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Need to Know Newsletter / 2022-10-14

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Monterey, CA; Naval Postgraduate School

<https://hdl.handle.net/10945/71165>

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NEED TO KNOW

Acquisition Research Program Newsletter

October 14, 2022 — Issue 121

The past week has seen the release of numerous **policy and strategy documents** from the White House, including the long-awaited National Security Strategy. The document situates national security within the frame of **competition** from threats such as the People's Republic of China and Russia and **collaboration** with nations who share a democratic rules-based order.

Other strategy documents address manufacturing, the arctic, and cybersecurity. The administration's **Made in America Office**, established last year, has a new director to lead initiatives that include raising the domestic content threshold for federal procurement from 55 percent to 75 percent.

Our top story brings the announcement of the latest **large cloud contract**--this one for the Army. Structured as a multi-award, multi-vendor vehicle, it seems to have learned lessons from the failed JEDI contract, whose successor JWCC appears to still be on schedule for making awards in December.

In acquisition commentary, Keith Webster calls for "a standalone, **rapid contracting process for Foreign Military Sales** (FMS) programs implemented with foreign national funds," and for DoD and State to work together on FMS reform efforts. It's a good reminder that the complex processes of defense acquisition we often bemoan are just one part of the even more complex, interagency FMS processes.

On a related note, Congress is hoping to **stop the sale of weapons to Saudi Arabia** as a reaction to the recent announcement that OPEC+ will cut oil supplies.

This action may end up in the **NDAA**, which the Senate has begun considering and amending this week.

We have a few ARP news stories for you. First, take a moment to read the latest tribute to the late **Jim Greene**. It's a reminder of the incredible foresight he demonstrated to create the genre of academic research on defense acquisition--work that continues with many of you today. We still miss him.

We celebrate **two recent research publications** from NPS faculty. Dr. Johnathan Mun, a prolific ARP researcher, models a database to capture factors involved in acquisition decisions and use automation such as AI to inform future decisions. Such programming moves individual acquisition decisions into a standardized and searchable body of knowledge that has potential for **optimizing portfolio management**, among many other applications.

Adding to his work in supply chain data and management, Dr. Daniel Finkenstadt argues that it's time to **update John Boyd's OODA loop** for our data-saturated environment. His proposed model starts with clearly articulated goals that help guide the collection and analysis of data.

For those planning to submit a proposal for the **symposium**, the deadline is now six weeks away--November 29. Just like the holidays, it will be here before you know it!

This Week's Top Story

An 'easy button' for the Army: CIO to launch new \$1B cloud migration contract
Jaspreet Gill, Breaking Defense



The Army is launching a new contract worth up to \$1 billion to support moving its systems to the cloud in an effort to help reduce costs and save money, the service's chief information officer revealed, following the release of the service's updated cloud plan.

The multi-award, multi-vendor Enterprise Application Migration and Modernization (EAMM) contract is set to start in the second or third quarter of this fiscal year, Army CIO Raj Iyer said Tuesday at the annual Association of the US Army conference. The intent is to have one single contract vehicle to support moving Army systems to the cloud, which currently doesn't exist, that will be quick and cheap.

"This is going to become the easy button for the Army to actually move to the cloud," Iyer said. "Because right now, what's happening is even when we have commands that want to move to the cloud today, there is not one contract that they can go to move to the cloud. So they're doing a lot of shopping. They got to go to multiple contracting centers to go find the right vehicle and then when they go there it takes them nine months before they actually get on contract."

Iyer added he wants to shorten that timeline and award a task order under the contract in just four weeks. The CIO's office will be spearheading the effort with the help of the Army's Enterprise Cloud Management Agency.

[Read more.](#)

ARP and NPS News

NPS Community Mourns Passing, Honors Legacy of Rear Adm. James Greene NPS Office of University Communications



The passing of a respected institutional leader brings with it a period of mourning within the community and the loss it feels, but there is also opportunity to take stock in, and respectfully celebrate, the legacy he or she has created. Such is the case with the passing of Naval officer, patriot, leader and educator, Rear Adm. James B. Greene Jr.

Upon his retirement from active duty, Greene returned to NPS as the university's Chair of Acquisition in 2002, and launched the Acquisition Research Program (ARP) the following year. He envisioned a world-class resource where the nation's leading

experts could explore all facets of the complex realm of defense acquisition. Dr. Keith Snider, who served with Greene as the ARP's principal investigator for 15 years, saw the program's development and impact first-hand.

"Through ARP, Jim made defense acquisition research compelling and rewarding," Snider said. "His engagements with DOD sponsors made it possible for academic researchers, who otherwise would have little or no interest in defense acquisition, to receive financial grants and data for work on sponsors' challenging acquisition problems. As a consequence, a significant number of civilian university faculty members now specialize in acquisition-related studies." [Read more.](#)

Management and Business Knowledge Representation for Decision Making

Dr. Johnathan Mun, NPS | Acquisition Innovation Research Center

NPS professor and ARP collaborator Dr. Mun has completed Phase I of his research on one of the eight AIRC incubators on the theme of Digital Transformation and Acquisition selected from the 2021 round.

