



September 2015

eNEWSLETTER

BETTER BUYING POWER UPDATE

Success Through BBP

One objective of Better Buying Power is to eliminate unproductive processes and bureaucracy. Defense Contract Management Agency program integrator, Army Maj. Michael Pottratz reduced costs at Bagram Airfield, Afghanistan, and saved the U.S. government nearly \$30 million a year.

“Afghanistan is an incredibly dynamic environment that requires an agile learning organization and culture of flexibility to support an ever-changing customer requirement,” said Pottratz in a [related article](#).

“DCMA Afghanistan began optimizing contract execution by discovering efficiency and cost-saving opportunities by adopting agile business practices that made sense in a dynamic environment.”

According to Pottratz, he used statistical tools learned in DAU contracting courses to conduct supply and demand analysis. Applying additional efficiency and cost controls brought the total savings to \$50 million dollars.

RESOURCES

Defense AT&L Magazine

The [September-October issue](#) features “Tailoring and Critical Thinking—Key Principles for Acquisition Success” by Mike Kotzian, Michael Paul and Jesse Stewart

Nontraditional approaches to acquisition program management can provide future programs with examples of ways to increase cost-effectiveness, efficiency and success.



LEARNING ASSETS

NEW: [DoD Risk, Issue, and Opportunity Management Guide](#)

Risk Management is a foundational activity that spans the system acquisition process and directly relates to program success. The new [DoD Risk, Issue, and Opportunity Management Guide for Defense Acquisition Programs](#) explains how and why.

Continuous learning modules that address risk management include:

[CLB 024 Cost Risk Analysis Introduction](#)
[CLM 017 Risk Management](#)

NEW: [CLL 031 PBL Contracting Strategies](#)

This module addresses contracting principles and practices to explain how the Logistician and Contracting Officer can best work together to ensure the effective implementation of [Performance Based Logistics \(PBL\)](#) strategies. This course is designed for members of both functional communities, as well as others who are engaged with developing or implementing PBL [product support arrangements \(PSA\)](#).

MISSION ASSISTANCE

[Critical Thinking for Decision Makers and Teams](#) is a half-day workshop that provides teams with an overview of critical thinking concepts and focuses on what it is and how to do it.

Through discussions and case studies, participants gain an understanding of the critical thinking process and identify the crucial steps to doing it successfully.

Contact us to get started:
MissionAssistance@DAU.mil

President's Message

Mr. James P. Woolsey
[@DAUPrez](#)



The last few years have been challenging, especially in terms of the Defense budget. Despite the obstacles, you — the Defense Acquisition Workforce — have been true professionals and continue to get the job done.



www.DAU.mil



[View past eNewsletter issues.](#)