



# Designing Defense Business Systems for the Future

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**(DHRA)**  
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# Today's "Smart Objective"

(Keep Everyone Awake!)



*“The capacity of the mind to absorb is limited by what the seat can endure”*

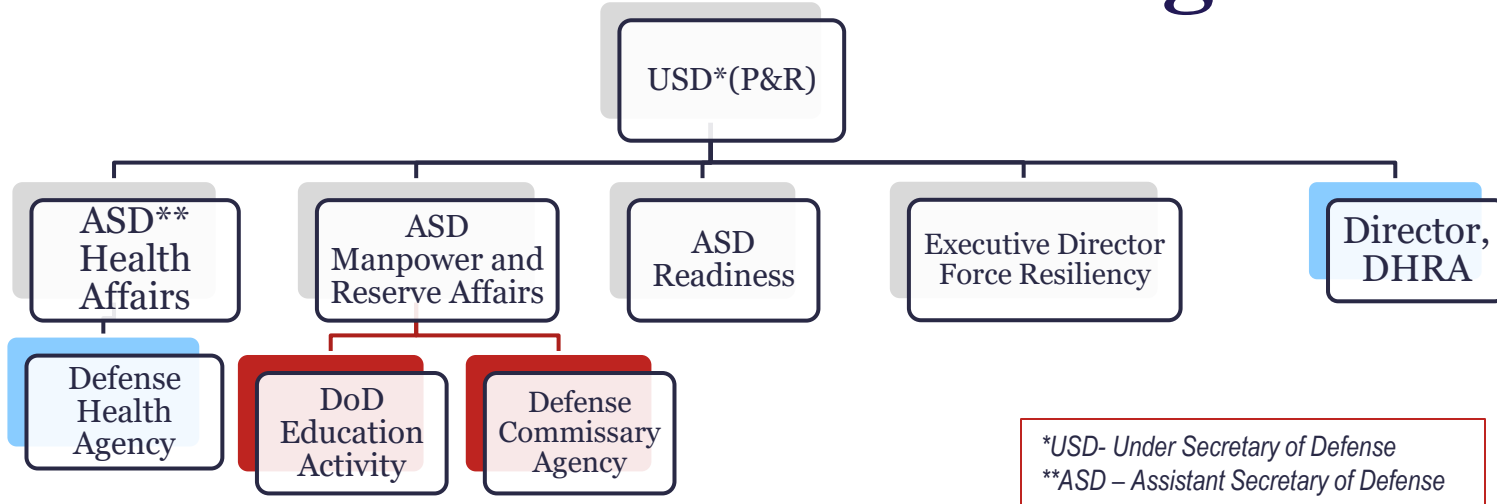
**Some famous, dead Greek philosopher-guy**

# *My Plan for Today*

- **Speak my mind in a respectful manner**
- **Keeping in mind:**
  - Each of you may interpret what I say differently
  - My remarks will impact listeners differently
  - Staying conscious of the fact all in this room are committed to doing those actions that promote the best interest of our military establishment and the nation as a whole!

