Headquarters U.S. Air Force

Integrity - Service - Excellence

Air Force Acquisition Executive Panel Discussion

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DoD Acquisition Insight Conference
26 April 2011
Our Environment

- Environment has changed and so must our culture
- Our focus should be to train people to design, implement, and execute effective acquisition strategies
- Every acquisition needs to focus on how to motivate and incentivize contractor teams
  - Contractor performance must be held accountable
- Efficiency is survival - dollars have already been diverted in the 12 PB
- We need to understand where every dollar is going and treat it like our own
- Implement the efficiencies without jeopardizing warfighting capability, product delivery, cost or schedule
- We need to have a dialogue with MAJCOM Customers about Requirements where appropriate
The significant challenges facing the Air Force in a “down” cycle for defense are:

- Resources will decline and the downturn will likely last beyond the FYDP - make tough choices now rather than later
- Efficiencies will be a partial solution and must become the standard - stay focused on tail to tooth

The notion that we can maintain the status quo cannot be the Air Force’s path forward

- Don’t take on resource commitments that are unaffordable in the long run
- Prioritize investments to drive down long-term operating costs
- Emphasize flexibility in the face of funding instability

Properly Managing Resources in a Time of Fiscal Austerity
Insights from SECAF, FM, OSD/AT&L, Disney, Special Ops, and Sr. Acquisition leadership

- We’re at an inflection point beyond efficiencies requiring cultural change
- Expect flat to declining budgets so must live with less money and make adjustment in what we can afford
- Don’t view the glass as half empty or half full – focus on what we are doing with what we have
- View the taxpayers as our shareholders
- We’re paying too much for contracts across the board (avg. 7-15%)
- Industry knows more about us than we know about them
- The art of the business deal is all about info (knowledge) and preparation – capitalize on full team, understand details, and persuade with facts

Must get maximum amount of combat capability out of each dollar