

**Smart Business
20/20**

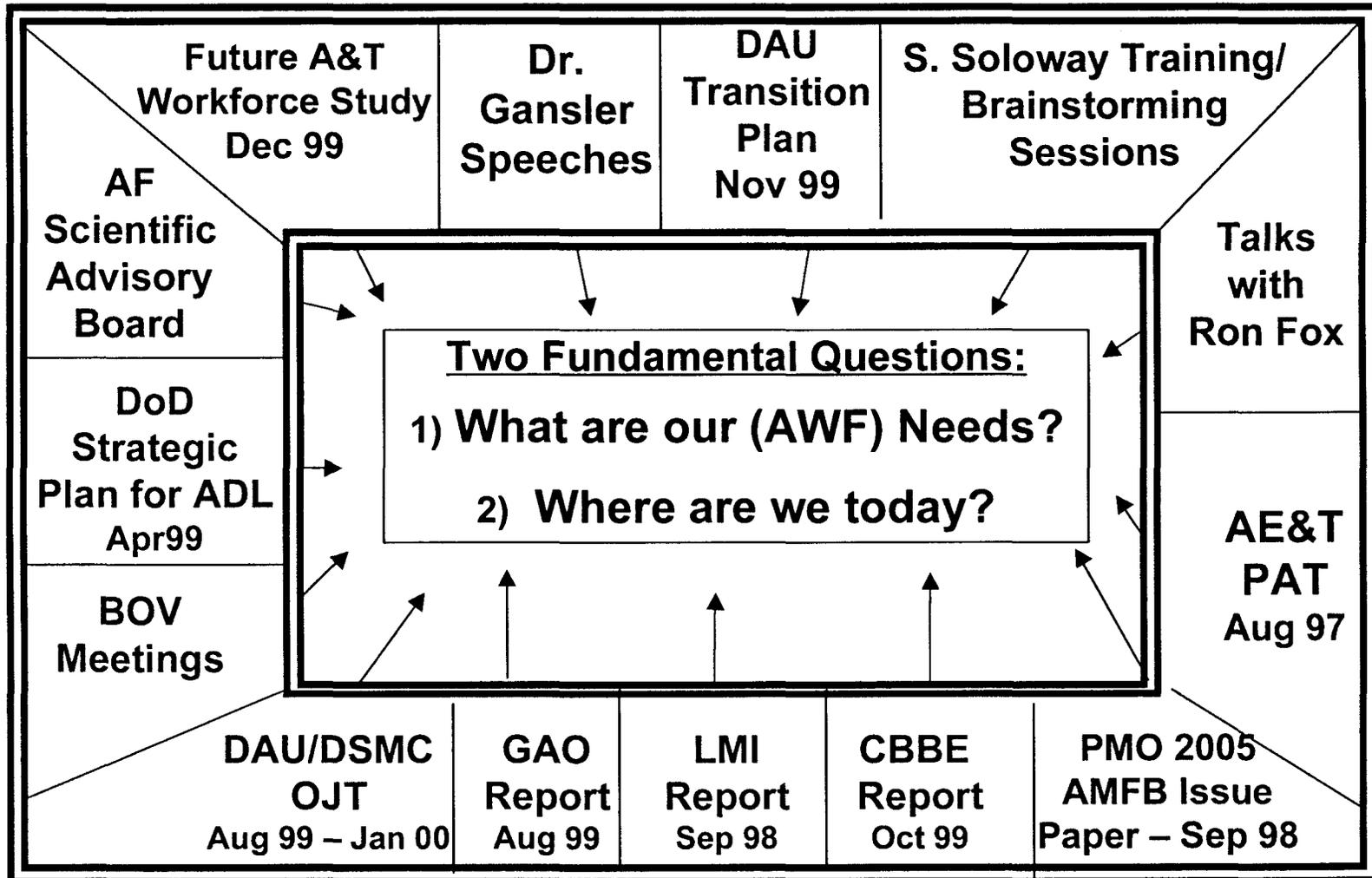


**Presented to
Board of Visitors
1 March 2000**

VISION FOR THE FUTURE



Framing Strategic Issues





DoD Acquisition is Evolving

RBA

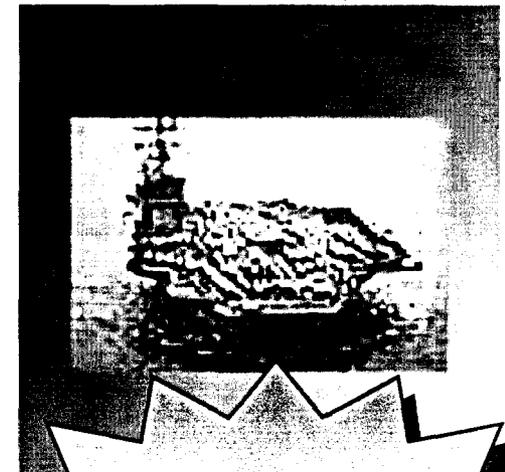
*Revolution in
Business Affairs*



Smart
Business
Deals



Dynamic
AWF
Needs



Commercial
Practices
Emphasis

Our Training Must Emphasize Critical Thinking

Acquisition education must evolve with the acquisition concept



Why Transform Acquisition Education? Customer Confidence

- DoD Senior Acquisition Leadership Observations
