

Services Acquisition FIPT

18 July 2013

0800-0900

Pentagon 3C146

Agenda

0800 **Welcome and Introductions** (5 minutes)

0805 **Review Services FIPT charter (input shown in track changes)** (10 minutes)

ACTION ITEM: review of charter (universe of population/billet), to align this document with the requirements/procurement process (ALL)

0815 **Discuss DAU, Army and AF input for action items from 24 Jun meeting** (15 minutes)

ACTION ITEM: classes currently offered to non-DAWIA personnel (DAU/AF)

ACTION ITEM: how personnel are identified for non-DAWIA workforce training (AF)

0830 **DAWDF Proposal Considerations** (20 minutes)

DISCUSSION TOPIC: The key consideration for the proposal input is how best to identify the non-acquisition workforce numbers for annual training.

0850 **Action Items** (5 minutes)

0855 **Around the table/ Wrap-up** (5 minutes)

0900 **Adjourn**

DAU Services Representative

DAU Courses and training open to Non DAWIA workforce members

For DAU courses, both classroom and on line, members should register thru their service DACMs and will be placed on a priority list based on career field certification requirements and training seat availability.

- Classroom:
 - ACQ 265 Mission Focused Services Acquisition
 - Any other DAU course based on DACM approval
- Targeted Training:
 - TTM 008 One day session focused on PWS development and ARRT. This training is conducted on a fee for service bases or free based on faculty availability
 - Service Acquisition Workshops – Intact team training
- On Line Training:
 - On line courses are available based on DACM approval
 - Continuous learning modules DAU offers are available without DACM approval

Senior Services Manager - Army

- 8 Feb 2013 memorandum endorsed DPAP 6 Dec 2012 memorandum, subject: Service Acquisition Workshop
- Endorsement included:
 - Support of OSD SAW requirement for service acquisitions valued at \$1B or more
 - Requirement for a SAW (or equivalent program) if service acquisition is valued at \$250M or more (unless waived)
 - Recommendation for SAWs for service acquisitions of \$10M to \$250M
- Required identification of all current and projected service acquisitions greater than \$250M in FY13-18 and a waiver if no SAW will be conducted



Existing Training

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■ Available Courses/Tools

- Mission Resource Alignment Training: Senior Leadership (2 hrs) – UT
- Staff & Supervisor Training: Middle Management (4 hrs) -- UT
- Just-in-Time Sourcing Strategy Training: Large, complex sourcing decisions/cross-functional teams (11 days over several weeks) - UT
- Services Acquisition Workshop: Services focused buys/cross-functional team (4 days) (continues to evolve) - DAU
- Source Selection: Evaluation Team (3+ days) - AQC
- Automated Rqts Roadmap Tool-Online: Rqt >> PWS >> Monitoring
- DAU Service Acquisition Mall: (www.sam.dau.mil) Portfolio-driven
- Virtual Workshop via DCO to share knowledge/best practices

■ Training Gaps

- Services specific requirements often late to need
- Earlier training for non-acquisition professionals
- PM certification to write services requirements
- Recommend DAU absorb training program with UT updates and AF professors
- Working on a Functional IPT with OSD, Army, Navy and DAU

Leaders

Acquisition
Teams

Services
Population

UT = Univ of Tennessee



Identifying Personnel for Training

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- **Assessed by MAJCOM Services Advocates**
 - **Acquisition team training triggered by Requirements Approval Document (RAD)**
 - **Beginning to forecast RADs**
 - **Can go direct to DAU/UT to set up training**
 - **Sr/Mid-level training based on need/exposure**
- **Depends on:**
 - **Size & complexity of requirement**
 - **Skills & experience of the acquisition multi-functional team**
 - **Expected timelines and need dates**
- **DCO webinars are open to all (currently 800+ invitees across AF)**



Improved Tradecraft in Services (Virtual Closed Loop)

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- **Right Requirements**
 - Properly defined up front / Focus on needs vs desires
 - Market intelligence
- **People Involvement**
 - MAJCOM and functional requirements owner fully engaged
 - Leadership (GO/SES) involvement
 - Develop, train, and recognize expertise in service acquisition
- **Accountability**
 - Annual Execution Reviews
 - Program Portfolio Health Assessment
 - Building a Platform Support Review Process
- **Process -- Improved strategy decision making (Seven Step Process)**
 - Active functional involvement and program ownership
 - Seek effective competition
 - Simple, collaborative, serial decision process w/ clear evaluation criteria



Improved Tradecraft in Services Acquisitions

■ Right Requirements

- Properly defined up front / Focus on needs vs desires
- Market intelligence

• **Requirement Approval: Periodic re-validation of a service need**

SAE: >\$100M

MAJCOM CC: <\$100M

Wing CC: <\$10M

- **MAJCOM CC sends request letter – SAE responds**
- **Focus on the need at some dollar threshold, period of time**
 - **NOT an approval of an acquisition strategy**
- **Benefits from coordination process – useful in appetite control**
- **Moving from Market Research to Market Intelligence**
 - **Understanding industry by “portfolio group”**

