

Performance-Based Logistics: The Basics and Beyond

- ▶ **Location:** Knoxville, Tennessee
- ▶ **Duration:** Four Days
- ▶ **2010 Dates:** February 2-5
May 11-14
September 14-17
- ▶ **Tuition:** \$5,100 (includes meals and lodging);
\$2,550 if repeating the course
- ▶ Program fees are subject to change. Check our web site (<http://TheCenter.utk.edu>) for the latest information.
- ▶ Class size is limited.

Participant Profile

Performance-Based Logistics: The Basics and Beyond is designed for corporate managers working with defense department counterparts in a performance-based logistics contractual situation.

Overview

Performance-Based Logistics: The Basics and Beyond is designed to help you:

- ▶ Become familiar with the PBL process and philosophy
- ▶ Better understand the challenges you will encounter, and proven approaches for addressing them
- ▶ Relate PBL elements and techniques relevant to your job function, covering topics like performance management, contracts, and how PBL relates to the acquisition process
- ▶ Become familiar with the Statutory, regulatory, and Policy environment affecting Performance-Based Logistics
- ▶ Understand the practitioner's role as a missionary, using real world PBL examples to demonstrate the potential of a PBL agreement

Key Objectives

Through the integration of classroom instruction and discussion, complemented by real-world examples, you will better understand:

- ▶ The attributes of a good PBL program
- ▶ The current state of PBL development and its implementation across the DoD
- ▶ How government and DoD contractors view PBL contracts, why PBL contracts benefit both parties, and each one's role in the process
- ▶ How PBL contracts relate to the government acquisition process
- ▶ How to translate the government's 12-step PBL process into a four-step commercial framework
- ▶ The risks in a PBL program and its top-10 "gotchas"
- ▶ How to better think about performance management in a PBL context
- ▶ The issues and opportunities associated with organic partnering and the resources and techniques important for addressing these issues
- ▶ The issues associated with contract execution and how to address these issues
- ▶ The issues and inconsistencies associated with statutory requirements and business cases analyses and how to address these issues
- ▶ The importance of process alignment across all phases and functions of a weapons systems acquisition and better understanding the techniques for addressing them
- ▶ The strategic elements of a PBL program and the importance of setting baseline performance

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Methods of Instruction

The program has been designed to ensure the active involvement of all participants. A balance of theory and application is provided through lectures, question/answer sessions, case studies, and small-group exercises. See the program schedule included with this profile sheet.

Distinguishing Features

- ▶ The only PBL program for contractors.
- ▶ The only university-based PBL program.
- ▶ Four-day program focused on establishing and executing PBL contracts and programs.
- ▶ Boeing, Lockheed Martin, Northrop Grumman, Pratt & Whitney, and Raytheon sponsored the applied research for the program. Defense Acquisition University (DAU) also partnered with UT on program development.
- ▶ The first direct outcome of the funded research housed in the University of Tennessee Aerospace/Defense Clearinghouse—a consortium of aerospace/defense companies and universities that links those needing training and development with those who can provide it.
- ▶ Class size is limited in order to ensure interaction with faculty and fellow participants.

This program, like all Center for Executive Education open enrollment programs, is available as a customized, in-house program for organizations.

Faculty

Program faculty consists of key experts in performance-based logistics, including:

- ▶ **Stephen R. Geary**, Partner, Supply Chain Visions. Steve has over 20 years of experience in supply chain management—as a manager, consultant, author and speaker. He’s held senior positions with Teradyne, PRTM, Emerson Electric, and IBM. Since 2002, Steve has been engaged in a broad-ranging project for the Office of the Secretary of Defense,

helping drive transformation of military logistics to deliver more nimble, flexible, and responsive capabilities.

