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AR is Having an Event-full Summer! **A&LR Week: Accelerating the Revolution**

Acquisition and Logistics Reform continue to receive significant emphasis from senior DoD leaders.

Dr. Jacques Gansler, Under Secretary of Defense (Acquisition & Technology) declared the week of June 7-11 *Acquisition & Logistics Reform Week (A&LR)*. For the first time, DoD combined AR Week and Logistics Reform Day to show, as Gansler said, "that acquisition and logistics reform are equally vital to achieving true change."

During the kick-off ceremony at the Pentagon Courtyard, William Cohen, Secretary of Defense, and General Henry Shelton, Chairman, Joint Chiefs of Staff, spoke directly to the workforce via satellite and the Internet.

Shelton said, "we face the same challenge today that the military faced one-hundred years ago. We must recognize new technology, and when we do, we must have the willingness to grasp the new ideas and concepts."

Shelton then introduced Secretary Cohen. "Let me first acknowledge the dedication of the men and women who are watching today," Cohen said. "You are the force behind the force."

Cohen mentioned recent developments including the first 'top-line' budget increase in 15 years. "But," Cohen said, "new spending should never be an excuse to return to the old ways [of acquisition]."

"We want you to be bold and imaginative and not worry that this is going to cost you your job," Cohen said. "We celebrate who you are and what you do."

Packard Awards Presented

Gansler also presented the Packard Awards at the kick-off. The *David Packard Excellence in Acquisition Awards* were established to recognize DoD teams that have significantly contributed to defense acquisition reform.

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Secretary of Defense William Cohen speaks to the Acquisition and Logistics Workforce from the Pentagon. Cohen's address was broadcast to installations around the world.

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Ceremony Celebrates Hammer Award Winners

THE PENTAGON — During a ceremony at the Pentagon on April 28, the Acquisition Policy and Deskbook Design Team received Vice President Gore's Hammer Award for significantly streamlining acquisition policy and making it accessible electronically. Dr. Jacques Gansler, Under Secretary of Defense (Acquisition & Technology), presented the award to individuals from the Defense Acquisition Policy Working Group (DAPWG), which was responsible for condensing more than 1200 pages of acquisition regulations into 138 pages of mandatory acquisition policies and procedures.

The Defense Acquisition Deskbook Joint Program Office, which comprises the rest of the team, received its award at Wright-Patterson Air Force Base on May 13.

The Deskbook is an electronic library containing the newly streamlined acquisition policy, acquisition processes, and condensed acquisition know-how. It saves over \$118 Million per year in acquisition work hours. It is accessible on CD ROM or over the internet at <http://www.deskbook.mil>.

The Hammer Award recognizes teams of employees from government

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DSMC Alumni Association Symposium

Acquisition professionals came together at the 16th annual Defense Systems Management College (DSMC) Alumni Association Symposium, May 18-20, in a forum designed to exchange ideas on acquisition issues.

This year's theme, "Government & Industry Collaboration: How Far Can We Go?", was selected because in order to "accelerate the revolution" collaboration will have to be institutionalized. To foster that attitude, this conference, unlike others in the DC area, focused on industry and government working together to jointly accelerate the revolution and produce an awareness of the need for cultural change instead of focusing on any one particular functional issue.

Throughout the three-day event, participants had the opportunity to select from more than 30 discrete workshops tied to the Symposium theme. As symposium goes know, the workshops are where the real idea exchanges take place.

RADM Lenn Vincent, DSMC Commandant, welcomed alumni to the symposium and encouraged the audience to "think and be different." Introducing the Keynote speaker of the morning, Vincent said John Douglass, President



Panelists (from left to right) are Donald Ervine, Elliott Branch, Ken Oscar, Stan Solway, Melissa Houghton, and Nancy Archuleta.

and CEO of Aerospace Industries Association (AIA), "has probably done every job in acquisition," including serving as the Assistant Secretary of the Navy for Research, Development & Acquisition.