# What is DHRA?

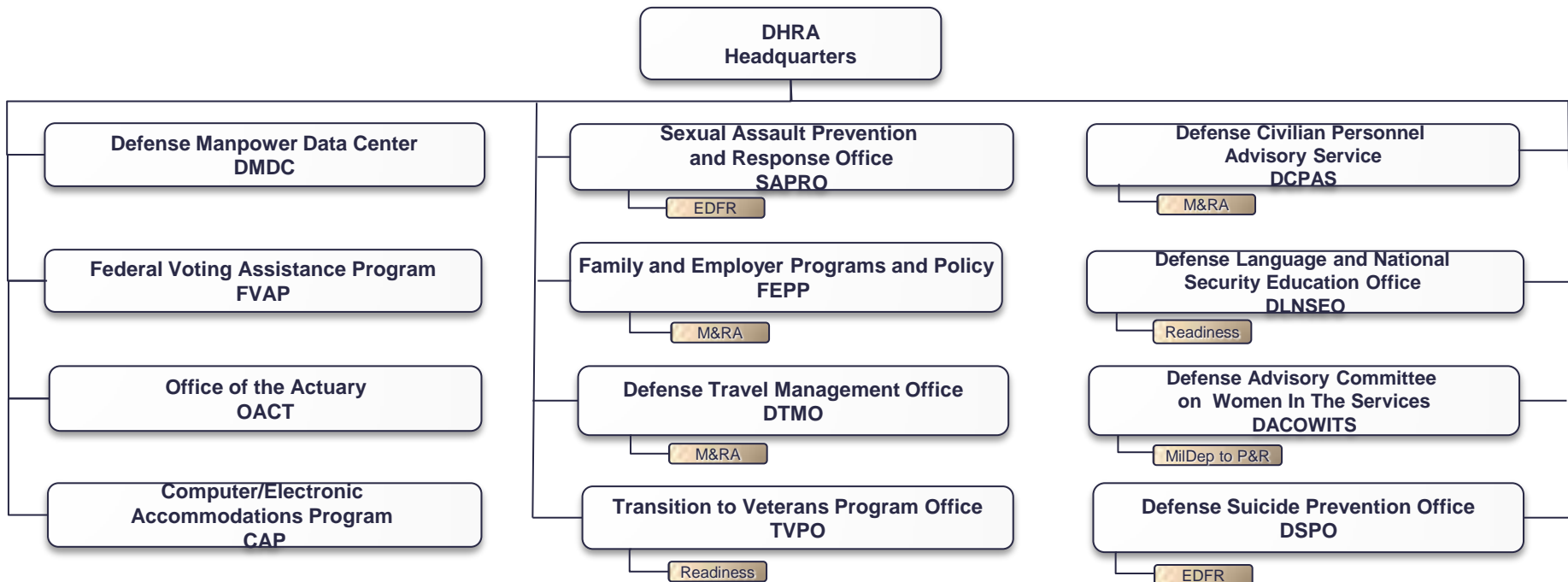
# Field Activities / Defense Agencies



## What is a Field Activity?

- Established as DoD Components by law, the President, or the Secretary of Defense, to provide for the performance, on a DoD-wide basis, of a supply or service activity that is common to more than one Military Department.
- Each DoD Field Activity operates under the authority, direction, and control of the Secretary of Defense, through an Office of the Secretary of Defense (OSD) Principal Staff Assistant (PSA), or other designated official.

# DHRA Organization



\*\*\* Boxes represent alignment to OUSD(P&R) policy and oversight

# **Why has Designing & Successfully Fielding New Defense Business Systems Proven to be Difficult?**

# Personal Observations

- **Some senior functionals have been late in embracing fielding new Defense Business Systems (DBS) for their capability area as being in their “must-do” job jar!**
  - It is Acquisition/PEO’s Job
  - It is the CIO’s job
  - It is anybody’s job *but* mine



# Personal Observations

- **Many times we do not recognize fielding a new DBS as more than just having a “perfect” software/code!**
  - Appropriate funding upfront and throughout the development, testing, and fielding cycle
  - Appropriate infrastructure from test-to-production
  - Active Change Management end-to-end

**It is More Than Just the Perfect Software  
Package!**

# Personal Observations

- **Many times we put the “cart way-ahead of the horse”**
  - Material solution fixation *before* functional requirements definition
  - Material solution fixation *without* a complete functional requirements definition
  - Laser focus on “bells & whistles,” vice core functional capability needs

**Don't Bother Me with Facts,  
I Know What I Want!**

# Personal Observations

- **Appropriate Performance Measures not established across the development & delivery cycle**
  - Inadequate Performance Measures
  - Measures for the sake of having measures
  - “Pencil-whipped” Performance Measures
  - No Performance Measures

# Personal Observations

- **Business Process Reengineering**
  - Inadequate Senior Management involvement
  - Poorly executed with inadequate level of detail
  - Completely “pencil-whipped”
  - Inadequate implementation plan
  - Results not implemented or not fully implemented

