

Better Buying Power: A Support Contractor's View



Presentation of

31st Annual International Test and Evaluation Symposium:
T&E to Achieve Better Buying Power

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TRIDEUM

Analyze. Integrate. Innovate.

Corporate Overview

- Privately owned and operated small business founded in 2005 and headquartered in Huntsville, Alabama.
- Size as of October 2014 - approximately 110 employees & annual revenue ~ \$14M.
- Trideum specializes in providing solutions and services in the area of test and evaluation, modeling and simulation, systems analysis, and information technology.
- Trideum has a broad range of Engineering expertise gained through hands-on program execution. The expertise ranges from technology research and development to engineering analysis and design. Such efforts are performed at the system, subsystem, and/or component levels. Trideum has a broad range of engineering disciplines and specialties: aerospace, computer, database, electrical, mechanical, network, software, and systems

Today's Topic

?

Better Plowing Power 3.0



Everything I truly needed to know I learned from my ole grandpa on the farm

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Better Plowing Power 3.0



Highest yield per acre is still with a good team of mules lead by a farmer they know and trust.

Better Frying Power 3.0



Induction cooking heats a cooking vessel with induction heating, instead of infrared radiation from electrical wires or a gas flame as with a traditional cooking stove.

Compared to traditional gas or resistive heating the inductive unit is more energy efficient, is quicker heating, is more precise, and is safer.

Better Frying Power 3.0

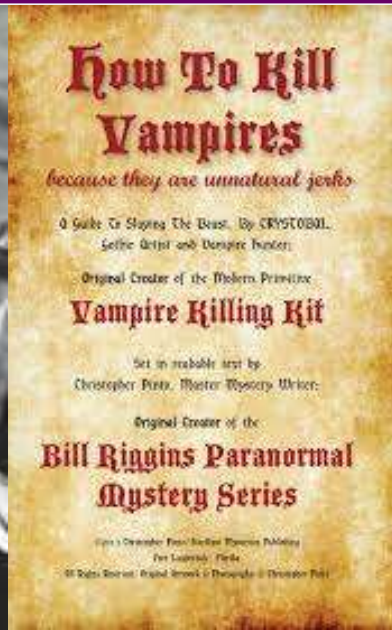
Electromagnetic induction is the production of an electromotive force across a conductor when it is exposed to a varying magnetic field. Mathematically described by Faraday's law of induction, named after Michael Faraday who is credited with the discovery of induction in 1831.



A mathematician in the UK came up with this cooker concept in 1906, some General Motors engineers came up with a production design in the 1950s. (I don't think it was for seat warmers ...)

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Better Dying Power 3.0



Troubled by vampires? Let me show you how to eliminate those suckers ...

Better Dying Power 3.0

Thankfully the source of all knowledge has an illustrated guide on how to eliminate vampires:

Step 1: Identify your vampires

Step 2: Plan out elimination



Step 3: Ensure they don't return



Today's Topic

OH ... BUYING POWER!



Better Buying Power 3.0



WWGD?

What would Grandpa Do?

WWFD?

What would Faraday Do?

WWVHD?

What would Van Helsing Do?

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Grandpa – Teamwork & Productivity

Understand the importance of the government – contractor TEAM:

- Contractually create an environment enabling collaboration and partnership through trust, respect, and understanding roles, responsibilities, and level of authority – freedom of maneuver
- Allow both opportunities to win: enough detail in PWS to allow FFP base / CPIF beyond base
- Incentivize (money!) changes resulting in cost savings and/or productivity increases



Faraday – Innovation & Efficiency

Unleash the intellect of your contract workforce:

- Einstein defined insanity as continuing to do the same thing and expecting difference results. Sometimes you need to bring in new people to get new ideas --- contractors can be a low risk method
- Basic science doesn't change, give sound thinkers room to dream up new methodologies
- Incentivize (money!) innovation resulting in cost savings and/or productivity increases



Van Helsing – Eliminate Blood Suckers

Eliminate unproductive processes and bureaucracy:

- Identify process and procedure that doesn't contribute to mission success (have you seen a service RFP lately? EVMS? Seriously?)
- Address policy aimed at the bad actors but applied to all good actors. (Ever been DCAA audited? How about the DOL? NM state sales tax? Seen the new security clearance procedures?)
- Understand WHAT each WHO on your team contributes to mission success, and if their cost is worth their contribution.



Wrap-up

As my grandpa said: “you’ll never be a complete waste – at least you can serve as a bad example”

Thanks for being here, and congratulations to all the award winners.

Enjoy the rest of the symposium!