 - “There needs to be a greater emphasis on critical thinking and “How To” learning.”
 - “ We need more emphasis on commercial business practices.”
 - “Our training should drive/facilitate smart business deals.”
 - “More emphasis on targeted/tactical training”

ACQUISITION TRAINING MUST BE RESPONSIVE TO AWF NEED



Asking Ourselves... Tough Questions

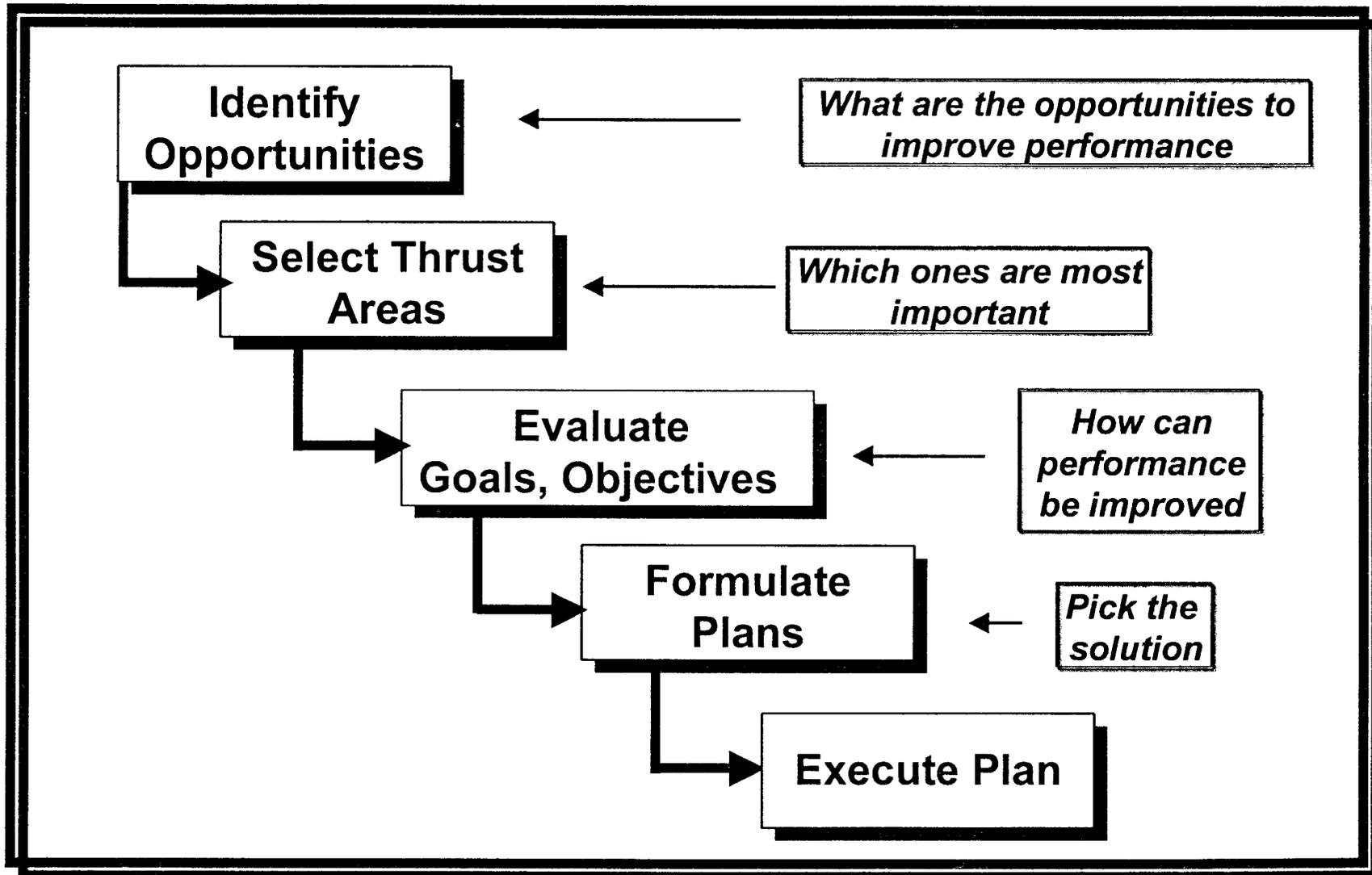
- Without mandatory certification training, would customers still seek out DAU products and services?
- Is DAU giving its customers the competitive edge?
- Does the new unified DAU structure provide the correct foundation to become a premier corporate university?



