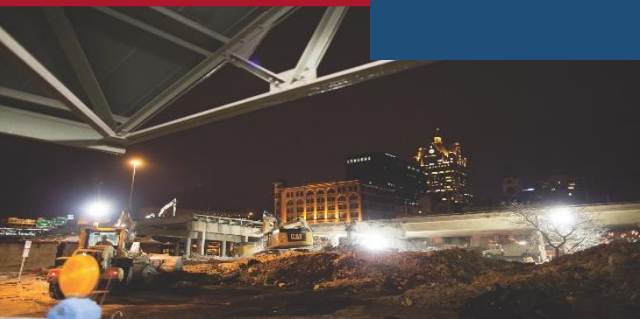




A Procurement Technical Assistance Center (PTAC)

CURRENT TRENDS IN DEPARTMENT OF DEFENSE ACQUISITION ACQUISITION HOUR WEBINAR

June 26, 2019



WEBINAR ETIQUETTE

PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

THANK YOU!

ABOUT WPI SUPPORTING THE MISSION

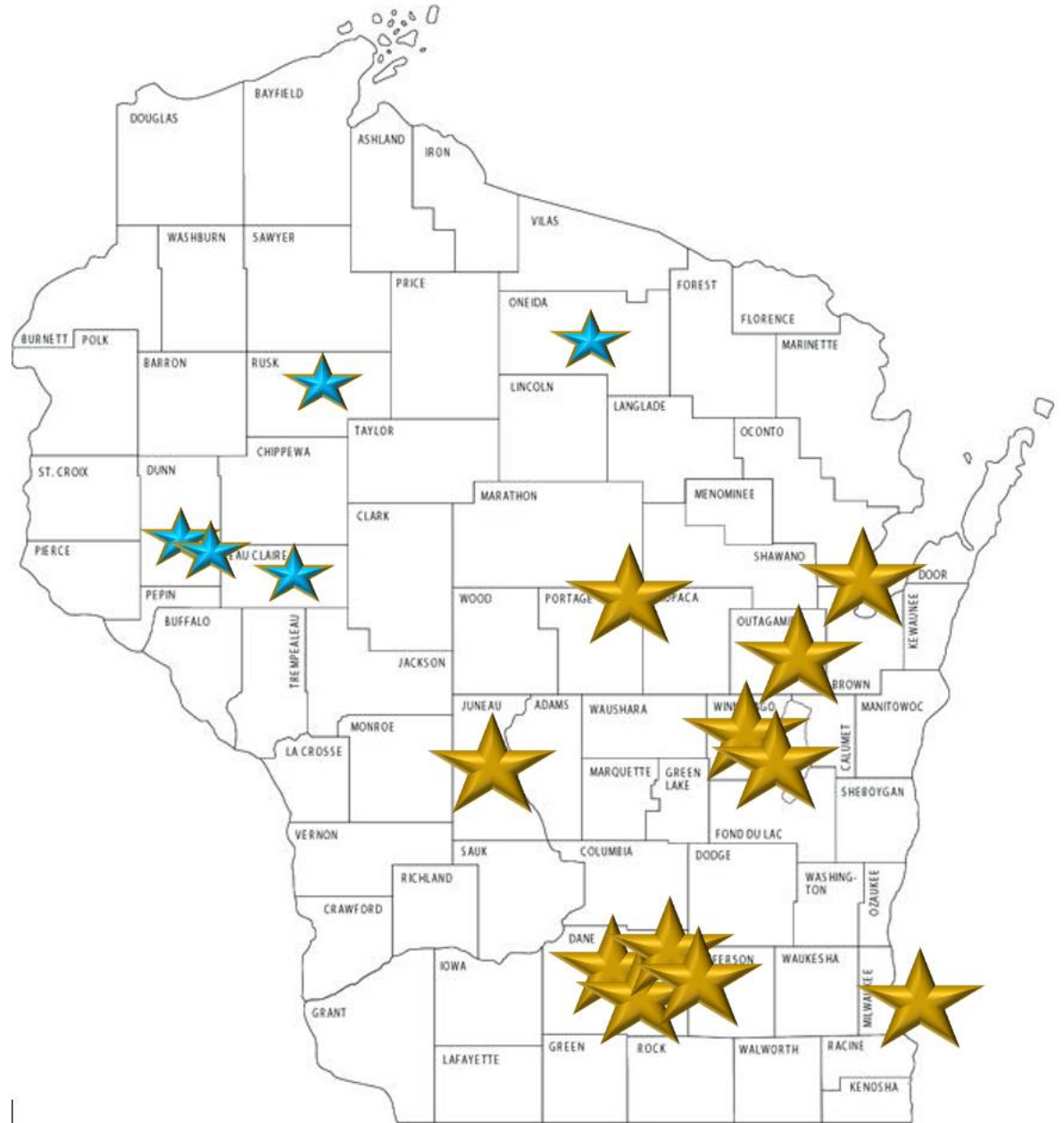
SERVING WISCONSIN
COMPANIES FOR 31 YEARS!

Assist businesses in creating,
development and growing their sales,
revenue and jobs through Federal,
state and local government contracts.

