



Acquisition Research Program: Creating Synergy for Informed Change

Panel 5 - Open Architecture, Open Business Models and Collaboration for Acquisition

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Report Documentation Page

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Welcome to panel 5, Open Architecture, Open Business Models and Collaboration for Acquisition

- Our discussant is Mr. Nick Guertin, Deputy Director, Open Architecture (PEO-IWS 7B)
- Our presenters today will discuss two related topics of great interest to the Navy
 - Both have to do with how we measure value in a business where we don't generate revenue
 - Both will apply powerful analytic methods that can be used in very practical ways by those responsible for determining how best to invest resources to deliver capability to the warfighter



What do we mean by Naval Open Architecture?

Naval Open Architecture is the confluence of business and technical practices yielding modular, interoperable systems that adhere to open standards with published interfaces. OA delivers increased warfighting capabilities in a shorter time at reduced cost.



As new operational requirements emerge, we are shifting our acquisition model...

PAST – MILSPEC MODEL

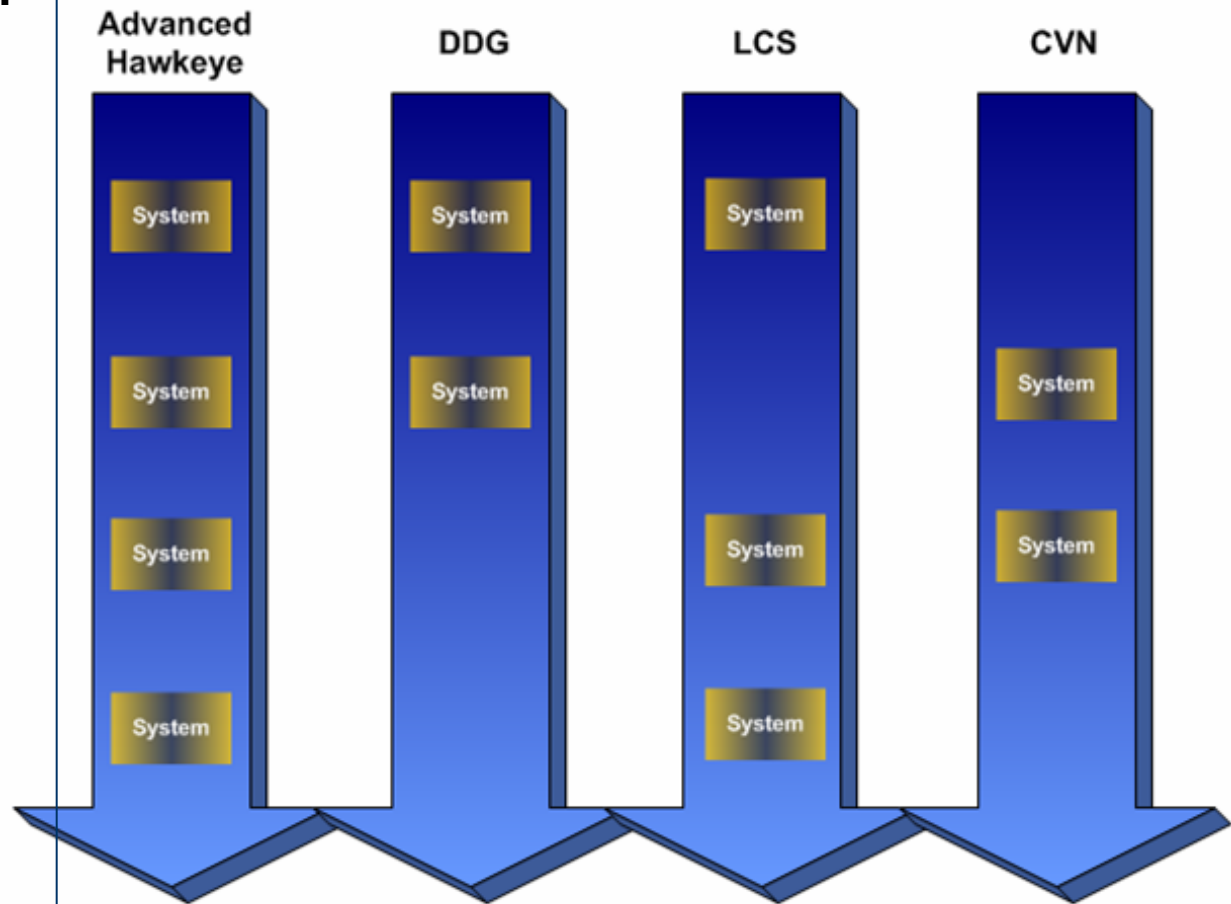
Business Model Attributes:

- Platform Focused
- Owner controls evolution
- Cost emphasis
- Develop software
- Make custom hardware

System Model Attributes:

- Requirements driven
- Specification focus
- Rigid requirements
- Unique / monolithic architectures
- Stable design
- Ignore evolution
- Obsolescence
- Waterfall-style development

Platform-focused model



...to a model that better aligns to capabilities across multiple platforms, families of systems, and system of systems

PRESENT – OA MODEL

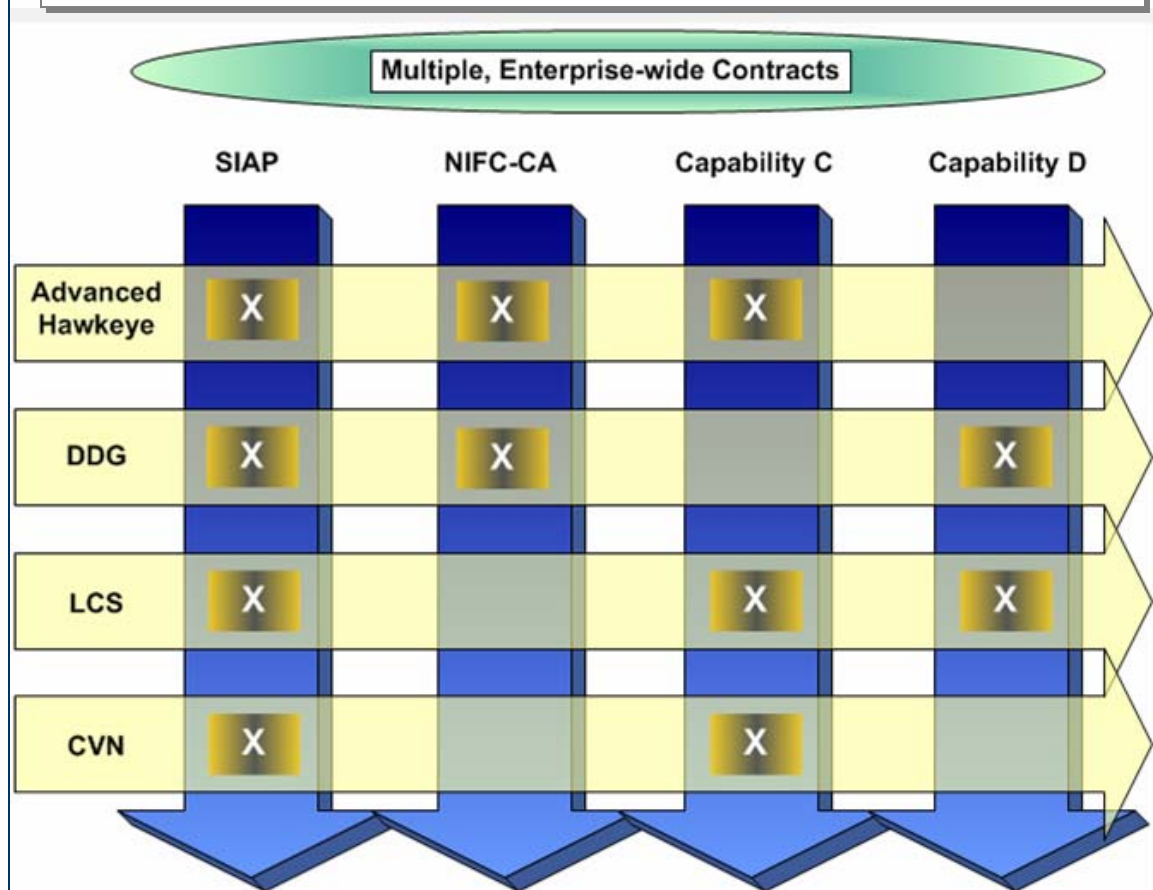
Business Model Attributes:

Capability / Systems Focused
 Market controls evolution
 Total Ownership Cost emphasis
 License or Reuse software
 Leverage COTS or Reuse

System Model Attributes:

Market driven
 Business plan focus
 Flexible requirements
 Modular open architectures
 Constant changes
 Design for tech refresh
 Early-managed obsolescence
 Spiral development

Capability / System–Based vice Platform–Based



This panel's presentations discuss use of a key toolset to make the business part of the Naval OA equation come to fruition

- In the first presentation, *Open Architecture and Open Acquisition Business Models: Integrated Weapons Systems*, we will hear about a powerful management toolset to help the PM make, and refine, key decisions in an open business environment
- In the second, *Measuring the Value Added of Collaborative and 3-D Scanning Tools in Acquisitions: Improving the SHIPMAIN Cost Estimation Process* we see how the application of collaborative tools and scanning technologies can be used to advantage in our modernization processes

