

# **Perspective: Changes in Acquisition Policy and Your Career**

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# Major Acquisition Policy Changes

- **Return to Fixed Price Development (20 Yr Cycle)**
- **Performance Based Contracting**
  - Performance Based Payments (PBP)
  - Performance Based Logistics (PBL)
  - Performance Based Services (PBS)
- **Spiral Development – Fast, Better, Cheaper**
- **Cost Plus Award Fee: Subjective → Objectives**
- **Industry Consolidation and Organizational Conflict of Interest (OCI)**
- **Increased Focus on Earned Value Management (EVM)**
- **Prototyping and Competition**
- **Small Business / Small Disadvantaged Business**
- **Nunn-McCurdy Reporting → New Levin-McCain Reporting**
- **Profit Policy – Weighted Guidelines**

**The Only Certainty About The Acquisition Career Field Is Change!**

# My Career Summary

- **Education:**
  - BS -Economics & MBA (University of Dayton, Ohio)
  - Air Command & Staff College (Maxwell AFB, Ala.)
  - Advanced Management Program (USC)
- **~15 years @ Air Force – PCO (Subsystems and Systems)**  
AF Outstanding Systems Contracting Officer (1984)
- **~24 years @ NGC – Ascending Levels of Management**  
Contracts Mgr → C&P Mgr → Business Mgr → VP
- **Experience:**
  - Every Contract Type (Cost + Fixed + Award Fee + OTA)
  - Extensive Negotiations (SDD, Production, ECPs/CCPs, Claims, REAs, Teaming Agreements, Licenses, etc.)
- **Professional Certifications:**
  - Certified Professional Contract Manager (CPCM)
  - Certified Professional Pricing Manager (UCLA)
  - NCMA Fellow

# Your Career – My Perspective

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## Top 10 Suggestions

- **Hard Work Pays Off!**
- **Do Your Homework First!**
- **Be A Professional – Become An Expert!**
- **Accept New Opportunities Graciously and Willingly!**
- **Be Dependable – Meet Your Commitments!**
- **Good Interpersonal Skills Are A Must!**
- **Be A Leader!**
- **Relationships Are Important; Develop/Nurture Them!**
- **There Will Be Bumps In The Road; Deal With Them!**
- **Your Career Is Yours – Have A Plan!**

# Career Planning Gone Bad !

**DILBERT** By Scott Adams

