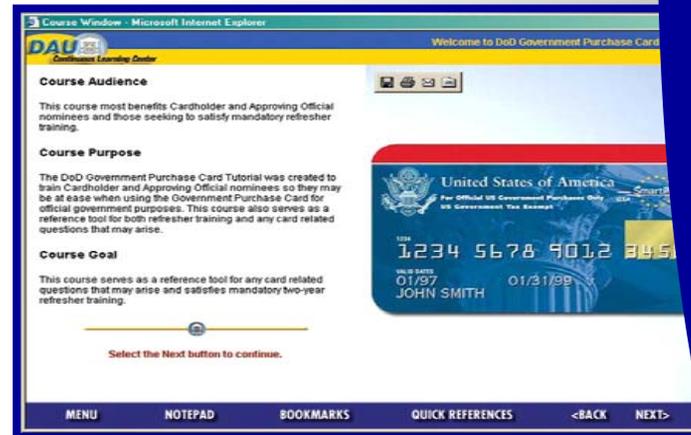
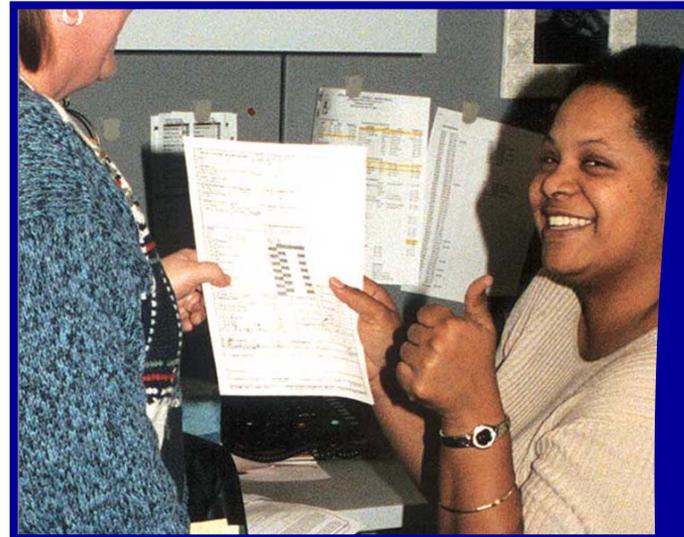
123,360 Registered Users

90,510 Modules Completed

22 Modules Added

Continuous Learning Experiences

- Use of Government Purchase Cards
 - GAO report noted expanded use of Government Purchase Cards left DoD vulnerable to improper purchases
 - DAU rapidly set up an electronic training module on the Purchase Card program
 - In a year, 82,751 personnel have received this training



Experience Relevant Training Modules to Help Meet Continuous Learning Requirements and Improve Job Performance

Performance Support Highlights

- Provided 136,800 contact hours of ongoing support to students and their organizations after the classroom experience with
 - On-site consulting
 - Targeted training
 - On-line support
 - Rapid deployment training
- Worked on-site with customer project teams to facilitate problem solving
- Enhanced our Performance Support program with the Rapid Deployment Training initiative



136,800 Hours of Performance Support

93 Consulting Efforts

124 Targeted Training Events



Performance Support Experiences

- XVIII Airborne Corps Contingency Contracting Training
 - Soldiers were quickly trained in the CON 100 and CON 234 arena
 - In 21 days, the small team delivered a product directly to the warfighter
- Military Health System Program Office
 - Helped create a performance-based “Help Desk” contract for 30 IT programs
 - GAO ranked this contract #1 of all DoD contracts awarded



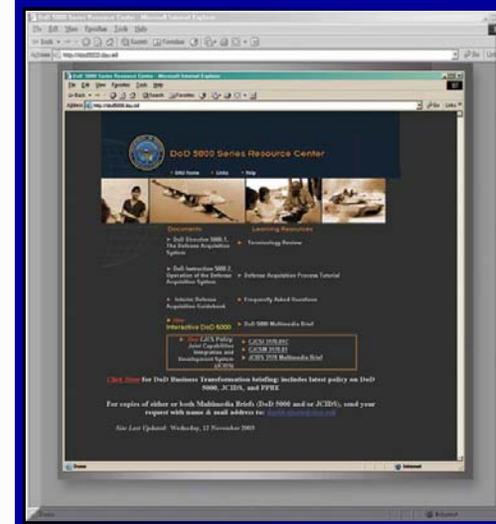
“We need this type of training to be effective upon activation and deployment.”

-Soldier, XVIII Airborne

Experience Rapidly Delivered Business Solutions

Rapid Deployment Training (RDT) Highlights

- Established in response to GAO audits and surveys of workforce indicating a need to more rapidly train the workforce in new policy initiatives
- DoDD 5000.1 and DoDI 5000.2
 - 5/12/03: New instruction signed
 - 5/14/03: New instruction released
 - 5/14/03: DAU stood up new 5000 resource center
 - 5/15/03: Train the Trainer Sessions held
 - 5/16/03: First workforce training session
- CJCSI 3170.01C
 - 6/24/03: New instruction signed
 - 7/02/03: DAU posted new instruction
 - 7/10/03: 94 DAU faculty trained
 - 7/10/03: New instruction released
 - 7/21/03: DAU posted summary brief and overview video



200 Training
Events

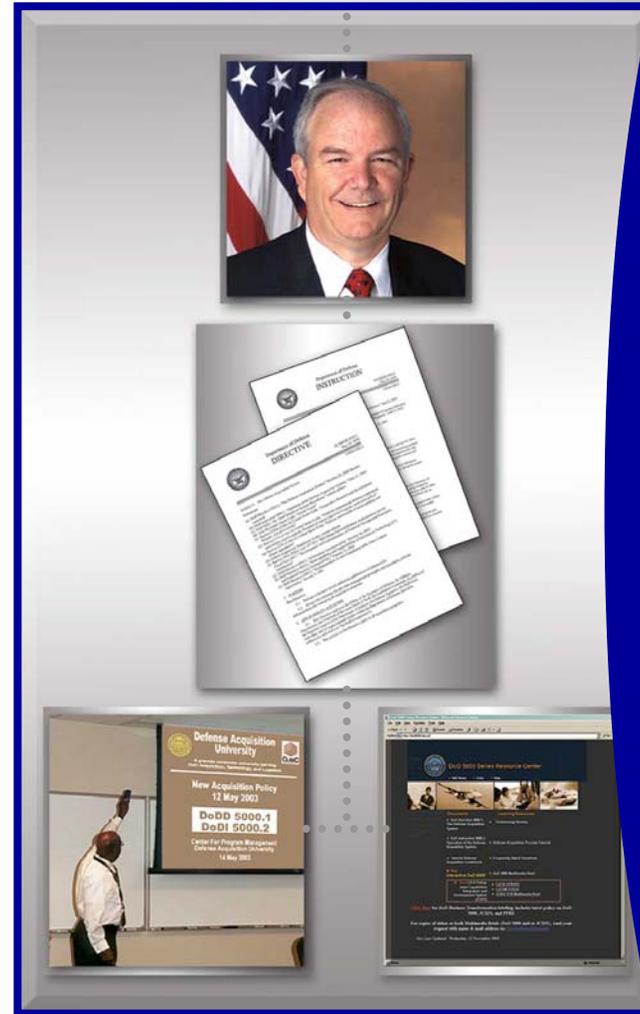
12,000 People
Trained

Training Held on
-- JCIDS 3170
-- DoD 5000
-- PPBE



RDT Experiences

- Training on new DoD 5000 delivered within 48 hours of policy release
- Over 700 visitors per day to the DoD 5000 on-line resource center



"The insights you shared... were invaluable in understanding the complexities of the acquisition process. The level of professionalism and timeliness of the material... were quite impressive. You and your colleague far exceeded our expectations."