"I started in 1959," Douglass said. "There has been enormous change since then." Back then, the acquisition workforce was considered second-class soldiers. "Acquisition has gotten more professional," he said.

Not only has the professionalism of the workforce improved, but the relationships between the military and contractors have also improved. Collabora-

tion was adversarial at first, Douglass said.

"In the Civil War there was no logistics support in the unit. If you were going to use it, it went on your back. Private individuals known as 'Sutlers' supplied the Federal side. This was the beginning of bad feelings of collaboration," he said.

"World War II brought fresh rules. President Roosevelt placed public funds in the hands of private industry so they could quickly build the military," he said. This was the beginning of Government Furnished Equipment (GFE). With GFE came new oversight of defense companies by the military. Contractors were discouraged to have a commercial side to their businesses.

Douglass said that if the military is going to integrate to a commercial way of doing business, the corporations that contract with the military must [be allowed to] build up a commercial business.

Douglass suggested DoD look carefully at issues associated with implementing Price Based Acquisition, eliminating Cost Accounting Standards (CAS) and Cost and Pricing Data, and repealing Truth in Negotiations Act (TINA). Douglass said, "That is Dr. Gansler's dream, and it is a good one!"

In his State of the College address, RADM Vincent noted that even though 99% of graduates approve of their time spent at DSMC, "we are still chasing that 1%."

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A&LR Week

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This year's five winning teams are:

- USMC Assault Amphibious Vehicle (AAV) Reliability and Maintainability/Rebuild to Standard Team.
- USA Joint Program Office for Biological Defense Portal Shield Team.
- USAF 437th Airlift Wing (AMC), Charleston AFB, SC, Hunley Park Housing Renovation Team.
- DLA Defense Contact Management Command St. Louis Plant Clearance Team.
- USAF Evolved Expendable Launch Vehicle (EELV) Program Team.

In the services, the Army presented satellite broadcasts with senior leaders throughout the week. On June 7, Mr. Paul Hoepfer, the Assistant Secretary of the Army for Acquisition, Logistics and Technology, hosted a live chat broadcast on Merging Logistics with Acquisition and Technology. A Senior Army Acquisition, Logistics and Technology panel joined Mr. Hoepfer to answer questions from the field.

The Navy broadcast live, via satellite and video streaming on the web, the *Change Through Ex-Change Conference*. Two years ago, the Navy implemented the *Change Through Ex-Change* process to provide visibility of program successes and to promote the sharing of innovative ideas in a structured, creative environment.

The Air Force began A&LR Week with a Kick-off event co-hosted by Dr. Lawrence J. Delaney, the recently confirmed Assistant Secretary of the Air Force for Acquisition; and Lt Gen John W. Handy, Air Force/Installations & Logistics. This live broadcast featured a question and answer session about the future of acquisition reform efforts in the Air Force.

—AR—

DSMCAA SYMPOSIUM

(Continued from page 2)

"We want to take advantage of technology," he said, "DSMC is in a transition toward distance learning. DSMC has five courses that are taught solely on-line."

DSMC has also made improvements to the Advanced Program Management Course (AMPC). The new AMPC course includes "more critical-thinking skills," said Vincent. It addresses the problems the students want solved.

"The faculty becomes more like facilitators and less problem solvers," said Dr. J. Robert Ainsley, who headed the group that improved the AMPC. "We will augment the case-studies with problem-based learning."

John Etherton, Assistant Vice President of Legislative Affairs at AIA, was also on hand to discuss acquisition reform issues on Capitol Hill.

"Acquisition reform has, for the past five to six years, come from the Senate," Etherton said. He believes, "we need new visions and new attitudes for long term change."

At Wednesday's Banquet Dinner, Dr. Ken Oscar, Assistant Secretary of the Army for Procurement, received the David D. Acker "Skill In Communication" Award. The award is presented annually to one distinctive individual who has promoted and communicated acquisition management excellence to the acquisition workforce.