*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *FEED Kitchens*
 - *Dane County Latino Chamber of Commerce*
 - *Wisconsin Manufacturing Extension Partnership (WMEP)*
 - *Madison Area Technical College*
- CAMP DOUGLAS– *Juneau County Economic Development Corporation (JCEDC)*
- STEVENS POINT – *IDEA Center*
- GREEN BAY - *Advance Business & Manufacturing Center*
- APPLETON – *Fox Valley Technical College*
- OSHKOSH –
 - *Fox Valley Technical College*
 - *Greater Oshkosh Economic Development Corporation*
- EAU CLAIRE – *Western Dairyland*
- MENOMONIE
 - *Dunn County Economic Development Corporation*
 - *UW Stout - Manufacturing Outreach Center*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



ACQUISITION HOUR: CURRENT TRENDS IN DEPARTMENT OF DEFENSE ACQUISITION - JUNE 26

www.wispro.org



UPCOMING EVENTS 

JUL 09 Acquisition Hour: Overview of the Federal Acquisition Regulations (FAR)
 July 9 @ 1:00 pm - 2:00 pm

JUL 18 2nd Annual Building Your Business – Developing the Tools for Growth and Success for Native and Tribal Small Businesses
 July 18 @ 8:30 am - 12:00 pm
 Hales Corners

JUL 24 Acquisition Hour: The End of the Fiscal Year is Here: What is Hot and What is Not
 July 24 @ 12:00 pm - 1:00 pm

JUL 30 13th Annual Wisconsin Government Opportunities Business Conference (GOBC) In Partnership with Volk Field ANG and Fort McCoy – Camp Douglas, WI
 July 30 - July 31
 Camp Douglas WI

[View More...](#)

CURRENT OPPORTUNITIES (4) 

SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

Presenter

James Hasik, Senior Fellow, Center for Government Contracting, George Mason University School of Business



James Hasik is a senior fellow at the Center for Government Contracting in the School of Business at George Mason University, and a senior fellow at the Scowcroft Center on Strategy and Security at the Atlantic Council.

Since September 2001, he has been studying global security challenges and the economic enterprises that provide the tools to address them.

His blog can be found at: <http://jameshasik.com/>.

Current Trends in Federal Procurement—Investing in Human Capital

Wisconsin Procurement Institute

26 June 2019



James Hasik

Senior Research Fellow, Center for Government Contracting, George Mason University

Senior Fellow, Scowcroft Center on Strategy & Security, Atlantic Council

Executive-in-Residence, Renaissance Strategic Advisors (Arlington, Virginia)

BA, Duke University; MBA, University of Chicago; PhD, University of Texas

The perceived problem and the proffered solutions—threat demands speed & flexibility:

I. Pricing intellectual property

IP is often developed outside government, and IP is often demanded by government: the BBP 1.0 fiasco

II. “Middle Tier” acquisition authorities, and the USD AT&L → A&S + R&E Split

Two pathways in Section 804 of the 2016 NDAA:

- Rapid Prototyping: prototype for operational environment, residual op. capability within 5 years of requirement
- Rapid Fielding: begin production within 6 months, complete fielding within 5 years of requirement

Removed from bureaucratically intensive processes:

- Not subject to the JCIDS or DoDI 5000 (the “DAS”)
- Section 831 of the 2018 NDAA says that these do not become “major defense acquisition programs”

III. The USAF’s Kessel Run organization

Two separate objectives: bring agile development to defense, and increase *organic* capacity for software development

Cannot pay them enough, but at least can recruit them faster—and put them on fascinating problems

The common issue: people

The common thread (Danton): *de l'audace, et encore de l'audace, et toujours de l'audace.*

The paradox of low unemployment and low workforce participation: the skills to tasks mismatch

Getting beyond DAU and How Washington Works—building real understanding on both sides of public procurement

UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- July 9, 2019 – **Overview of the Federal Acquisition Regulations (FAR)** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)
- July 24, 2019 – **The End of the Fiscal Year is Here: What is Hot and What is Not** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)
- August 7, 2019 – **The NEW WAWF – The Procurement Integrated Enterprise Environment (PIEE)** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)
- August 21, 2019 – **Government Property Management for Federal Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)

Search ...

REGISTRATION

LOCATION



13th Annual Wisconsin Government Opportunities Business Conference (GOBC)

In partnership with Volk Field ANG and Fort McCoy

AGENDA

EVENT
HOSTS

SPEAKERS

SPONSORS

EVENT
COMPETITIONS

BUYER
MEETINGS

EVENT
PARTNERS

Registration

For additional information regarding this event, contact Dave Olson at (608) 338-8018.

Location

The 13th Annual Wisconsin Government Opportunities Business Conference (GOBC) will take place at the

**Volk Field Air National Guard Base, Building 475 –
100 Independence Drive – Camp Douglas, WI 54618**

13TH ANNUAL WISCONSIN GOVERNMENT OPPORTUNITIES BUSINESS CONFERENCE (GOBC)

In Partnership with Volk Field ANG and Fort McCoy

JULY 30-31, 2019

The 13th Annual Wisconsin Government Opportunities Business Conference (GOBC) is scheduled for July 30th and 31st at Volk Field in Camp Douglas, Wisconsin. Businesses from the Midwest will have the opportunity to participate in two days of technical training with a focus on Infrastructure Opportunities, Federal, State and Local Government Opportunities, Information Security, Manufacturing and Teaming.

Attendees will have the opportunity to hear from and meet with regional experts, leaders of the community, potential customers, potential partners and will also have the opportunity to meet one on one with various government and corporate buyers. All businesses including Small, Large, Disadvantaged, HUBZone, Minority-Owned, Native / Tribal Owned, Woman-Owned, Veteran-Owned and Service-Disabled Veteran-Owned firms will benefit from this event.

EARLY REGISTRATION ENDS June 14, 2019 – (Discounted registration may be available)

EVENT REGISTRATION ENDS July 18, 2019

<https://volkfieldsbconference.org/>

MARKETPLACE 2019 – Milwaukee, WI October 23-24, 2019



<https://www.marketplacewisconsin.com/>



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

James Hasik | Senior Fellow

Center for Government Contracting, George Mason University School
of Business

Benjamin Blanc | Government Contract Specialist

Wisconsin Procurement Institute

benjaminb@wispro.org 414-270-3600

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226