-Mr. Elton Schroeder
Deputy for Business Development
Lockheed Martin

Experience Immediate Training On New Policy Initiatives

Knowledge Sharing Highlights

- Launched major upgrades to AKSS
- Established Acquisition Community Connection as the collaborative arm of AKSS
- Added communities of practice in Facilities Engineering and Logistics



18,000 Visitors per Week to AKSS

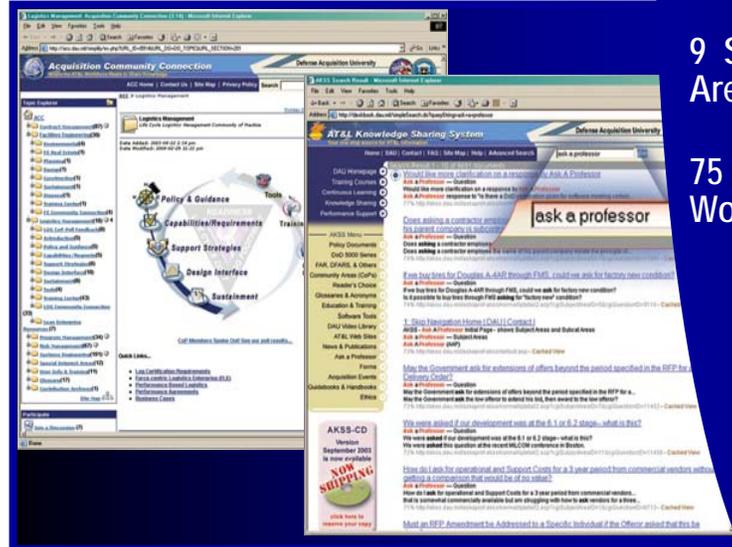
277,000 Learning Hours

82 Course Communities

6 Career Field Communities

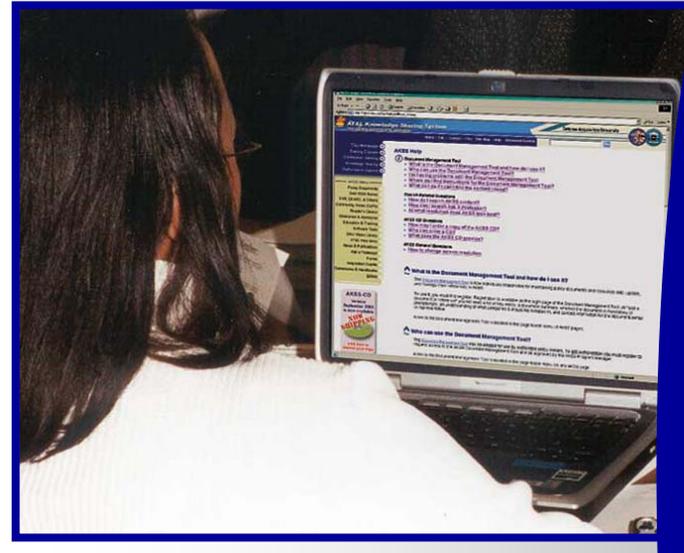
9 Special Interest Areas

75 Targeted Workspaces



Knowledge Sharing Experiences

- AKSS allows people to connect with other professionals in their field and access important acquisition resources
- Opportunities to share information and knowledge, collaborate in discussion areas, and create private workspaces
- “Ask A Professor” is the most popular feature with its quality of answers and responsiveness



“I am overwhelmed at the thought, time, and wealth of expertise that you pooled together to answer my question on applying an escalation factor / risk factor to T&M Loaded Rates. Thank you.”

-AT&L Workforce Member

*Experience Connecting with Peers, Experts,
and Acquisition Resources*

Strategic Partnerships Highlights

- Continued to actively foster arrangements nation-wide with
 - Academic institutions
 - Industry
 - Professional organizations
 - Government agencies
- Added 29 new partnerships
- Developed a searchable on-line database to assist the workforce in finding partnerships that best suit their needs



65 Total Partnerships

29 New Strategic Partnerships

-- 18 Colleges & Universities

-- 5 Government

-- 5 Industry

-- 1 International

Strategic Partnerships Experiences

"We want our workforce...to interact with universities across the nation, to achieve higher academic and professional credentials."

- Michael W. Wynne
Acting Under Secretary of Defense (AT&L)
PEO SYSCOM Conference
Nov 20, 2003



"ESI is very pleased with the success of the strategic partnership with DAU. Individuals that participate in the joint program are thrilled to apply their course work from DAU's program to the Joint DAU / GW Masters Certificate Programs. Since signing of the partnership, there have been 415 class registrations and 57 joint Masters Certificates awarded."

-Kim Scott
ESI International

Experience New and Expanded Career-Long Learning Solutions

International Partnerships Highlights

- Partnership with the Australian Defence Materiel Organisation
- International Defense Educational Arrangement (IDEA) "*Interoperability in the International Environment*" Seminar



Arrival of Denis Eisenbise as Australian Chair

2 Visits from Australian Senior Defence Ministry Officials

Hosted Annual IDEA Seminar

Trained 500 International Students



International Partnerships Experiences

- DAU hosted 15th annual IDEA seminar at Fort Belvoir, Virginia
 - Over 100 participants experienced first-hand DAU's case-based training approach
- DAU participated in the IAPS seminar
- Both IDEA and IAPS have become an important means of exchanging information about best practices in the training of the acquisition workforce in member nations



Experience the Exchange of Best Practices Around the World

Sector Leadership Highlights

- 2003 Gold Medal Winner of Brandon Hall Best Practices for e-Learning for the PLM
- 2003 American Society of Training and Development BEST Award Winner for the PLM and new Learning Management System
- 2003 Corporate University Xchange Recipient for Measurement and Alignment, and e-Learning
- Named to the Training Magazine's Top 100 and was Best in Category for Government Organizations



Nationally Recognized as a Corporate University

Featured in Major Training Magazines

Benchmarked by Over 50 Government & Commercial Learning Organizations

Invited to Present and Share its Best Practices at National Level Conferences

Sector Leadership Experiences

- Conferences presented

- TechLearn
- Corporate University Week and CUBIC Awards
- EDUCAUSE Conference on Distance Learning
- Launching & Managing a Corporate University 2003
- Training World 2003
- Process Improvement, Budgeting, & Funding for Corporate Universities
- Economist Conference 2003
- Balanced Score Card for Government
- On-line Learning Conference & Expo 2003

- Conferences hosted

- Washington Area Corporate University Consortium (WACUC) Symposium
- PEO SYSCOM Conference
- Precision Strike Association
- Business Managers' Conference
- Program Managers' Conference
- DAU Alumni Association Symposium
- 15th Annual International Defense Educational Arrangement Seminar (IDEA)
- Advanced Concept Technology Demonstration (ACTD) Managers' Conference

- Conferences exhibited

- National Contract Management Association
- The Interservice / Industry Training, Simulation and Education Conference (I/ITSEC)
- Armed Forces Communications and Electronics Association Transformation Tech Net
- Federal Acquisition Conference 03
- DoD Chancellor of Education Conference
- International Council on Systems Engineering
- National Contract Management Association West Coast Education Conference
- SOLE-The International Society of Logistics
- Program Management Institute Global Conference



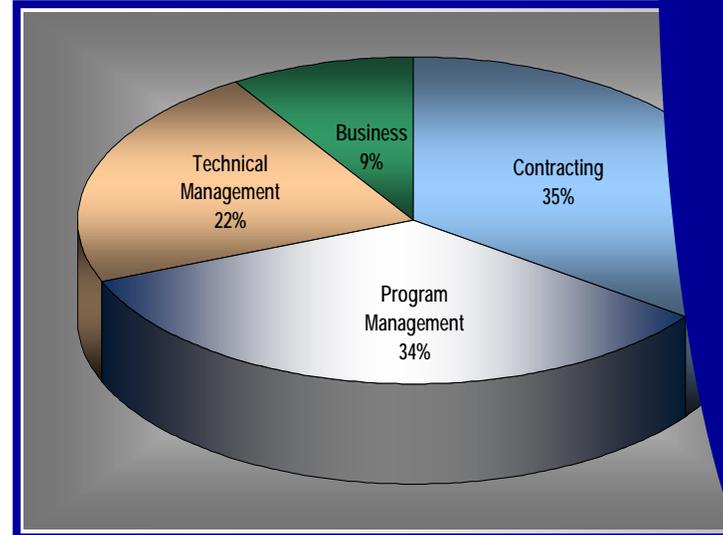
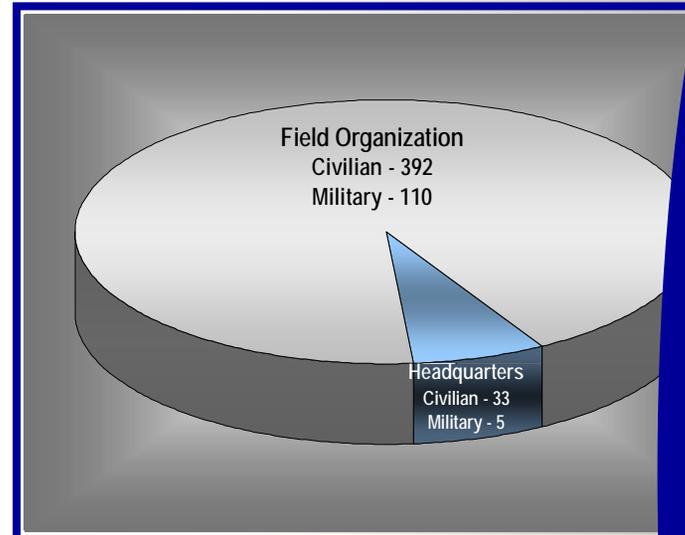
Delivering the DAU Experience