Robert Mylott, Enterprise Logistics Systems Manager at Caterpillar, described how Caterpillar revamped its logistics supply system and how their strategy might be applied to DoD. Mr. Mylott challenged the audience to think carefully about their individual roles in acquisition and how they might take advantage of industry best practices.

In closing the symposium, Mr. Rich Reed, Provost and Deputy Commandant, DSMC, charged the audience to consider opportunities for collaboration in their professional lives and be at the forefront of exploring just how far we can go. —AR—



The Hammer Award winning Defense Acquisition Policy and Deskbook Design Team with Dr. Jacques Gansler, Under Secretary of Defense (Acquisition & Technology), and Stan Soloway, Deputy Under Secretary of Defense (Acquisition Reform).

Hammer Award Winners Recognized

(Continued from page 1)

and industry for outstanding contributions in support of the National Partnership for Reinventing Government (NPR). The aim of both the NPR and acquisition reform is to improve customer service, and in DOD's case, to make the Department the world's smartest, most efficient and most responsive buyer of best value goods and services.

Since its inception in 1996, the NPR has presented more than 1,250 Hammer Awards to teams across the federal government. The Department of Defense has received approximately 450 or nearly one-third of all awards. —AR—

DoD Programs Help Small Businesses Compete

"It's very much the intent, both of Congress and DoD, to help small and disadvantaged businesses participate and benefit from the procurement opportunities offered by DoD," said Tim Foreman, Assistant Deputy Director for Acquisition and Logistics in the Office of Small and Disadvantaged Business Utilization (OSADBU). Small businesses are valued for the high rate of job creation that makes them the backbone of the economy and the innovations that make them key to national security.

Several programs under OSADBU assist small companies in doing business with DoD. One is the Mentor-Protégé Program (MPP), which helps big companies help small businesses develop the capabilities needed to participate in the DoD marketplace. Another is the program for Women-Owned Small Businesses (WOSB). DoD awards nearly \$2 billion in prime contracts and \$2.4 billion in subcontracts to WOSB concerns annually. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs spend \$500 million each year to help small technology companies with promising early-stage R&D projects. And OSADBU has a "THRUST" program focused on five industries critical to military interests.

MPP

The MPP sponsors technology transfer that allows small businesses to deliver needed goods and services. For example, Bell Helicopter wanted to outsource formation of warm/hot-formed titanium aircraft parts. Bell donated the equipment to Manufacturing Development Inc. (MDI) and with MPP sponsorship trained MDI to perform this work and provide the needed parts at a savings to Bell of 66% a year and a gain to MDI of \$3 million in subcontracts over three years.

WOSB

All DoD subcontracting plans must have a separate 5% goal for awards to WOSBs, and DoD has seen a steady increase in such awards over the past de-

cade. The WOSB program's focus is effective outreach, training, and technical assistance. One success story is Fuentez Systems Concepts, a woman-owned minority small business that has seen dramatic results. Fuentez used the MPP to team with Motorola. "Through the training we received [from Motorola] we are a better organized, more efficient, and much more focused company than we were at the start of the program. That improvement is paying off not only for us but also for our customers. Charges on government contracts are close to half what they were at the start of our participation," said Chairwoman Espeticion T. Fuentez.

SBIR

SBIR is one of two programs to give small technology companies a leg up in technological innovation. Twice a year the program publishes solicitation topics. Funding of proposals is awarded competitively, through a streamlined, user-friendly process. The SBIR program offers awards of up to \$100,000 to test the scientific, technical, and commercial merit and feasibility of a concept. The company may then be invited to apply for up to \$750,000 for a two-year Phase II to develop the concept to the prototype stage. At Phase III, small companies leverage their progress to obtain funding from the private sector or from government sources to develop their concept.

STTR

The newer STTR program is similar to SBIR but funds cooperative R&D projects jointly developed by a small business and a university, a federally funded R&D center, or a nonprofit research institution. The idea is to provide a vehicle for moving ideas from research institutions into the market. Small companies retain patent rights to any inventions they develop. To facilitate participation by companies without "contacts," DoD allows a company to talk on the phone with the DoD scientist or engineer who originated the R&D requirement, to gain a clear under-

standing of DoD needs before preparing a proposal.

