

INNOVATION INSIDE



2009 INNOVATION EXPO  
VIRGINIA BEACH



# *Delivering a New Asset to the Coast Guard*

**Innovation Expo, November 2009**





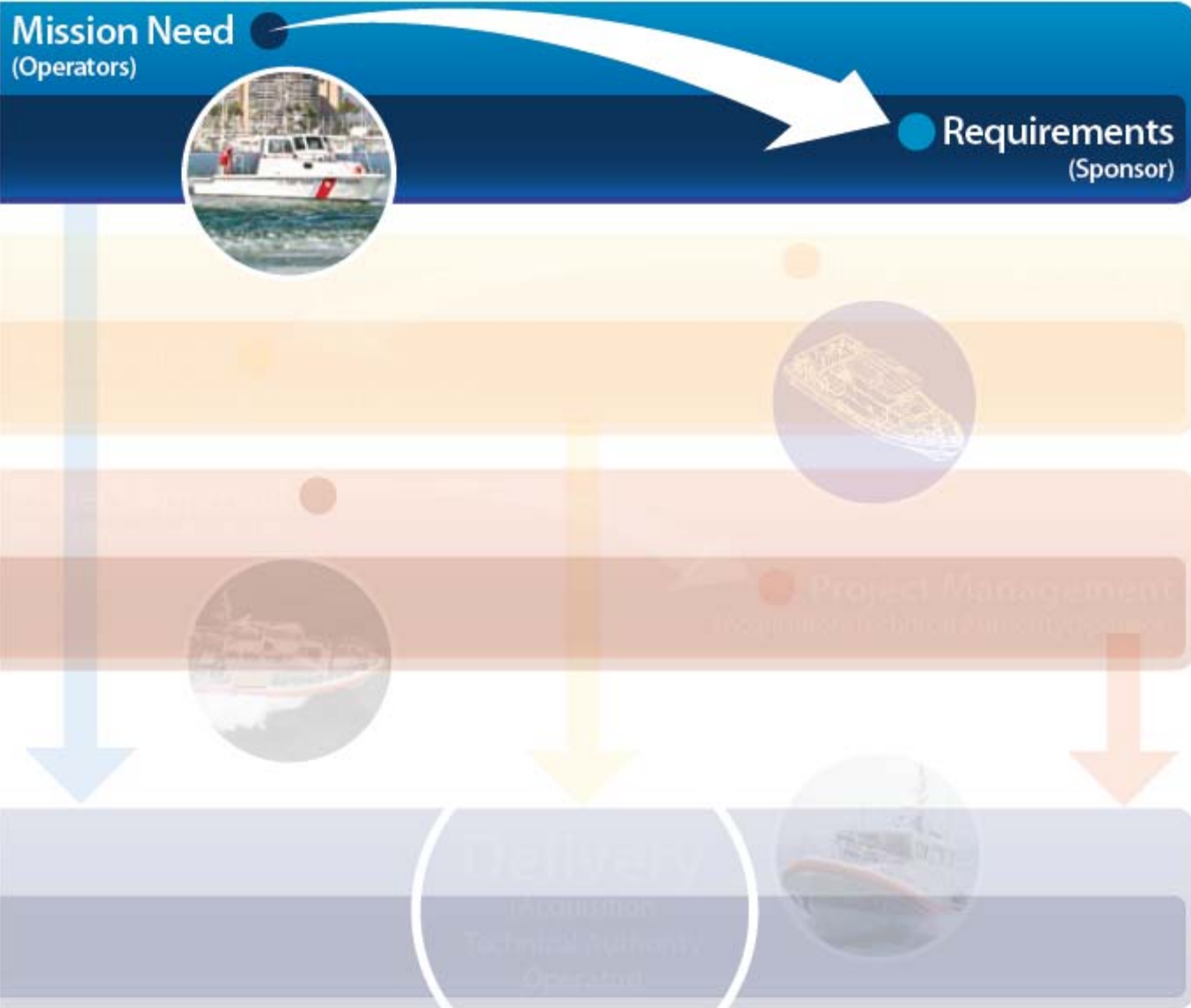


# The Steps to Acquire an Asset





# The Steps to Acquire an Asset





# The Mission Need



## Response Boat – Medium (RB-M) Project Example

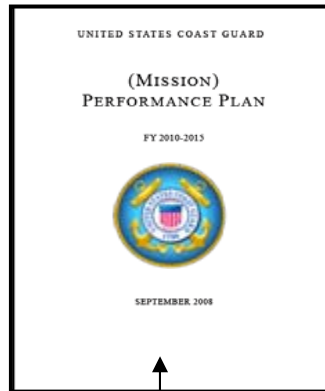
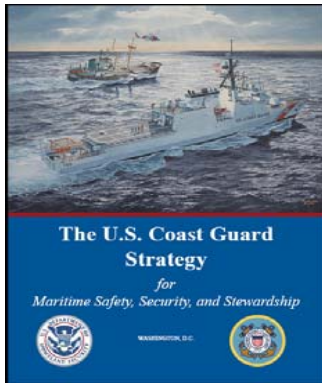
