



# **CORTAC Group's** **Observations and Trends In Defense** **Acquisitions**

18 May 2016

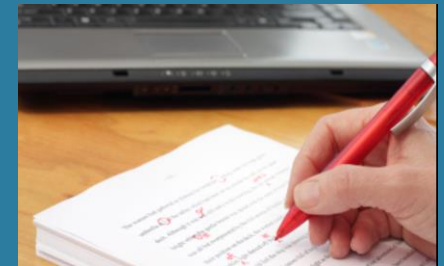
PREPARED FOR  
A&D Symposium

PREPARED BY  
Robert Mullen  
Managing Partner



# Advocate for Better Government and Industry Coordination During RFP Development

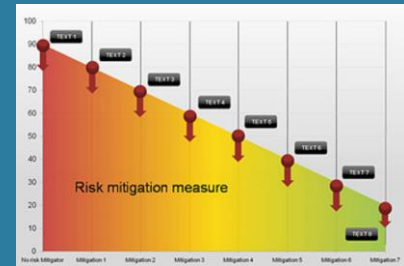
- Government Benefits
  - Understand the magnitude of the proposal they will receive
    - *Short RFP sentences could result in massive amounts of documentation*
  - Increased likelihood of success at DoD level reviews
    - *Industry feedback can help rectify problems early*
  - Reduce the likelihood of a successful protest
    - *All parties come to a common understanding and mitigate issues early*
- Industry Benefits
  - Early draft supports early start on integrated proposal products
    - *Cost/Schedule/Solutions correlate better, reducing time in discussions*
  - Reduced ambiguities and missing data lead to fewer assumptions
    - *All bidders are on the same page when responding to RFP*
  - Generally lead to a better proposal, easier to evaluate
    - *Early baselines allow time to focus on proposal products*



*Shoulder To Shoulder  
RFP Development*

# Trends In Procurement Timelines and Risk Management

- Acquisition trends today are driving contractors to invest more heavily up front
  - Procurement of material at risk prior to contract award to meet milestone dates
  - Execute tasks and mitigation activities prior to contract award
  
- Program plans that feature strategies to manage risk out are discouraged
  - Program plans that feature mitigations to moderate risks are perceived as having proposal risk
  - Failures have repercussions and are not typically perceived as stepping stones to learn and get better from
  
- Investment requirements limit opportunities to engage and use small businesses
  - Limited ability to leverage financial resources
  - Risk to winning vs reward for business are not justified with small profit potential (<10%)



*Invest To Eliminate Cost and Schedule Risk*