- ▶ **Dr. Karl B. Manrodt**, Associate Professor of Logistics, Georgia Southern U. Karl is a well-recognized academic in the area of logistics and supply chain management. He was recently recognized as a “Rainmaker” by DC Velocity magazine for his efforts in helping to build the logistics and supply chain profession. Dr. Manrodt serves on the executive committee of the Council of Supply Chain Management Professionals.
- ▶ **Dr. Stephen M. Rutner**, Professor of Logistics and Intermodal Transportation, Georgia Southern U. Steve also serves as the director of the Southern Center of Logistics and Intermodal Transportation. His professional background includes transportation officer in the U.S. Army and Army Reserve, and strategic analyst at IBM.
- ▶ **Kate Vitasek, M.B.A.**, faculty member, Center for Executive Education, as well as Founder and Managing Partner, Supply Chain Visions. Kate is a thought leader in the area of supply chain management and is a well-recognized authority on Vested Outsourcing, performance management, and metrics implementation. She was recently recognized as a “Rainmaker” by DC Velocity magazine for her efforts in helping to build the logistics and supply chain profession. Ms. Vitasek serves on the executive committee of the Council of Supply Chain Management Professionals. She has worked for P&G, Accenture, Microsoft, and Modus Media International.
- ▶ **Michael G. Winchell**, Assistant Professor, Law University of Oklahoma School of Law. Mike retired from the federal government in 2005 after a 28-year career. He had served as chief counsel to NASA’s Johnson and Kennedy Space Centers, and various counsel roles with the Marine Corps, DoD JDMAG Joint Depot Environmental Panel, and the General Services Administration. Mr. Winchell has received

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over 30 awards, including the Presidential Rank of Meritorious Senior Executive Award, the NASA Exceptional Service Medal, and the Department of the Navy Meritorious Civilian Service Medal.

Facilities

Classes are held in the executive classrooms of The University of Tennessee Center for Executive Education. These facilities are specifically designed for group-interaction programs.

Accommodations are single-occupancy rooms at the nearby Knoxville Hilton Hotel.

Related Courses

- ▶ Logistics Executive Development Program
- ▶ Integrated Supply Chain Management Program
- ▶ Supply Chain Management Strategy
- ▶ Demand Management in the Supply Chain
- ▶ Logistics & Operations in the Supply Chain
- ▶ The Lean Enterprise and the Supply Chain
- ▶ Supply Chain Resource Management
- ▶ Integrative Supply Chain Experience
- ▶ Performance-Based Outsourcing: Buying Results, Not Activities!

Contact

For more information on *Performance-Based Logistics: The Basics and Beyond*, please contact:

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Website

For current information about the Center for Executive Education and its offerings, visit our web site at <http://TheCenter.utk.edu>.

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COURSE SCHEDULE

	DAY 1	DAY 2	DAY 3	DAY 4
8:00-10:00	Baseline Understanding of PBL, Part I	8:10-8:40 Real World Case Study: F/A-18	8:10-8:40 Real World Case Study: APU	8:10-8:40 Real World Case Study: Shadow
		8:50-10:00 Baselining the System: What You Are Probably Missing	8:50-10:00 Partnering with and Managing Organic Providers	8:50-10:00 Business Case Analysis and Its Importance in Managing Risk
10:15-11:30	Baseline Understanding of PBL, Part II	Performance Management: It's Not Just Metrics	Guest Speaker: Partnering and Managing Organic Providers	Strategy: The Roadmap for Driving Total System Performance
12:30-1:30	Shaping the Battlefield	Alignment: The Role of a PBA	Managing Contracts: Flexibility, Off Ramps, and Contract Pricing Structure	Interactive Learning Session: Reengineering for Enhanced System Performance
1:50-3:40	Interactive Learning Session: Shaping the Battlefield	Interactive Learning Session: Aligning Metrics	Managing with Constraints: How to Work within Statutory Requirements	3 Things You Will Work On When You Go Back & Course Wrap-Up
4:00-5:30	Interactive Learning Session: Tenets of a Successful PBL	Group Presentations	Interactive Learning Session	