



Training & Simulation Industry Symposium (TSIS)

CAPT Tim James – Commanding Officer

21 June 2023



CUSTOMER



GRAHAM FLEENER
Director, Surface & Undersea
War Training Products Division



AIDA GONZALEZ LOPEZ
Director, International
Training Products Division



GREG OUELLETTE
Director, Aviation Product Acquisition
Management Division



ROBIN WIECKHORST
Director, Cross-Warfare
Training Products Division



WILLIAM ZELLER
Director, Research & Technology
Program Office

COMMAND



GREGORY DOUGHERTY
Director, Training Systems
Procurement Department



BRIAN HERBERT
Director, Sustainment
Department



MATT EVERSON
Director, Test and Evaluation



TYSON GRIFFIN
Director, Science and Engineering



PATRICK HEALY
Office of General Counsel



BRIAN HICKS
Director, Acquisition Management



MARY KAY JOHNSTON
Comptroller



PHILLIP REED
Director, Digital Department

COMMAND ELEMENT



MR. MIKE MERRITT
Acquisition Director



CAPTAIN ROBERT BETTS
Executive Officer



MR. PAUL PAQUETTE
Chief of Staff/Director
Command Operations



GMCM STEPHANIE KOTATIS
Senior Enlisted Advisor



CAPTAIN TIM JAMES
Commanding Officer



MR. JOHN MEYERS
Executive Director





AIR WARFARE AND MORE

FY22 OBLIGATIONS: \$1,129,147,076
CONTRACT ACTIONS: 1,305

FY23 OBLIGATIONS (THRU MAY): \$707,810,659
CONTRACT ACTIONS: 767

Personnel	1,599
Government Civilian	1,250
CSS	310
Military	39

FY 23 Thus Far... + Naval Aviation



PROJECTS
73

FTE WYS
752

PGM VALUE
\$1,950M

+ Surface



PROJECTS
45

FTE WYS
178

PGM VALUE
\$382M

+ Undersea



PROJECTS
20

FTE WYS
66

PGM VALUE
\$58M

+ Cross Warfare



PROJECTS
72

FTE WYS
314

PGM VALUE
\$2,167M

+ Ready Relevant Learning

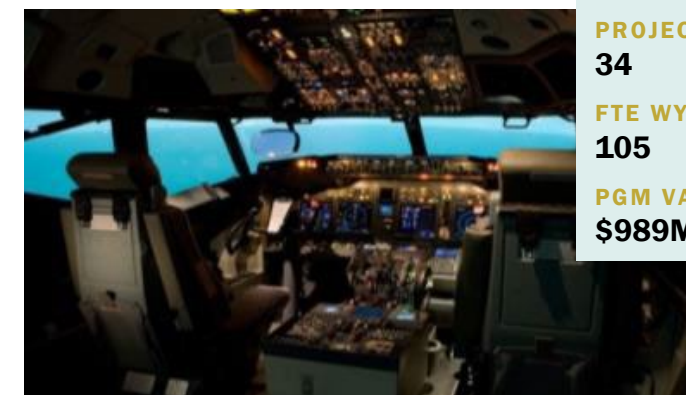


PROJECTS
7

FTE WYS
160

PGM VALUE
\$160M

+ International



PROJECTS
34

FTE WYS
105

PGM VALUE
\$989M

All numbers approximate and represent only funds currently committed for NAWCTSD execution