SB 20/20..Right Content..Right Place..Right Time..Right Price..Right Attitude!!

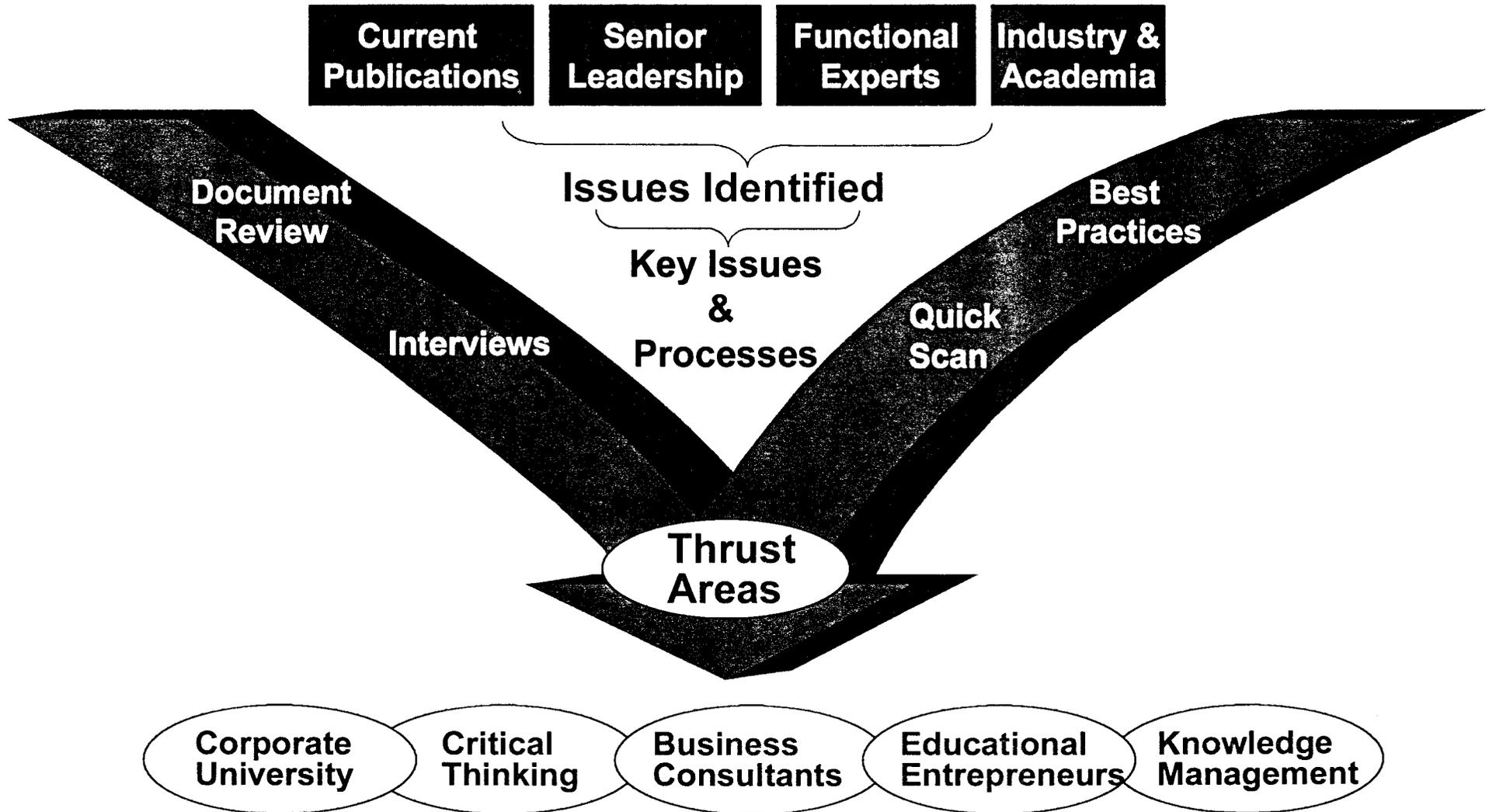


Acquisition Education Transformation Process





Thrust Area Identification





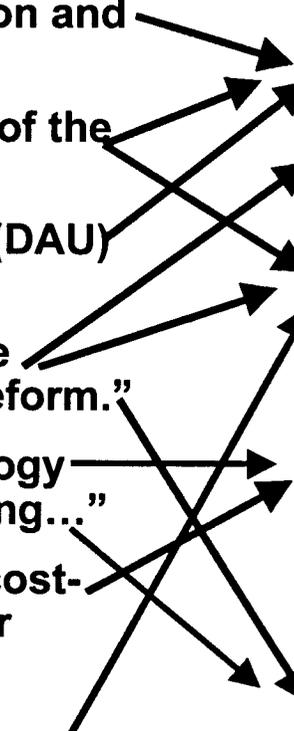
From Transition to Transformation

Transition Plan

- "...unified, world-class education and training enterprise"
- "...postured to meet the needs of the future acquisition workforce"
- "...customer orientation of its (DAU) products..."
- "...play an important role in the ongoing thrust of acquisition reform."
- "...taking advantage of technology based education and outsourcing..."
- "...learning network that uses cost-effective technologies to deliver services worldwide..."
- "DAU should be the leader in acquisition research impacting policy decisions... A resource for consulting and information"

SB 20/20 Thrust Areas

- Corporate University
- Critical Thinking
- Business Strategy Consultants
- Knowledge Management & Distributed Learning
- Educational Entrepreneurs