This current first-phase research looks at how the Department of Defense (DoD) can inculcate institutional corporate memory. Specifically, the research tests and develops recommendations about how a transparent Decisions Options Register (DOR) integrated intelligent database system can be developed, where the DOR helps capture all historical decisions (assumptions, data inputs, constraints, limitations, competing objectives, and decision rules) for programs within the Department of Defense (DoD). [Read more.](#)

How Firms can Plan for Risk in a Data Saturated World: The Goals, Decisions, Signals, Data (GDSD) Model

Daniel J. Finkenstadt, Rob Handfield, and Peter Guinto | California Management Review

From NPS professor Dan Finkenstadt & collaborators

Data is a primary observation for any planning activity but can become a 'holy grail' of sorts in a contingency environment. We observed two major data management conundrums during the federal pandemic response that fundamentally altered our perception of supply chain risk management: Issue 1 – Too many competing goals, with not enough discernable data to meet them; Issue 2 – Too much data and not enough direction to leverage it. ... We are all aware that we need 'better data' for 'better decisions', but we can't just keep grabbing at more data. We must have an intentional strategy to capture and use this data for supply chain and contract

decisions. That starts with value stream mapping and replaces the OODA Loop with what we call the **Goal-Decision-Signal-Data model**. [Read more.](#)

Call for Proposals: 20th Annual Acquisition Research Symposium



Present your research IN MONTEREY next May 10-11 as we celebrate 20 years of hosting the premier defense acquisition research event. The 2023 symposium will be offered as a hybrid event, with select presentations streamed for online attendees. Presenters must join us in person.

[Learn more.](#)

Acquisition and Innovation

SAMOSA Act could increase large software providers' monopoly powers say acquisition experts

Nihal Krishan, Fedcoop

Acquisition revamp needed to meet demand surges, defense industry says

Zamone Perez, Defense News

Pentagon eyes third rapid experimentation sprint as Congress mulls cut

Courtney Albon, Defense News

IRS seeks tool to help automate solicitation evaluation

Dave Nyczepir, Fedcoop

Army launches several new initiatives to incorporate small firms' technologies into its systems

Jared Serbu, Federal News Network

Pentagon on track for \$9 billion contract award after abandoning JEDI

Colin Demarest, Defense News

Commentary: How to reform America's military sales process

Keith Webster, The Hill

Commentary: Cannibalizing the arsenal of democracy in turbulent times

John Ferrari, Military Times

Research

Choking off China's Access to the Future of AI

Gregory C. Allen, Center for Strategic & International Studies

George Mason University Center for Government Contracting Awarded Study to Apply Game Theory to DoD Intellectual Property Transactions

GMU Announcement

Policy

FACT SHEET: The Biden-Harris Administration's National Security Strategy

The White House

National Security for the Arctic Region

The White House

National Strategy for Advanced Manufacturing

National Science and Technology Council

FACT SHEET: Biden-Harris Administration Delivers on Strengthening America's Cybersecurity

The White House

Welcoming Our New Made in America Director

Office of Management and Budget

Defense and Federal Government

Are software bills of materials ready for prime time?

Chris Riotta, FCW

White House Arctic strategy calls for enhanced military presence

Bryant Harris, Defense News

TMF invests more than \$20.8M in 3 agencies' cyber and CX projects

Dave Nycepir, Fedscoop

NIST considers launching 'supersized' semiconductor manufacturing institute

Dave Nyczepir, Fedscoop

New strategy to quicken tech development amid digital transformation

Jen Judson and Colin Demarest, Defense News

A Strategic Hedge For National Security With The Small, The Agile, And The Many

Heather Wishart-Smith, Forbes

White House to unveil ambitious cybersecurity labeling effort modeled after Energy Star

Suzanne Smalley, CyberScoop

Establishment of the Information Management & Technology Directorate

DoD Press Release

Congress

Collins Set for Top GOP Spot on Defense Appropriations Panel

John M. Donnelly, Military.com

Senators confident defense budget work will finish this year

Leo Shane III and Bryant Harris, Defense News

Freedom Caucus wants defense bill delayed if vaccine mandate not repealed

Emily Brooks, The Hill

Democrats jump into Saudi arms fight after Biden détente ends

Bryant Harris and Zamone Perez, Defense News

One more thing...

Here's how you could be on TV during the Army-Navy game

Geoff Ziezulewicz, Defense News



As this year's Army-Navy game nears, Big Navy and CBS are looking for sailors and Marines to send in "spirit spots" that could air during the Dec. 10 gridiron showdown. Big Navy really wants to see spirit spots from forward-deployed locations where sailors and Marines are playing "an active role in world affairs, global security and national economic prosperity." Aim for a spot in the 20 to 25-second range. [Read more.](#)

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