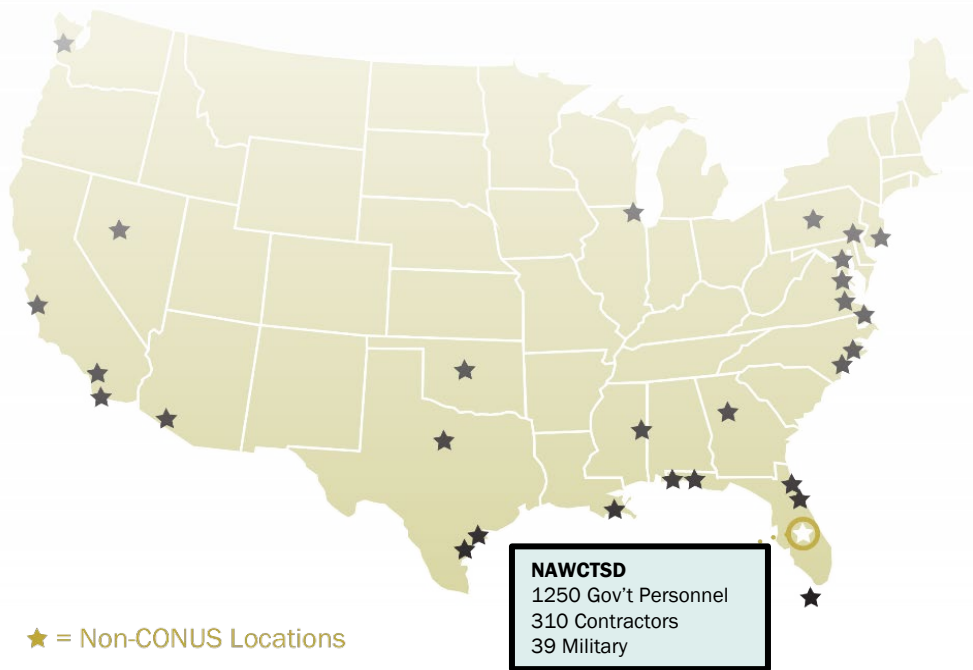
NAWCTSD SITES

CNAP	Devices
North Island	33
Mugu	12
Pendleton	11
Miramir	17
Yuma	3+MAWTS
Whidbey Island	40
Lemoore	13
Tinker AFB	16
Kanehoe Bay	4
Atsugi	2
Futenma	3
Iwakuni	8

CNAL	Devices
Norfolk	36
Oceana	21
Jacksonville	64
Mayport	9
Quantico	4
Beaufort	5
New River	19
Cherry Point	15

RESFOR	Devices
New Orleans	3
Fallon	3
Fort Worth	9
Key West	1
Lakehurst	3
Norfolk	2

International Programs	Devices
Australia	8
Denmark	1
United Kingdom	7
Taiwan	3
Kuwait	1
Brazil	1
Iraq	10
Kingdom of Saudi Arabia	2
Oman	300



★ = Non-CONUS Locations

2920 people supporting 1662 training devices at 169 sites worldwide Generating Fleet Readiness

Training Devices: 98% Operational Availability

USMC/CNIC/CNATT	Devices
Firefighting Training at all USN/USMC bases	136

COVE	Devices	Colleges/Universities
NETC	109	88

NOTE:

Digital Radio Management System support at **20** Navy sites between NCTE and Ranges, **7** USAF sites, **2** U.S. Army sites

CNATRA	Devices
Kingsville	13
Corpus Christi	34
Pensacola	46
Whiting	79
Meridian	11

CNATT	Devices
Pensacola	26
Lakehurst	3

BUMED	Devices
Cherry Point	15
Norfolk	22
Jacksonville	5

SURFACE TRAINING SITES	Devices
Newport, RI	55
NB Norfolk	72
NB Little Creek	7
Mayport	20
NB San Diego	102
NB Coronado	7
Pearl Harbor, HI	8
Japan (Yoko and Sasebo)	2
Naval Station Everett	2
Great Lakes, IL	19
Rota	1
Bahrain	1
Pascagoula/Bath	2

