



Spotlight on DAU Learning Resources

NEW INTERNATIONAL PROGRAM MANAGEMENT SPECIAL INTEREST AREA WEB SITE IN THE ACC

The Acquisition Community Connection (ACC) announces the launching of the International Program Management (IPM) Special Interest Area (SIA). The ACC is the collaborative arm of the AT&L Knowledge System that complements the existing information resources located on the AT&L Knowledge Sharing System. The ACC consists of knowledge communities whose goal is connecting people with know-how.

The International PM Web site at <https://acc.dau.mil/ipm> provides a variety of content focused on armaments cooperation, security assistance, NATO, policy and guidance, and training. It is open to ACC members and the general public.

Mike Mears (mike.mears@dau.mil) and Duane Tripp (duane.tripp@dau.mil), professors of international program management at the Defense Acquisition University, serve as editors of the site. If you have any comments, would like to contribute content to be considered for the site, or you would like to become a subject matter expert for one of the topics on the site, please contact one of the editors.

By joining the ACC (which is free), members can participate in on-line discussions, view other members' business cards, submit content for the site, and attend future IPM SIA meetings.

A-76, COMPETITIVE SOURCING PROCESS COMMUNITY OF PRACTICE

The Defense Acquisition University has established a Competitive Sourcing Community of Practice (CoP) at https://acc.dau.mil/simplify/ev.php?ID=75893_201&ID2=DO_TOPIC to serve as a repository for Competitive Sourcing, A-76 information. It incorporates the elements of the DAU Performance Learning Module (PLM) and provides career-long training and resources for applicable personnel within the federal workforce.

CHANGES IN CONTRACTING LEVEL II TRAINING REQUIREMENTS

In a Dec. 23, 2005, memorandum to proponents throughout the DoD contracting community, acting director of Defense Procurement and Acquisition Pol-

icy Domenic C. Cipicchio requested widest dissemination of the following information.

The Defense Acquisition University (DAU) is transforming the contracting curriculum to incorporate new competencies necessary to develop a motivated and agile workforce of contract business strategists. The new Level I and Level III certification curricula are deployed, and the new Level II certification curriculum is in the final development stages.

The current core contracting curriculum for Level II certification—CON 202, Intermediate Contracting; CON 204, Intermediate Contract Pricing; and CON 210, Government Contract Law—will be replaced with a new core curriculum in Fiscal Year (FY) 2007. DAU is advising students registering for Level II courses in FY 2006 of the planned changes and of the possibility that the current core courses may not be offered by DAU after FY 2006. The students are being advised to make every effort to complete all three of the current Level II core courses by the end of FY 2006.

The Contracting Functional Integrated Product Team, which includes representatives from the military departments and defense agencies, is working with DAU to develop a transition strategy and conversion matrix for the transition.

Cipicchio urged contract managers to get the word out to the contracting workforce and “ensure priority for the current core contracting courses is given to individuals in the contracting career field who are most in need of the current core courses for Level II contracting certification.”

View Cipicchio's memorandum with attachment at http://www.acq.osd.mil/dpap/policy/policyvault/policy_dept.jsp.

DAU AND NDIA TO SPONSOR DEFENSE SYSTEMS ACQUISITION MANAGEMENT COURSE OFFERINGS FOR INDUSTRY MANAGERS

DAU and the National Defense Industrial Association will sponsor offerings of the Defense Systems Acquisition Management (DSAM) course



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for interested industry managers at the following location during fiscal 2006:

- May 1–5, 2006, Pacific Palms Conference Resort, Industry Hills, Calif.
- July 10–14, 2006, Colorado Springs DoubleTree Hotel and World Arena, Colorado Springs, Colo.
- Sept. 18–22, 2006, The Iberville Suites Hotel, New Orleans, La.

DSAM presents the same acquisition policy information provided to DoD students who attend the Defense Acquisition University courses for acquisition certification training. It is designed to meet the needs of defense industry acquisition managers in today's dynamic environment, providing the latest information related to:

- Defense acquisition policy for weapons and information technology systems, including discussion of the DoD 5000 series (directive and instruction) and the CJCS 3170 series (instruction and manual)
- Defense transformation initiatives related to systems acquisition
- Defense acquisition procedures and processes
- The planning, programming, budgeting, and execution process and the congressional budget process
- The relationship between the determination of military capability needs, resource allocation, science and technology activities, and acquisition programs.

For further information see "Courses Offered" under "Meetings and Events" at <http://www.ndia.org>. Industry students contact Phyllis Edmonson at (703) 247-2577 or e-mail pedmonson@ndia.org. A limited number of experienced government students may be selected to attend each offering. Government students must first contact Bruce Moler at (703) 805-5257, or e-mail bruce.moler@dau.mil prior to registering with NDIA.

BUSINESS WIRE (JAN. 17, 2006) ESI CONTRACTING COURSES EARN EQUIVALENCY AUTHORIZATION FROM DEFENSE ACQUISITION UNIVERSITY

ARLINGTON, Va.—ESI International, the leading provider of contract management, project management, and business analysis training, today announced that three of its contract management courses have earned equivalency authorization from the Defense Acquisition University (DAU).

The courses are designed for federal and commercial contracting personnel who want to master the core principles, regulations, and procedures that govern federal procurement.