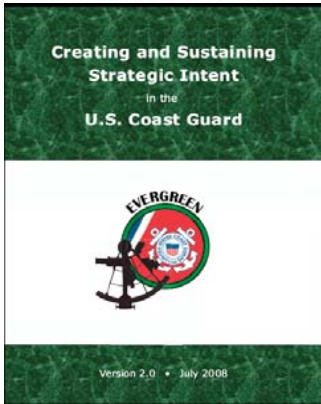
*Rather than replacing boats, or even fleets, on a one for one basis, the capabilities, structure and citing of the required shore-based response boat force has been identified through data analysis and coordinated with operational commanders.*



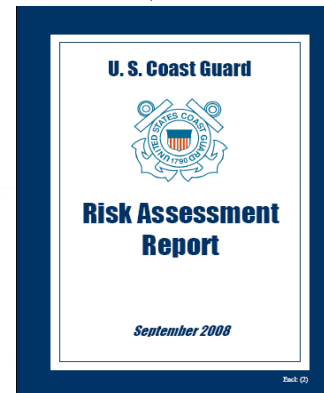
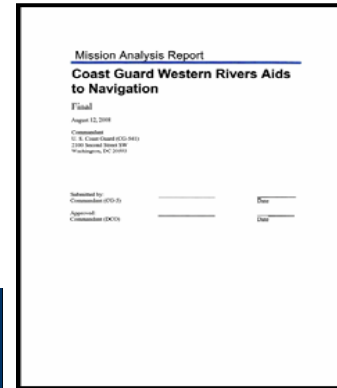
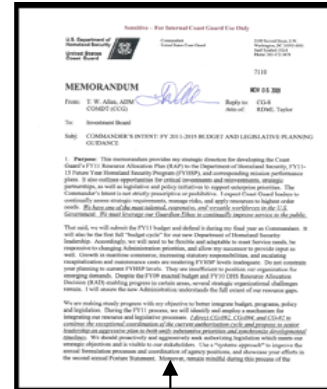
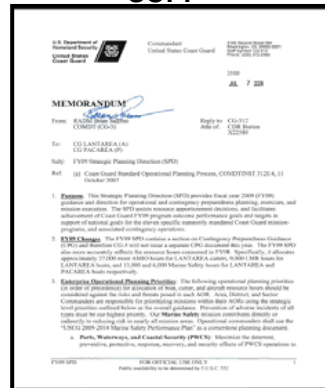




