

DoDI 5000.02

IMPACT WORKSHOP

...FOR PROPOSALS AND PROGRAMS

UNDERSTAND THE FUTURE OF YOUR DoD ACQUISITION FRAMEWORK DRIVEN PROGRAM

THE CHALLENGE

The Acquisition Management System is complicated, and continues to evolve. To compete and perform successfully on government programs, contractors must adhere to stringent guidelines, the latest version outlined in DoDI 5000.02. It is difficult to maintain in-house expertise on these changing guidelines and the best practices for implementing them. As a result, most contractors are at risk of non-compliance in their proposals, and program failures at prescribed technical reviews and acquisition milestones. The increased scrutiny has resulted in poor performance by many contractors, documented in numerous GAO reports, industry studies and Congressional investigations:

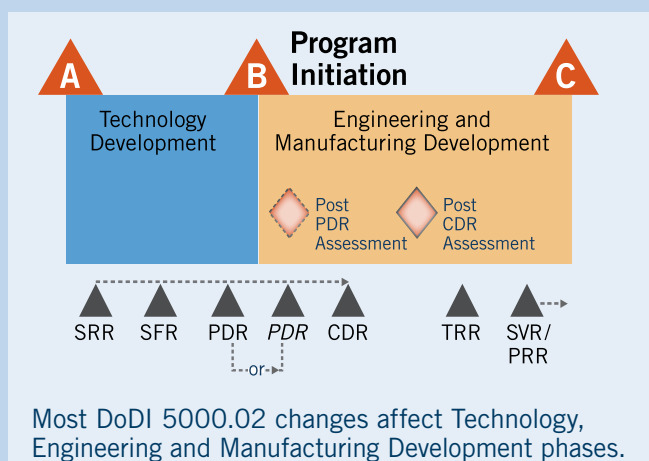
- Cost overruns of up to 30%
- Missed deadlines
- Customer discontent
- Missed future opportunities
- Program failure

IMPACT WORKSHOP BENEFITS

- Better understanding of DoD Acquisition System
- Better understanding of changes affecting proposals and ongoing programs
- Insight into Systems Engineering and Program Management needs
- Improved win and success probabilities

OUR SOLUTION

The SM&A® DoDI 5000.02 Impact Workshop, conducted by one of SM&A's Acquisition Process and Program Delivery experts, helps you ensure that your business, program, or proposal is structured to meet the rigorous DoD Acquisition Framework requirements. With over 25 years of Proposal Guidance and DoD Acquisition experience in federal programs, SM&A knows the DoD Acquisition Framework and best practices for meeting them. Our Workshop explains the key changes to the acquisition process. It leads your team to develop the strategies, plans, and actions required to properly position your next proposal; or the course corrections necessary for existing programs to meet the more stringent criteria. Our Workshop also covers non-contractual guidelines for which government reviewers may hold your program accountable. Working with your leadership to examine program requirements and acquisition milestone criteria, we help you fare better in the evaluation of your proposal or program technical review, and set the course for success in future competitive contracts. You walk away from our workshop with a clear understanding of the changing requirements, and a recommended action plan to better position you for success in the evolving acquisition environment.



Why Partner With SM&A?

DoDI 5000.02 IMPACT WORKSHOP

SM&A has over 25 years of proposal process leadership and acquisition requirements experience, providing guidance to leading DoD contractors. We have an 85% win rate for DoD acquisitions, and have provided technical support for over 150 Technical Reviews (SRR through CDR). We bring that experience and expertise to the DoDI 5000.02 Impact Workshops, to help you understand that “business as usual” will not succeed, as DoD implements the acquisition reforms detailed in DoDI 5000.02. This Instruction is the implementation guide for the Defense Acquisition Management System for virtually all DoD agency acquisitions of research, hardware, software, and services.

MANDATORY ACQUISITION ENTRY POINTS

Programs are required to proceed through a Materiel Development Decision Review to ensure they are based on approved requirements and a rigorous Assessment of Alternatives (AoA). Skilled Requirements Management SM&A Associates help you improve processes, tools and acquisition phased requirements.

COMPETITIVE PROTOTYPING

The Technology Development phase has two or more competing teams produce prototypes, demonstrating technologies before engineering development is initiated. SM&A has seasoned systems engineers who lead Clients in developing a successful prototyping approach tailored to the program requirements.

FREQUENT & EFFECTIVE PROGRAM REVIEWS

More rigorous technical reviews will be conducted to assess progress. Two key engineering reviews, the Preliminary Design Review and the Critical Design Review become significant program decision points that allow acquisition authorities to assess progress. SM&A has successfully applied our Milestone Success™ solution to more than 15 programs with positive feedback from our clients, and no failed reviews.

SM&A is an industry leader in providing the strategic insight and business intelligence to position you to PURSUE the right business opportunities; 26 years of proven success in capture and proposal management to help you WIN new business; and fully integrated program services that enable you to PERFORM successfully from opportunity identification through execution.



CASE STUDY

SM&A was contracted by a client in a competitive Technology Development Phase (Leading to a EMD down select) to provide Proposal Leadership and assist with the conduct of all Technical Reviews contributing to the down select criteria.

SM&A conducted a technical baseline assessment – precursor to the DoDI 5000.02 Impact Workshop – over a period of three days. By examining program documents, comparing the technical review criteria with DoD guidance, and speaking with key program people, SM&A uncovered significant shortfalls in compliance to the contractual guidance and poor evaluation criteria definition issues. After briefing the client on the findings, SM&A led the development of corrective actions plans and the customer deemed the subsequent Technical Baseline fully compliant.

Our client's government customer was pleased with the results, determining there were no Action Items – enabling the client to proceed with the program.

TECHNOLOGY READINESS ASSESSMENTS

These assessments must certify the maturity of program technologies for a program to progress to the costly final phase of development. SM&A system engineers are experienced in assessing technology readiness, and knowledgeable on Manufacturing Readiness Level and Integration Readiness Level initiatives. We can leverage our expertise in a way that readily assists you at appropriate phases of your programs.

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