- Created a Chief Learning Office to align with corporate university model
- Created Performance and Resource Management to analyze performance and manage fiscal resources
- Streamlined Curricula Development and Support Center (CDSC) to focus on curricula, performance support, and applied research
- Stood up Rapid Deployment Training organization under CDSC
- Established the e-Learning and Technologies Center to develop and manage e-Learning and knowledge sharing initiatives



Organization Highlights

- Our knowledgeable staff comes from
 - Military
 - Government
 - Industry
- Staff possesses knowledge in
 - Acquisition
 - Technology
 - Logistics experience
- To ensure we maintain our focus on the customer, we put most of our faculty and staff in the field



Board of Visitors

- Consists of preeminent members from academia and industry
- Provides guidance on matters such as organizational management, curricula, methods of instruction, and facilities



Regional Campuses

- DAU West: San Diego, CA
- DAU Midwest: Kettering, OH
- DAU South: Huntsville, AL
- DAU Mid-Atlantic: California, MD
- DAU Capital and Northeast: Fort Belvoir, VA
- DSMC-School of Program Managers: Fort Belvoir, VA



DAU West



DAU Mid-West



DAU South



DAU Mid-Atlantic



DAU Capital & Northeast



DSMC-School of Program Managers

First Annual Recognition Awards

- DAU's success is not the work of any single individual, but a reflection of our collection of efforts
- To recognize people who have been key to our success, we held our 1st Annual Recognition Awards
- Nomination and Selection process was very competitive, an indication of the talent and outstanding employees at DAU



Letter from VADM Cutler Dawson



Commander Second Fleet
Commander Striking Fleet Atlantic

15 July 2003

Dear Mr. Anderson,

Thank you for your support in providing me with my recent defense acquisition executive overview workshop. Both from my Second Fleet perspective and that of my future assignment as the Deputy Chief of Naval Operations for Resources, Requirements, and Assessments, it was just what I needed.

Bob Burnes, Pat Cizmadia, and their teams did a terrific job setting up the program and taking care of me while I was there. Thanks again.

Sincerely,

A handwritten signature in black ink that reads "Cutler Dawson". The signature is written in a cursive style.

CUTLER DAWSON
Vice Admiral, U.S. Navy

Mr. Frank Anderson
President
Defense Acquisition University
Defense Systems Management College
9820 Belvoir Road
Fort Belvoir, VA 22060-5565

Letter from LtGEN Richard Kelly



7 November 2003

Dear Mr. Anderson,

I want to personally thank you and your entire staff for the outstanding education you provided me during my executive workshop at DAU. Dr. Burnes orchestrated a heavy hitting group of professionals that provided the expert insights that I was hoping to gain.

I especially appreciate the team's candor and valuable professional opinions that they provided. This education will provide me with the right knowledge base to ensure the future success of the Marine Corps' GCSS program and other programs under my advocacy. Keep up the great work and again, thanks for the support!

Semper Fidelis,

Richard Kelly

RICHARD L. KELLY
Lieutenant General, U.S. Marine Corps
Deputy Commandant, Installations and Logistics

Mr. Frank J. Anderson, President
Defense Acquisition University
9820 Belvoir Road
Fort Belvoir, VA 22060-5565

Letter from COL John Daniels



DEFENSE CONTRACT MANAGEMENT AGENCY, BOEING LONG BEACH
2401 E. Wardlow Rd MC C054-0079
Long Beach, California 90807-4418

Mr. Frank Anderson
Defense Acquisition University
9820 Belvoir Rd
Ft. Belvoir, VA 22060-5565

20 Oct 03

Dear Mr. Anderson ^{Sir}

I wanted to let you know about the recent great work of two of your West coast professors. I asked Mr. Jim Rego and Mr. Jeran Binning to develop a tailored, EVMS-based course for my organization. The task I gave these gentlemen was not an easy one. First, personnel would attend with a wide variety of experience--all the way from experts on EVMS, to people with very limited background. Second, I asked Jim and Jeran to take actual EVM data from our C-17 and C-130 Avionics Modernization Program, and to build practical-based modules to provide lessons-learned to the attendees. Finally, I also invited program office personnel and members of the Boeing team so we could all train together.

This may not come as a surprise to you given the quality of your DAU professionals; but, Jim and Jeran did a superb job delivering the goods! Earlier this month, they presented an extremely tailored course in predictive analysis that was geared specifically to our team here at DCMA Boeing Long Beach. Their dedication, great ideas, and professionalism in making this short notice request a reality is very much appreciated. I believe this type of training is an extremely valuable service provided by DAU; and, this training will enable my team to better support our customers. Please pass on my sincere thanks to Mr. Rego and Mr. Binning for an outstanding job!

V/R

A handwritten signature in black ink, appearing to read "John A. Daniels", is positioned above the typed name.

JOHN A. DANIELS
Colonel, USAF
Commander

Experience DAU, Where We...

- Train the AT&L Workforce
- Promote continuous learning
- Offer performance support
- Facilitate knowledge sharing



International Association for Continuing Education and Training



American Council on Education



Council on Occupational Education

World-Class Training – Instructor-Led and Technology-Based



DAU Summary Data

DAU 2003 Summary

- Improved in many areas and made significant progress toward achieving our vision and strategic goals
- Rapidly put into place the right infrastructure and business processes that enable us to deliver the DAU experience
 - Integrated total customer requirements, strategic planning, budgeting, cost accounting, faculty workload, and other key processes into an enterprise-wide business system that leverages modern information
 - Established critical business processes
 - Rewarded our people based on specific, measurable contributions

DAU 2003 Summary Data

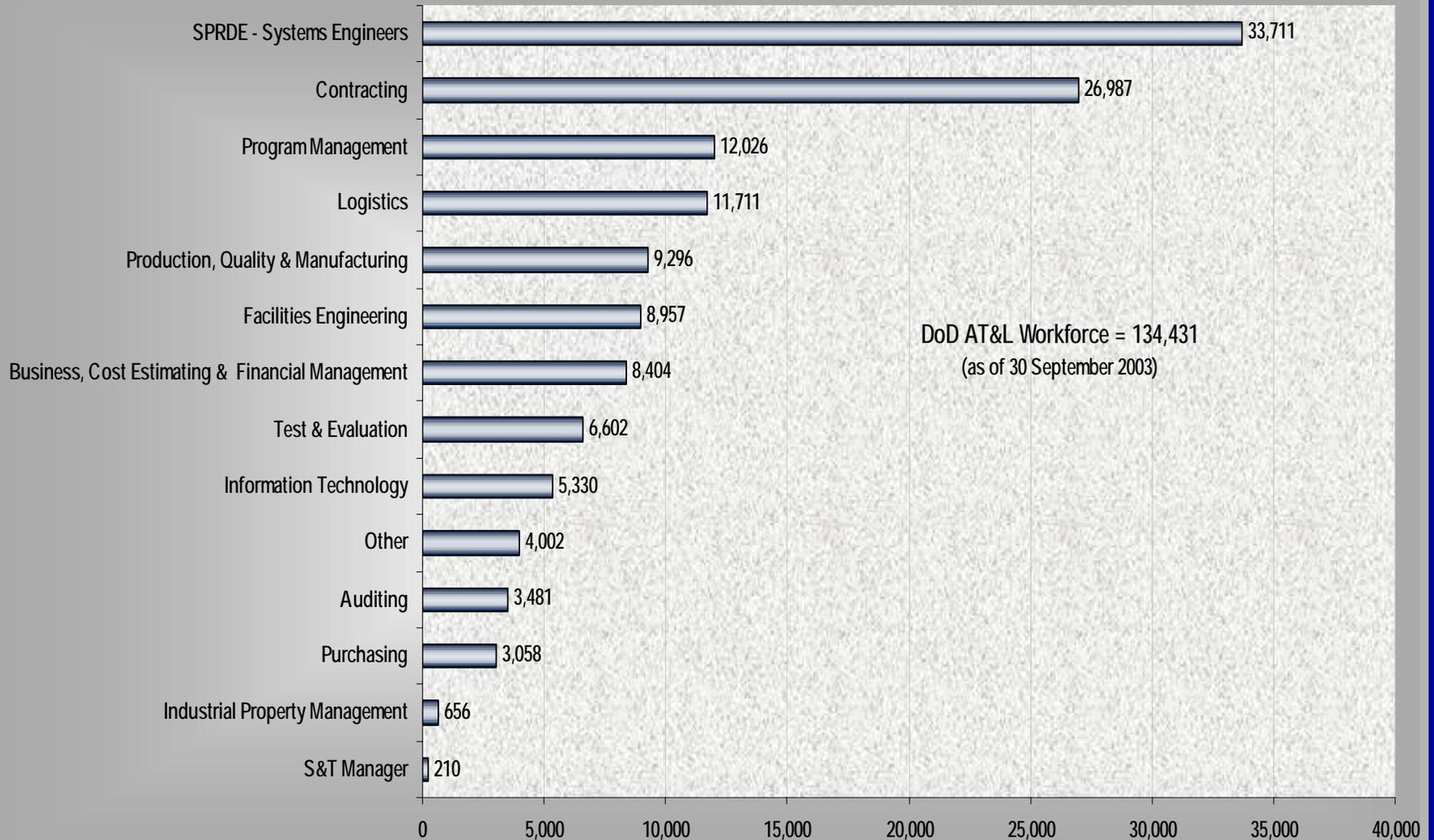
- Three key systems were fielded this year
 - The Electronic Management Tracking System (eMTS)
 - The Budget System Tool
 - The Contribution-based Employee Evaluation Systems



