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# **Effectively Dealing With Key PBL Issues**

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- Positioning PBL Offering To Survive A BCA
- Understanding And Mitigating Performance And Financial Risk
- Changing Mission Requirements
- Contractors On The Battlefield
- Dealing With Depots And DLA

# Positioning PBL Offering To Survive A BCA

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- Issue: The BCA is normally performed by the government:
  - Will the BCA be unbiased given that the organization performing it may be impacted by it?
  - Should contractors be included on the BCA analysis team?
  - Will the comparison of organic, contractor, or hybrid support options be an apples to apples comparison?

# Understanding And Mitigating Performance And Financial Risk

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- Issue: How can I minimize my performance and financial risk?
  - During fielding of new weapon system. Reliability data is small. No installed base history
  - During annual funding authorization.
  - During transition from peace time to war time status and back
  - OPTEMPO greater than system designed for. Iraq: systems planned for 800 miles per year being operated 3,500 miles in 6 months
  - Financial instruments to spread risk

# Changing Mission Requirements

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- Issue: Weapons system used outside of design intent due to changes in threat
  - Amount of flexibility needed to minimize financial and performance risk
  - Investment in new capabilities. Who should bare the cost? (Government or Contractor)

# Contractors On The Battlefield

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- Issue: Iraq and Afghanistan have validated the important role that contractors play on the battlefield. They have also demonstrated some of the risk that a company must deal with when contractors are deployed in harms way.
  - Loss of life
  - Misconduct
  - Salary differences between soldier and contractor for similar type job
  - Meeting PBL objectives due to combat operations interference
  - Geneva conventions applicability
  - Captured contractors
  - Handling of families of lost contractors
  - Staff retention in hot zone

# Dealing With Depots And DLA

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- Issue: Poor performance / No delivery/BRAC Closure recommendation
  - Fixed price contracting
  - Loss of priority due to other national emergencies
  - During transition during contract years
  - During continuing resolutions
  - Poor quality
  - What do I do if after partnering with depot or DLA, BRAC recommends closure or mission change