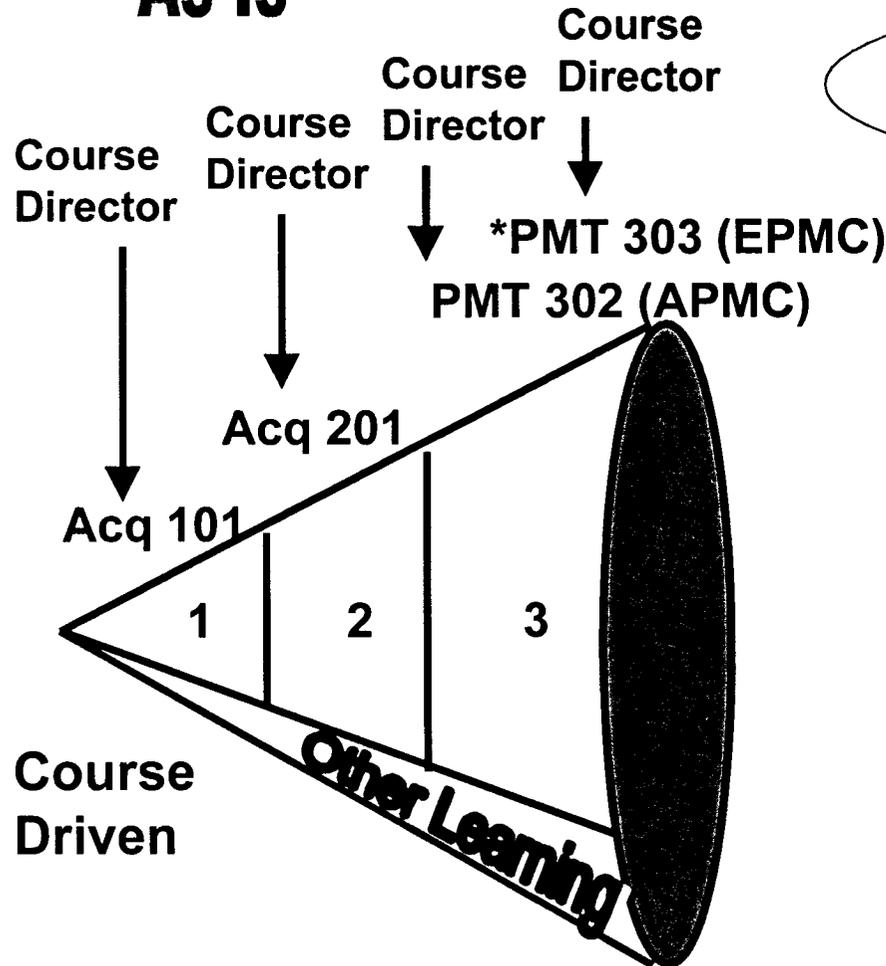


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