The SBIR and STTR programs, part of a larger federal program administered by a number of federal agencies, have gained high marks from both DoD and independent surveys. DoD funding accounts for about \$540 million of the \$1.2 billion program. The programs' web site is www.acq.osd.mil/sadbu/sbir.

THRUST

The SADBU office has organized conferences on the industry "THRUST" program, each focusing on one of the five target industries—environmental, manufacturing, health care, telecommunications, and management information. THRUST seeks to increase awareness of DoD contracting and subcontracting opportunities available in these target areas. Conference presentations and workshops have brought together key members from contracting, technical, and program offices related to the industry areas.

Contact OSADBU

One advantage of small businesses is that they can be adept at finding and responding to new opportunities.

The burgeoning of electronic commerce is one such opportunity. OSADBU and DoD encourage small businesses to look for business opportunities through the Internet, to conduct business electronically, and to accept government credit cards, which enable sales under \$2500 with a minimum of paperwork for both sides.

The SADBU web site, <http://www.acq.osd.mil/sadbu>, offers a vast amount of information including data on programs, publications, conference schedules, and procurements.

Small businesses all over the country can now gain insights about the OSADBU programs and link up with local opportunities in their area.

Front Line Focuses on Feedback

The Front Line Forum (FLF), cosponsored by Stan Soloway, Deputy Under Secretary of Defense (Acquisition Reform) and Dierdre Lee, Director, Office of Federal Procurement Policy (OFPP), is earning a lot of visibility in the Federal contracting arena.

The FLF is a diverse group of 32 contract specialists, contract negotiators and contracting officers from multiple Government agencies, who are involved in procurements ranging from common commercial products to complex services and weapon systems. Its purpose is to provide working-level feedback on proposed and recently implemented acquisition reforms.

During the FLF's bi-monthly meetings, members express opinions on topics such as Performance-Based Service Contracting (PBSC) training initiatives, Performance-Based versus Progress Payments, and Service Contract Act issues. Members form subgroups to discuss innovative contracting techniques and active regulatory and legislative proposals. The FLF periodically hosts industry panels to discuss commercial practices and other strategies working for industry. Such dialogue reflects increased awareness of the importance of building business relationships in today's acquisition environment. In fact, following an industry presentation at the June 24 meeting, co-chair Dee Lee challenged the FLF members to apply the industry practice to "ask one of your contractors how you and your agency can be a better 'customer'."

The FLF meetings open communication lines on a variety of current acquisition issues, giving members an opportunity to recommend solutions to particular issues that impact their daily jobs. "The focus is getting unfiltered feedback from contracting professionals on what works and what needs tweaking," said Col. Charles Vondra, Military Assistant to the DUSD(AR). And the FLF members deliver...they speak up.

The FLF holds its next meeting August 3. Among the topics to be discussed is the practical use of the MAC authority at FAR 16.5 (e.g., how should the "fair opportunity process" work and what changes in policy or regulation would enable better, more effective use of MACs).

—AR—

FAR 15 Flexibility equals Cost Avoidance

The Industrial Operations Command (IOC), Rock Island Arsenal, Rock Island, IL, has successfully used FAR Part 15 to save the Army millions of dollars.

Part 15 gives the contracting officer more flexibility to make best value decisions.

The flexibility allows the contracting officer to share to the maximum amount of information, open honest discussions, and establish the competitive range with the most likely successful offerors. This process saves time and money for the contractors as well as the government, allowing the government to contract for the best value.

In the past two years, the IOC has applied Part 15 to several programs.

For the explosive materiel (XMAT) competitive effort, IOC achieved over-all cost avoidance of \$183 Million. The winning aspect of the XMAT effort was Delta Contracting. Delta Contracting maintains contractor unique solutions to a defined problem through a two step source selection. The fundamental principle of Delta Contracting involves industry early in the competitive acquisition process.

