



Perspectives on Accelerating Acquisitions

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Acquisition (Contracting) Acceleration Opportunities

- **Alternative Acquisition Approaches:**
 - **Other Transaction Authorities (OTAs)**
 - Significant growth in use over last 10 years; drives speed to acquisition for prototypes and development programs
 - **FY19 NDAA Section 890 Pilot Program to Accelerate Contracting and Pricing Processes**
 - U.S. Navy secured DPC approval to adopt pilot process for the next 3 years of production for a heritage missile program
 - Currently in negotiations based on historical actuals vs. Cost and Pricing Data; Projected RFP to Award cycle time reduction of 3 – 6 months
 - **Negotiated a pricing model with the US Army for FMS Radar procurements via firm range option pricing**
 - **Early Engagement Pre and Post Final RFP**
 - Engagement Pre RFP to mutually define/refine requirements and to initiate proposal activities earlier
 - Engagement Post RFP to allow USG to review proposal artifacts in advance of delivery of fully compliant proposal
 - Enabled delivery of a \$2B+ classified proposal to the U.S. Air Force on 14 Oct. within 30 days of final RFP
 - **Alternative approaches have challenges that can be overcome when we mutually embrace the benefits of acceleration:**
 - TINA compliance, Defective Pricing, Estimating System Compliance, Price Reasonableness
- **FAR Part 12**
 - Enables the DoD to capitalize on dual-use (mil/civ) technology quickly
- **Measuring timelines of all major milestones of the acquisition life cycle via real time metrics**
 - Focus on root causes to identify bottlenecks and address same

Example of Common Cost Model vs. Traditional Acquisition Timeline

- Common Cost Model Approach implemented for a legacy program resulted in follow-on production award in March 2020
- Price reasonableness determined via Historical Actuals and Common Cost Model vs. Cost and Pricing Data

		2019							2020							
		M	J	J	A	S	O	N	D	J	F	M	A	M	J	J
A	Common Cost Model Approach	Concept Definition				Cost Model		Supplemental Data	TINA Waiver	Negotiations Begin	Handshake	Contract Award				
B	Typical Recurring Production Approach	RFP						Proposal Submittal			Audits Complete	Tech Eval Complete	Negotiations Begin		Handshake	Contract Award

Pricing Data	
A - Cost Model Approach	B - Traditional Approach
RMD Labor Actuals	RMD Labor Actuals
PO History	PO History
Supplier Actual Costs	Supplier Actual Costs
Delta BOEs (Not Certified)	RMD Labor BOEs
Supplier Quotes (Not Certified)	Supplier Quotes
TINA Waiver	CAPAs

4+ Month Reduction in Traditional Acquisition Timeline with Similar Data Given Cost Model Now Established = Greater Reductions for Future Awards