Guns and Missile Symposium
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Requirements and Trends
Observations
For
Consideration
Presentation Disclaimer

• Presentation Content and Comments are the Opinions of the Presenters: Dave Broden and Bob Glantz

• The Opinions Expressed do not Represent the Position of NDIA, any Company, or any DOD component.

• This Presentation is Intended to Stimulate Discussion of How Programs and Technology are evolving to Ensure Superior Capability to the US and Allied Armed Forces.
  • Program Structure—Roles--Responsibility
  • Program Schedule
  • Acquisition Management Approach
    Contract Type
    Risk Management Responsibility
• Requirement Approach Shifted in 1980’s thru early 2000’s:
  – from Detailed Specific Design and TDP focus
    - Wills and Shalls
    - Build to print
  – to Performance Specifications and Criteria
    - Key Performance Perimeters
    - Threshold and Goals
• Both Contractor and Government Gain by Using Performance Specifications which allow Rigorous Trade-Off of Design and Performance—
  • Requirements viewed as Thresholds and Goals
  • Allows for Best Value
  • Allows for Spiral Development, Technology Insertion, and Pre-Planned
Requirement Approach Shifted in 1980’s thru early 2000’s:
- From: Government as System Integration Manager with
  - One Major integration contractor
  - Government Providing Major Sub Systems as GFE/GFM
  - Government conducting Sub System and System Testing
- To: One Face to the Government Program Office
  - Corporate Contracts
  - Lead Systems Integrator
  - Ship Yard Manager
  - Contractor providing Certification
  - Purchase of Off the Shelf Items against Performance Specifications
What did not change

• Laws established by Congress after World War II
  – 2 page letter contract for Liberty Ships
  – Support the Depot System
  – And Others

• Federal Acquisition Regulations (FAR’s)

• Department Of Defense Acquisition Regulations (DAR’s)

• Individual Service Supply & Support Directives and Requirements
Current Trends

• Recent trends seem to be moving:
  – Away from:
    - Performance Specifications
    - Lead Systems Integrators
  – Back toward:
    - Technical Data Packages procurements
    - Requiring a complete set of drawings.
    - Service Unique Technical Manuals
Issues

• Requirements Definition
  – Clarity
  – Creep
  – Responsive to Rapid Response Needs
  – Intellectual Property

• Technology Change Rate Before Product Completion
  – “Moores Law”---How can a Product be Realized –Timely

• Contracting Structure

• Contracting Type

• Funding Anticipated Decline

• Risk Responsibility—Industry vs. Government vs. Shared
Requirements and Trends Recommendations

• Establish Acquisition Management Focused to “Results” with a Rigorous “Process”
  • Timely Integration of New Technology and Systems

• Ensure Utilization of “Lessons Learned”
  • Subject Matter Experts
  • Prior Program Life Cycle (Pros—Cons)
  • Acquisition Process Changes

• Maintain Performance Specification Concept and Incentives
  • Ensure joint Government and Industry SME’s

• Maximize Incremental Performance Growth —Threshold, Goals, Spiral Development, etc. ----Minimize time to Deploy

• Maximize “Best Value” thru Shared Risk Management
END
Trend Topics

• Ability to Respond to the Rapid Changing Needs of **Asymmetric Warfare**.

• Meeting the **Reset, Refurbishment, and Inventory** Challenges

• Recognizing and planning to Ensure **Industrial Base Readiness** for Future Conflicts

• Evolving “**New**” Capability while “**Reset etc.**” Proceeds and Budgets are Constrained

• Ensuring Depth of **Subject Matter Experts** in Government and Industry