The competitive solicitation for the Facility Use effort at Louisiana Army Ammunition Plant (LAAP) avoided \$2 Million in annual costs by contracting out the problem—not the solution. The Army, using performance based statements of work, let contractors come up with the best way to maintain and operate the facility.

On the non-competitive 2.75-inch rocket system known as Hydra 70, early use of the Defense Contract Audit Agency (DCAA) reduced the contractors' proposal on the FY96/97 procurement by approximately \$20 Million. The DCAA prepared its audit of the proposal by working with the contractor and subcontractors during proposal development. This approach also left very few pricing issues to negotiate.

With these successes, the IOC proves the flexible contract negotiation techniques of FAR Part 15 works!

—AR—

Lightning Bolts Satellite Broadcast

Stan Soloway, Deputy Under Secretary of Defense (Acquisition Reform) recently discussed the importance of the second round of a very successful Air Force initiative: Lightning Bolts.

Lightning Bolts are "specific sets that the Air Force will reengineer," said Mrs. Darleen A. Druyun, Principal Deputy Assistant Secretary of the Air Force for Acquisition and Management, in an April 23 satellite broadcast where she promoted the new second round to the workforce.

Lightning Bolts are high-visibility initiatives designed for rapid and long-lasting improvements to current Air Force business practices.

The first round, begun in 1995, was very successful. "For example," Druyun said, "the Air Force has already achieved a 50% reduction in the amount of RFP paperwork from the 1995 baseline."

"The second round will be a lot more challenging," Druyun said.

As part of the broadcast, a lively panel discussion included Soloway, Druyun, Maj. Gen. Claude Bolton, Program Executive Office Fighters Bombers (PEO/FB), Mr. Tim Byland, Associate Deputy Assistant Secretary of the Air Force (Contracting), and Mr. Hansel Tooks, President, Large Military Engines, Pratt & Whitney.

During the panel discussion, Soloway said: "Internal and external communications are vital to acquisition reform. We must focus on performance. We measure success on how well the warfighter's tools work."

"From a warfighter perspective," Soloway said, "it is critical to continue acquisition reform because we must have the ability to access technology, access it quickly and also have the dollars available to modernize the force. We have made tremendous progress."

"Lightning Bolts are a great example of the Air Force stepping out on its own," he said. "It shows the Air Force's depth of commitment to reform. I'm 100% behind what the Air Force is doing."

—AR—

AR News Roundup

Small Business Success Stories

These recent success stories are representative of a large number of product innovations that have benefited the military and contributed to real growth, both for the companies involved and for the U.S. economy. They include a radio computer tag that tracks and identifies cargo containers anywhere in the world, an innovation in Magnetic Resonance Imaging (MRI) that will enable battlefield diagnoses, and a device that processes submarine acoustic data with 200 times the power at half the cost.

Savi Technology, Inc.

Savi Technology, Inc. of Mountain View, CA, a one-man company in 1989, developed the "SaviTag," a radio transceiver with an embedded microcomputer, at a cost of just \$2.5 million in SBIR funding (three awards). Attached to military cargo containers, or any other transport crate or container, the SaviTag automatically tracks the

container's location and contents. The device has become a central element in DoD's Total Asset Visibility effort to pinpoint the location and contents of every plane, ship, tank, and cargo container in transit around the world.

The SaviTag solves a very real problem for DoD. During Desert Storm, over half the 40,000 cargo containers shipped to the desert went unused, according to a GAO report. The Army estimates that if the SaviTag had existed at the time, DoD would have saved roughly \$2 billion. Savi, now a subsidiary of Raytheon, has already received military contracts totaling over \$185 million, and sales to the private sector are projected at \$20 million this year.

Magnetic Imaging Technologies, Inc.

Under the Air Force Small Business Technology Transfer (STTR) program, Magnetic Imaging Technologies Inc. of

Durham, NC, has developed a technology originated by a Princeton University physics professor that significantly improves the ability of MRI machines to form images of a patient's lungs, head, and heart. Whereas existing MRI machines create images based on water in the human body, this technology creates images based on gas, which produces 10 times the signal magnitude of water and improves the resolution of the MRI machine by a factor of three.

