

more information on FTI, visit [www.fti-net.com](http://www.fti-net.com).

### Future Benefits from Strategic Partnerships

Strategic alliances and partnerships will leverage the DAU tradition of innovative and pioneering work such as e-learning. Since DAU continues to pursue the expansion of continuous learning opportunities that target Acquisition Reform training topics such as those listed in Dave Oliver's recent memorandum, expect to see the number of course offerings grow at a rapid pace.

Offerings such as the Performance Based Services Contracting Incentives Course and the DoD 5000 Series Update can be found on the DUSD(AR) and DAU Web sites. The DoD Knowledge Management System will provide even more opportunities through various portals such as the Project Management Community of Practice currently under development. Learning modules will also be made available from certification courses such as the PMT 250 "Tools Course," wherein Risk Management modules are currently under development.

Also expect to see a growing abundance of benefits from strategic alliances such as the ones described with ESI-GWU

and FTI. Because DAU is a government agency, it offers these opportunities at large and must adhere to provisions in the charters that expressly prohibit offering these opportunities exclusively to any of DAU's partners.

### Calling All Potential Partners

The primary reason that DAU creates partnerships and alliances with other academic institutions, corporate universities, and industry is the synergy and leverage of capabilities that, with little or no capital investment, greatly increase the value of past and existing DAU courses (greater ROI). However, other reasons for such partnerships and alliances are worth noting:

- Motivate the acquisition workforce toward pursuit of more continuous learning activities.
- Increase the skills, knowledge, and abilities of the acquisition workforce.
- Stimulate recognition of achievements by acquisition workforce members via commercial and academic certifications and degrees.
- Leverage creation of continuous learning opportunities by other institutions.
- Enable more opportunities for members of the acquisition workforce to earn Continuous Education Units (CEU) – now required by acquisition policy.

For all of these reasons, DAU has established dialogue with other institutions such as the Northern Virginia Community College, the Florida Institute of Technology, George Mason University, Johns Hopkins University, the University of Maryland University College, Cardean University, and others. DAU remains open to discussions and inquiries from other corporate universities and anticipates that not only will continuous learning opportunities for the acquisition workforce expand greatly, but Certification Training will also be enhanced significantly through strategic partnerships.

This is the first of a series of articles that will address the progress of the DAU Strategic Partnerships Program. If your organization fits the profile to participate in a strategic partnership with DAU, contact:

**PAUL MCMAHON**  
DIRECTOR OF STRATEGIC PARTNERSHIPS  
DEFENSE ACQUISITION UNIVERSITY  
9820 BELVOIR ROAD STE 3  
FORT BELVOIR VA 22060-5565

**Editor's Note:** McMahon welcomes questions or comments on this article. Contact him at [paul.mcmahon@dau.mil](mailto:paul.mcmahon@dau.mil).

## OLIVER RELEASES NEW GUIDE TO PERFORMANCE BASED PAYMENTS

**A**cting Under Secretary of Defense (Acquisition, Technology and Logistics) Dave Oliver signed and released for online publication *The Guide to Performance Based Payments*, effective Jan. 22. Performance Based Payments (PBP) is a new financing tool that strengthens the government-industry relationship and furthers DoD's commitment to revolutionize its business affairs.

For the first time on fixed priced contracts, a program manager can make financing payments to the industry partner based on actual work accomplished instead of using traditional progress payments for that purpose. The joint government-industry team develops the events that will be validated through

out the period of performance so each will have a thorough knowledge of both program and financing requirements. This works to the benefit of the entire team.

"I strongly encourage program managers, contracting officers, and industry to use this guide," said Oliver, "to help change the existing paradigm and to use PBP as their preferred fixed price contract financing method."

The new guide is available at <http://www.acq.osd.mil/ar/whatsnew.htm> on the Office of the Deputy Under Secretary of Defense (Acquisition Reform) Web site.