

# ***Headquarters U.S. Air Force***

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***Integrity - Service - Excellence***

## **AF ADR Program-- In Perspective**



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# *Air Force ADR Program*

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- **Accomplishments**
- **Foundation for Further Success**



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# ***AF ADR Accomplishments***

- **Engagement with Industry:**
  - **17 Corporate-Level ADR Agreements**
  - **88 Program-Level Agreements (ACAT I & II)**
  - **31 Program-Level Agreements (ASC ACAT III)**
  
- **Creation of an ADR Program Infrastructure:**
  - **ADR Advisory Team (15 Person Multi-Disciplinary Team);**
  - **ADR Division (10 Attorneys);**
  - **ADR Champions (22 Contracting/Acquisition Professionals)**
  - **ADR Program Website -- <http://www.adr.af.mil> (170,000 “Hits” -- Great Feedback)**



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## ***CY 2000 Results***

- **Over 50% of appeals on ADR track--all stages of litigation**
  - **Some pre-appeal**
- **38 Completed ADRs**
  - **Four-fold increase--resolution in fraction of the time**
  - **97% resolution rate--“Where there’s a will--there’s a way”**
    - **ADR Agreement**
    - **Third Party Neutral**
- **ADR Champions Appointed and Trained**
- **Major ADR Conference: 17-19 April 2001**



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# ***Analysis of CY2000 ADR Activity***

**Period Covered: 1 Jan 00 - 31 Dec 00**

<b><u>Type</u></b>	<b><u>#</u></b>	<b><u>Est Claim</u></b>	<b><u>Est Settlement</u></b>
<b>Operational</b>	<b>33*</b>	<b>\$14M</b>	<b>\$4M</b>
<b>Systems</b>	<b>5</b>	<b>\$15M</b>	<b>\$6M</b>

**\* 2 Pre-Appeals**

## **Significant Points:**

- Most claims are relatively small**
- Most ADR efforts are in “Operational” Contracts**



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# *Foundation for Further Success*