# Strategy → Budget → Mission Execution



SOPP



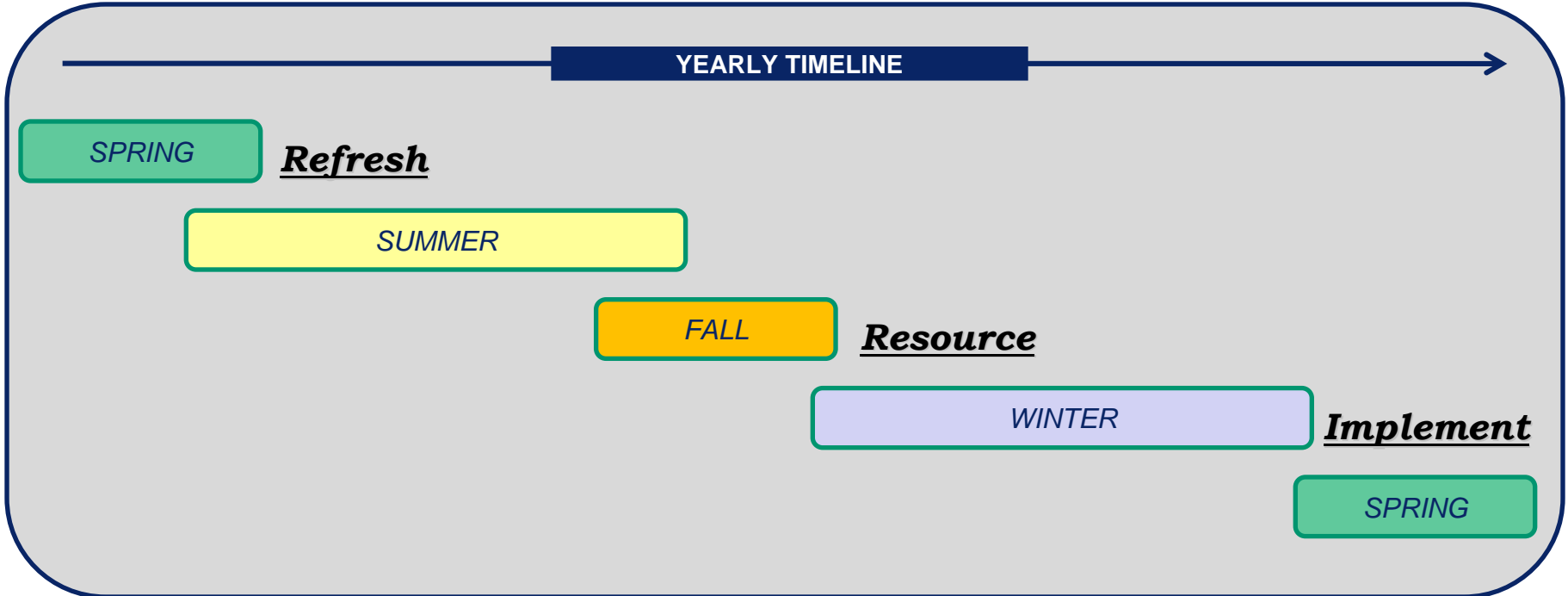


Strategy → Budget → Mission Execution



## 11 MISSIONS, 1 PLAN, 1 BUDGET

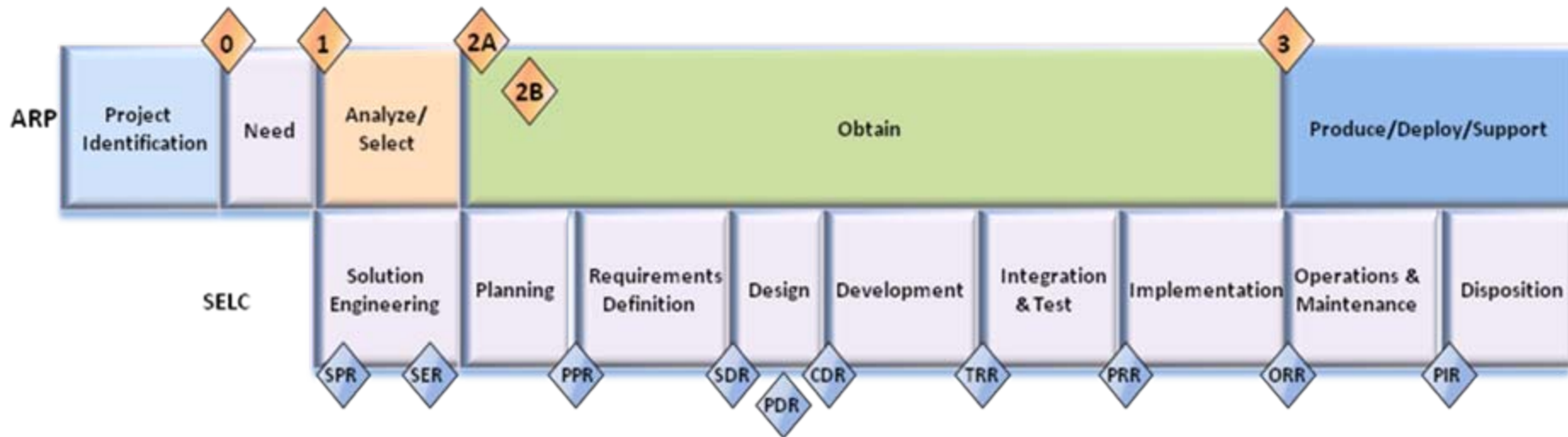
DCO MANAGEMENT & BUDGET PROCESS





# MSAM Phases

## MAJOR SYSTEMS ACQUISITION MANUAL (MSAM) PHASES



ARP- Acquisition Review Process  
 SELC- Systems Engineering Life Cycle  
 CDR- Critical Design Review





