

The Aerospace & Defense Forum: New Rules for DoD Acquisitions

05.19.2015

5:30 p.m. – 6:00 p.m. Registration & Networking

6:00 p.m. – 7:30 p.m. Program

Sheppard Mullin
12275 El Camino Real
Suite 200
San Diego, CA 92130

CLICK HERE TO REGISTER

Guest Presenter: **Woody Spring**, *Professor of Systems Engineering*, Defense Acquisition University

Come and get an insight into the new rules government PMs and acquisition folks have to follow. Contractors still need to be responsive to the rules of an RFP. However, such an insight can help you know how to tweak some areas of the response to better meet what you now know they need or must focus on to satisfy OSD and thus make your proposals more relevant; or you can be sure to use the right words; or you can offer an option for other things you know they need.

When Dr. Ashton Carter was Undersecretary of Defense for Acquisition, Technology and Logistics, he issued a set of guidelines, known as the Better Buying Power initiatives (BBPi), for improving the department's ability to manage successful acquisition programs. His successor, Frank Kendall, picked up the initiatives and elaborated on them with BBP 2.0, which emphasized and strengthened areas of high priority. In 2014 Mr Kendall released BBP 3.0, which again provide a useful commentary on what works in managing effective defense programs. Now that Dr. Carter is Secretary of Defense, these initiatives should get even greater emphasis.

Woody Spring's presentation will explain the Better Buying Power initiatives, and clarify what's new in BBP 3.0, and why. All those selling to the Dept. of Defense need to understand this guidance, as it is impacting the way DoD does business in acquiring products and services. Senior executives in particular will appreciate this explanation of the motivations for these changes and how they may affect future defense procurements.

The new OSD theory is that they need to get Acquisition folks to THINK and are stopping many of the proscriptive "cook book" how-to instructions. BBP 3.0 contains another set of new rules or policies. Woody will go over the BBP 3.0 and the implementation instructions that go with each of the major blocks within it.

About the Speaker

(Colonel, US Army Retired) Woody Spring is a professor of Systems Engineering, Science and Technology and Test and Evaluation at the Defense Acquisition University (DAU) San Diego, CA campus. He also does consulting in systems engineering and Science and Technology for Department of Defense agencies and program offices, and is the DAU Liaison to the Air Force Nuclear Weapons Center and the Program Executive Officer for Strategic Systems.

Mr. Spring has 40+ years of acquisition, test and evaluation, and program management experience from his 27 years of military service and 15 years as a defense contractor.

San Diego Labor Market Analysis: Aerospace

Also being presented at the May 2015 chapter meeting will be a summary of Aerospace: *Labor Market Analysis*, a report recently released by The San Diego Workforce Partnership (SDWP) analyzing the labor market for one of the largest subsectors in Advanced Manufacturing. SDWP and their research partners, UCSD Extension and the East County Economic Development Council, surveyed more than 200 aerospace employers in San Diego and analyzed over 10,000 online job postings for this study.

Aerospace: Labor Market Analysis documents the aerospace job opportunities in San Diego and makes recommendations to ensure that the workforce has the knowledge, skills and abilities required to maintain and grow the industry. The report analyzes four major areas: 1) R&D and testing laboratories, 2) aerospace products and parts, 3) instruments and components, and 4) support activities. Additionally, the study focuses on five occupational clusters that are essential for the operations and product development of these companies: 1) business operations, 2) computer/software, 3) drafter and technician, 4) engineering, and 5) production. The report lists the top skills desired by employers in each cluster.

About the Forum

The Aerospace and Defense Forum is a global aerospace and defense leadership community of over 1000 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

- *Attendance at this event is free for A&D Forum members, \$30 for non-members until May 12 and \$40 for non-members after*
- *Parking is free--located next to both entrances of the building.*
- *Bring a business card--they will be duplicated and everyone will get a copy of all attendees' cards.*
- *Attire is business casual.*

Questions? Contact Rheanna Smith at rsmith@sheppardmullin.com.

Industries

Aerospace & Defense