



Common Float Eaters



Causes of Lengthy Mod Processing



Misunderstanding the Scope of Work

- There is no mutual understanding of the scope between the government and the contractor
- Causes multiple iterations to clarify scope and proposal revisions

Competing Demands in the Government Process

Technical Analysis several iterations sometimes required before KO can accept

Cost Estimate limited government resources

- Cost estimators support pre-award and post-award processes
- There is no standard template for submitting add/deduct items

Pre-Negotiation Position (PNP)

- Receive incomplete packages
 - TA sent back for re-write
 - Cost Estimate requires revision
- Competing priorities delay memorandum preparation



Minimize User-Requested Changes



What constitutes *“Mission Essential”* vs *“Desirable”* ?

Current End Users at CDW did not:

- Develop DD1391
- Participate in RFP Development



Avoid Late Procurement



Proper Procurement Planning for long lead items

- Reduces likelihood the activity will end up on critical path
- **High quantity** (even on common items) require manufacturing time
- **Buy American Act** may lead to issues with supply
- **Structural Steel** items may be critical path items
- **Specialty items** (blast windows, etc.) could be long lead item
- **Policy changes** could drive up demand, making current national inventory short
 - energy efficient Boilers
 - AT/FP requirements

Late Design Changes

- Could cause normal procurement to become critical path
- Could create manufacturing back log



Allow Enough Time for Processes



TAB and Commissioning

- TAB and commissioning are KTR responsibility
- Govt does PVT as acceptance
- don't do "commissioning by site visit"
(wastes everyone's time and tax payer travel dollars)

Planning for communication assets and accreditation

- NMCI planning is End User responsibility
- Identifying SPAWAR requirements and accreditation are End User responsibility

Environmental (covered in next presentation)