Knowledge Based

Electronics & Comm

Equipment Related

Facilities Related

Medical

Transportation

- **Understand and apply commercial best practices**



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Improved Tradecraft in Services Acquisitions

■ People Involvement

- MAJCOM and functional requirements owner fully engaged
- Leadership (GO/SES) involvement
- Develop, train, and recognize expertise in service acquisition

- ***Mission owner is the PM for the program – briefs in annual review***
 - ***New role for Non-traditional acquisition workforce***
 - ***Example: Vance AFB – many mission/functional areas are contracted out (Leadership must understand acq & ktr mgmt)***
- ***Leadership (GO/SES) involvement – MAJCOM Service Advocates***
- ***Develop, train, and recognize expertise in service acquisition***
 - ***Develop: PEO/CM coaching and advice***
 - ***Train: Courses and tools***
 - ***Recognize expertise: credit those that gain it (future state)***
- ***Services Workshop – mix of plenary and break-out sessions***



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Improved Tradecraft in Services Acquisitions

■ **Accountability**

- Annual Execution Reviews
- Program Portfolio Health Assessment
- Building a Platform Support Review Process

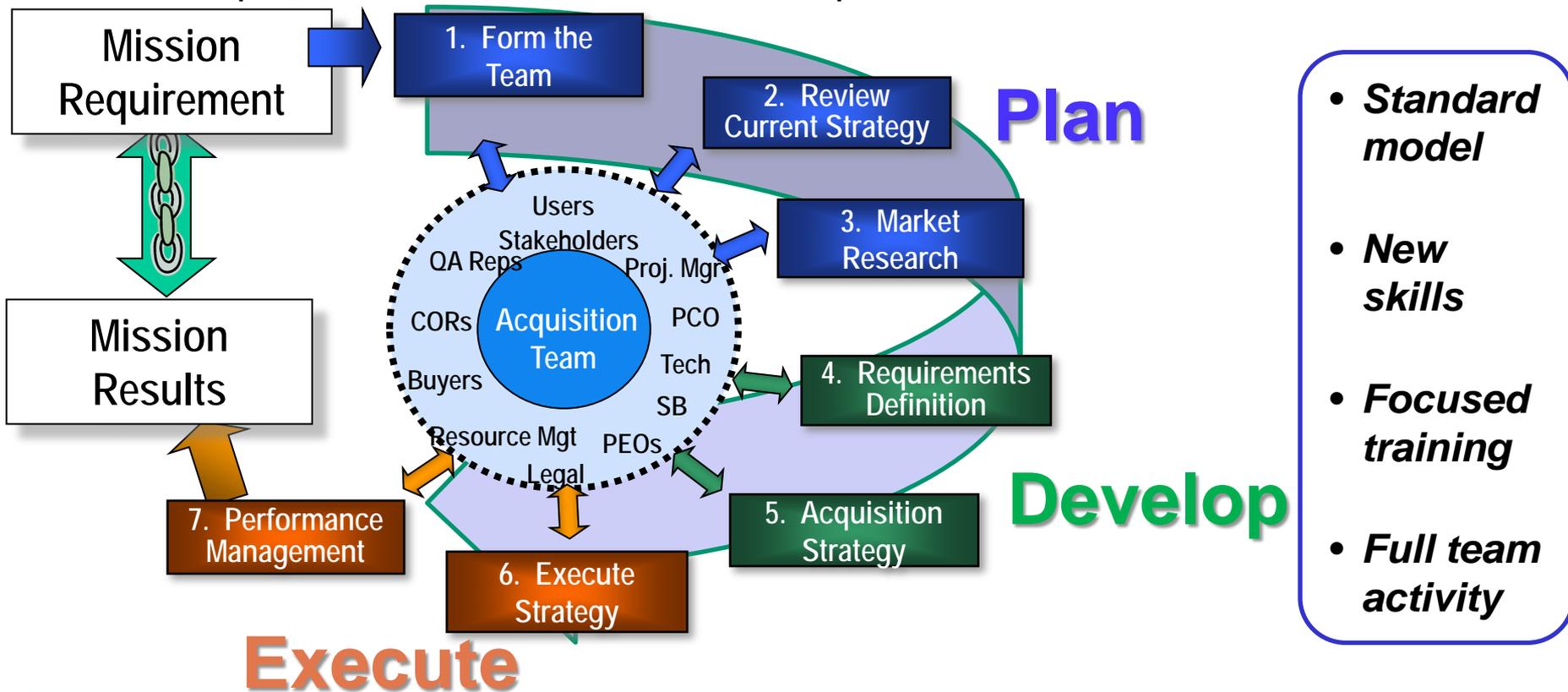
- ***Delegations and Services Management Agreements***
- ***Annual Execution Reviews***
 - ***Reviews the success of a particular program***
- ***MAJCOM Health Assessments***
 - ***Reviews the success of MAJCOM's portfolio management***
- ***Building a Platform Support Review***
 - ***Looking at all service contracts related to a platform***
- ***PEO/CM & SMS accountable to SAE – reporting to OSD & Congress***
 - ***Status of Program Issues & Health of AF services***



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Improved Tradecraft in Services Acquisitions

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Execute