



# Group I

## Enhancing Communications, Decreasing Barriers

### Co-Chairs

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# Group I Participants

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# Purpose

- Formulate and flesh-out recommendations to
  - Enhance DoD-commercial IT industry *communications*
  - Reduce *barriers* that inhibit DoD's interactions with small commercial IT corporations



# Selected Issues

- Culture, incentives
- Federal Acquisition Regulations
- Ownership of Intellectual Property
- Outreach activities (e.g., family of compatible web portals)
- Legal, contractual issues
- VC initiatives



# Approach

- Using “case study” approach of existing/former Federal Government programs, develop recommendations for
- To be mutually consistent and reinforcing, recognize need to link actions across:
  - Policy (SecDef)
  - Legislation (Congress)
  - Implementation (other Senior DoD decision- makers)



# Policy Recommendations

- **Establish DoD COTS advocates across DoD mission areas and domain**
- **Culture change needs to happen**
  - Leadership support of changes
  - PME curriculum revamped to meet goals of DoD
  - Balanced scorecard follow-through
  - Performance/incentives
    - PM's not penalized for decreasing budgets—efficiency rewarded



# Policy Cont.

- **Uniform message to marketplace embracing COTS**
  - FAR part 12 esp. 12.212 -- Computer Software.
  - Develop a coherent, DoD-wide marketing strategy
  - Develop a web portal to meet respective user needs
- **Periodically monitor VC progress**
  - Establish OSD oversight & coordination of VC-related activities to share lessons learned and ensure they are mutually reinforcing



# Legislation Recommendations



- Business domain & EIE systems
  - Require waiver for non-COTS
  - De-link cost/quarterly
  - Automatic reprogramming authority for \$ saved
- Establish joint program office for COTS contracts
  - improve/consolidate existing websites into a comprehensive portal
- FAR—rewrite for small business audience
- Comptroller General required to report on all legislation annually



# Implementation

- Revamp small business offices to better meet needs of small business community
- Mandate quarterly reporting on use of COTS to Sec Def
- Align performance/incentive metrics with DoD missions
- Consolidate existing COTS/industry portals under a joint program office



# Summary

- Many issues remain to be addressed:
  - Review FAR for barriers. Does Part 12 cure?
  - Cost Accounting standards
  - Education of business community
  - Comptroller/FM
  - Small Business v. Large Business
  - Segmentation of Small Businesses