

Systems Integration Sector Briefing

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Comments on Increase in Speed of Clearance Process

- The process has improved. Even TS clearances are being processed faster than what occurred in the past.
- No improvement that I can see.
- Great improvement, not painful at all
- We still experience what we feel are excessive delays in the clearance process. We avoid significant impacts because of waivers, interim clearances based only on local checks, etc, but the system is still far from efficient.
- Good news and bad news. Since Oct 07 new clearance applications have been accelerated and we are getting a great response - typically six months for a secret and not much more time for a TS. The bad news is the clearances in the system before that - some of them had been in process for over 2 years and industry is working with government (OPM and DSS) to identify those clearance packages and get them moving.

Comments on Desire to Conduct Demos at JCBRN Conference

- Yes, we plan to conduct a demo.
- From a practical standpoint, given the equipment we are developing, demos at Fort Leonard Wood are not cost effective.
- The location is difficult to get to. It requires almost two days of travel to attend a day's meeting. Also hotels are not very accommodating to busy executives. (last trip I had to pay for three nights to stay just one). If you want a large crowd try Ft. Belvoir or Ft. Monroe.
- We are a bit hesitant as the likelihood of having key decision makers present is low.

Comments on Virginia Beach format

- The conference was good. Suggest more time be allocated for industry/JPM discussion. Also, for each major opportunity, suggest a separate discussion to solicit industry feedback. This would not replace Industry Day but would occur before the DRFP.
- I liked the combined event format. The location was excellent and the Government sponsored demos were good.
- The format was excellent. Many companies participate in more than one facet of the CBRN business area. This format not only reduces the number of meetings required to be attended but also maximizes the networking opportunities (which is why we all go anyway). Great job at VaBeach!

Comments on Product Quality

- Quality is an Absolute Requirement –
 - Product has to be compliant w/ specs & contract
 - Customer has to have confidence in it
- Cost vs Quality
 - There is a cost early in the program that can have tremendous payback later in the program
- Consequences of Non-Conforming Product
 - Program Cost & Schedule impacts
 - Product Performance, Reliability, & Consistency
- Roadblocks to Quality
 - Poor Program Planning/Execution
 - Overly Aggressive Schedules
 - Quality personnel without sufficient product knowledge

Comments on Product Quality – Cont'd

- Should a Quality Program be a Contract Requirement?
 - No
 - Yes
 - If a company is not ISO 9001 certified
- Industry has Increased its Quality Infrastructure (sometimes called Mission Assurance) in response to ISO 9001 and AS9100.
- Reasons for LRIP Product Quality Issues
 - See above roadblocks
 - Poor Risk Management
 - Unnecessary design changes imposed by test community
 - These are not unique to CBD products/services

Comments on DCMA

- View of DCMA's role: a partner with industry focused on ensuring the delivery of quality products to the customer
- A Benefit, A Detriment or "Just There"
 - Have experienced all 3 – highly dependent on the individuals involved
- How Can DCMA Provide More Value?
 - More Training to DCMA representatives
 - Industry needs to ensure that documentation necessary for the DCMA representatives is timely and accurate.
 - Showcase programs where a positive and constructive Industry/JPMs/DCMA partnership led to success. Hold Lessons learned sessions for industry

Comments on Contracts

- Contracts of Right Size and Type?
 - No Consensus
 - Proposals are very expensive to prepare
- Are Contract Awards Fair?
 - Usually, some concerns with technical expertise of evaluators
- Do Contracts Protect Both Industry and Gov't?
 - Yes, trending toward more risk on industry
- What Might Improve Contracting Process?
 - Plan for FRP competitions up front
 - More open communication between gov't procurement agencies and contractors
 - More use of draft RFPs and Industry Days
 - Ensure quality/consistency of Sections L & M with each other and SOW

Comments on SOWs

- Clear and Specific?
 - Could be more specific – tend to be templates
 - Especially in Logistics sections
- Suggestions for Improvement?
 - Build the SOW using an database tool (Access or other) and provide it along with the Word or PDF SOW.
 - More rigorous industry review as a draft prior to final release.
 - Clear definition of Government desired schedule (must be realistic).
 - Clear indication of funding that is available to support the program.

Comments on IR&D

- CBD Market Sufficient for Robust Industry IR&D?
 - No consensus
 - More complex question than just size of market
 - Growth Rate
 - Stability
 - Competition
 - Profitability
 - Development Cycle Timelines
 - Comparison to Other Industries