Achieving Procurement Efficiencies in a Budget-Constrained Environment

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Comparison of Commercial and Military Production Satellites

**Military – WGS**

- Digital payload
- Phased array
- High Power 702 bus; 13,000 lb
- ~99% mission availability

**Commercial – SkyTerra**

- $407M ~58 mo
- $250M ~36 mo

Similarities

- Digital payload
- Phased array
- High Power 702 bus; 13,000 lb
- ~99% mission availability
Traditional Procurement Efficiencies Example

Wideband Global SATCOM (WGS) Commercial-Like Follow-Ons

- Mature program: 4 satellites launched, 3 in production
- Implemented commercial practices on vehicles 7-9 to meet USAF affordability targets
  - Commercial practices Implemented
  - Single CLIN per satellite
  - Reduced Govt involvement – limited by contract terms
  - Reduced/tailored CDRL items
  - Commercial FFP terms – eliminates cost reporting
  - Reduced/tailored contract compliance documents
  - Commercial-like performance-based payments
- International Partnerships have funded vehicles 6 and 9

Commercial practices saved USAF ~$150M across 3 satellites