Internal Recognition Awards

Award	Recipient(s)
President's Medal for Exceptional Service	Debbie Johnson
Commandant's DAU Achievement Medal	Philip Deaton, Ronald Fontenot, Debbie Johnson, Michael McGhee, Ralph Mitchell, Pamela Oxendine
Exceptional Contribution to Goal #1	Michelle Best, Robert Bohls, Robert Carlson, James Carter, Chuck Cochrane, Dan Costello, Leslie Deneault, Melvin Evans, Ronald Fox, Ed Hirsch, John Horn, Patricia Israel, Steve Israel, George Krikorian, Genie Kristobek, George Merchant, Michael Mochel, Robert Morig, Tony Perino, Chris Roman, Chris Scott, Paul Shebalin, Richard Shipe, Thomas Siemsen, Jesse Stewart, Bettina Thomas, Janet Vincent, and Diane Williams
Exceptional Contribution to Goal #2	Bennie Berry, Karen Byrd, Linda Garnish, Pat Gosh, Justine Hall, Beverly Hopkins, Kennetha King, Chris Lawless, Kelly Long, Kevin Petry, Donna Seligman, and Kris Warriar
Exceptional Contribution to Goal #3	Carole Adams, David Ahern, Dee Aranza, David Bachman, Debbie Bartlett, Thomas Bates, Bob Bembem, Ed Boyd, Carol Byrd, Lester Clark, Mirjana Cook, Scoop Cooper, Steve Copetas, Mornita Davisson, Leslie Deneault, Trudy DiLiello, Enise Dunson, Stephen Elias, Rich Ellis, Gary Fidler, Ronald Fontenot, Jon Fortney, Stephanie France, Maridol Garcia-Joy, Alan Gilbreth, Doug Goetz, India Hamilton, Bill Harry, Jill Hixson, Sylvester Hubbard, Debbie Johnson, Carolyn Jones, Mark Kent, Mike Lacroi, Kathleen Lyman, James Malloy, Edward Marshall, Annetta McAllister, Mike McGhee, Kathryn McGovern, Sandra Morse, Robert Ordonio, Chris Paden, Stephen Panichelle, John Pritchard, Linda Ralston, Debbie Register, Clarence Robers, Michael Santens, Donald Saunders, Garry Shafovaloff, Richard Shipe, Barbara Skeen, Rose Smith, Betty Sue Stevenson, Jesse Stewart, Robert Stryjewski, Sandy Swanton, LCDR Mark Van Vleck, USN, Judy Volpe, Aleta Wall, Charles Waszczak, Tony White, Robert Williams, Scott Williams, and Joel Zamkoff
Exceptional Contribution to Goal #4	Andy Bacon, Dave Brown, John Brundage, Don Clark, Trudy DiLiello, Dan Dupree, Jill Garzone, Linda Garnish, Roy Green, John Higbee, Peggy Hombs, Beverly Hopkins, Walk Keays, Kennetha King, Patty Lindsey, Michelle McDonald, Teresa Ortiz, Cathy Pearson, Tina Richards, Sharon Richardson, Jim Snelling, Travis Stewart, Linda Stiltner, Gil Torres, Bruce Warner, and Diane Williams

