



Navy Reserve – Program 38 Time to Transition Team Overview

**Accelerating “Time to Market”
and the Impact of Nanotechnology
Naval–Industry R&D Partnership Conference
3AUG2004 Pre-Conference Workshop**

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Outline

- Vision
- Accelerated Deployment Capability (ADC)
- ADC Ownership
- ADC Risks
- Next Steps



Vision

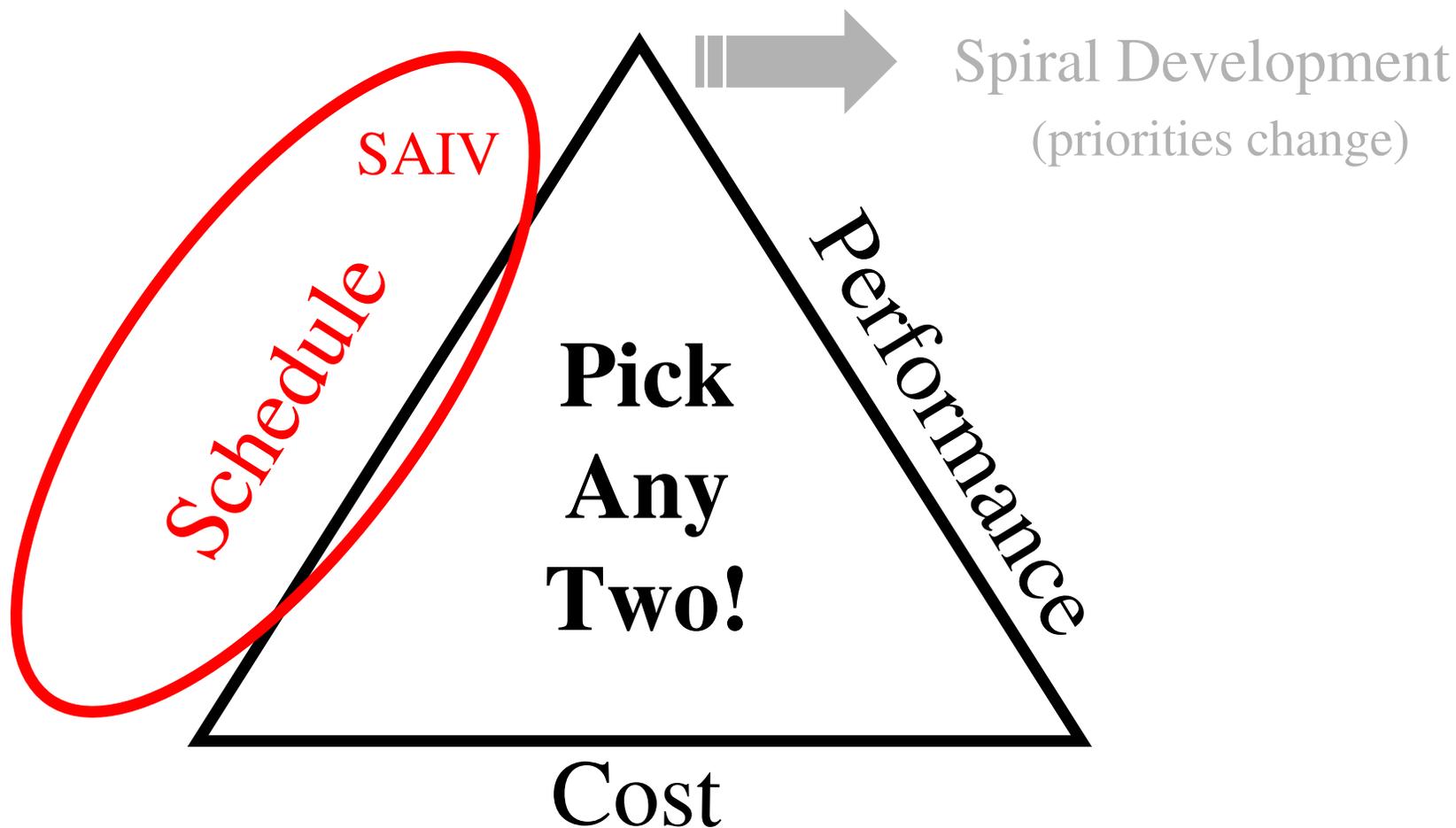
Develop a Process to Accelerate Prototype Deployment to Less than 1 Year.

- Make it systematic, transparent, repeatable, & agile.
- It must identify and motivate a program sponsor to take ownership of advanced development or prototype products.
- It must Accelerate time to transition from 3-5 years to less than 1 year.

- What are Criteria to identify and motivate program sponsors?
- What are best practices that mitigate risks?



Accelerated Deployment Capability



Applies to Pop-Up Technology When Time to Market is Critical
Objective: Quickly Attain Initial Operational Capability



Accelerated Deployment Capability Ownership?

ONR/NRL/LABS

- Quick Deployment of Forward Leaning Technology
 - ADC for Pop-up technologies
 - Focus on CONOPS

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- Create ADC state of mind
 - Understand Risks

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- Validate/Test prototypes
 - Attain Full Operating Capability thru User Feedback

CONTRACTOR

- Make Business Case
 - Business Plan
 - Marketing Plan
 - Key Personnel
 - IDIQ Contract Vehicle

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- Make it COTS/GOTS-like
 - Create Initial Operating Capability

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- Build and Smoke
 - Provide Adequate Facilities

What solution best reduce Schedule Risk?



Accelerated Deployment Capability Risks

- Deployment of COTS to unsuitable NON-COTS environment
- Unrealistic Expectation of Full Operational Capability
- Performance/Schedule Issues, e.g., requirements not definitized

- Supplier Terminated (Vanishing Vendor)
- Flowdowns and Significant Terms may not be Passed Through
- Subcontracting with Debarred or Unapproved Supplier
- Late and Poor Supplier Relationship
- Unable to Negotiate Favorable Terms and Conditions
- Cost Growth (at performing supplier)
- Unable to issue a Definitive Subcontract prior to bid
- Work Completed before Subcontract/Purchase Order Definitized

- Non-Compliance to ITAR
- ISO / CMMI Compliance
- Inappropriate use of ADC Process

What are the Risks? How can they be Mitigated?



Next Steps

- We could use industry's help! **Contact Us!**
 - Best Accelerated Deployment Capability Practices
 - Selection Criteria for Fast Track Acquisition Sponsors
 - Key Business Case Motivators

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