

Getting Beyond Compliance....

Presented by
Thomas R Polen
Orbital Sciences Corporation

... And into Real EVM Data Analysis!

Agenda

- * Today's presentation will rely heavily on open discussion, experience sharing, and brainstorming. All opinions and contributions are welcome.
 - * Brief bio for Tom Polen
 - * Discuss the current compliance landscape for government contracts and the challenges
 - * Survey of Compliance Challenges
 - * Discuss the options for maintaining compliant data and reports with less effort
 - * Discuss implementation of compliance tools
 - * Which forms of analysis are you using today?
 - * What can be done for analysis when maintaining compliance is no longer a full-time job?
 - * How to convince senior management to invest in the new approach



Key Session Takeaways

- ✿ By attending this session, you will be able to
 1. Understand the options for more automated methods of compliance improvement
 2. Understand how other companies are approaching compliance and analysis
 3. Prepare new forms of analysis, which will benefit your Program Management Office



Current Compliance Landscape

- ✧ From my vantage point, compliance rules have become increasingly strict and narrow...
 - ✧ Each agency seems to have their own compliance “Hot Buttons” and then each seem to adopt Hot Buttons from other agencies, too
 - ✧ The 32 Guidelines are not the only source document for EV Compliance verification – EVMIG, NDIA Surveillance guide, additional agency and government documents.
 - ✧ Compliance is prioritized with customers alongside program execution.
 - ✧ The government expects prime contractors to drive compliant behavior among their subcontractors.

*“Compliance” is tougher than ever!
Do you agree?*



Measuring Compliance

- * Compliance can be measured in various ways...
 - * CAM interviews – i.e. “Show me how you manage your work”
 - * Compliance Verification Automation
 - * Options
 - * Do nothing
 - * Leave this to individual programs
 - * Commercial tools
 - * Internally developed tools
 - * Spreadsheets

Which of these are you using to monitor and drive compliance?



Here is how I measure Compliance

- ✿ I measure compliance in various ways
 - ✿ CAM interviews and mock surveillance events– i.e. “Show me how you manage your work”
 - ✿ Deltek wInsight
 - ✿ Internal tools – “C-Horse” and “Deathmatch” – (Briefly discuss functionality)
 - ✿ Acumen Fuse
 - ✿ Steelray
- I drive compliant behavior by
 - ✿ Explaining the benefits of these tools to program teams
 - ✿ Monitoring their usage and customizing them for program teams

Your “Compliance Landscape” should drive your solutions



What is the real end goal for an analyst?



* What I see today

- * “Analysts” become experts with moving data from scheduling tools through the cost management system.
- * Tight business cycles drive the mantra of “get the data and reports out.”
- * After a few years of “turning the crank,” top analysts find something else to do.
- * Program Managers are bombarded with data

What I work toward

- * Automated data interfaces (the industry has matured to this point)
- * Automated compliance checking (the industry is getting there)
- * Analysts shed the role of “computer operator” and become the driver of real decision-support analysis for the PM.

What do (or what will) your analysts do to drive the PM Process?



What does the true Analyst role look like?

* Discussion

- * Analysts will need to be equipped for success
 - * Trending data (not based on traditional thresholds / explanation)
 - * Historical data from similar programs
 - * Minimize CAM -> Database interference – i.e. extra processes between the CAM minds and the performance management system
 - * Automatic awareness of compliance issues. Time spent chasing compliance is time robbed from analysis
 - * Strong Business Systems Support team. An analyst is not a computer hacker.

How will you equip your analysts?



What are the Analyst's Deliverables

- * Discussion and Handout
 - * The report which I handed out relies on the following products / technologies
 - * Leverages Business Intelligence System i.e. COGNOS
 - * Normalize historical data to understand your firm's attributes – i.e. spending profile, resource delays, equipment delays, etc...
 - * Systems which can spot trends without relying on traditional thresholds. Once a threshold is out of tolerance, the damage is done.
 - * Passive compliance measurement and reporting.

What are your ideal deliverables for an analyst?





Making the Pitch

- * How to convince management of this paradigm...
 - * Compare the actual analyst responsibilities with the job description.
 - * Sell the benefits of your existing platform (if it is adequate) while explaining how some incremental cost can free the analysts to meet the job description.
 - * Illustrate how some measures you already have in place have increased your standing with your governing agency.
 - * Benchmark the behavior and compliance history of companies who have automated the compliance process (you can literally do that today at this conference)
 - * Involve Program Management in every step of the improvement process.

Does your management take the analyst role seriously?



Conclusion

- * Be the champion for Analysts and Program Management
 - * Pinpoint each compliance pitfall and automate as much of the identification process as possible.
 - * Discover the capabilities which your firm may already have to increase the use of Program Management and Execution data which you are already generating.
 - * Acquire and/or develop the tools needed to support Real Analysis.
 - * Listen closely to the needs of Program Management
 - * Focus and re-focus on the true definitions of “Analyst” and “Analysis”

Are you ready for the next level?



Conclusion

- ✧ Be the champion for Analysts and Program Management
 - ✧ Pinpoint each compliance pitfall and automate as much of the identification process as possible.
 - ✧ Discover the capabilities which your firm may already have to increase the use of Program Management and Execution data which you are already generating.
 - ✧ Acquire and/or develop the tools needed to support Real Analysis.
 - ✧ Listen closely to the needs of Program Management
 - ✧ Focus and re-focus on the true definitions of “Analyst” and “Analysis”

Are you ready for the next level?





Thank you for attending...

- ✿ Tom Polen
- ✿ *tompolen@gmail.com*