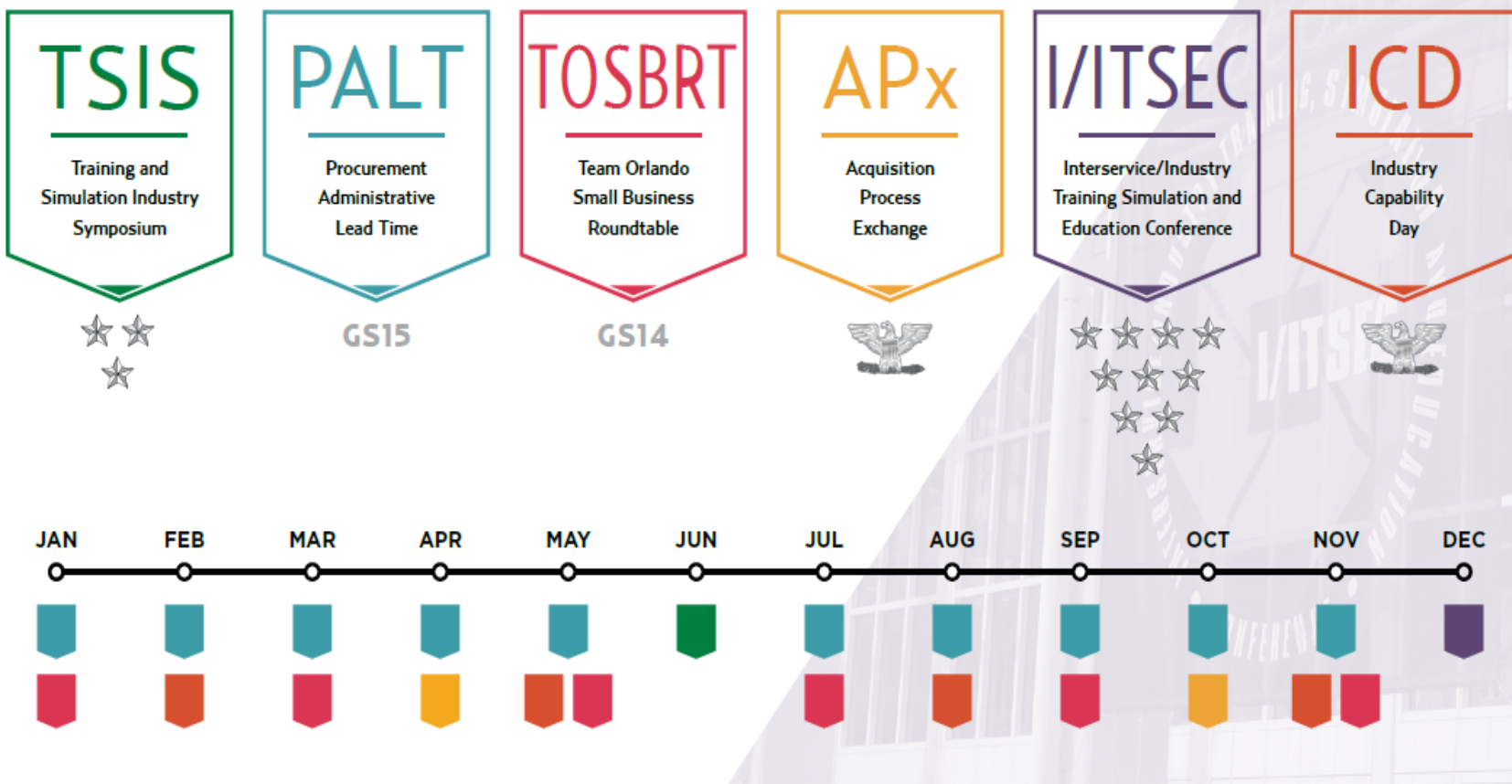
SUBMARINE LEARNING CENTER	Devices
Groton, CT	50
Norfolk, VA	21
Kings Bay, GA	25
San Diego, CA	15
Bangor, WA	28
Pearl Harbor, HI	32
Guam	5