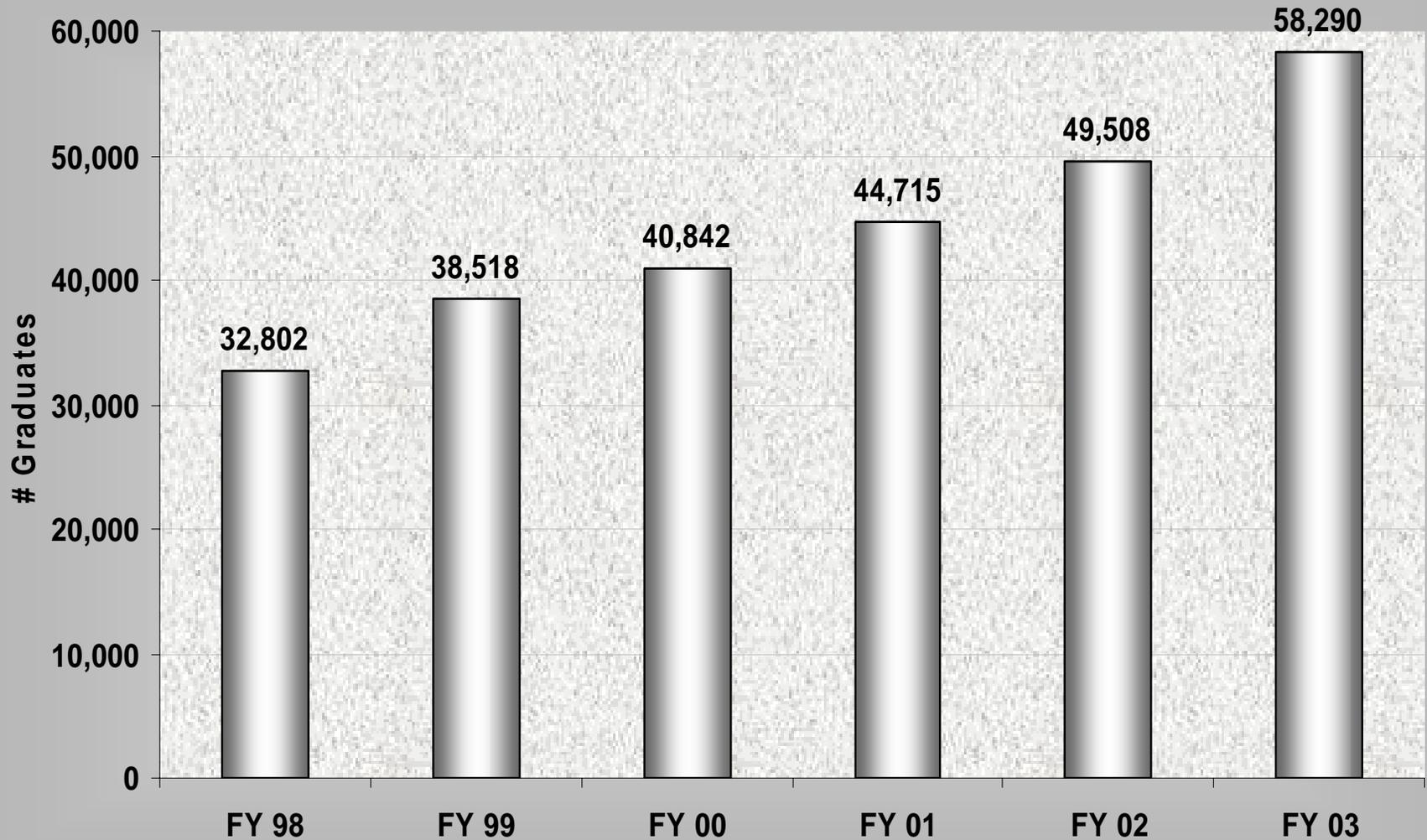
DoD AT&L Workforce by Career Field



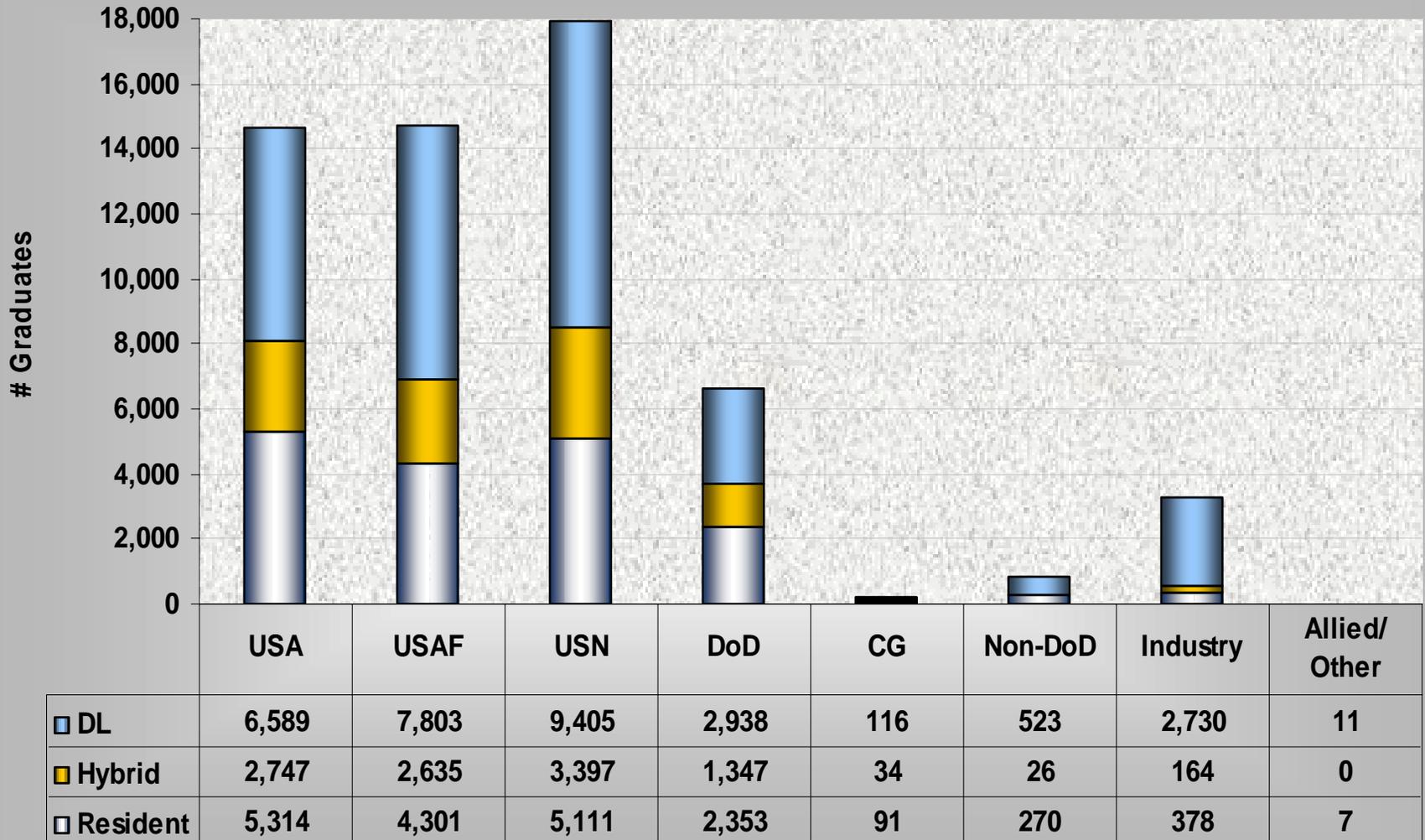
DoD AT&L Workforce by Career Field and Component

Career Field	Army	Navy / USMC	Air Force	Other DoD	Total
Program Management	4,493	3,522	3,410	601	12,026
Contracting	8,089	5,406	7,684	5,808	26,987
Industrial Property Management	175	72	35	374	656
Purchasing	440	781	678	1,159	3,058
Facilities Engineering	5,522	3,435	0	0	8,957
Production, Quality, & Manufacturing	2,215	2,259	409	4,413	9,296
Business, Cost Estimating, & Financial Mgmt.	4,452	1,815	1,878	259	8,404
Logistics	5,820	4,234	1,568	89	11,711
Information Technology	3,227	695	1,117	291	5,330
SPRDE – Systems Engineers	10,571	16,707	5,864	569	33,711
S&T Manager	14	151	0	45	210
Test & Evaluation	2,341	2,498	1,709	54	6,602
Auditing	0	0	0	3,481	3,481
Other	338	47	3,536	81	4,002
TOTALS	47,697	41,662	27,888	17,224	134,431