In addition, this technology will allow reduction in the size and weight of MRI machines to the point that they are portable and can be used on the battlefield. Potential battlefield applications include on-site imaging of soldiers' lungs to check for exposure to chemical weapons. The estimated market size is in excess of \$100 million.

Digital System Resources, Inc.

A DoD priority is to support R&D innovations that provide cost-effective performance improvements by incorporating technology advancements into existing military infrastructure. Digital System Resources, Inc. (DSR) of Fairfax, VA, created a new Multi-Purpose Processor (MPP) for submarine combat system signal processing, adapting commercial-off-the-shelf hardware to facilitate rapid improvements in acoustic data processing.

The Navy has already purchased \$52 million of the processors, and plans to install the MPPs on most of its submarine fleet. The benefit to the Navy is a processor with 200 times the processing power at half the cost, and the ability to use existing hardware and continually upgraded software to incorporate the latest technology without redesign. DSR, now with 170 employees and annual sales of \$30 million, anticipates strong future sales of its technology to the Navy and military prime contractors.

—AR—

PPI Guide Released

Released in May, the DoD Guide to Collection and Use of Past Performance Information, created by the DoD Past Performance Integrated Product Team (IPT), is designed for use by the entire acquisition workforce. It explains best practices for use during source selection evaluations, ongoing performance, and while collecting past performance information.

The guide was designed to concisely convey key techniques and practices for the use and collection of Past Performance Information (PPI) for both government acquisition professionals and their industry counterparts.

The PPI guide encourages the use of innovative techniques in acquiring the best value goods and services for DoD.

Stan Soloway, Deputy Under Secretary of Defense (Acquisition Reform) writes: "Its purpose is to provide you with a practical reference tool regarding DoD past performance policy."

This guidance represents best of breed practices from across the services and establishes a consistent methodology for identifying and documenting the performance of the wide array of DoD contractors and suppliers.

Soloway writes, "I encourage you to read and use this guide in your efforts to obtain the best value for the Department of Defense and the American taxpayer."

The guide is available now on the Acquisition Reform web site at <http://www.acq.osd.mil/ar/doc/ppiguide.pdf>.

—AR—

Acquisition Reform Communications Center (ARCC): An Important Resource for AR Personnel

Things are changing fast, and the ARCC's mission is to keep acquisition workers in the field well informed. "The point is to communicate reforms as they happen," according to LTC John A. Manning, the center Director.

The ARCC is part of the Defense Acquisition University, established by Congress in 1990 to consolidate and integrate Defense acquisition education and training. The ARCC performs the informational outreach for training the acquisition workforce.

One of the center's best tools has been satellite communications. During *Acquisition & Logistics Reform Week* in June, for example, the ARCC broadcast "Live from the Pentagon Courtyard, the Acquisition and Logistics Reform Week Kick-Off Ceremony," featuring remarks by Secretary of Defense William Cohen, the presentation of the David Packard Awards, and an interview with Dr. Jacques Gansler, Under Secretary of Defense (Acquisition & Technology). Following the interview, Dr. Gansler led an executive panel discussion of significant acquisition and logistics reform topics. Those who tuned in to the live broadcast were able to call in questions for immediate response by the panel. "This type of participation brings those in the field much closer to the decision makers," Manning pointed out.

Another initiative offers acquisition training via a town hall format in which participants are able to call in questions. These broadcasts are done quarterly; the next one is scheduled for September.

In a less formal mode than the quarterly satellite broadcasts, the ARCC also produces programs in a chatroom format, in which as many as 1,500 users can participate in the on-line chat.

In addition, Forum Page, a bulletin board accessible via the Internet, allows people to read postings and comment or post questions to the field.

The ARCC has a small, active staff assisted by a "board" of AR representatives from each of the Services. They also consult with representatives from industry, small business, and the Federal Acquisition Institute.