Speed is our #1 Priority

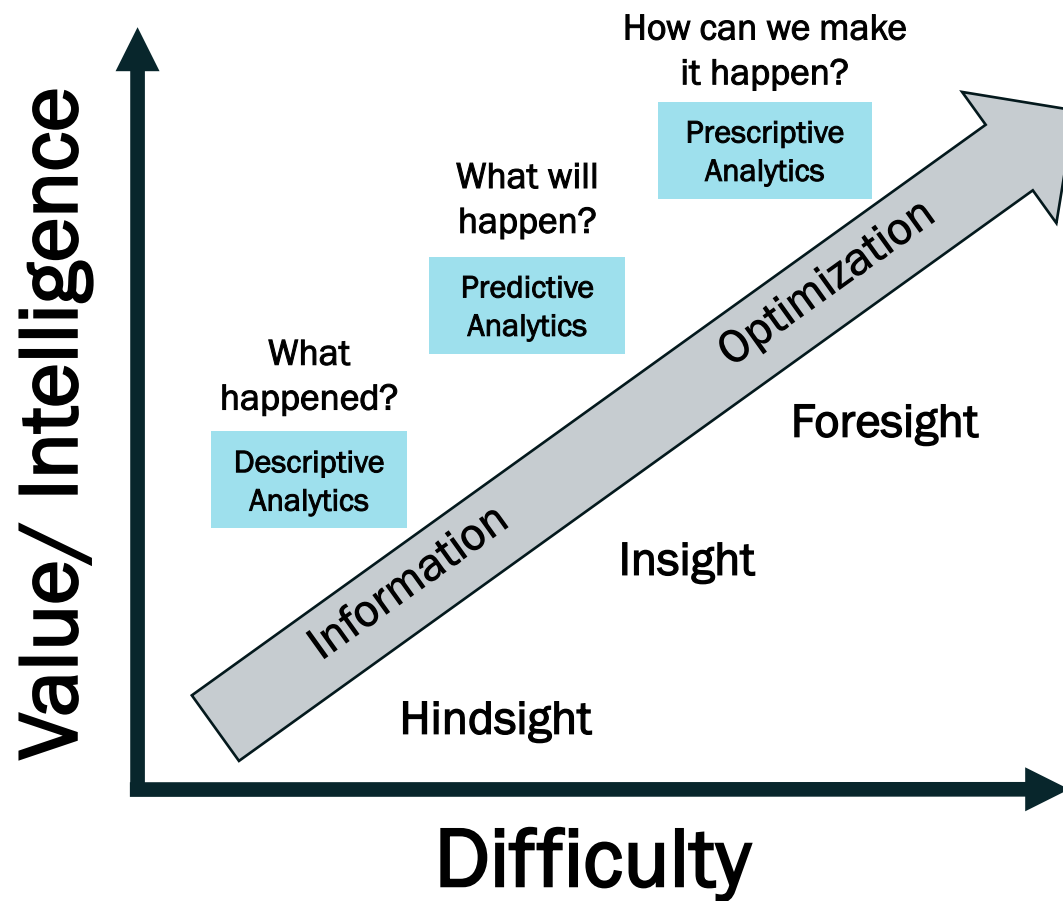


COLLABORATION AND OUTREACH





Data Driven Decisions





PMT Cycle Time for Contract Award

Cycle Time (average) for Competitive Contracts	FY19		FY20		FY21		FY22		FY23 (1 June)	
	Plan	Actual	Plan	Actual	Plan	Actual	Plan	Actual	Plan	Actual
Procurement Package Development	67.9	84.8	46.1	51.8	46.4	51.2	31.9	55.5		
Proposal Development	40.4	50.2	27.7	37.2	27.5	40.9	26.6	33.6		
Gov't Review / Initial Eval	38.9	67.1	26.6	51.5	31.9	42.3	26.8	35.8		
Negotiation / Discussion	14.2	21.7	10.1	11.7	11.2	13.7	7.7	11.6		
Contract Award	18.3	17.3	18.1	15.5	13.8	14.2	13.3	17.0		
Total Number of Days	179.7	241.1	128.6	167.7	130.8	162.3	106.3	153.5		