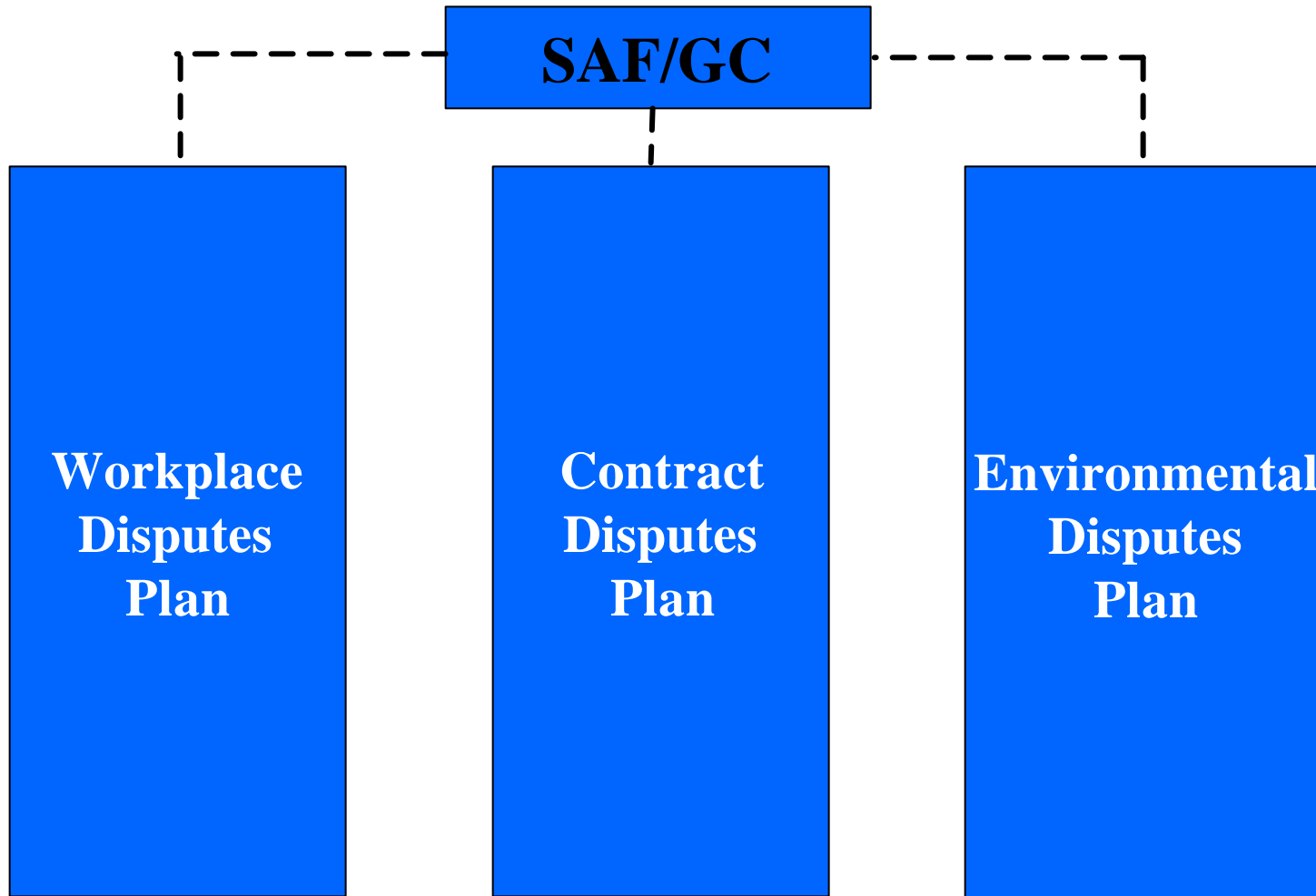
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- **ADR in Perspective**
- **Increased Role of CAST**
- **Joint Infrastructure**



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# *ADR Program in Perspective*







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# *Increased Role of CAST & ASTs*

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- **AFMC/CC Itr 26 Sep 00 institutionalizes ADR Champions in ASTs**
  - **Natural home for ADR Champions--multi-functional expertise**
  - **Reduces perception that ADR is “Contracting” responsibility**
  - **Establishes role of ADR “facilitator” as “hands-on” expert**
- **Logical focal point for training**
  - **Help develop/deliver ADR training**
  - **Both AFMC and non-AFMC acquisitions**



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# *Industry Consultation/Joint Training*

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- **Established Joint ADR Training IPT (16 + advisors)**
    - **Govt: Contracting, Legal, Education, Program Mgt**
    - **Industry: Business; Finance; Legal; (NDIA; APMP; AAA; CPR)**
  
  - **Developed Draft ADR Reference Book**
    - <http://www.adr.af.mil/acquisition/index.html>
    - “Foundational” (generic) ADR training to Govt/Industry or both
  
  - **“JIT” training to help facilitate specific issue: Government and Contractor**
  
  - **Large Scale Joint Negotiation (“Win-Win”) Training**
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# ***ADR Advisory Team***

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## ***Joint Infrastructure***

- **AF ADR Advisory Team and Champions**
    - **Provides clear focal points**
    - **Facilitate efficient removal of road-blocks**
    - **Provides institutional memory**
  
  - **Mrs Druyun's 13 Feb 01 letter asks Industry to appoint Corporate ADR Champions**
  
  - **Overarching Goal:**
    - **Get better visibility into potential ADR candidates**
    - **Move ADR to the Left**
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# *Summary*

- Objective is “Blue Ribbon” business relations between AF and Industry
- Focus is on timely identification & resolution of issues--not ADR.
  - However, ADR facilitates resolution when “normal” negotiations are at an impasse
  - ... and Program Agreements facilitate use of ADR
- Resolution method must be jointly agreed and mutually beneficial--may involve risk on both parties