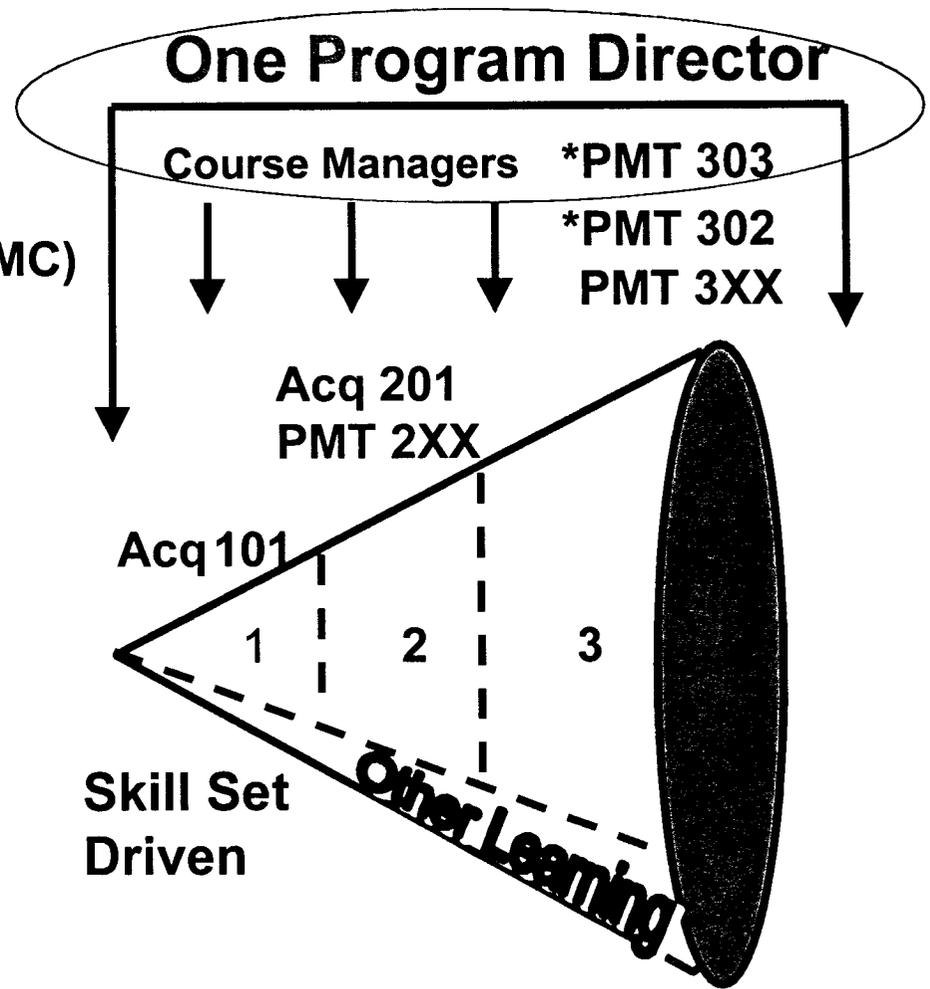


