



US DOE Acquisition & Project Management – Contractor vs. Federal Baseline/Build What Was Sold Contract Alignment at ETTP



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Maintaining Momentum After Contract True-Up

- Establish Expectations and Set Tone
- Partnering
- Dispute Avoidance/Resolution
- Results

Establish Expectations and Set Tone

- Executive Sponsors from owner and contractor must provide direction and support from the beginning
- Mentoring session with all participants is extremely helpful
 - Coaching using a lessons-learned approach
 - Discuss best practices and not-so-best from previous experiences
 - Both sides can endorse the expectations set by executive sponsors
- Kick Start of collaboration – both sides understanding each must put the same amount of desire and effort to achieve success

Partnering

- Do not wait until after transition to start the partnering framework – important not only for contract reconciliation but for success of contract
- Establishes a mutually beneficial and trusting work environment
 - Insight into each other's process and deliverables
 - Facilitates technical reviews and cost analyses
- 3-4 partnering sessions per year
 - Discuss strengths and weaknesses
 - Establish teams to review emerging issues
 - Improvement recommendations



Dispute Avoidance/Resolution

- Owner's Executive Sponsor suggested establishment of Ombudsmen as a form of Alternative Dispute Resolution
- Individuals not directly involved in preparation/evaluation of proposals can step-in when impasse is approaching
- Avoid escalation of developing disputes
- Not as formal, less adversarial than using 3rd party participant
- Only use when necessary to facilitate decisionmaking
- Keeps resolution of disagreements at local level and preserves collaborative relationship

Results at ETTP

- Since contract true-up:
 - 28 contract change proposals
 - \$101 million in contract value
 - 19 proposals definitized
 - 158 day average
 - 100% within 180 days
 - All outstanding proposals on track
 - ZERO requirements for alternative dispute resolution