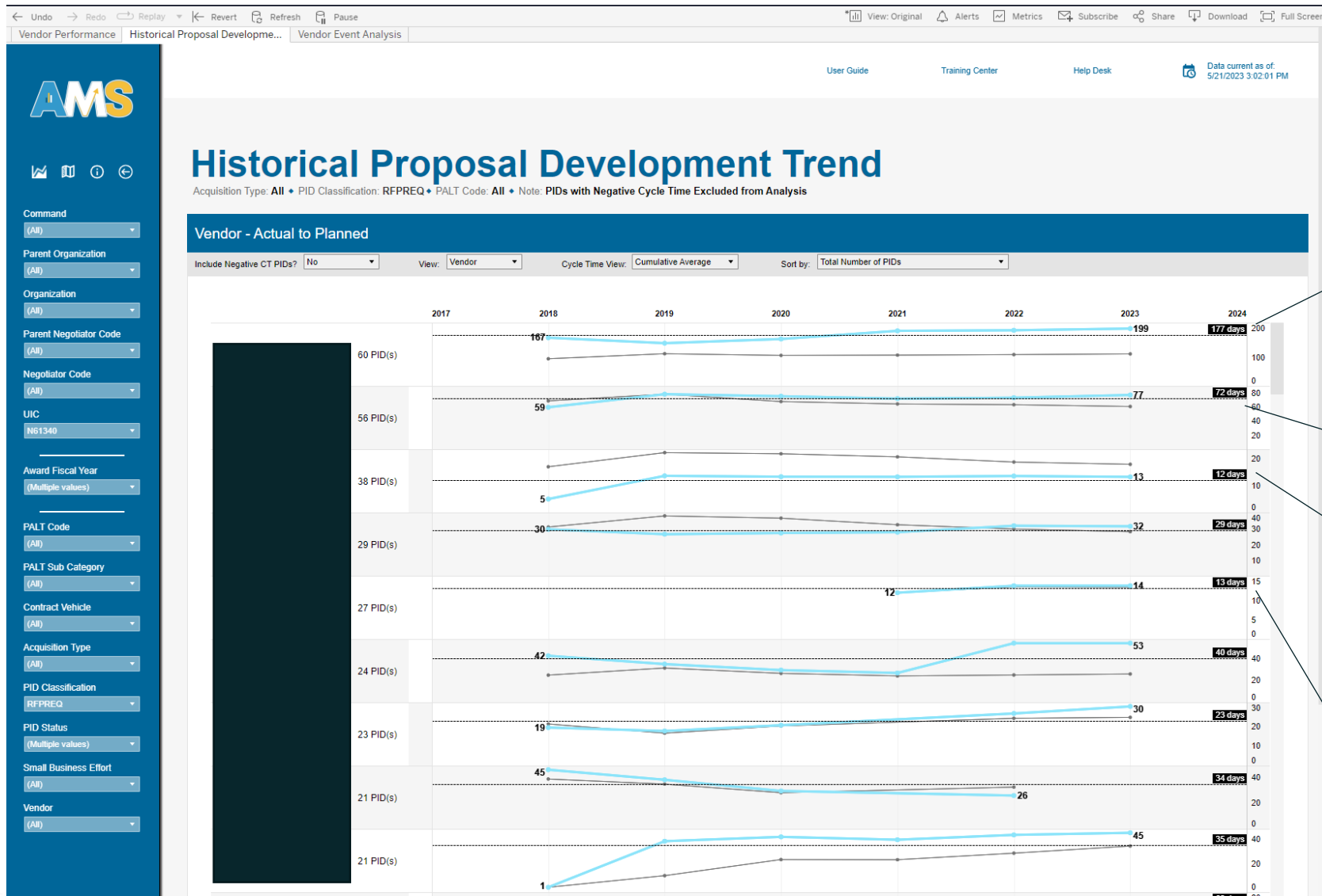
Actual Total Days trending in right direction

- Command wide buy in on PMT usage to measure cycle time improvement
- Recent MAC contract with only 1 eval factor pushing culture to go faster

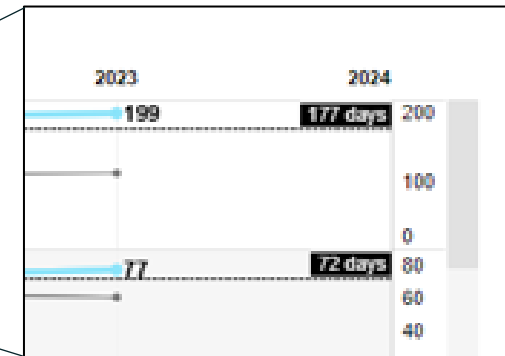
Goal is getting culture to make actuals meet/exceed plan



Proposal Development Time



- We are missing our timelines to an unacceptable degree in both frequency and amount. Extensions are almost the norm now.