**Failure to Understand BPR's Role in  
DBS Success**

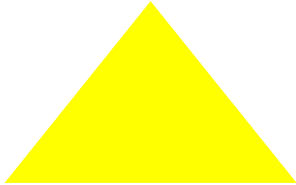
# *Available Workforce*

Available workforce sufficient to accomplish assigned missions using current processes

Available Workforce  
to Accomplish  
Approved Missions

Current Processes/DBSs

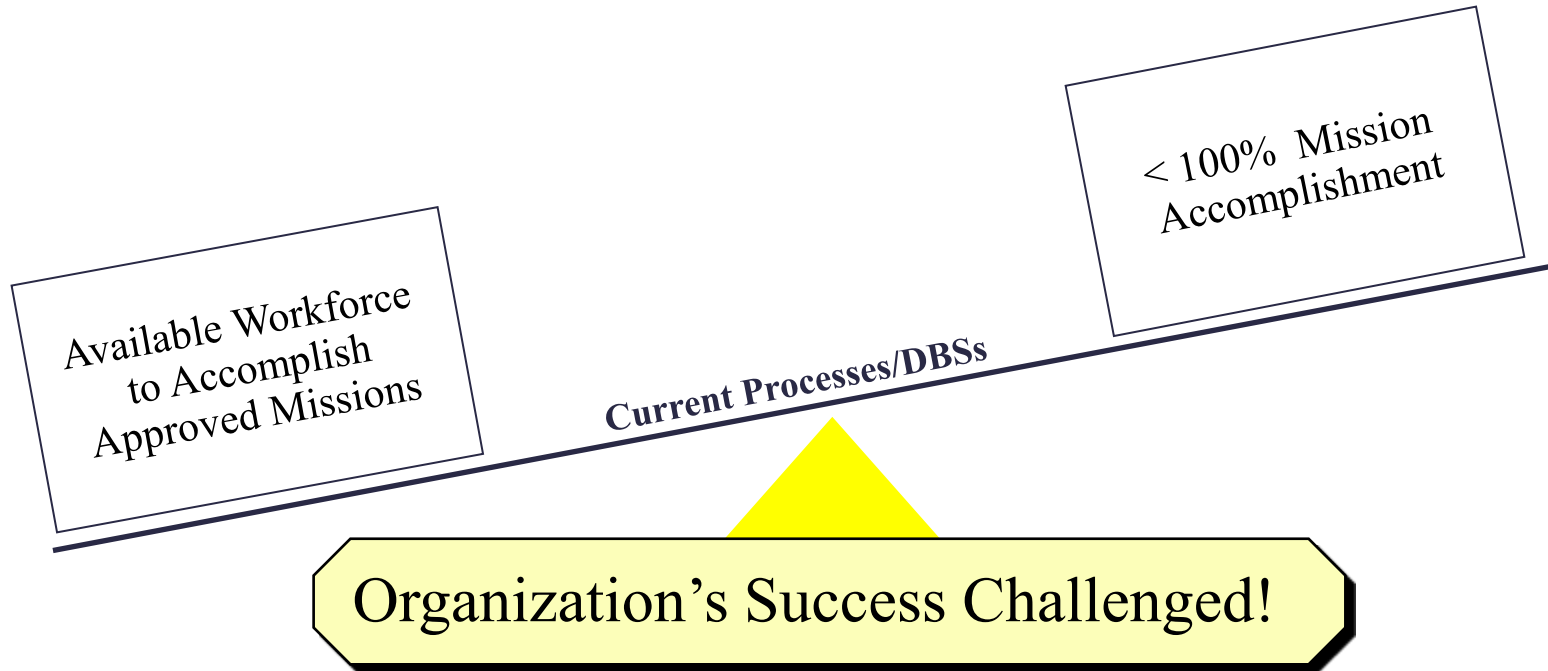
100% Mission  
Accomplishment



Organization Positioned For Success!

# *Available Workforce*

Available workforce not sufficient to accomplish assigned missions using current processes



# *Available Workforce*

To be successful we must do what is required in a more effective, efficient, and economical way

Available Workforce  
to Accomplish  
Approved Missions

100% Mission  
Accomplishment

New Processes/New DBSs

Process Improvements

Productivity Enhancements

Organization “Repositioned” to Ensure Success!

