***Build Synergy by Integrating Common Processes***

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#### *Abstract*

Peter Drucker said “Efficiency is doing better what is already being done.” In the year 2014 we can integrate common processes we already have in place in the Defense Acquisition System to produce savings heretofore never tapped.

As an example, the Change Order definitization process has been integrated by “Alpha Contracting.” The DoD requests a proposal, reviews that proposal, enters a question and answer period combined with Fact Finding and a Technical Evaluation, and works jointly with the Contractor to agree to everything except overhead rates.

Much of the cost of the Defense Acquisition System stems from stove-piped processes that demand resources while duplicating many tasks. Peter Drucker said, “I helped a few good people be effective in doing the right things." Integrating common processes is doing the right thing.

Integrating common processes improves teamwork, is based on trust-but-verify, and leverages the strengths of well thought processes.

“Early Contract Administration Services (ECAS),” “Alpha Contracting,” Pre-award Integrated Baseline Review (IBR),” triVariant’s “Contract Implementation Review,” DAU’s “Program Startup Workshop,” Post-award Orientation, a Contractor “Program Startup,” post-award IBRs, and “Post-Award Partnering” [Army process to avoid Disputes], as applicable, are common processes that can be integrated to capture savings in a single seamless process. Example view of the idea for Earned Value Management.

