

DSMC Teams with OSD and Contractor to Meet Unique Needs of the Customer

Defense Microelectronics Activity Prepped for NATO Dealings

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Defense Microelectronics Activity

What's It All About?

The Defense Microelectronics Activity (DMEA) provides solutions to the problem of microelectronics obsolescence. The Department of Defense increasingly relies on the use of "smart" weapon systems. The components that make these systems smart are the complex microelectronics devices that form their "brain." Micro-electronics technologies are extremely dynamic and now become obsolete every 18 months. This makes microelectronics the main factor driving DoD systems obsolescence and mission degradation. Advanced technologies extend the life of weapon systems by improving their reliability and maintainability while addressing the problem of diminishing manufacturing sources. The DMEA, located in Sacramento Calif., is under the authority, direction, and control of the Deputy Under Secretary of Defense for Logistics and Materiel Readiness.

The DMEA Executive Agent for Diminishing Manufacturing Sources recently approached the DSMC international faculty seeking advice and assistance with a unique international acquisition problem. DMEA believed it to be in their interest to engage in international partnering arrangements, one of the most



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likely partners being a NATO Agency. Dealing with a NATO Agency can add complexities beyond those normally encountered when dealing with a single NATO nation.

After several informal discussions between the Defense Systems Management College (DSMC) and DMEA, we decided upon conducting a focused, tailored workshop for a small number of key



DMEA personnel, similar to our existing Advanced International Management Workshop (AIMW/PMT 304).

Contracting

DSMC contracts for certain highly specialized portions of AIMW with Jerry A. Cooke & Associates. Since DMEA desired a variant of AIMW, we were able to engage the contractor by modifying our existing AIMW contract. DSMC's Contracting & Logistics Operations Department, along with the Fort Belvoir Contracting Officer, were especially efficient in placing the necessary contract modification. In a matter of a few short weeks, the DSMC/contractor team was able to design the workshop for DMEA and place the contract modification.

Design

The final workshop design involved DSMC educational oversight and lectures on international negotiation and ethics in international programs. The contractor addressed the specialized topics of the Memorandum of Understanding (international project agree-

assignments, which they completed around midnight and submitted electronically to be reviewed by the instructor/contractor. By the start of the workshop each morning, the DMEA-reviewed products served as the basis for the activity of the day. At the completion of the workshop, the DMEA team departed from DSMC with valuable products necessary for continuing their international partnering activities. These products were:

- A Summary Statement of Intent to submit for authorization of the development of an international agreement.
- A draft Memorandum of Understanding suitable for use with a NATO Agency.
- A matrix of vehicles for international activity highlighting the differing legal frameworks and financial flows with each approach.

Smart Business 20/20

The Defense Acquisition University (DAU) business plan for 2000-2001, *Smart Business 20/20*, encompasses five goals required to turn the DAU vision

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ment), the Cooperative Research and Development Agreement (CRADA), and the Summary Statement of Intent (the U.S. internal documentation necessary to initiate international negotiation). This core effort was supplemented by a guest lecture by the Director of International Security Programs from the Office of the Secretary of Defense (Policy), Susan Ludlow-MacMurray, accompanied by Christina Bromwell, a specialist on NATO security matters.

Participation

Five senior officials of DMEA participated in the workshop and prepared several products necessary for the pending international partnering activities. It was a remarkably intensive three days. The DMEA workshop participants were given

of becoming a learning resource of choice for the acquisition community into reality. At the end of the day, DSMC was able to provide our DMEA customer *what* they needed, *when* and *where* they needed it, thus meeting Goal No.1 of the DAU business plan.

Editor's Note: The author encourages readers to visit the DSMC International Acquisition Web site for further information on DSMC's complete international educational program at <http://www.dsmc.dsm.mil/international/international.htm>. He also welcomes questions or comments on this article. Contact him at kwatnoski_rich@dau.mil. For more information on the Defense Microelectronics Activity, go to www.sanders.com/atsp/dmea.htm.