

DAU Supports DoD Pricing Collaboration Event

During the week of July 27, DAU supported the DoD Pricing Collaboration event in Southbridge, Massachusetts. **Renee Butler** (LCIC, Pricing PLD) and three contracting faculty members—**Fred Schlich** (South), **Dave Lewis** (MW) and **Amy Timmermann** (MAT)—represented DAU. This is an annual event that brings together senior pricing and contracting personnel to receive training and share lessons learned and new approaches.

The week was hosted by Director of Defense Pricing Shay Assad. Senior procurement executives from most DoD components attended, including Claire Grady, director of Defense Procurement; Elliott Branch, DoN; Maj. Gen. Casey Blake, SAF/AQC; Tim Callahan, DCMA; Matt Beebe, DLA; and Anita Bales, DCAA. Assad offered continued feedback regarding the topics discussed, which included current guidance regarding the consideration of FPIF contracts and suggested negotiation strategies; matters receiving FAR/DAR council and/or congressional interest; the roles, responsibilities, and use of DCMA, DCAA, and Navy Price Fighter resources in cost/price analysis; and FMS Offsets and Commercial Item Determinations. Additionally, Grady gave the keynote speech at a group dinner and discussed the importance of the training provided by DAU and the importance of understanding cost and price analysis across the 1102 workforce.



Claire Grady, Director DPAP, addresses Pricing Collaboration audience.

On the second day of the event, DAU representatives assisted with the facilitation of a hands-on exercise regarding the effective use of FPIF contractual arrangements and negotiation strategies. Based on the F-35 Joint Strike Fighter Low Rate Initial Production Lot 5 procurement, the exercise required teams to develop a prenegotiation position for target profit, share ratio(s) and a ceiling price after reviewing relevant documentation, and then to revisit their positions and develop a proposed settlement agreement based on additional findings. Groups briefed their proposals to Assad and other senior DoD leadership. Overall, the entire exercise was well received, garnering positive feedback. According to John Tenaglia, deputy director for contract policy and international contracting, the exercise “certainly achieved the purpose Assad had in mind—to have the attendees work through a practical exercise to reinforce the teaching points about structuring a good incentive arrangement.”

Aberdeen Proving Ground Senior Service College Fellowship Welcomes Class of 2016

The Senior Service College Fellowship (SSCF) program at Aberdeen Proving Ground (APG), Maryland welcomed the class of 2016 fellows, July 27. The class of 2016 is the seventh held at APG.

The eight APG fellows were selected by a centralized board from among the many who applied for the academically rigorous, 10-month program of study. The candidates were identified and endorsed by their respective sponsoring command. The command endorsement was based on the candidate’s demonstrated past performance and, more important, potential to assume positions of greater responsibility within the Defense Acquisition Workforce. For the second consecutive year, APG is fortunate to have a member of the Fourth Estate as a fellow: Shauna Dover, from the Defense Logistics Agency (DLA). As a member of DLA, Dover brings unique insights and perspectives shaped over her many years of experience and in her work in providing support to the Services and other federal agencies.

The other fellows in the class of 2016 are Willie Jackson, Program Executive Office (PEO) Intelligence, Electronic Warfare & Sensors (IEW&S); Melanie Loncarich, U.S. Army Evaluation Center, U.S. Army Test and Evaluation Command; Patrick Morse, U.S. Army Contracting Command; Benjamin Pryor, U.S. Army PEO Enterprise Information Systems—Fort Detrick; Nicholas Saacks, U.S. Army Communications—Electronics Command (CECOM) Logistics and Readiness Center; Daniel Schwartz, PEO IEW&S; Wing Young, U.S. Army CECOM Software Engineering Center.

The academic year promises to be a superb experience for the class of 2016. It will be characterized by adult learning in a small seminar and, in the words of Maj. Gen. J. F. C. Fuller, famed military theoretician and British army officer, it will be one in which “we shall teach other: first because we have a vast amount of experience behind us, and secondly, in my opinion, it is only through free criticism of each other’s ideas that truth can be thrashed out...”

The SSCF, provided under the auspices of DAU, focuses on leadership and acquisition management and prepares senior civilian acquisition leaders for roles as product and project managers, program executive officers and other key acquisition positions.