# *Sponsor Representative's Function*



- Responsible for requirements generation and management
- Prepares and/or supports the following products:
  - Mission Analysis Reports
  - Mission Needs Statement
  - Concept of Operations
  - Operational Requirements Document
- Operational Test and Evaluation (OT&E)
- Develop Tactics Policy

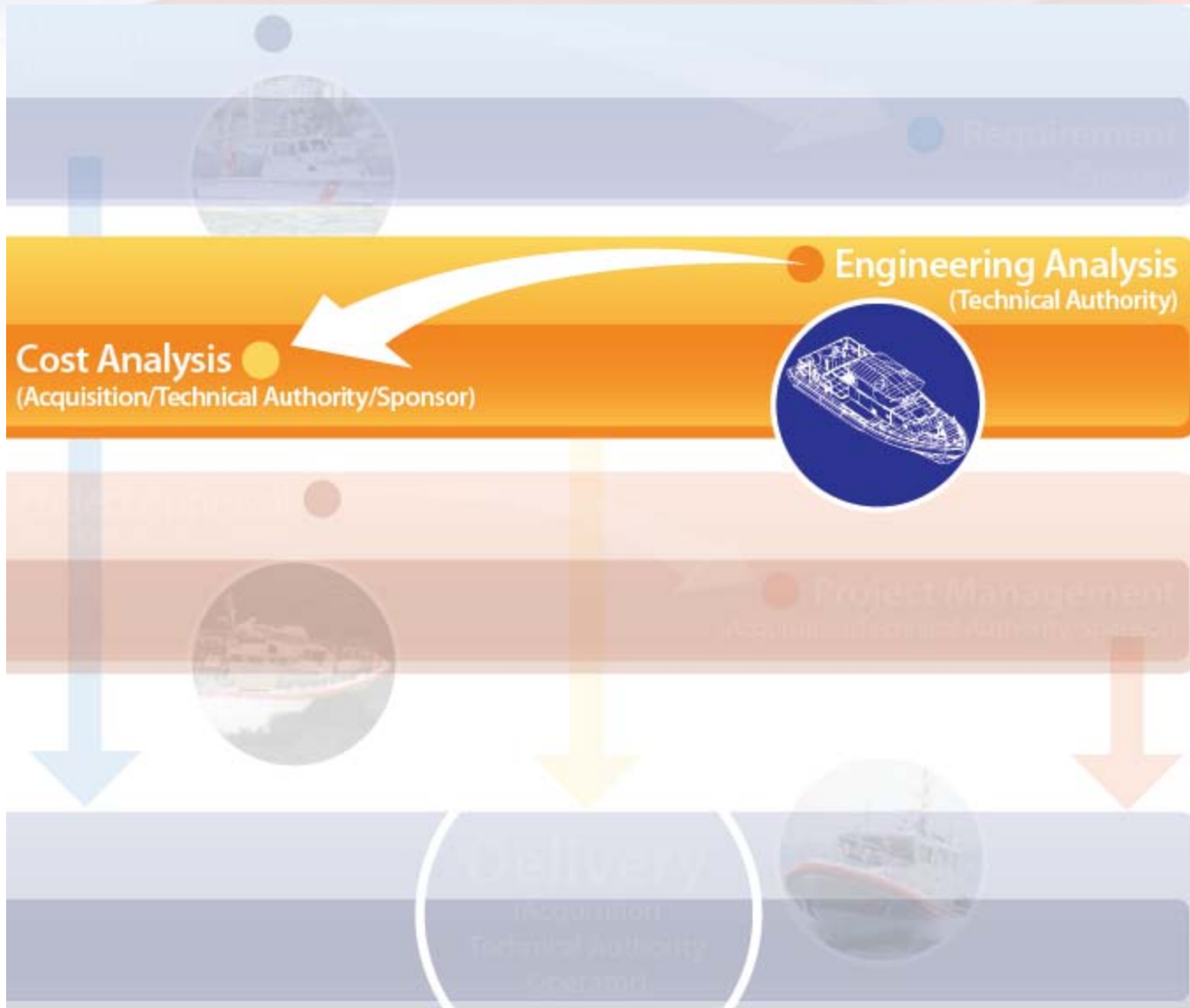
## Response Boat – Medium (RB-M) Project Example

