



About Booz Allen

Booz Allen Hamilton has been at the forefront of strategy and technology for more than 100 years. Today, the firm provides management and technology consulting and engineering services to leading *Fortune* 500 corporations, governments, and not-for-profits across the globe. Booz Allen partners with public and private sector clients to solve their most difficult challenges through a combination of consulting, analytics, mission operations, technology, systems delivery, cybersecurity, engineering, and innovation expertise.

With international headquarters in McLean, Virginia, the firm employs more than 22,500 people globally, and had revenue of \$5.27 billion for the 12 months ended March 31, 2015. (NYSE: BAH)

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Smart Decisions: Managing Complexity and Risk in Acquisition and Logistics

Over the last decade, support for combat operations has driven the demand for rapid fielding of systems and swift feedback on program performance. Moreover, the dramatic rise in sophisticated system-of-systems programs often requires program managers to coordinate and integrate multiple systems they do not directly control. Consequently, program managers increasingly see current DoD acquisition regulations, which were designed for controlled, linear acquisition processes, as the primary obstacle to effective program management.

Booz Allen Can Help You Succeed in the Current Acquisition Environment

At Booz Allen Hamilton, a leading strategy and technology consulting firm, we have demonstrated that program managers can succeed within the current DoD acquisition system. Success lies in streamlining the existing process while applying multidimensional thinking, skills, and tools to the challenges of modern acquisition and logistics. We have helped program managers at all levels achieve success by following three central principles:



- **Embrace a Multidimensional Perspective.** Build a culture that recognizes the inherent complexity of system-of-systems acquisition.
- **Challenge Conventional Habits and Thinking.** Use acquisition rules to expand, rather than limit, decisionmaking ability.
- **Unlock the Power of Data Analytics.** Improve decisionmaking with objective, data-driven analysis.

A Multidimensional Approach

The multidimensional approach recognizes the value of the current acquisition system, which enforces discipline, fairness, and consistency as it guides programs in a linear manner to successful fielding. But the multidimensional approach also empowers program managers to address today's multifarious challenges and risks. Program managers who embrace both the linear and multidimensional nature of program acquisition are better able to deliver programs on schedule, at cost, and to stakeholders' expectations.

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delivering results that endure

Embrace a Multidimensional Perspective. By establishing a culture that addresses the inherent complexity of modern acquisition and logistics, program managers will expand the perspective of the entire program office to encompass the many programs and systems whose development and progress will impact their own. With this expanded perspective, acquisition officials can consider the logistical impact of their decisions, help reduce lifecycle program costs, strengthen readiness, and extend the lives of weapons systems. Their expanded perspective will also bring into focus the growing number of stakeholders that have accompanied the rise of joint programs and system of systems.

In this way, the multidimensional approach cultivates one of the key principles underpinning Smart Decisions: Examine risk and costs among all program variables in the acquisition and logistics activity chain.

Studies show that more than 60% of a weapon system's cost falls in the sustainment phase of the lifecycle, yet that cost is a major part of the planning process within the acquisition community.

Challenge Conventional Habits and Thinking. Flexibility within the DoD 5000 series regulations offers opportunities, not roadblocks, for program officials who have the knowledge and experience to make the processes and rules work to their advantage.

Just as the acquisition regulations contain a variety of contract types program managers can choose from in order to adopt a contracting strategy best suited to their program's requirements, the regulations also contain many options for designing, developing, and acquiring platforms and systems. Successful programs often draw upon the expertise of consultants with broad-based knowledge and skills to help them see opportunities where they once saw barriers, as well as to help them implement techniques for acquiring new technologies.

Unlock the Power of Data Analytics. Program managers can leverage the data they collect about their platforms, systems, and acquisition processes to enable objective, fact-based decisionmaking.

Data analytics does not eliminate complexity. Rather, it delivers visibility and understanding that renders the complex acquisition environment easier to monitor and manage. As a result, data analytics can give program managers unprecedented insights for better decisionmaking that ultimately supports warfighters' readiness and missions. Successful programs have drawn upon the expertise of consultants with skills across data science, acquisition, and other related disciplines to make Smart Decisions informed by cost and risk and supported by the most rigorous data analytics.

Your Essential Partner for Multidimensional Acquisition and Logistics

Booz Allen is uniquely positioned to enable Smart Decisions in multidimensional acquisition and logistics programs. Our single profit and loss center allows for rapid and seamless integration of diverse skill sets and, as a result, we operate with an enterprise mindset. In addition, our organizational structure allows us to collaborate on technical innovation, operations expertise, and acquisition acumen for a multidimensional approach. Booz Allen also offers:

- Decades of leadership in innovative acquisition and logistics.
- Booz Allen Hamilton Engineering Services, which turbo-charges our already powerful engineering capabilities.
- Integrated prowess: engineering + operational + acquisition expertise.
- Deep technical expertise.

See our ideas in action at [boozallen.com](https://www.boozallen.com)