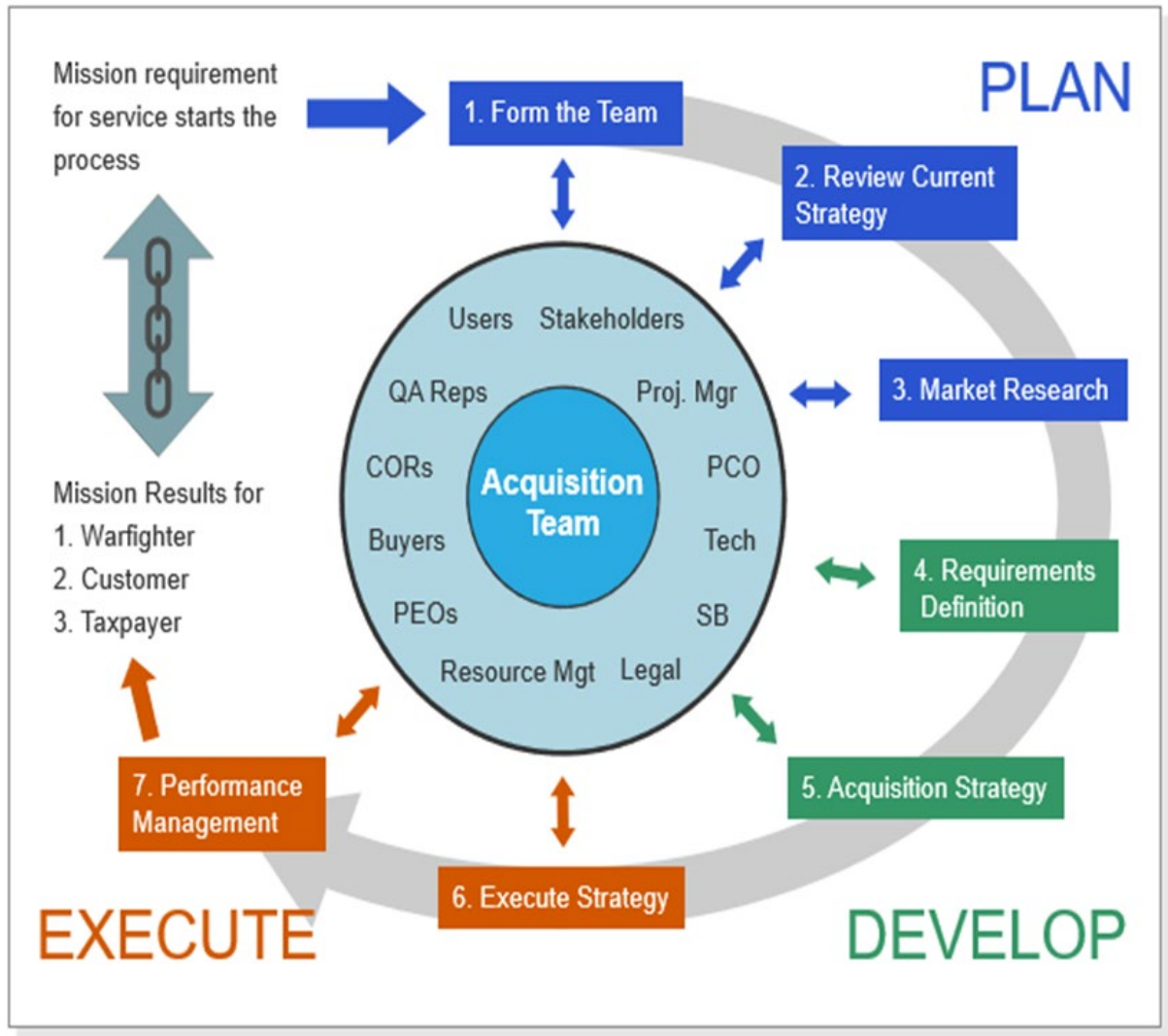


THINKING AHEAD

USING STEP 7 TO INFLUENCE THE FUTURE

SEVEN STEPS



- What happens in Step 7 affects us in Steps 2, 3, and 4

■ (1) Team

■ (2) Review

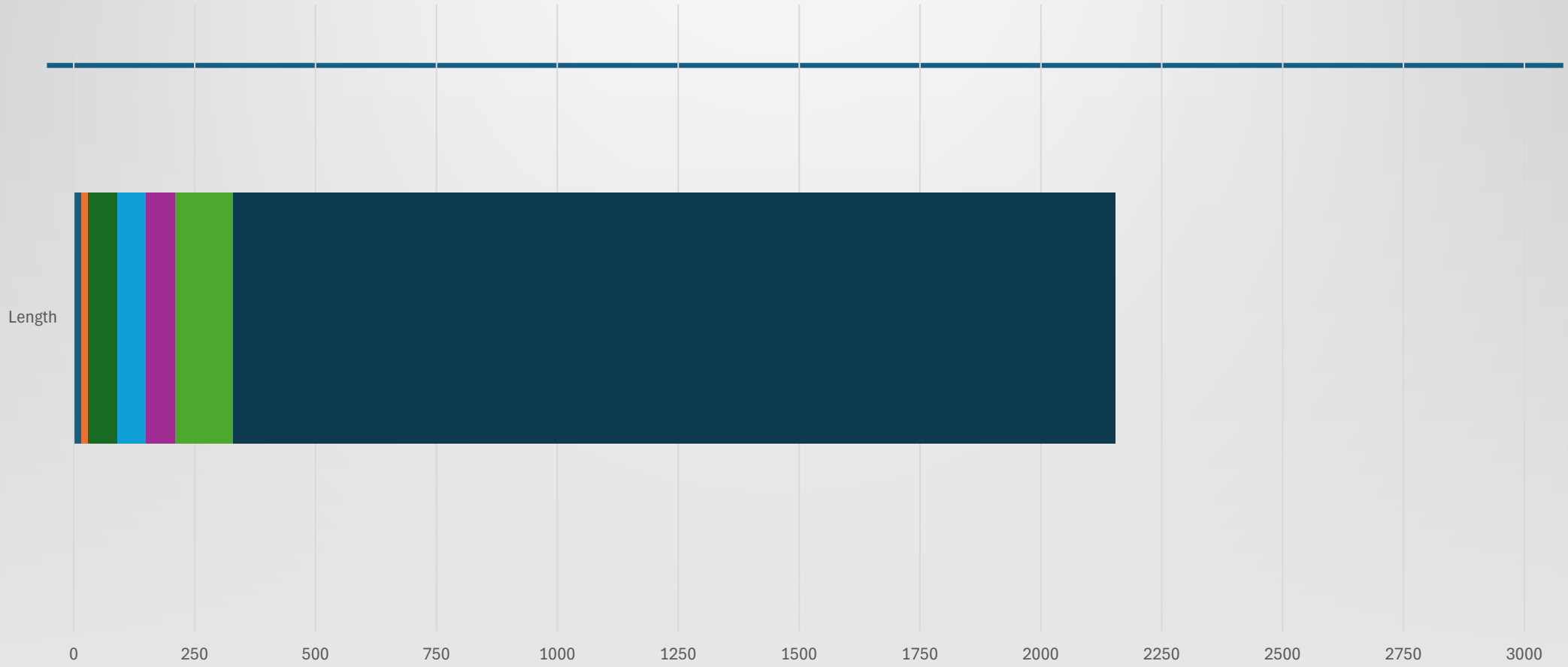
■ (3) Research

■ (4) Define and Write

■ (5) Prepare Contract

■ (6) Execute Contract

■ (7) Manage Performance



■ (1) Team

■ (2) Review

■ (3) Research

■ (4) Define and Write

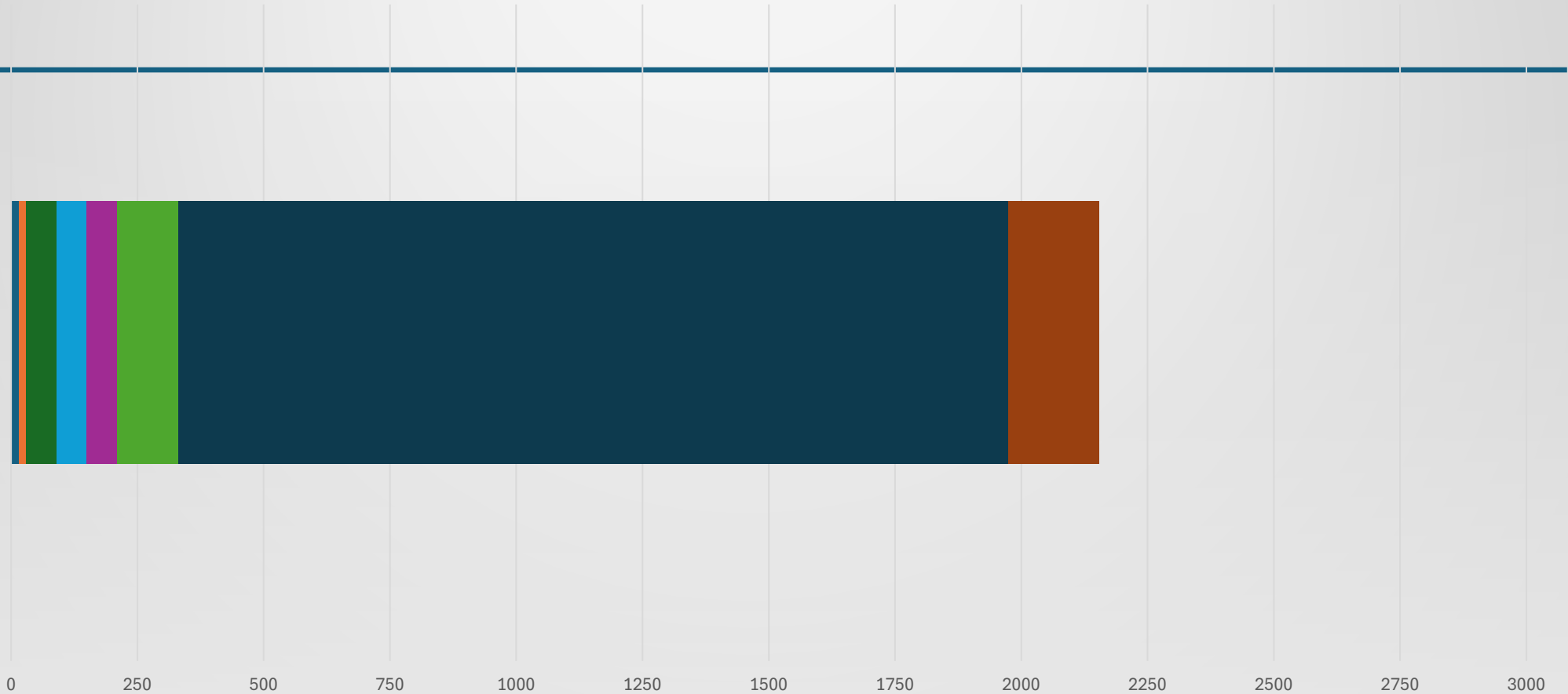
■ (5) Prepare Contract

■ (6) Execute Contract

■ (7) Manage Performance

■ Reaward

Length



(1) Team

(2) Review

(3) Research

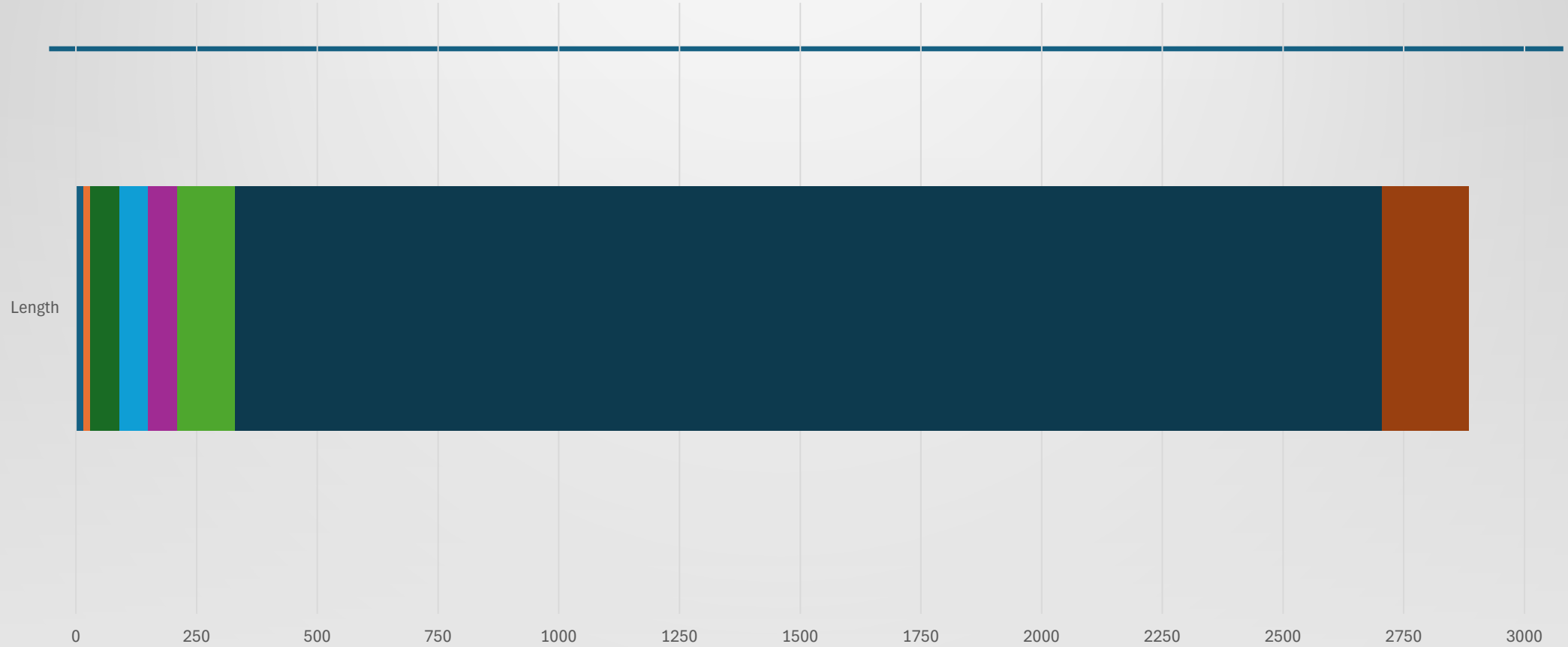
(4) Define and Write

(5) Prepare Contract

(6) Execute Contract

(7) Manage Performance

Reaward



HOW DOES A COR FIT IN DURING THE 7 STEPS

- Execute
