NPS-AM-05-025



EXCERPT FROM THE **PROCEEDINGS**

OF THE

SECOND ANNUAL ACQUISITION RESEARCH SYMPOSIUM

COST PERFORMANCE TRADEOFFS FOR THE ARMY TO PURCHASE ONE TYPE OF UNMANNED AERIAL VEHICLE TO SUPPORT THE ARMOR AND INFANTRY WARTIME REQUIREMENTS

Published: 1 May 2005

by

Major William Snodgrass and Captain (P) Glenn Jenkins

2nd Annual Acquisition Research Symposium of the Naval Postgraduate School:

Acquisition Research: The Foundation for Innovation

May 18-19, 2005

Approved for public release, distribution unlimited.

Prepared for: Naval Postgraduate School, Monterey, California 93943



ACQUISITION RESEARCH PROGRAM Graduate School of Business & Public Policy Naval Postgraduate School The research presented at the symposium was supported by the Acquisition Chair of the Graduate School of Business & Public Policy at the Naval Postgraduate School.

To request Defense Acquisition Research or to become a research sponsor, please contact:

NPS Acquisition Research Program Attn: James B. Greene, RADM, USN, (Ret) Acquisition Chair Graduate School of Business and Public Policy Naval Postgraduate School 555 Dyer Road, Room 332 Monterey, CA 93943-5103 Tel: (831) 656-2092 Fax: (831) 656-2253 E-mail: jbgreene@nps.edu

Copies of the Acquisition Sponsored Research Reports may be printed from our website <u>www.acquisitionresearch.org</u>

Conference Website: www.researchsymposium.org



ACQUISITION RESEARCH PROGRAM Graduate School of Business & Public Policy Naval Postgraduate School

Proceedings of the Annual Acquisition Research Program

The following article is taken as an excerpt from the proceedings of the annual Acquisition Research Program. This annual event showcases the research projects funded through the Acquisition Research Program at the Graduate School of Business and Public Policy at the Naval Postgraduate School. Featuring keynote speakers, plenary panels, multiple panel sessions, a student research poster show and social events, the Annual Acquisition Research Symposium offers a candid environment where high-ranking Department of Defense (DoD) officials, industry officials, accomplished faculty and military students are encouraged to collaborate on finding applicable solutions to the challenges facing acquisition policies and processes within the DoD today. By jointly and publicly questioning the norms of industry and academia, the resulting research benefits from myriad perspectives and collaborations which can identify better solutions and practices in acquisition, contract, financial, logistics and program management.

For further information regarding the Acquisition Research Program, electronic copies of additional research, or to learn more about becoming a sponsor, please visit our program website at:

www.acquistionresearch.org

For further information on or to register for the next Acquisition Research Symposium during the third week of May, please visit our conference website at:

www.researchsymposium.org



THIS PAGE INTENTIONALLY LEFT BLANK



Cost Performance Tradeoffs for the Army to Purchase One Type of Unmanned Aerial Vehicle to Support the Armor and Infantry Wartime Requirements

Presenter: Major William Snodgrass, USA

Presenter: Captain (P) Glenn Jenkins, USA

Abstract

The goal of this MBA Project is to investigate potential dichotomies between doctrine and practice in the employment of the Raven Small Unmanned Aerial Vehicle (SUAV). The Army's current Small UAV requirements are based upon the Future Combat System's Operations Requirements Document and has not been validated at the platoon or company level. The Raven SUAV is a Commercial off-the-Shelf (COTS) item that swiftly became the Army's Small UAV of choice for operations in Afghanistan and Iraq. Doctrine and Techniques, Tactics, and Procedures (TTP) have been written for the Raven SUAV; however, this document is not standard practice for all units operating the system abroad. The last review of the SUAV operational requirements was conducted in 2003 and left a gap by not specifically addressing its usage on the battlefield. In an attempt to fill that gap, this project will focus on real-world usage of the Raven SUAV system and compare doctrine versus practice using the Department of Defense's (DOD) Doctrine, Organization, Training, Material, Leadership, Personnel, Facilities (DOTML-PF) model as the primary logic construct.

The report begins by providing a thorough background of the Raven SUAV to include both its evolution from a COTS item to the Army's SUAV of choice and how it has impacted the warfighter. Next, the authors provide an overview of DOTML-PF in order to provide the basis from which the comparison of doctrine and practice will be conducted. The study then takes an in-depth look at doctrine and practice using DOTML-PF as the model for revealing potential dichotomies between the two. Finally, the authors will analyze these dichotomies and recommend solutions to help mitigate shortfalls and inconsistencies in actual Raven SUAV usage on the battlefield.



THIS PAGE INTENTIONALLY LEFT BLANK



ACQUISITION RESEARCH: THE FOUNDATION FOR INNOVATION

2003 - 2006 Sponsored Acquisition Research Topics

Acquisition Management

- Software Requirements for OA
- Managing Services Supply Chain
- Acquiring Combat Capability via Public-Private Partnerships (PPPs)
- Knowledge Value Added (KVA) + Real Options (RO) Applied to Shipyard Planning Processes
- Portfolio Optimization via KVA + RO
- MOSA Contracting Implications
- Strategy for Defense Acquisition Research
- Spiral Development
- BCA: Contractor vs. Organic Growth

Contract Management

- USAF IT Commodity Council
- Contractors in 21st Century Combat Zone
- Joint Contingency Contracting
- Navy Contract Writing Guide
- Commodity Sourcing Strategies
- Past Performance in Source Selection
- USMC Contingency Contracting
- Transforming DoD Contract Closeout
- Model for Optimizing Contingency Contracting Planning and Execution

Financial Management

- PPPs and Government Financing
- Energy Saving Contracts/DoD Mobile Assets
- Capital Budgeting for DoD
- Financing DoD Budget via PPPs
- ROI of Information Warfare Systems
- Acquisitions via leasing: MPS case
- Special Termination Liability in MDAPs

Logistics Management

R-TOC Aegis Microwave Power Tubes



- Privatization-NOSL/NAWCI
- Army LOG MOD
- PBL (4)
- Contractors Supporting Military Operations
- RFID (4)
- Strategic Sourcing
- ASDS Product Support Analysis
- Analysis of LAV Depot Maintenance
- Diffusion/Variability on Vendor Performance Evaluation
- Optimizing CIWS Life Cycle Support (LCS)

Program Management

- Building Collaborative Capacity
- Knowledge, Responsibilities and Decision Rights in MDAPs
- KVA Applied to Aegis and SSDS
- Business Process Reengineering (BPR) for LCS Mission Module Acquisition
- Terminating Your Own Program
- Collaborative IT Tools Leveraging Competence

A complete listing and electronic copies of published research within the Acquisition Research Program are available on our website: <u>www.acquisitionresearch.org</u>





ACQUISITION RESEARCH PROGRAM GRADUATE SCHOOL OF BUSINESS & PUBLIC POLICY NAVAL POSTGRADUATE SCHOOL 555 DYER ROAD, INGERSOLL HALL MONTEREY, CALIFORNIA 93943

www.acquisitionresearch.org