

# Acquisition Planning Simulation “APS”

**Presented by: Bill Long**  
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**DAU-South Region**



# Acquisition Planning Simulation

## ➤ Purpose

- Provide a “hands-on” Acquisition Planning experience enabling you to understand the mechanics of the Acquisition Planning Process

# Intact Team Acquisition Planning (APS) Training

**Acquisition Planning Simulation Dashboard**

DAU DEFENSE ACQUISITION UNIVERSITY

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TOOLS & OTHER RESOURCES

WELCOME TO THE ACQUISITION PLANNING SIMULATION

START

Interactive Game Board: Hover and click inside the box to go to daily views of the SSS Tool

DoD Source Selection Procedures and Service Supplements, Tools, Templates and Training

Preparatory Coursework	Day 1 Course Materials	Day 2 Course Materials
Introduction Lecture DoD Knowledge Exercises Handouts APR Documentation Folders	Tutorial Video Exercises Handouts Slides Tools & Templates	Tutorial Video Exercises Handouts Slides Tools & Templates
Day 3 Course Materials	Day 4 Course Materials	Tools & Other Resources
Tutorial Video Exercises Handouts Slides Tools & Templates	Tutorial Video Exercises Handouts Slides Tools & Templates	DoD Procedures Army Procedures Air Force Procedures Navy Procedures NLSA Procedures

## Benefit to Warfighter

- 3-day immersion into Acquisition Planning Process
- Mostly “hands-on” exercises understanding the “how to” of acquisition planning activities
- Increased familiarization with acquisition planning tools, templates, regulatory guidance and resources
- Understanding the importance of writing effective evaluation criteria

## Background

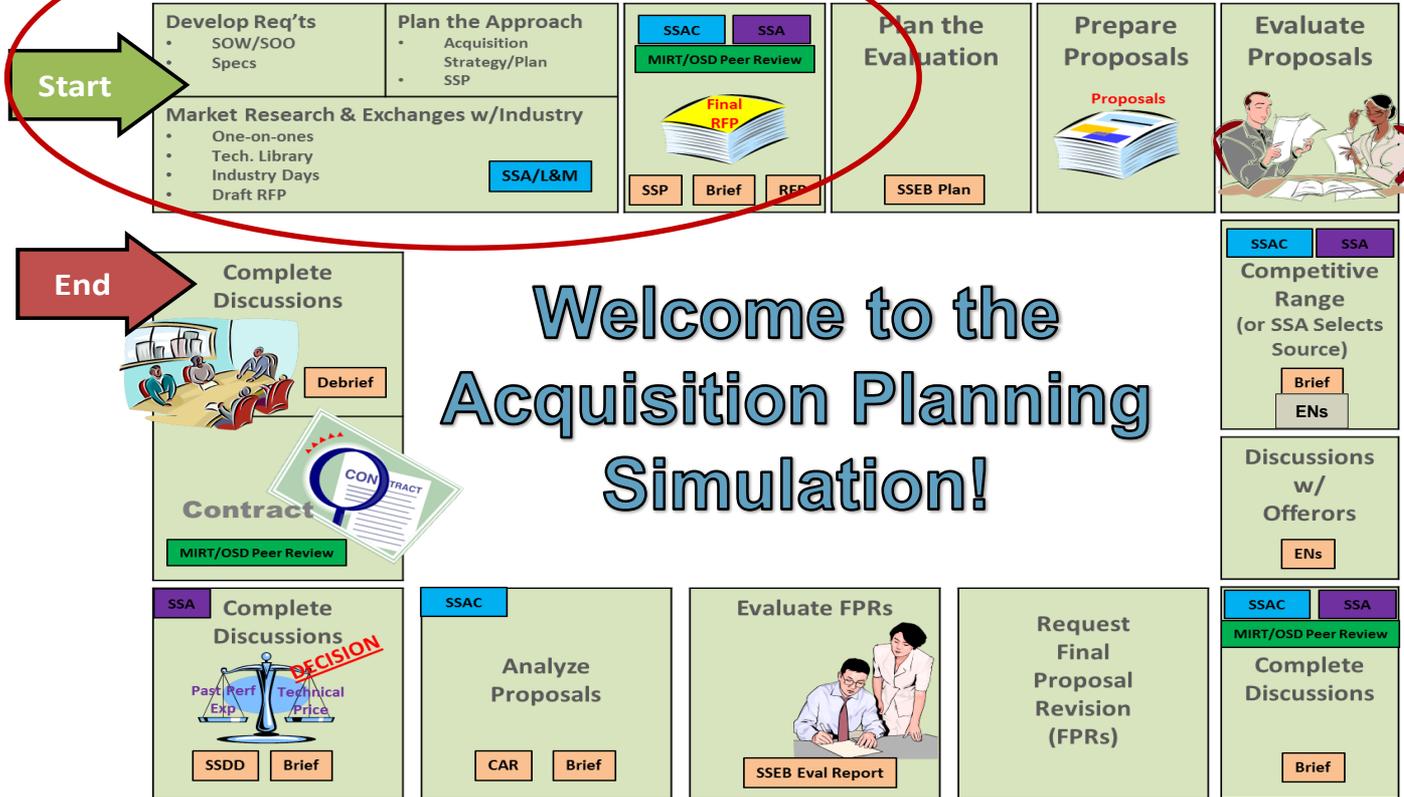
- Started out in FY15 as an Army Mission Assistance project with Army Contracting Command Redstone Arsenal
- Professionally packaged training onto a DVD
- Fills gap for Real world “hands-on” training