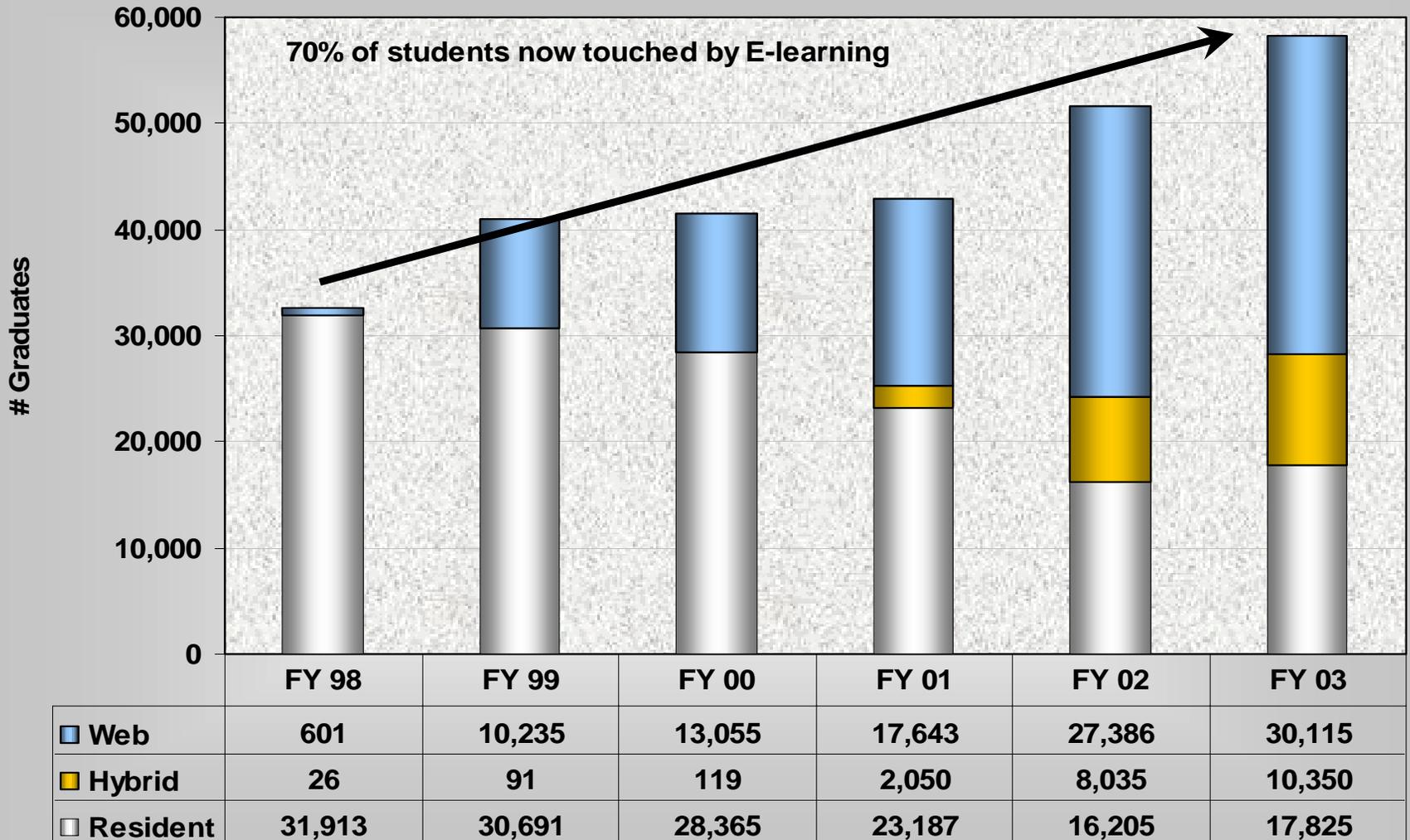
DAU Graduates By Year



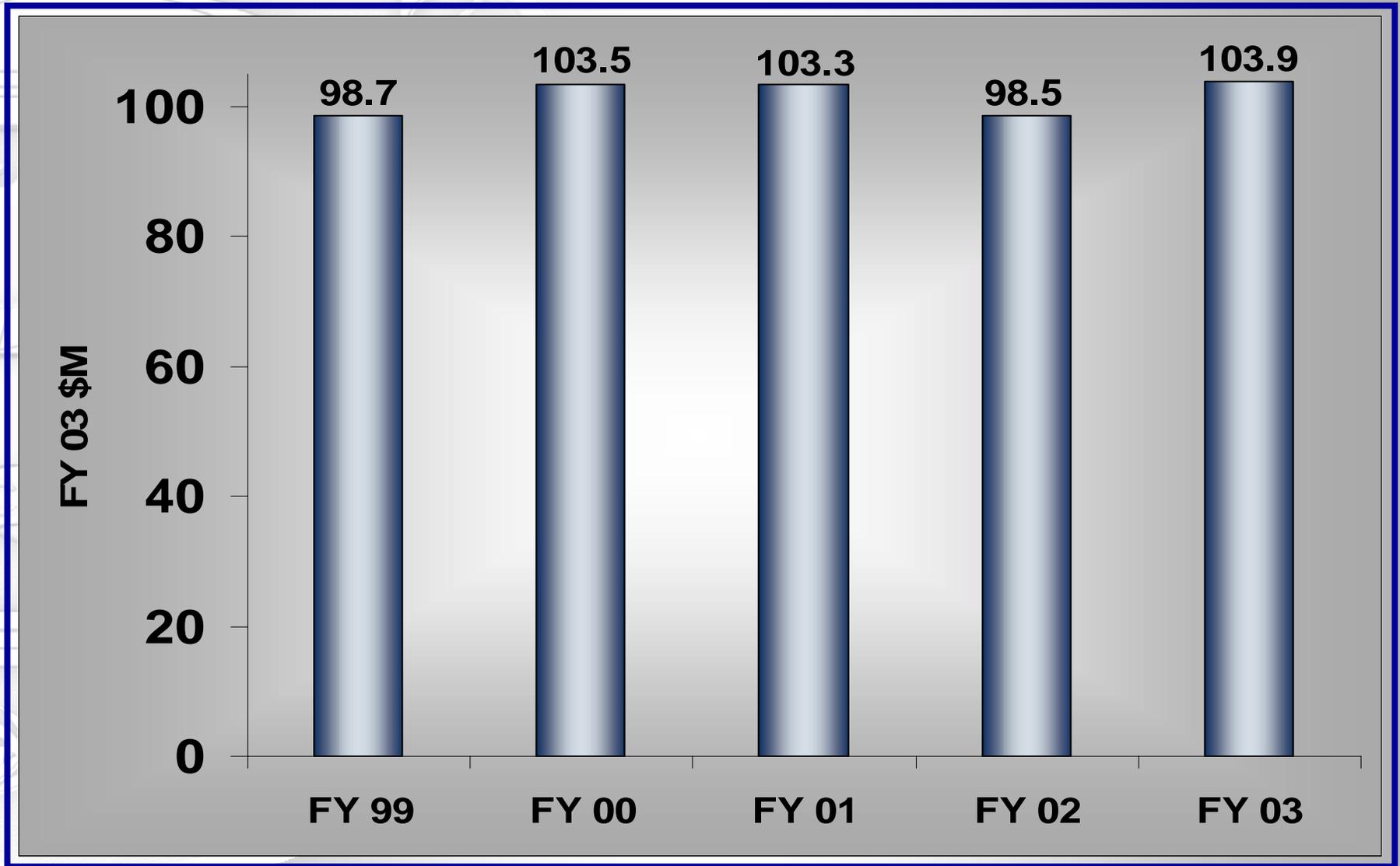
DAU Graduates By Component & Delivery Method



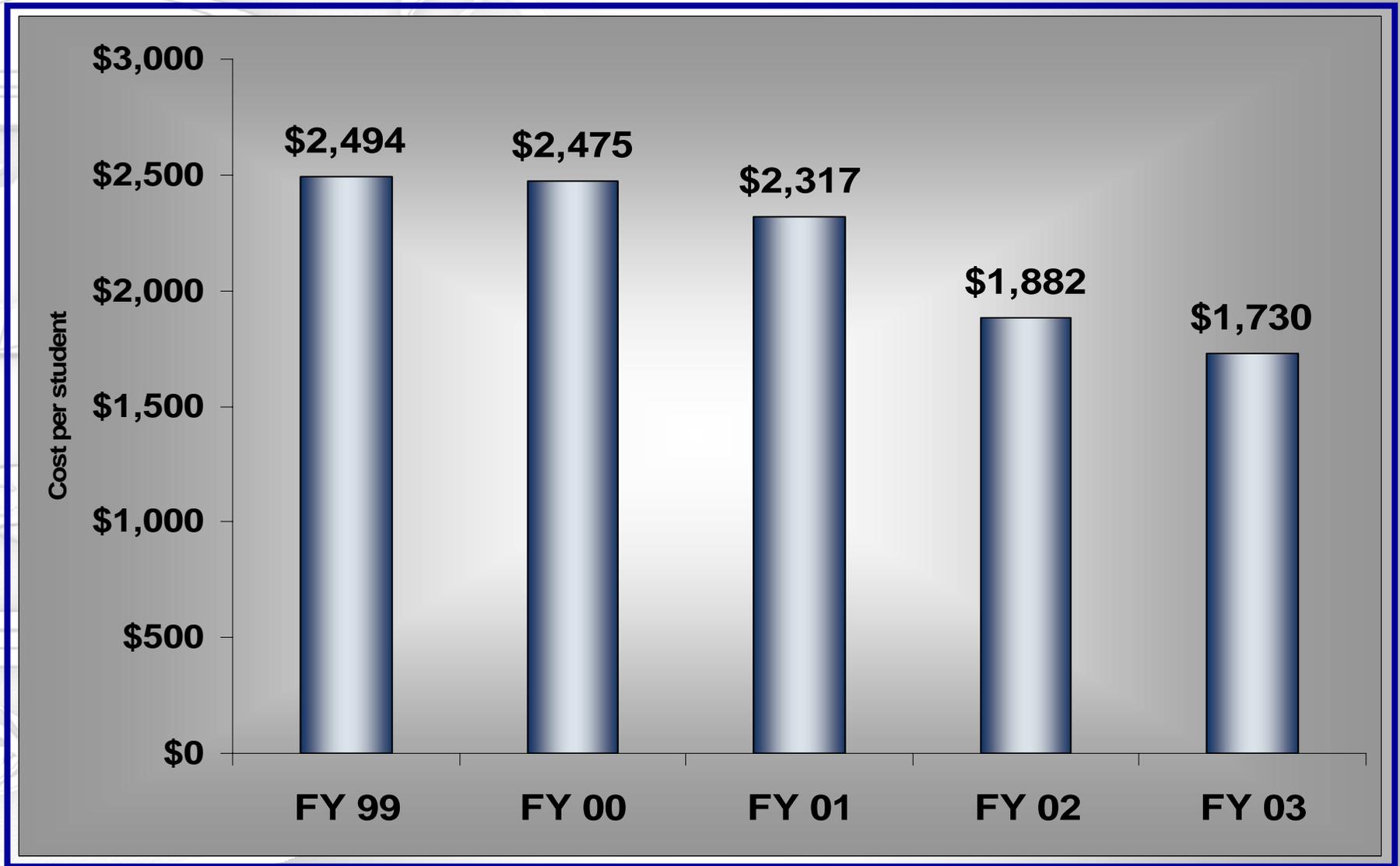
Growth In e-Learning



DAU's Budget History 1999-2003 (\$M)