*The RB-M project has focused on incorporating the input from the operational commanders into developing a more capable platform. The requirements developed from this input has greatly influenced the design.*





# The Steps to Acquire an Asset





# Technical Authority Functions



- Examine new technology
- Asset Project Office (APO)
- CG-LIMS – Logistics Management Systems
- Collect maintainer input
- Life-cycle Planning (Integrated Logistics Support Plan)
- Market Research
- Engineering Analysis (Feasibility)
- Engineering Change Proposals (ECP)

## Response Boat – Medium (RB-M) Project Example

*Technological and design features will improve search object tracking, water recovery efforts, crew comfort, and maneuvering/ intercept capabilities for defense operations. With the latest developments in integrated navigation and radiotelephony, command and control will be greatly enhanced, as will crew safety.*







# Market Research



## ***Who is responsible for Market Research and why?***

- Conducted by everyone involved in acquisition
- Identify opportunities for use of commercial products or services to meet defense needs
- Access to latest technology -- state-of-the-market technology integrated into systems and assets
- Reduce costs
- Reduce acquisition time
- Write specifications and SOWs to allow companies to offer commercial items and services



# The Steps to Acquire an Asset





# Develop an Acquisition Strategy

- How will you develop the item (COTS, NDI, New Design Development)?
- How will you contract for the item (Cost vs Fixed Price, Fee Structure)?
- How will you test the item (Contractor approved, Government, or develop new test procedures)?
- How will you produce the item (is it viable to have multiple vendors and/or solutions)?
- How will you field the item (Which unit, how many items, when needed)?

## Response Boat – Medium (RB-M) Project Example

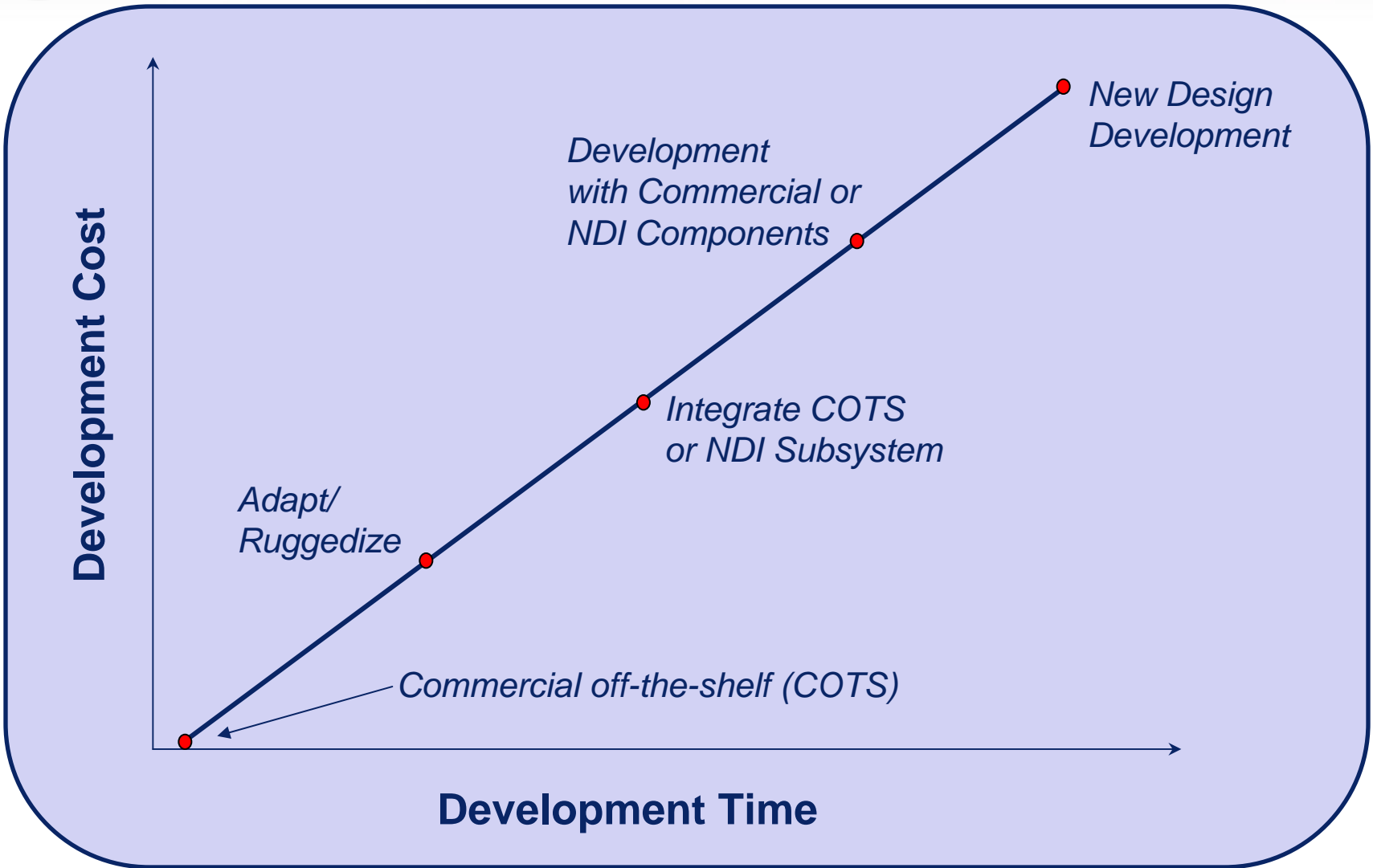
*The RB-M is designed to use existing facilities and minimize the learning curve to ensure a quick and smooth transition. Life cycle support is part of the design - not just parts support, but all logistics, including training, maintenance, repair, and future upgrades.*