## Going Forward

- Piloted Army Contracting Command “Services” version in Jan/Mar 2016
- Final pilot scheduled for May 2016
- “Services” version operational Summer in 2016
- “Product” version due by mid summer 2017

*Enabling acquisition teams to achieve better acquisition outcomes!*

# Source Selection Process Roadmap



# What It Covers

- Performing Market Research and Exchanges with Industry
- Developing an Acquisition Strategy
- Developing an Acquisition Plan
- Developing the Source Selection Plan
- Developing the Request for Proposal

# Plan Of The Day – Day 1



## ➤ Lecture 01 – Simulation Introduction

## ➤ Team Competition

## ➤ Lecture 02 – Stakeholder Engagement and Recalibration of Requirement

- Exercise – Review Comparison Paper/PWS Exercise (SE 1-1, Part I)
- Exercise – Identify Suggested Changes to the PWS (SE 1-1, Part II)
- Hotwash/Reset – (SH 1-1)

## ➤ Lecture 03 – Market Research & One-on-One Sessions

- Exercise – (SE 1-2, Part I) Develop Agenda for Industry One-On-One Sessions
- Exercise – (SE 1-2, Part II) Conduct One-On-One Sessions with Industry

# Plan for Today – Day 2



- **Team Competition**
- **One-On-One Sessions w/Industry**
  - Hotwash - Information gained from One-On-One Sessions (SE 2-1, Part I)
  - Exercise – List Suggested Changes to PWS based on what was learned during the one-on-one sessions (SE 2-1, Part II)
  - PWS Reset (SH 2-1)
- **Lecture – Acquisition Plan Overview**
  - Classroom Discussion (SH 2-2)
- **Lecture – Risk Assessment**
  - Exercise – Risk Assessment – Individual (SE 2-2, Part I)
  - Risk Assessment – Consensus (SE 2-2, Part II)

# Plan for Today – Day 3



- **Team Competition**
  - **Lecture 08 - Developing Section M**
    - Exercise – Writing Section M (SE 3-1)
  - **Lecture 09 - Developing Section L**
    - Exercise – Writing Section L (SE 3-2, Part I)
    - Exercise – Capstone Briefing (SE 3-2, Part II)
  - **Final Round of Team Competition**
- \* End of Acquisition Planning Simulation \***

# How It Benefits The Customer

- **Immersion into the Acquisition Strategy Process**
- **Familiarization with Acquisition Planning Tools & Resources**
- **Confidence in Executing the Acquisition Planning Process from Start to Finish by –**
  - Learning how to Identify Risk
  - Learning how to Write Section M Statements
  - Learning how to Write Section L Statements
  - Understanding Evaluation Criteria Relative Order of Importance



# Contact Information

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# Questions?