ESI classroom courses are conducted by professional instructors who use a combination of dynamic lectures, case studies, and interactive exercises. The following ESI courses have been approved by DAU for equivalency:

- **Federal Contracting Basics**, which is equivalent to DAU's CON 110: Mission Performance Planning, is an intensive, five-day introduction to government contracting. The course teaches students how federal contracting really works, how to find solutions to common problems, how to understand the content of key contract documents, and how the Federal Acquisition Regulation (FAR) operates.
- **Source Selection: The Best Value Process**, which is equivalent to DAU's CON 111: Mission Planning Execution, uses lectures and comprehensive case studies to provide a solid understanding of acquisition procedures and the principles and processes of business decision analysis and decision making. In addition to being of enormous value to government personnel, this course offers industry professionals a wealth of insights into the source selection process and the tools to use those insights to develop effective, winning proposals.
- **Operating Practices in Contract Administration**, which is equivalent to DAU's CON 112: Mission Performance Assessment, addresses all aspects of effective contract administration, from initial award to final closeout. Special emphasis is given to the successful administration of contracts: problem avoidance, day-to-day operating practices, performance-monitoring systems, early detection and correction of non-performance, payment, contract modifications, and working relationships.

These courses comprise three of ESI's five core government contracting courses. Students can earn a master's certificate in government contracting from ESI and its academic partner, The George Washington University in Washington, D.C., by completing the five core government contracting courses and two additional electives.

"Increasingly, civilian agencies are adopting DAU courses for their requirements," said John Elsey, president of ESI. "As such, ESI is excited to earn equivalency authorization for these important courses. In these days of performance-based management reviews, contracting personnel in both the public and private sector can develop skills and earn certifications that not only help them perform better, but also give them a competitive edge."



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The courses are open for enrollment now and can be delivered in ESI classrooms or on-site at government and commercial locations. For more information on ESI's training programs, visit the company's Web site at <http://www.esi-intl.com>.

DAU PROVIDES CONTRACTING EXPERTISE FOR KATRINA AND RITA RELIEF EFFORTS

In August and September of 2005, Hurricanes Katrina and Rita battered the Gulf Coast States of Texas, Louisiana, Mississippi, Alabama, and Florida with a fury and vengeance that has left parts of these states devastated quite possibly for many years to come. The two hurricanes, along with the flood that was caused by the levees failing in New Orleans, affected an area the size of Great Britain. It is the largest natural disaster, both in area affected and dollar cost, in the history of the United States. Shortly after the passing of these ravaging events, help and support poured in with nearly the force and determination of the storms themselves.

Five professors from DAU South saw the opportunity to assist in contracting for the disaster relief and volunteered their services. Contracting professors Timothy Hoff, Valerie Hunter, Craig Kaufman, Phyllis Roberts, and Tony White received word just before Thanksgiving that the Federal Emergency Management Agency had a pressing need in Baton Rouge, La., to replace several outgoing contracting specialists who were there from various other agencies but would soon finish their temporary tours of duty with FEMA. Working around existing commitments, a staggered deployment schedule was created that placed the DAU volunteers on the ground between Nov. 16, 2005, through Jan. 20, 2006.

Over 3,000 people have been brought in to staff the Joint Field Office, which is the hub of FEMA's recovery operations for all of Louisiana and parts of Texas and Mississippi. They are drawn from the Coast Guard, all the military departments, state representatives, customer call center specialists, planning, financial, and contracting personnel, and others. The DAU professors offered their expertise to assist with the tremendous contracting burden FEMA faced in the wake of thinly staffed personnel positions.

With a collective 137 years of combined teaching and contracting experience, the professors brought immediate operational and teaching value to the contracting team. They were involved with many facets of contracting

including a high volume of purchase card transactions, carrying out formal and informal source selections, executing modifications to existing contracts, and writing contracts for new requirements. They were also able to act as contracting mentors to some of the recently hired contract specialists who were just getting their feet wet in their new professions by providing tools and advice on handling what would, in short order, become routine contracting issues.

Disasters are a fact of life, but no matter how vivid it all seems on television through the lens of the nightly news camera, absolutely nothing can compare to seeing it first hand. The five DAU professors made a very positive impact in the area and gained lasting real-world experience that can be brought back into the classrooms at DAU South.

For example, the concept of "Urgent and Compelling"—one we present in our entry-level contracting courses—definitely took on a new meaning in the disaster aftermath scenario, and not just for the obvious reasons. Because of the haste to place contracts at the onset of the disaster, statements of work in those instruments were at times loosely written and periods of performance not adequate. In one instance, a specialized communications network contract that had been put in place to enable voice and data transmission for the relief workers living aboard the cruise ships was about to abruptly end in early December. Quick reaction on the part of one of the DAU professors to better define the scope of work and lengthen the performance period prevented a disruption of this critically needed service.

Another issue was that "Urgent and Compelling" was at times being inappropriately applied to very routine work requests (like ordering office supplies) by customers who had simply failed to plan, making it difficult to set real priorities for truly urgently needed supplies and services. Being able to cite real-world situations in fundamental training courses like CON 120 will highlight to our newest members of the contracting workforce the importance of using prudent business judgment.

Contributed by Craig Kaufman and Tony White in collaboration with Timothy Hoff, Valerie Hunter, and Phyllis Roberts.