 - Execute Strategy
 - Performance Management

STEP 7 – PERFORMANCE MANAGEMENT

- Manage the Performance during the life of the contract. This requires knowledgeable and trained CORs using the QASP to make sure the performance results meet performance standards in the contract
- REMEMBER, the Contractor, not the Government, is responsible for quality control and meeting the contract standards
- KEY OUTCOMES –
 - Establish Performance Management Team, including the Contractor
 - Use the QASP to ensure performance objectives are being met
 - Track performance trends and results
 - Determine if stakeholder needs are being met
 - Develop a change management strategy
 - Start planning for follow-on contract, when appropriate

THE GOOD, THE BAD, AND THE UGLY

- The Good
- What did this contract well
 - Have we defined our requirements well
 - Are there areas that have gone better than we expected
 - What contractor processes can we use for follow on actions

THE GOOD, THE BAD, AND THE UGLY

- The Bad
- What did this contract not do so well
 - What “requirements” did we not need or did not help us reach our goal
 - What areas did our customers not receive the benefit expected
 - What areas did we concentrate too hard on, what areas did we do too little

THE GOOD, THE BAD, AND THE UGLY

- The Ugly
- What do we need to adjust
 - Have we formally tracked our changes
 - Are there changes in the market
 - Are there changes in source requirements

I KNOW ABOUT PERFORMANCE MANAGEMENT; HOW DOES THAT HELP ME THING AHEAD?

How does a COR fit in during the 7 steps

STEP 2 – REVIEW CURRENT STRATEGY

STEP 2

- Current Process
- Stakeholder needs
- Best value
- Regulatory
- Changes in requirement
- Scope and historic data

STEP 7

- Surveillance reports, QASP
- Contractor performance
- Cost control, PWS
- PWS, known changes
- Change management documents
- Data management

STEP 4 – REQUIREMENT DEFINITION

STEP 4

- Risk Management
- Key Performance Indicators
- Leverage market research
- Scope and historical data

STEP 7

- Failures, Under (or Over) Performance
- Requirement or Performance changes
- Changes in Market Conditions
- Data management



MY PRACTICES

COR FILE



HOW DOES A COR FIT IN DURING THE 7 STEPS

1. Form the Team
2. Review Current Strategy
3. Market Research
4. Requirement Definition
5. Acquisition Strategy
6. Execute Strategy
7. Performance Management