



October 2014

# eNEWSLETTER

## BETTER BUYING POWER UPDATE

### BBP 3.0 Products Released

Frank Kendall, Under Secretary of Defense for Acquisition, Technology and Logistics, released the interim version of Better Buying Power 3.0, the next step in continuously improving defense acquisition. The focus of BBP 3.0 is on achieving dominant capabilities through technical excellence and innovation. View the [white paper](#) and Mr. Kendall's [presentation](#) online and submit your feedback on the draft at [OSD.ATL.BBP@mail.mil](mailto:OSD.ATL.BBP@mail.mil).

## LEARNING ASSETS

### Smart Shutdown Guidebook

A memorandum released by USD(AT&L) Frank Kendall, dated October 7, 2014, highlights the Defense Acquisition University [Smart Shutdown Guidebook](#), an invaluable tool for helping program offices create a plan of action when it is deemed necessary to terminate a defense acquisition program. Visit the [Smart Shutdown community](#) to view the memo and guidebook.

The point of contact for the DAU Smart Shutdown Guidebook is Mark Unger, [mark.unger@dau.mil](mailto:mark.unger@dau.mil), 256-922-8741.

### International Acquisition Career Path Expands

The International Acquisition Career Path (IACP) now applies to all career fields. Originally established in 2007 within the Program Management career field, IACP helped ensure the acquisition workforce was knowledgeable about international acquisition processes and program implications. The Under Secretary of Defense for Acquisition, Technology, and Logistics released a [memo](#) last month expanding the career path in recognition of the need to further institutionalize international acquisition and defense exportability considerations. International positions will be identified using specific criteria and coded to require specific international acquisition training. The DAU International Department is helping develop the implementation guidance for the expanded IACP which is expected out by December.

### Get College Credit for DAU Courses

The American Council on Education (ACE) recommended seven more contracting courses for college credit. All seven courses are recognized at three semester hours each. The level varies by course from lower level baccalaureate credit to graduate credit.

- CON 121/124/127 combine for a total of three lower level baccalaureate.
- CON 252, 270 are worth three upper level baccalaureate credits each.
- CON 280, 290 are worth three graduate credits each.

View the full list of DAU courses with [ACE recommended credits](#).

## WHAT'S HAPPENING

### Hot Topic Forum: Defense Pricing and Industry Dialogue

#### [Best Value Contracting: Getting to the Right Price](#)

Shay Assad, Director of Defense Pricing, will speak at DAU Fort Belvoir Nov. 7 and lead discussions about negotiating the acquisition of goods and services for the DoD. Government and industry representatives will serve on several panels. The event will be available via VTC to a limited number of sites. Seating is limited, so [register now](#).

### Hirsch Research Paper Competition

The [DAU Alumni Association](#) is soliciting entries for the annual [Hirsch Research Paper Competition](#).

Research topics may include:

- Career Path and Incentives
- Agile Program Management
- Controlling Costs throughout the Product Lifecycle
- System Cyber Hardness

The competition is open to everyone. First prize is \$1,000; second prize is \$500. Submit papers to the DAU Director of Research at [research@dau.mil](mailto:research@dau.mil) by Dec. 16.

### PSM Award Winners Announced

The Air Force and Navy both claimed top honors in the [Secretary of Defense Product Support Manager Awards](#). The winners will be recognized at the PSM Workshop at the DAU Fort Belvoir campus in January 2015. Find out who won and read about their accomplishments in the [announcement memo](#).

## President's Message

Mr. James P. Woolsey



As we begin the new fiscal year, I am very excited about the opportunities ahead. We are creating and restructuring courses based on changes within the International Acquisition Career Path and the addition of the Small Business career field. We are also making courses more interactive and engaging. We teach a wide variety of material, and we recognize that some lessons are better learned through actively participating and hands-on experiences.

The recently released [2015 Catalog](#) has full descriptions of all our courses as well as information about the functional areas—including Small Business, certification requirements and additional learning resources DAU offers. You will also find information about workshops and team training sessions available to your organization. Last year alone, DAU faculty supported nearly 600 of these mission assistance events. You can search through our various offerings, view the current course schedule and register for training, all through our online [iCatalog](#).

In this new fiscal year, I hope you'll find opportunities as well—opportunities to take on new challenges and pursue professional growth, for yourself and for others.

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