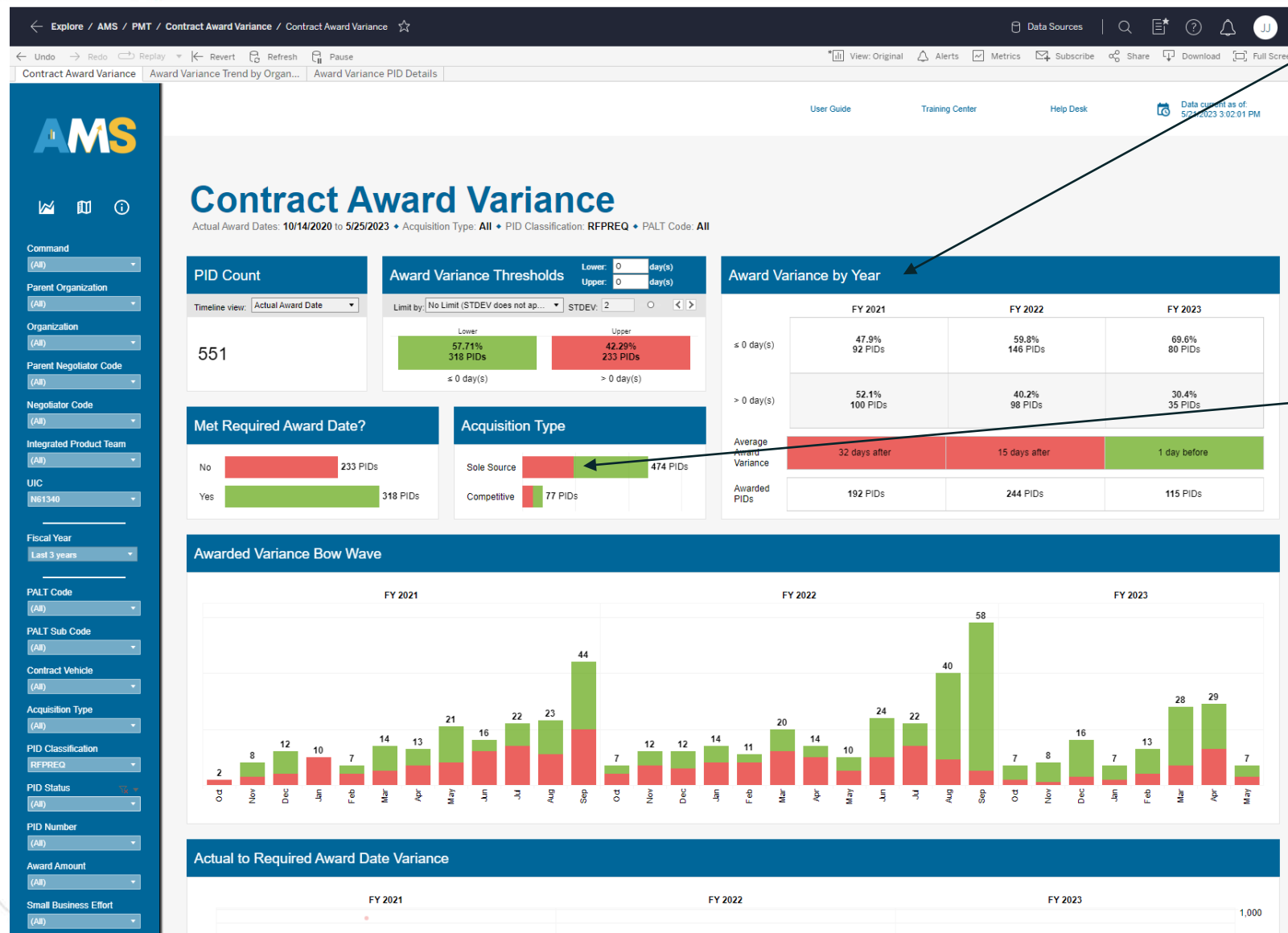


- How do we pull that in?





Contract Award Plan vs. Actual



We are trending in the right direction, but we need to increase the consistency and amount of improvement.

- How do we do that?
- Sole source is killing us. We need to find a way to do less of it and/or improve the speed at which we execute those actions.
- The collaboration allowed in a sole source make this problem especially frustrating, we can do better.
- How can we make sole source the fastest thing we do?



Industry Teaming

- + We are here to quickly deliver the Warfighter the capability they need at a price they can afford
 - + Not here to enforce rigid bureaucracy – all decisions should be based on the “why” above

- + To give the Warfighter the very best, NAWCTSD needs to have an excellent relationship with Industry
 - + Radical transparency where allowed – Speed of Trust
 - + Clear communications on requirements
 - + Active two way communications – tell us where we can improve (RFP language, CDRL reqs, different approaches like MBSE, etc.)
 - + Actionable feedback where needed (proposal debriefs, ongoing performance, etc.)
 - + PALT slides – fact of life changes in writing to allow for more time in discussions
 - + Status quo isn’t a winning proposition
 - + How do we do more for the Warfighter and less for the bureaucracy

- + The Front Office is not your best BD entry point to NAWCTSD
 - + My first question will be to the right POC (Small Business, Tech Grove, PD, etc.) – impress them and you have impressed me, I’m here to support them

- + The Front Office MAY be your best entry point to identify how we can do things better



Acquisition Truths

FAST does not equal UNDISCIPLINED

MORE BUREAUCRACY does not ensure a BETTER PRODUCT

RISK must be MANAGED NOT AVOIDED

FASTER does not have to increase COST/RISK

COMPETITION can be done QUICKLY

UNCONVENTIONAL THINKING is an ENABLER

CREDIBILITY & TRANSPARENCY enable FREEDOM OF ACTION



Questions?