# Cost/Schedule/Performance Tradeoffs





# *Determining the Type of Specifications for a Contract*



## **Detailed Specifications**

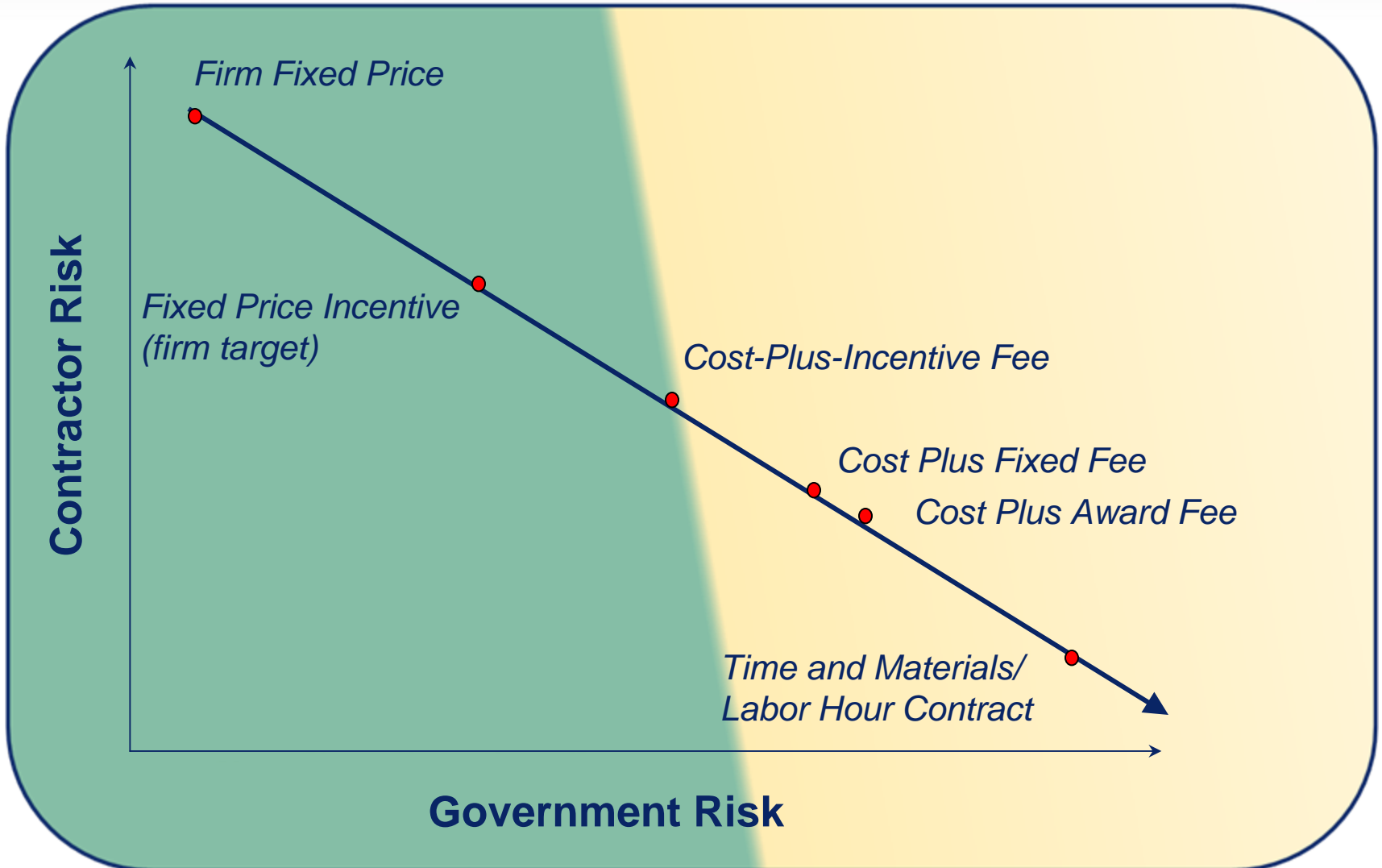
- Contains design solutions
- How requirements are to be achieved
- How an item is to be fabricated
- How an item is to be constructed

