CAPT Tim James – Commanding Officer

Training & Simulation Industry Symposium (TSIS)

21 June 2023
FY 23 Thus Far…

**Naval Aviation**
- PROJECTS: 73
- FTE: 752
- PGM VALUE: $1,950M

**Surface**
- PROJECTS: 45
- FTE: 178
- PGM VALUE: $382M

**Undersea**
- PROJECTS: 20
- FTE: 66
- PGM VALUE: $58M

**Cross Warfare**
- PROJECTS: 72
- FTE: 314
- PGM VALUE: $2,167M

**Ready Relevant Learning**
- PROJECTS: 7
- FTE: 160
- PGM VALUE: $160M

**International**
- PROJECTS: 34
- FTE: 105
- PGM VALUE: $989M

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

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

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

CNAP
North Island .................. 33
Mugu ......................... 12
Pendleton .................. 11
Miramar .................... 17
Yuma ......................... 3+NAWTS
Whidbey Island ......... 40
Lemoore .................... 13
Tinker AFB ................. 15
Kunsan AB .................. 4
Atsugi ....................... 12
Futenma .................... 13
Nakagusuku ............... 8

CNATT
Norfolk ..................... 38
Greens ..................... 21
Jacksonville ............. 64
Mentor ...................... 19
Quantico .................. 14
Belmar ...................... 5
New River .................. 19
Cherry Point ............. 15

CNATT Devices Contractor ISEs
Pensacola #26 23 3
Lakehurst #3 14 0

CNATT Devices Contractor ISEs
Pensacola #26 23 3
Lakehurst #3 14 0

BUMED
Cherry Point .................. 15
Norfolk ..................... 22
Jacksonville .................. 5

BUMED Devices Contractor ISEs
Cherry Point .................. 15
Norfolk ..................... 22

SURFACE TRAINING SITES
Newport, RI #55 31 3
NB Norfolk #72 63 3
NB Little Creek 7
Mayport ................. 20
NS San Diego #100
NB Coronado .............. 7
Pearl Harbor, HI ........... 8
Japa (Yoko and Sasebo) 2
Naval Station Everett 2
Great Lakes, IL ............ 19

Pearl Harbor, HI ........... 8
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NAWCTSD
1250 Gov’t Personnel
310 Contractors
39 Military

Training Devices: 98% Operational Availability

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

NOTE:
Digital Radio Management System support at 20 Navy sites between NCTE and Ranges, 7 USAF sites, 2 U.S. Army sites
Speed is our #1 Priority

COLLABORATION AND OUTREACH

TSIS
Training and Simulation Industry Symposium

PALT
Procurement Administrative Lead Time

TOSBRT
Team Orlando Small Business Roundtable

APx
Acquisition Process Exchange

I/ITSEC
Interagency/Industry Training, Simulation and Education Conference

ICD
Industry Capability Day

JAN  FEB  MAR  APR  MAY  JUN  JUL  AUG  SEP  OCT  NOV  DEC
Data Driven Decisions

What happened?
What will happen?
How can we make it happen?

Descriptive Analytics
Predictive Analytics
Prescriptive Analytics

Hindsight
Insight
Foresight
Optimization
## PMT Cycle Time for Contract Award

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

- 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

**Actual Total Days trending in right direction**

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?
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