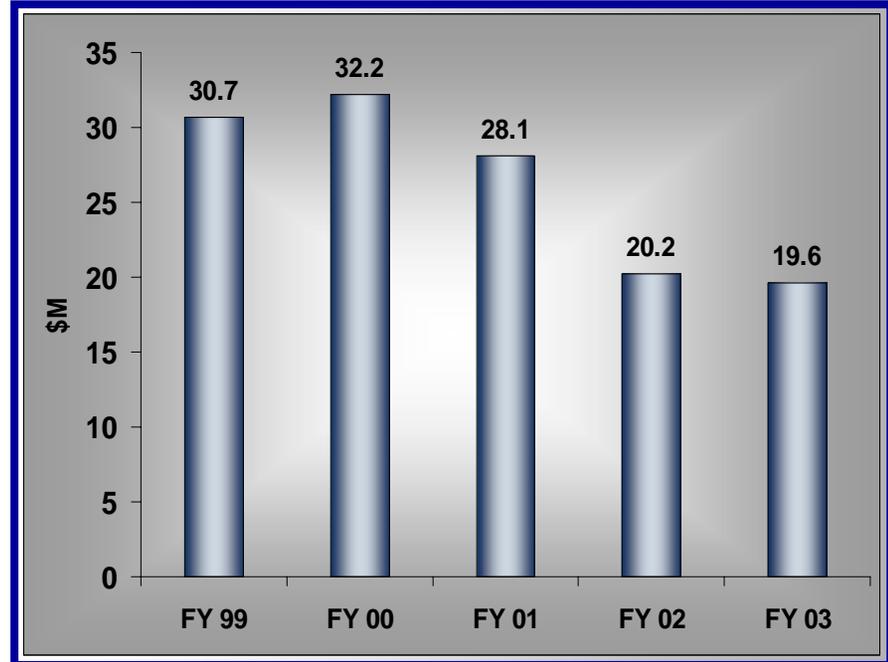


DAU Average Cost Per Student 1999-2003 (\$M)

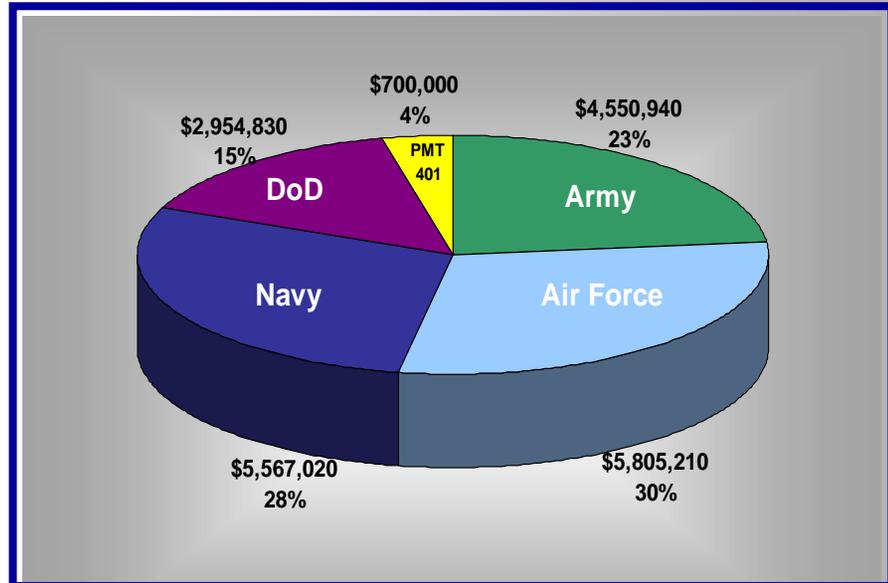


DAU Student Travel Cost

*DAU Student Travel Cost
FY 99 – FY 03 (\$M)*

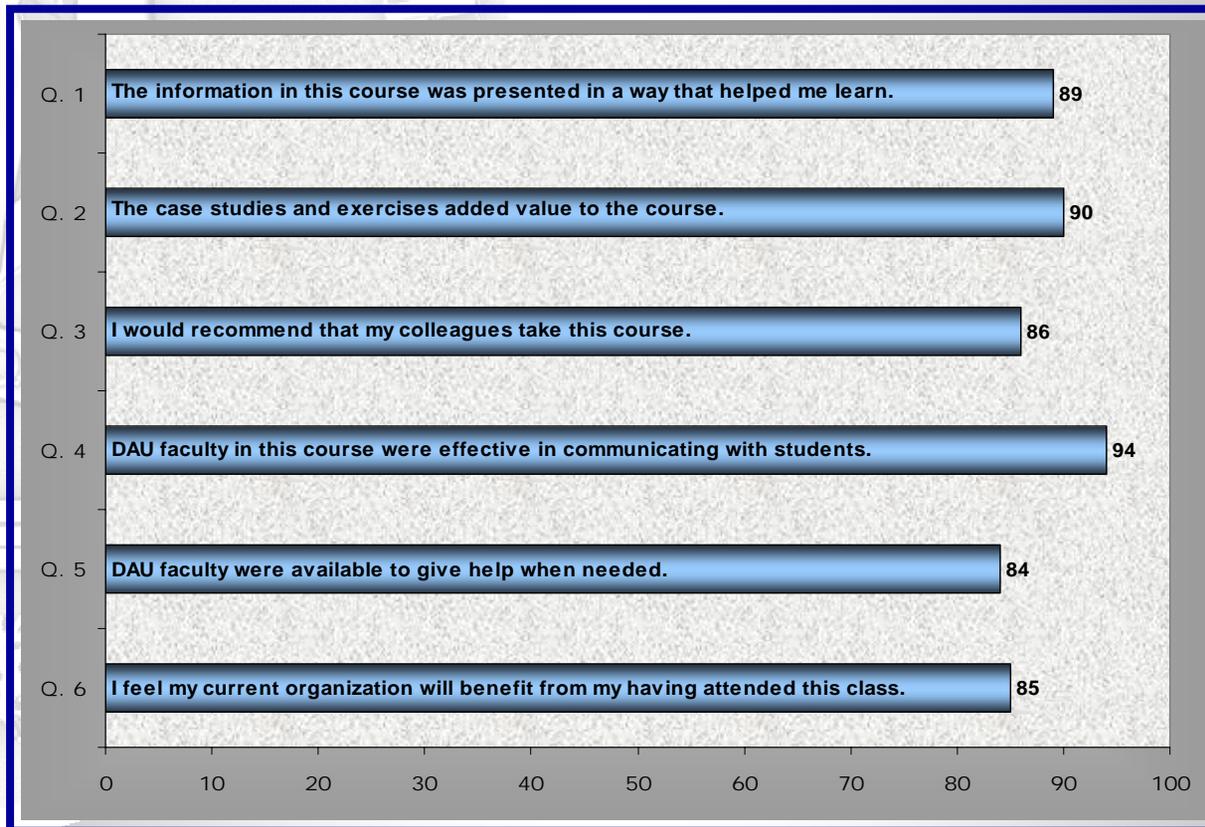


*FY 03 DAU Student Travel Costs
By Component (\$M)*



Training Course Evaluation

- DAU uses the four-level Kirkpatrick training assessment model to evaluate each course
 - Level 1: Questionnaire answered by students
 - Level 2: Assessment of student performance based on tests, papers, and presentations
 - Level 3: Evaluations conducted several months after the student returns to his/her job
 - Level 4: Assesses benefits student's organization has received from the student taking the course



Continuous Learning Modules

1. COTS Acquisitions for Program Managers
2. Contracting Overview
3. Contractual Incentives
4. Cost Estimating Overview
5. DoD 5000 Tutorial
6. DoD Government Purchase Card Tutorial
7. Earned Value Management System
8. Fiscal Law Tutorial
9. Fundamentals of the Integrated Product Teams
10. GSA SmartPay WBT – Purchase Card Program
11. International Armaments Cooperation, Part 1
12. International Armaments Cooperation, Part 2
13. International Armaments Cooperation, Part 3
14. Knowledge Management: Building Your Community of Practice
15. Market Research Training Modules
16. Other Transactions Authority for Prototype Projects:
Comprehensive Coverage
17. Other Transactions Authority for Prototype Projects: Overview
18. Past Performance Information
19. Past Performance Information CD ROM Students Only
20. Performance-Based Payments Executive Overview
21. Performance-Based Logistics
22. Requirements Generation
23. Risk Management
24. Scheduling
25. Six Sigma: Concepts and Process
26. Understanding and Utilizing Performance Based Payments
27. Work Breakdown Structure (WBS) Overview
28. Acquisition of Services
29. Commercial Acquisition
30. Implementing Price Based Acquisition
31. Introduction to Interoperability
32. Activity Based Costing (ABC) – AFIT FIN 160
33. Affirmative Procurement Training, 2002 – AFCEE
(EPA/Green Procurement)
34. Basic Math Tutorial for CON 104 and other DAU Courses
35. Commercial Item Determination CD ROM Students Only
36. Cost as an Independent Variable (CAIV)
37. Current Topics in Financial Management – AFIT FIN 150
38. Defense Threat Reduction Agency GPC Tutorial
39. DoD Government Purchase Card Tutorial CD ROM Students Only
40. GSA SmartPay Purchase Cards A/OPC Training
41. Incentives for Reducing Acquisition Response Time –
AFIT SYS 352
42. Introduction to Knowledge Management A
43. Introduction to Knowledge Management B
44. Introduction to Lean Enterprise Concepts
45. Introduction to Reducing Total Ownership Costs (R-TOC)
46. Javits-Wagner-O'Day (JWOD) Tutorial
47. New DoD Systems Acquisition Process
48. Performance Based Payments, C-17 Program
49. Market Research
50. Price Analysis Methods – AFIT QMT 110
51. Profit Policy Revisions
52. Section 508 Awareness – Federal IT Accessibility Training
53. Section 803 Competition Requirements for Services