With an estimated 146,000 people in the acquisition workforce, the ARCC expects to have an ever expanding user base, and plans to take full and continuing advantage of technology to bring information to the field faster and more cheaply than through print dissemination. For example, a booklet titled "Legislative Impacts on Acquisition Reform" is available, but rather than order a print copy and wait for it to come in the mail, anyone who wishes can download and print it in a PDF format.

The ARCC has already sponsored 27 satellite broadcasts, many of which can be ordered on videotape. All available titles are listed at the ARCC web site www.acq.osd.mil/dau/arcc. Recent videotapes include:

- Defense Reform: Partnering for Excellence, broadcast 4 March 1999.
- More Bang for the Buck: Performance Management, broadcast 19 November 1998.
- Acquisition Reform: The Round Ahead, broadcast 22 October 1998.

The ARCC has also developed training materials available on CD ROM:

- Total Ownership Cost Reduction (TOCR), a 1999 tutorial that includes a role playing exercise and simulation materials.
- Defense Acquisition Reform Training Sessions (DARTS) based on changes to the FAR resulting from the Clinger-Cohen Act of 1996.
- Defense Reform: Partnering for Excellence, a focused message about the importance of defense reform.

The CDs can be ordered by any individual or group and will be shipped free of charge.

A list of titles and an order form is available at <http://institute.brtrc.com/ARCCWeb/ordertm/ordertm.asp>, which can also be accessed via the ARCC web site.

The ARCC plans to serve as a training clearinghouse, cataloging all training material of interest to the AR community regardless of its source.

AR ON-LINE

Get Connected!

One of the goals of the Office of the Under Secretary of Defense (Acquisition Reform) is making sure AR information is easily accessible to the acquisition workforce. Here is a listing of resources that members of the workforce should subscribe to and check often for recent developments:

AR Today — printed bi-monthly newsletter — to subscribe, send your mailing address to "AR Today, PO Box 17872, Arlington, VA 22216-7872, call 1-800-811-4869, e:mail ar_today@sra.com, or fax 703-558-7501. Address changes are welcome!

AR Now — periodic e:mail announcements — to subscribe, send an e:mail message to majordomo@acq.osd.mil. Leave the SUBJECT line blank. In the BODY, type: subscribe ar-now. If you need assistance, e:mail info-now@acq.osd.mil or call 1-800-811-4869.

The OUSD(AR) Web Site at <http://www.acq.osd.mil/ar/ar.htm>. The site has recently been upgraded to include a search function and has the most comprehensive listing of AR-related web sites available anywhere. It should be your first stop when looking for any acquisition-related information.

—AR—

Defense Acquisition University Honored

Congratulations to the Defense Acquisition University (DAU) for receiving Honorable Mention at the first annual Corporate University Awards ceremony held at the National Press Club in Washington, DC, on April 27, 1999.

The New York City-based Corporate University Xchange ran the awards with sponsorship by the Financial Times of London.

DAU competed against almost 100 entries. The five primary winners included Dell University and IBM Global Services.

With around 146,000 members in the acquisition workforce, DAU serves one of the largest populations of any corporate university.

The awards are the beginning of an effort to define standards for the more than 1,600 corporate universities in the U. S.

DAU has distinguished itself as a leader in distance learning with programs up and running now with more than 3,500 students online around the clock and an equal number who have

***"This award is highly prized by the Defense Acquisition University."
Thomas M. Crean,
DAU President.***

graduated from the online courses.

The Financial Times notes that "online education makes it easier and cheaper for companies to provide training for all their employees."

DAU's purpose is to improve the quality of DoD education resources to "provide effective and efficient acquisition education, training, research, and associated academic activities as an integral part of acquisition support" to the Department.

In addition to classroom and online courses, DAU also delivers courses by satellite and video-teleconference and plans to add more technology-based courses in 2000.

"This award is highly prized by the Defense Acquisition University," said Thomas M. Crean, DAU President.

"We intend to continue as a forward thinking, pro-active corporate university providing a continuum of educational opportunities for the Defense acquisition workforce."

—AR—



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