# Personal Observations

- **Business Process Reengineering**
  - Hard work....not for the faint-hearted!
  - An openness to change is essential to success
  - Perfection is the enemy of good!
  - Most times meaningful results can be implemented before fielding the new DBS

**Senior Leadership Involvement Key to  
Success!**



# **An Approach to Designing and Successfully Fielding New Defense Business**

# Recommended Way Ahead

- **Functional led definition of the business need & capability requirements**
  - Capability requirements document
  - Business/mission need, not desirement
  - Capabilities to deliver the need
  - Performance Measures that demonstrate success
  - Cost/timeline to conduct end-to-end BPR

**Senior Leadership Commitment &  
Involvement**

# Recommended Way Ahead

- **Functional led Business Process Reengineering with acquisition participation**
  - Hard work....not for the fail-hearted!
  - An openness to change is essential to success
  - Perfection is the enemy of good!
  - Most times meaningful results can be implemented before fielding the new DBS

**Senior Leadership Involvement Key to  
Success!**

# Recommended Way Ahead

- **Business Process Reengineering (BPR)**
  - Detailed “As-Is” processes for each capability
  - Detailed “To-Be” processes for each capability
  - “To-Be” process deltas from “As-Is”
  - “To-Be” process performance measures
- **Document bounded user requirements for “To-Be” processes**

**Functional DBS Requirements Baseline!**

# Recommended Way Ahead

- **Acquisition led initial Capability Plan development to meet bounded user requirements with full functional participation**
  - Specific capabilities that can be delivered by process changes before fielding the new DBS
  - Specific capabilities to be delivered by the new DBS
  - ROM cost for each capability & total capability
  - Net benefits from BPR & new DBS
- **Funding profile to implement BPR/field new DBS**

# Recommended Way Ahead

- **Acquisition refines the initial Capability Plan into an executable Capability Implementation Plan**
  - Material solution requirements specified
  - Integrated work loaded Capability Master Schedule (CMS) developed
  - Required funding consistent with CMS
- **Acquisition executes the Capability Implementation Plan with functional oversight**

# Functional/Acquisition DBS Team

## Functional Requirements Meet the FAR

*Functional*

*Acquisition*

*Required Capabilities*

*BPR the Processes*

*Funding Advocacy &  
Programming*

*Change Management*

*Staff Support*

*Initial Capability Plan*

*RFI*

*RFP*

*DBS Contract Award*

*DBS Fielding Plan*

*DBS Contractor Oversight*

*INTEGRATED "Team" APPROACH To Field DBSs*

**“So then...Get a Tight Grip, and Keep Doin’ Great Things!”**





A collage of military and patriotic imagery. In the top center, a pilot in a flight suit is visible. To the right, a green fighter jet flies in the sky. In the bottom right, soldiers in camouflage gear are running. On the left, a large American flag is shown. In the top right corner, there is a circular emblem with a white star on a blue background, flanked by red and white stripes. The central text is overlaid on a dark blue, cloud-like shape.

**What's  
on your  
mind?**

**NAFETC**

**AMERICA: LIVING FREE, SECURE, AND PRODUCTIVE  
IN A CYBER WORLD**



**2016**

The background features a stylized American flag with stars and stripes. Overlaid on the flag is the text 'AFITC' in large, bold, grey letters at the top, and '2016' in large, bold, grey letters at the bottom. A blue banner with white text 'FREE, SECURE' is positioned between 'AFITC' and '2016'. Another blue banner with white text 'IN A CYBER WORLD' is positioned between '2016' and the bottom of the frame.

To ask questions during or after the presentation, please email them to:

**[AFITC2016QA@gmail.com](mailto:AFITC2016QA@gmail.com)**

Your questions will be read aloud for the audience and speaker

**NAFETC**

**AMERICA: LIVING FREE, SECURE, AND PRODUCTIVE  
IN A CYBER WORLD**



**2016**