## **Performance Specifications**

- Defines function of item
- Environment in which it must operate
- Interface/Interchangeability requirements
- Criteria for verifying performance



# Contract Type Balances Risk







*Contract Award- What's Next?*



- **Managing a Protest (Don't be surprised)**
- **Good Contract Administration is critical to Program Success!**



# Project Approval



- **DHS approval**
- **Congressional authorization**
- **Resources identified and budget determined by Congress**
- **USCG (through DHS) allocates the resources**

Response Boat – Medium (RB-M) Project Example

*January 2000 - Shore-based Response Boat System Capability Replacement Major Acquisition Project Charter is authorized.*





# Project Management



- **Project Management- Proactively paying attention to cost, schedule, and performance**
- **Understanding and preparing for the major decision points using the MSAM**
- **DHS is the Milestone Decision Authority for major acquisitions**
- **Involving the Sponsor and Technical Authorities every step of the way**
- **Using third party assessments to improve information for decision makers**
- **Leveraging partnerships within DHS and DoD**
- **Credentialed acquisition professionals**

## Response Boat – Medium (RB-M) Project Example

*The RB-M Acquisition Project is a two-phased procurement to quickly acquire and field an operationally effective and suitable craft to meet Coast Guard needs. The acquisition strategy takes advantage of the growing technology and maturing global design base for marine craft, and to select an effective and suitable boat.*





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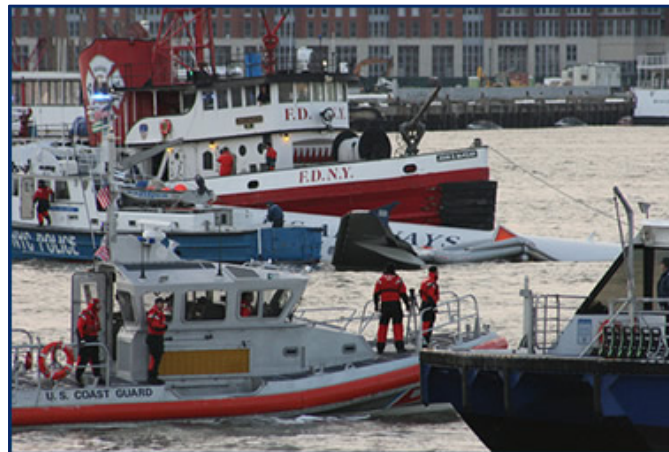
# Delivery



- **Training**
- **Sustainment Methodology in Place (Logistics)**
- **Warranty/ Contract support in place**
- **Responsive to operator (User feedback)**
- **CG-LIMS- Data Driven Mission Support**

## Response Boat – Medium (RB-M) Project Example

*The key strengths of the successful RB-M project are its solid foundation of validated requirements, its use of established best practices for engineering and manufacturing, and its close relationship with the technical authority and the sponsor.*





# Conclusion

Acquiring and delivering an asset to the field requires the entire Coast Guard's involvement





# QUESTIONS?



<http://www.uscg.mil/acquisition>



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