Examples of 2003 Performance Support Efforts

- DAU supported the DoD AT&L Workforce on over 400 performance support projects, including consulting, targeted training, and rapid deployment training

Effort	Customer
Source Selection	PM Soldier
Project Management Training for Depot Managers	TACOM
Commercial Acquisition Training to Homeland Security	Homeland Security Agency
MDA Support of Senior Review Group	Missile Defense Agency
New Program Start-up Workshop	Raytheon
NAVAIR Systems Engineering Course	NAVAIR
SOCOM Technology Transition	SOCOM
Joint Acquisition Executive – Alternative Acquisition Oversight	Acting USD (AT&L) Mr. Wynne
Support the DARPA-OPNAV Submarine Study	DARPA
Program Termination Study for ASA (ALT)	HQDA-ASAALT
Develop Course for Joint Strike Fighter Logistics T&E	Joint Strike Fighter (NAVAIR)

2003 Applied Research Efforts

- *Probabilistic Modeling and Simulation* – to determine how modeling and simulation can be improved for classroom use
- *IPPD / IPT* – to determine what IPPD and IPT best practices are being implemented by commercial and DoD organizations
- *Research Results on Teaching Excellence* – to improve DAU technical skills in teaching
- *Space Policy* – improving Acquisition Performance to provide an objective assessment of changes in Space Command policies that affect program management
- *Synergy Creation in the Acquisition of High Technology Firms* – to assess the impact of mergers in the Defense Industrial base and the ramifications for future acquisitions for inclusion of DAU courses
- *HIMARS: A Case Study in Acquisition* – to look at one program to determine how to transition ACTDs and lessons learned for direct application in the logistics course
- *Implementation and Impact of Section 803* – to trace the implementation of Section 803 (multiple-award type contracts) changes and the implications on DoD acquisition for affecting policy considerations, and in our course content
- *Implementation and Impact of Section 811* – to trace the implementation of Section 811 (applicability of competition requirements to purchases from a required source) changes and the implications on DoD acquisitions for affecting policy considerations, and in our course content
- *Acquisition Strategy and Risk Management Methodologies for System of Systems* – to define optimal ways to acquire a system of systems

Strategic Partnerships

• Academic Institutions (34)

- American Graduate University
- Bethune-Cookman College
- Bisk Education
- Catholic University of America
- Central Michigan University
- Eastern Michigan University
- Embry-Riddle Aeronautical University
- Florida Institute of Technology
- George Mason University (2 partnerships)
- Georgetown University (16 certification programs)
- Grambling State University
- Historically Black Colleges and Universities / Minorities Institutions Research Alliance
- Howard University
- J.F. Drake State Technical College
- Mary Washington College
- Massachusetts Institute of Technology
- Northern Virginia Community College
- Oakwood College
- Old Dominion University
- Phoenix Online University
- Software Engineering Institute
- Stevens Institute of Technology
- Strayer University
- Touro University International
- Tuskegee University
- University of Alabama at Huntsville
- University of Alaska at Anchorage
- University of California at Irvine
- University of California at Los Angeles
- University of Kentucky
- Villanova University
- Wilberforce College
- Wisconsin-Academic Co-Lab
- Wright State University

• Industry (10)

- American Systems Corporation
- Boeing Company
- CISCO Learning Institute
- ESI Intl, Inc - George Washington University
- Frontier Tech, Inc.
- Lockheed Martin Corporation
- Northrop Grumman Corporation
- Rational Brand Services
- Raytheon Company
- Rockwell Collins

• Professional Organizations (4)

- BMP Center of Excellence
- Project Management Institute
- SOLE - The International Society of Logistics
- WACUC

• Government Agencies (15)

- ADL Co-Lab
- Anniston Army Depot
- Army Defense Ammunition Center
- Aviation and Missile Command
- Committee for Purchase from People who are Blind or Severely Disabled
- DASN(AM)
- Defense Institute of Security Assistance Management
- Federal Acquisition Institute
- General Services Administration / Federal Supply Service
- Joint ADL Co-Lab
- National Geospatial-Intelligence Agency
- PEO Tactical Missiles
- Program Executive Office Aviation
- Space and Missile Defense Command
- U.S. Coast Guard (Deepwater)

• International (2)

- Australian Defence Materiel Organization
- International Defense Educational Arrangement

Publications

- Periodicals

- Defense Acquisition Review Journal – 3 times per year
- Defense AT&L Magazine – 6 times per year

- Defense Acquisition Management

- Acquisition Management Chart 3000R4 (2001)

- Program Management Publications

- A Comparison of the Defense Acquisition Systems of Australia, Japan, South Korea, Singapore, and the United States (2000)
- A Comparison of the Defense Acquisition Systems of France, Great Britain, Germany, and the United States (2000)
- Congressional Involvement and Relations (1996)
- Glossary of Defense Acquisition Acronyms and Terms (2001)
- Introduction to Defense Acquisition Management (2001)
- Joint Program Management Handbook (1996)
- Program Management 2000: Know the Way (1999)
- Scheduling Guide for Program Managers (2000)
- Standards and Trade in the 1990s
- Systems Engineering Fundamentals (2001)
- Test and Evaluation Management Guide (1998)
- Transatlantic Armaments Cooperation (2000)

- Technical Management Publications

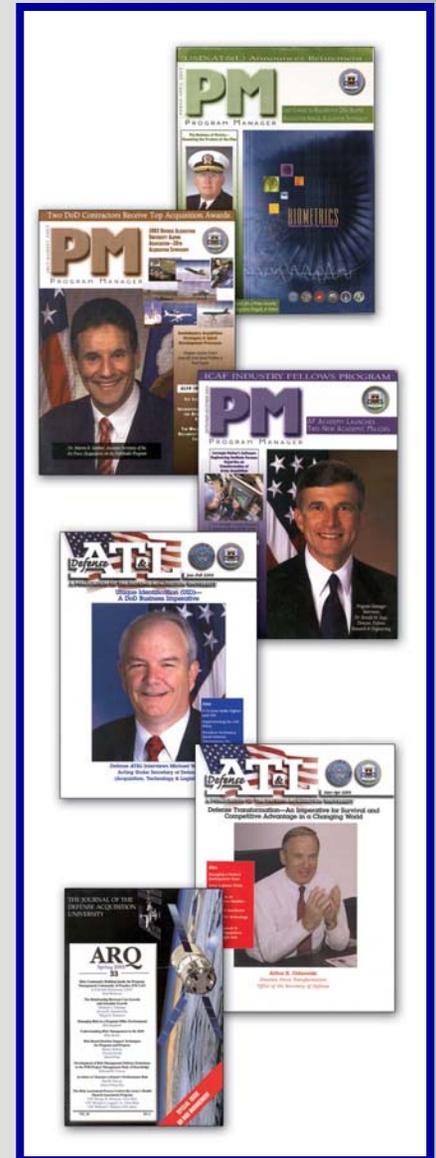
- Acquisition Logistics Guide (1997)
- Risk Management Guide (2001)
- Warranty Handbook (1992)

- Business and Financial Management Publications

- Effects of a Scale-Down in Defense Budgets: German Industrial Organization Volume II (1995)
- Effects of a Scale-Down in Defense Budgets: The Kiel Report Volume III (1995)
- Ensuring Successful Implementation of Commercial Items in Air Force Systems
- Indirect-Cost Management Guide (1999)

- General Publications

- Process Improvement: The DSMC Approach (1995)
- Skill in Communication (1990)



DAU's Global Reach



With our global reach you are guaranteed a learning experience that transcends time, space, geography, and distance