We're Moving Out ...Reengineering PM

As Is



Virtual Team

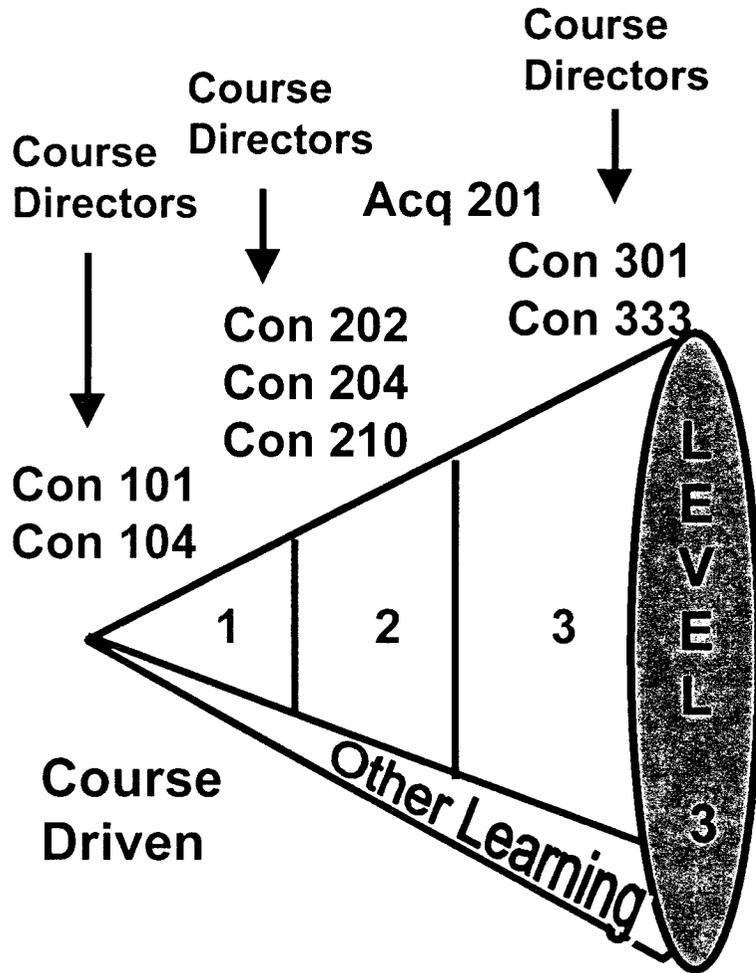


*Not Required for Level 3 Certification

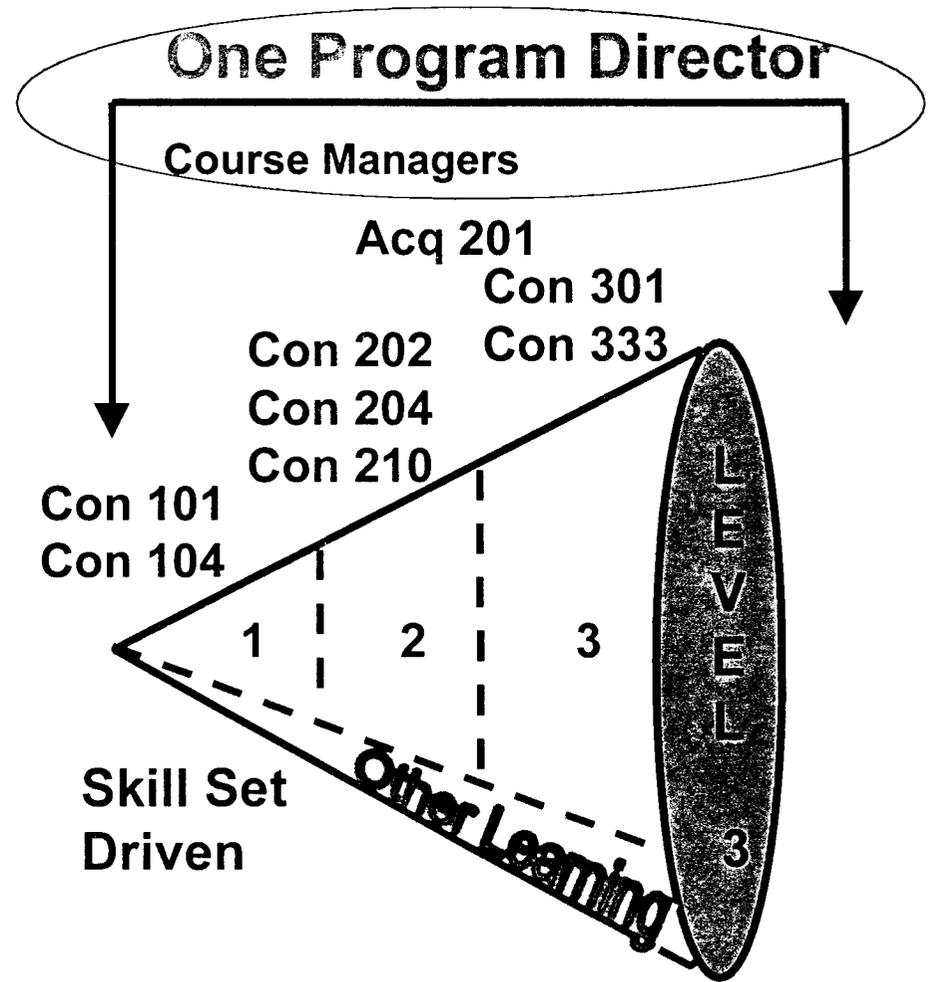


We're Moving Out...Improved Integration

As Is

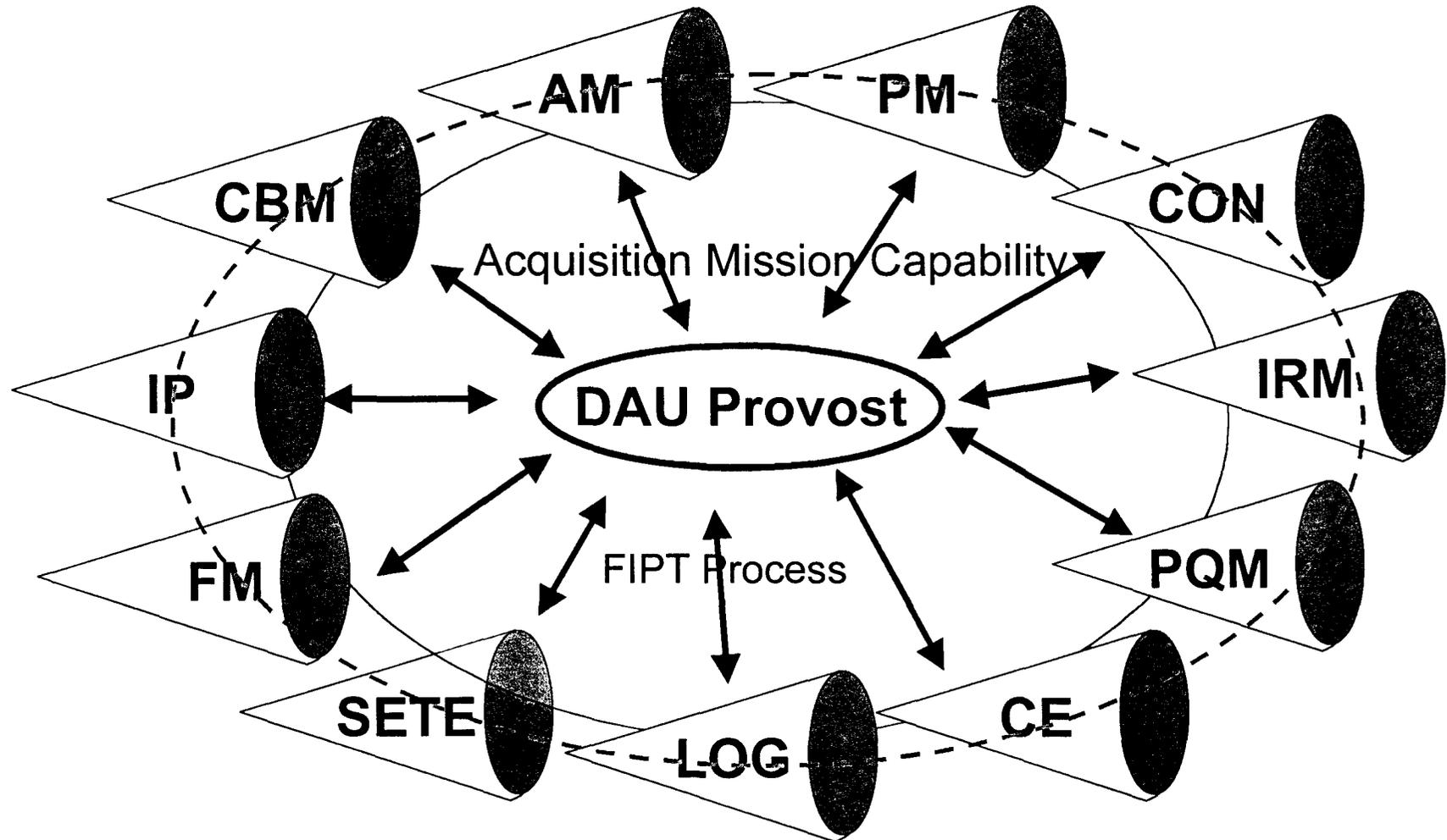


Virtual Team





DAU Training Area Coordinator (TAC) Model (Program Director)

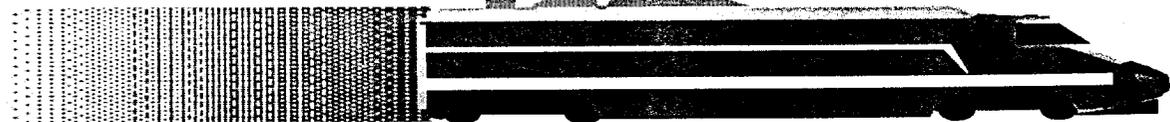


The Provost is like a PEO. Our Training Area Coordinators serve as Program Directors.
A virtual team communicating, achieving full vertical and horizontal integration -- Unity of Purpose



Next Steps

- **Solution Set Development**
 - Thrust Area Planning Teams
 - Specific Initiatives Teams
 - Schedule and Resources Prioritization
 - Communication to DAU and Acquisition Community
- **Implement, Track, and Review**
 - Continue to develop and improve transformation initiatives





Summary

- ***Federal Acquisition is Changing***
- ***AWF is changing***
- ***Change in Acquisition Education is Inevitable***
- ***Improved support to the AWF is the bottom line***

Drive it or be driven

On the Road to the Corporate University

SB 20/20

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Right Place
Right Time
Right Price
Right Attitude!!**

↑ I 95 North



**Challenging Our Assumptions
Measuring Our Performance & Value Added
Engaging and Partnering With Our Stakeholders
Unifying DAU Through Common Purpose and Direction**



What we should expect

Better support to the AWF

- **More responsive to AWF demands and changing priorities**
- **More agile**
- **Improved performance**
- **Higher velocity**
- **Better integration with RBA concepts and requirements**