



# **Better Buying Power 2.0**

**Board of Visitors**

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Mission Assistance**



# Overarching Acquisition Principles

## “Stars to Steer By”

- **Think**
  - Apply our education, training and experience
  - Creative, informed, thorough
  - Do not default to perceived ‘school solutions’
- **People Count**
  - Professional preparation to think well
  - Policies/processes of little use without acquisition professionals trained & supported
  - People and professionalism - Acquisition leaders drive results more than any policy
- **Start with the Basics – Proven Acquisition Fundamentals Work**
  - Effective incentives to industry
  - Understand and manage technical risk
  - Demonstrated progress before major commitments
  - Getting big early decisions right – particularly requirement tradeoffs
  - Using the right contract type
- **Streamline decisions**
  - Streamline processes/oversight to provide value added
  - Directing differences of opinion to the *appropriate* decision makers
  - Allow managers to be more effective by protecting their most precious resource - time

These principles have always been valuable...and will increase in value as our acquisition environment becomes more volatile



# Better Buying Power 2.0

## Achieve Affordable Programs

- Mandate affordability as a requirement
- Institute a system of investment planning to derive affordability caps
- Enforce affordability caps

## Control Costs Throughout the Product Lifecycle

- Implement “should cost” based management
- Eliminate redundancy within warfighter portfolios
- Institute a system to measure the cost performance of programs and institutions and to assess the effectiveness of acquisition policies
- Build stronger partnerships with the requirements community to control costs
- Increase the incorporation of defense exportability features in initial designs

## Incentivize Productivity & Innovation in Industry and Government

- Align profitability more tightly with Department goals
- Employ appropriate contract types
- Increase use of Fixed Price Incentive Contracts in Low Rate Initial Production
- Better define value in “best value” competitions
- Only use LPTA when able to clearly define Technically Acceptability
- Institute a superior supplier incentive program
- Increase effective use of Performance-Based Logistics
- Reduce backlog of DCAA Audits without compromising effectiveness
- Expand programs to leverage industry’s IR&D

## Eliminate Unproductive Processes and Bureaucracy

- Reduce frequency of higher headquarters level reviews
- Re-emphasize AE, PEO and PM responsibility, authority, and accountability
- Reduce cycle times while ensuring sound investment decisions

## Promote Effective Competition

- Emphasize competition strategies and creating and maintaining competitive environments
- Enforce open system architectures and effectively manage technical data rights
- Increase small business roles and opportunities
- Use the Technology Development phase for true risk reduction

## Improve Tradecraft in Acquisition of Services

- Assign senior managers for acquisition of services
- Adopt uniform services market segmentation
- Improve requirements definition/prevent requirements creep
- Increase small business participation, including through more effective use of market research
- Strengthen contract management outside the normal acquisition chain – installations, etc.
- Expand use of requirements review boards and tripwires

## Improve the Professionalism of the Total Acquisition Workforce

- Establish higher standards for key leadership positions
- Establish stronger professional qualification requirements for all acquisition specialties
- Increase the recognition of excellence in acquisition management
- Continue to increase the cost consciousness of the acquisition workforce – change the culture

\*\*\*Green are new in BBPi 2.0\*\*\*



# BBP 2.0 Timeline

## (DAU Rapid Deployment Training Teams)

### Action

Implementation Memo released  
Implementation VTC to Workforce  
Kick Off VTC to DAU BBP Teams  
RDT Initiative briefings due  
Review Initiative briefings  
Follow up with teams for any re-work  
Total Briefing reviewed for consistency  
RDT submission to OSD for review

### Action

Mr. Kendall  
Mr Kendall  
Teams  
Teams  
BBP Lead  
Leads/Teams  
BBP/PLDs  
BBP Lead

### Deadline

24 April  
25 April  
30 April  
22 May  
23/24 May  
28-31 May  
3-7 June  
10 June

- Green: In Progress
- Blue: Complete