



## Acquisition Research Program: Creating Synergy for Informed Change

### **Panel 5 - Open Architecture, Open Business Models and Collaboration for Acquisition**

Mr. Bill Johnson

Deputy Major Program Manager Future Combat Systems

Open Architecture (PEO-IWS 7DEP)

# Welcome to panel 5, Open Architecture, Open Business Models and Collaboration for Acquisition

- Our discussant is Mr. Nick Guertin, Deputy Director, Open Architecture (PEO-IWS 7B)
- Our presenters today will discuss two related topics of great interest to the Navy
  - Both have to do with how we measure value in a business where we don't generate revenue
  - Both will apply powerful analytic methods that can be used in very practical ways by those responsible for determining how best to invest resources to deliver capability to the warfighter



# What do we mean by Naval Open Architecture?

Naval Open Architecture is the confluence of business and technical practices yielding modular, interoperable systems that adhere to open standards with published interfaces. OA delivers increased warfighting capabilities in a shorter time at reduced cost.



# As new operational requirements emerge, we are shifting our acquisition model...

## PAST – MILSPEC MODEL

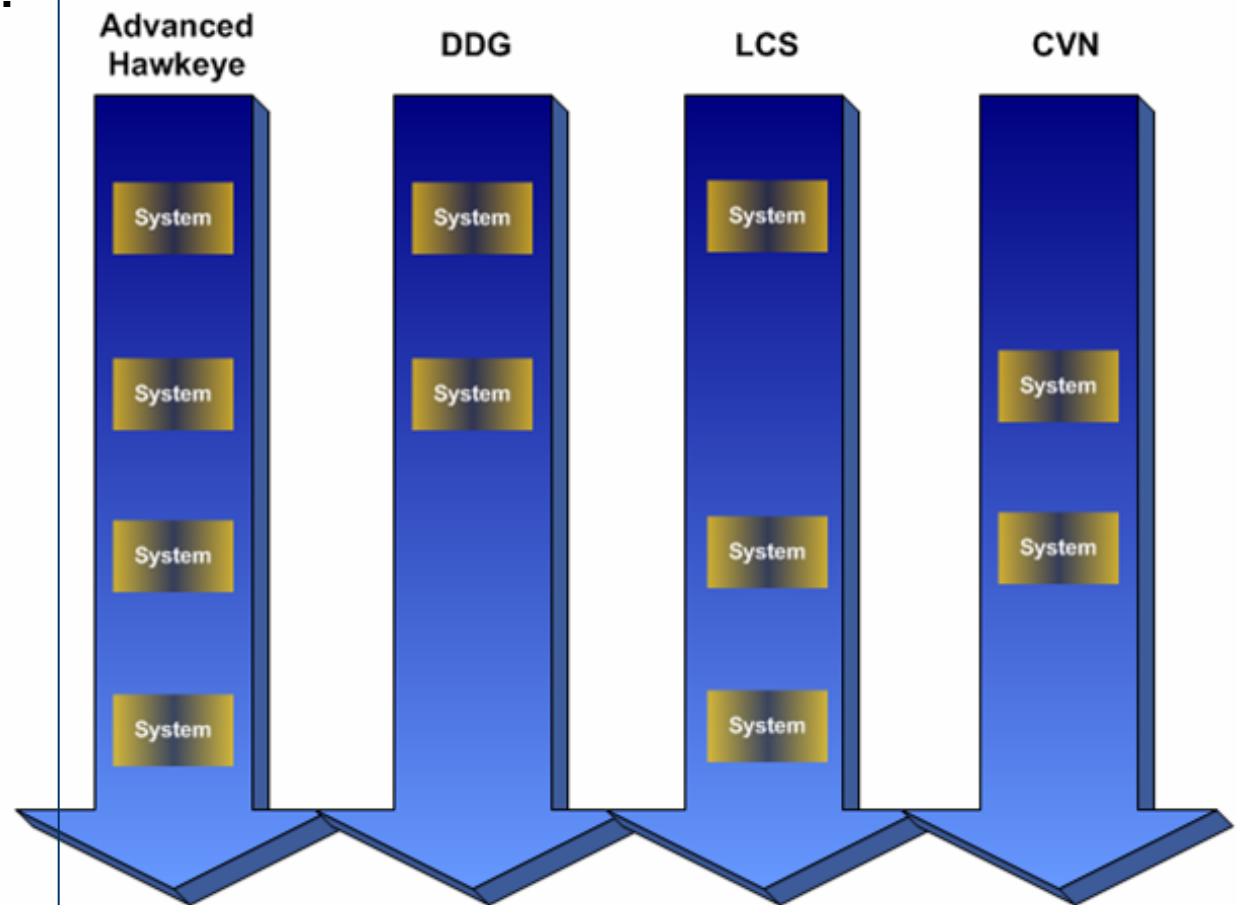
### Business Model Attributes:

- Platform Focused
- Owner controls evolution
- Cost emphasis
- Develop software
- Make custom hardware

### System Model Attributes:

- Requirements driven
- Specification focus
- Rigid requirements
- Unique / monolithic architectures
- Stable design
- Ignore evolution
- Obsolescence
- Waterfall-style development

## Platform-focused model



...to a model that better aligns to capabilities across multiple platforms, families of systems, and system of systems

#### PRESENT – OA MODEL

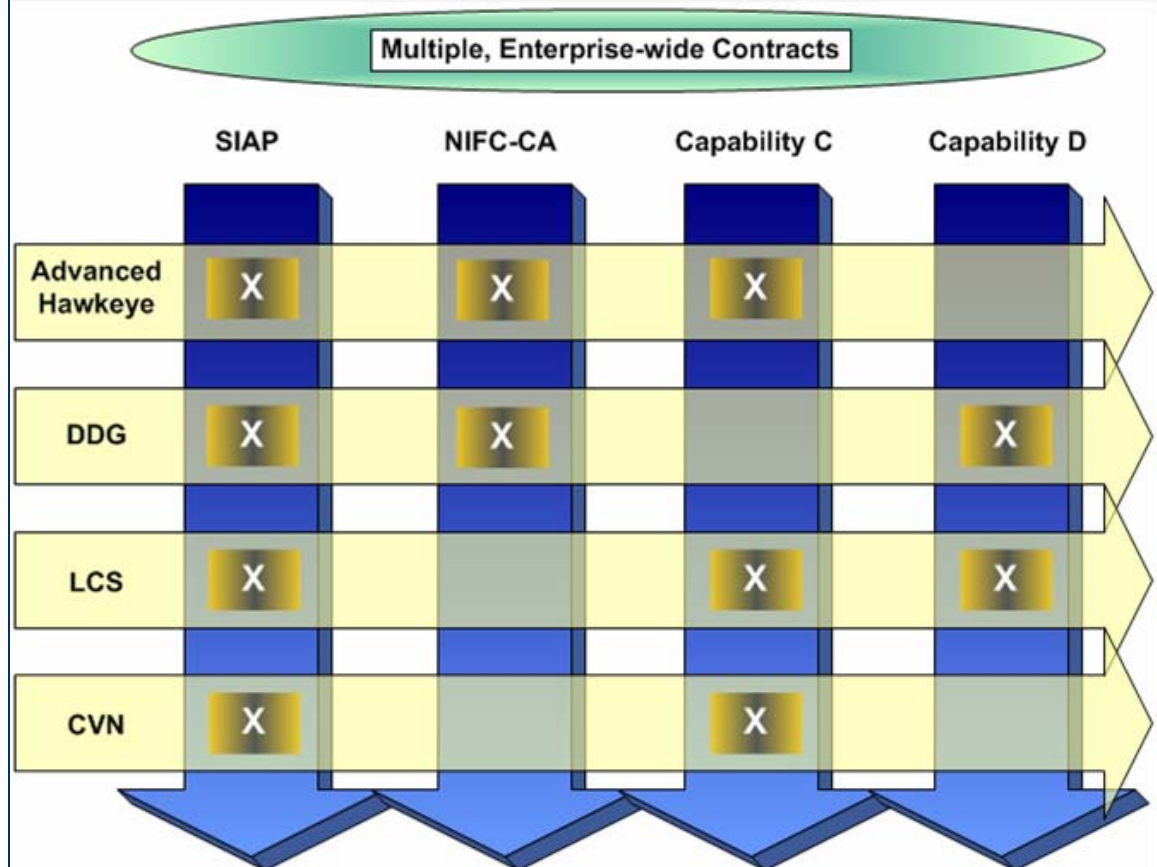
##### Business Model Attributes:

Capability / Systems Focused  
Market controls evolution  
Total Ownership Cost emphasis  
License or Reuse software  
Leverage COTS or Reuse

##### System Model Attributes:

Market driven  
Business plan focus  
Flexible requirements  
Modular open architectures  
Constant changes  
Design for tech refresh  
Early-managed obsolescence  
Spiral development

#### Capability / System–Based vice Platform–Based





## **This panel's presentations discuss use of a key toolset to make the business part of the Naval OA equation come to fruition**

- In the first presentation, *Open Architecture and Open Acquisition Business Models: Integrated Weapons Systems*, we will hear about a powerful management toolset to help the PM make, and refine, key decisions in an open business environment
- In the second, *Measuring the Value Added of Collaborative and 3-D Scanning Tools in Acquisitions: Improving the SHIPMAIN Cost Estimation Process* we see how the application of collaborative tools and scanning technologies can be used to advantage in our modernization processes

