

# TALKING POINTS 2005 PEO/SYSCOM CONFERENCE

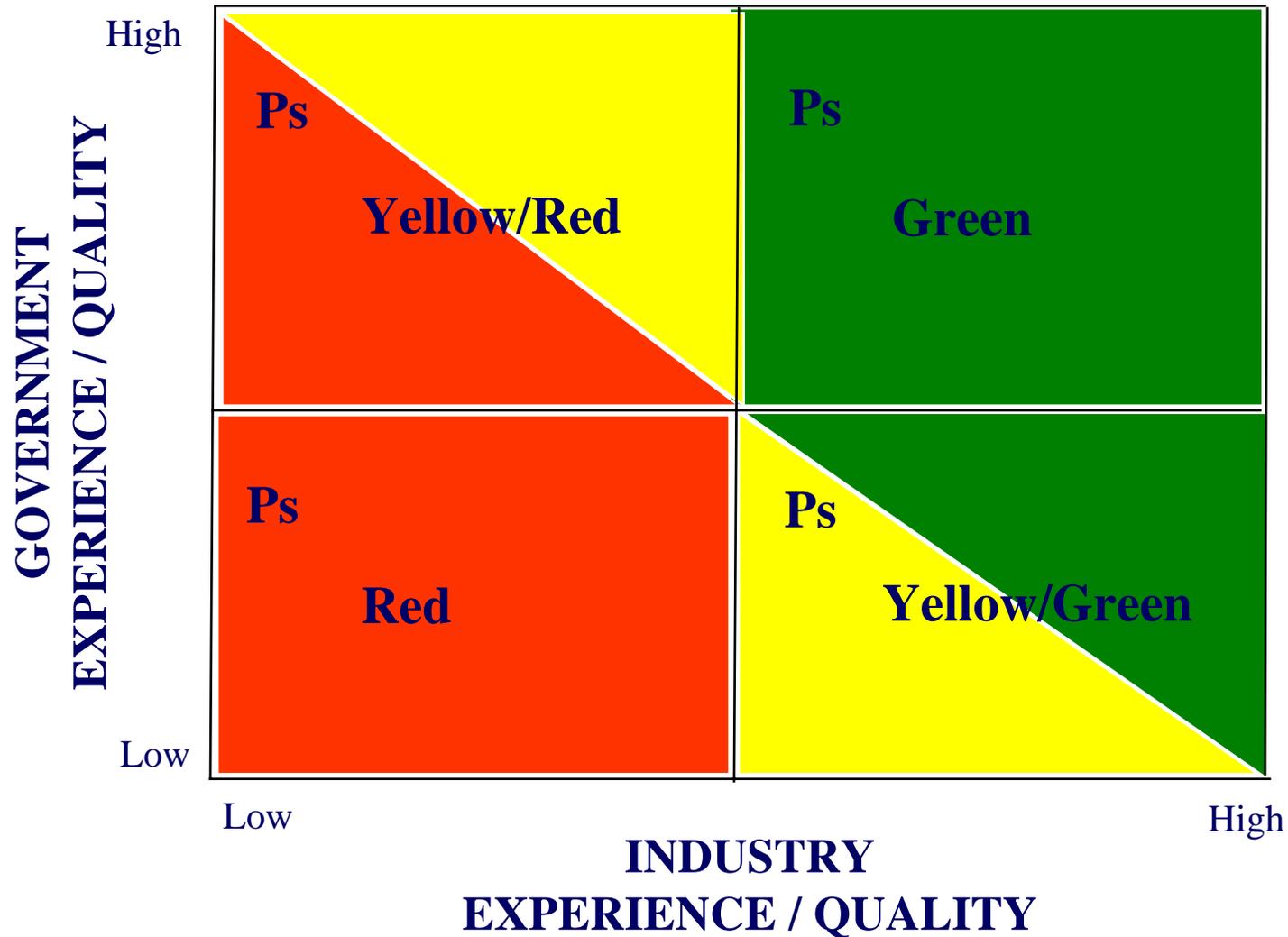
**Defense Acquisition University – Ft. Belvoir, VA  
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# Top Two Challenges

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- **Funding and requirements stability**
- **Source selection process**
  - **Elapsed time**
  - **Matching risks to cost**
  - **Poor communication from industry on real risks/opportunities**
  - **Perception it will go to lowest bidder vast majority of the time**

# Talent Impact



Probability of Success = Ps

# Critical Points

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- **Understanding risks and opportunities is essential**
- **As experience drops – talent management is critical**
- **Knowledgeable process application – key enabler**
  - EVMS
  - Design for producibility
  - Critical path
  - IMP / IMS – resourced
- **Strong metrics → early problem identification**
- **Early problem course corrections → save millions**
- **Understanding capability is crucial**
  - Development
  - Production
- **Tradeoffs yield flexibility – but are poorly used**
- **Partnered teams yield more than adversarial teams**
- **Basic point – discipline is critical**

# Questions

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- **Do we try and fit all programs into a “one size fits all” acquisition system?**
- **Should we emphasize different things in acquisition for electronic systems than, say, an aircraft or ship?**
- **Do acquisitions typically have a clear definition/understanding of:**
  - **What you want**
  - **Requirements**
  - **How much you should pay**
  - **How long it should take**
  - **Risks and opportunities**
- **When initiatives get rolled out, do they really get flowed to the middle and worker levels, or do the normal incentives stay in place?**
- **How do we get each partner to really understand pressures and constraints on the other?**