



Government Contractor Partnerships - The Path to Strategic Success

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Partnering Objectives

- Strategically Effective
 - Product or Service Delivered on Time, Within Budget and Successfully Performed
 - Profit for Both Parties
 - No Surprises
 - Plan for the Future
- The Best Litigation is No Litigation
 - Adversarial Posturing a Detriment to the Warfighter



Partnering Tools for Effective Program Management

- The Workshop
 - Identify the Current Critical Issues
 - Prioritize
 - Develop Action Plans
 - Identify the Lead Person and Completion Date
- Follow Up!



Partnering Follow-On Tools

- The Tactical Implementation Plan (TIP)
 - Identify the Action, Status, the Lead and Date of Completion
- The Monthly Conference Call
 - Ensures Accountability
 - Identify New Players
 - Resolve Disputes Before They Arise



Partnering Metrics

- Claims or Disputes - None
- Seventy-Five Percent of Action Plans Completed within Sixty Days or Less
- Very Few Appeals to Senior Management
- Effective Communications



Success Stories

- Ten Ongoing Partnered Programs
 - Six Programs Have Held Three or More Workshops
- Five Life Cycle Support Contractors Supporting the Warfighter as a Unified Team
- Two-years of Contract Modification Negotiations Expedited in Six Months after Partnering Workshop
- Provided a Single Integrated Forum for Government Program Office, User & Contractor Interface



Success Stories, Cont'd.

- Misperceptions Dispelled
 - Live Training Equipment Repaired within Contract Specified Turn Around Time
- “Conflict Escalation Ladder” Successfully Used to Resolve Conflicts Before Becoming a Dispute
- Facilitated Successful Cooperation between Two Contractors on Trainer Upgrade



Success Stories, Cont'd.

- Provided STRICOM Omnibus Contractors with a Common Forum to Identify Critical Issues
- Enhanced Alpha Contracting Use with 8(a) Small Business
- Clarified Government Contracting Processes with a Non-Traditional Commercial Contractor



References

- Jim Cooksey, TRW Program Manager, 321-235-3815
- David William, L3 Communications L3/COM-VP
Link Training Services, 817-619-4600
- Mike Younce, STRICOM AH-64A Combat Mission
Simulator Project Director, 407-384-3763
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