

## **THE WHOLESALE LOGISTICS MODERNIZATION PROGRAM (WLMP) PARTNERING FOR SUCCESS JOURNEY BEGINS**

An Executive Partnering Workshop was held with senior personnel from Computer Sciences Corporation (CSC) and the Army Materiel Command (AMC) Operational Logistics Board of Directors on 03 February 2000. The purpose of this session was to get Wholesale Logistics Modernization Program (WLMP) senior management's personnel stamp of approval on Partnering efforts.

### **WHAT IS PARTNERING?**

Partnering is a commitment between Government and industry to improve communications and facilitate contract performance. It is accomplished through a process, with the primary goal of providing our customers with the highest quality supplies and services, on time, and at reasonable prices. It is primarily an attitude adjustment in which the parties mutually commit to form a relationship of teamwork, cooperation, good faith performance and define issue resolution and escalation.

### **WHY DO WE NEED PARTNERING ON WLMP?**

The FY 2000 DoD Authorization Act, Public Law 106-65, requires the use of Partnering on WLMP as follows:

The Army Materiel Command should encourage partnerships with the contractor, with the primary goal of providing quality contract deliverables on time and at a reasonable price. Any such partnership agreement should constitute a mutual commitment on how the Army Materiel Command and the contractor will interact during the course of the contract, with the objective of facilitating optimum performance through teamwork, enhanced communications, and good faith performance.

The AMC Model Partnering Process will allow us to adopt the right partnering attitude, and gain the mutual trust necessary to provide maximum support for the WLMP.

### **WHAT ARE SOME OF THE BENEFITS OF PARTNERING TO THE WLMP?**

- Establishment of mutual goals and objectives to replace the traditional “us vs. them” mentality with a “win-win” philosophy.
- Concentrating on the mutual interests of the parties rather than individual positions or agendas.
- Building trust and encouraging open, honest and continuous communication throughout contract performance.

- Enhanced communication to eliminate surprises that may result in program delays and increased costs, as well as claims and litigation.
- Reduced time and cost of contract performance by adhering to a clear method of raising, discussing, and expeditiously resolving issues.
- A more harmonious business relationship.

## **WLMP IMPLEMENTATION**

Implementation of WLMP will follow the AMC Model Partnering Process. This approach, developed by AMC, in which AMC that can be easily implemented on a wide variety of contracts and can be tailored by Government/contractor teams as necessary to achieve the objectives of their programs.

The facilitator-directed Executive Partnering Workshop held in February 2000 involved senior level CSC and AMC personnel who met to give their personnel stamp of approval to the Partnering process. The items covered were as follows:

- An overview of the AMC Model Partnering Process
- The unique acquisition reform tools and techniques of the contract, and why Partnering is needed in order to make the program a success.
- What the Program Managers (PM WLMP & CSC) expect from senior management, and what senior management should expect from the PMs.
- Integrated Product Team (IPT) discussions, and the need for personnel to support their success.

One of the products that came out of the workshop were the “Rocks in the Road” that senior management sees as potential problems during the program.

An IPT Partnering Workshop to be held in March 2000 will cover the AMC Model Partnering Process Tools and address the “Rocks in the Road” and causes of conflict between organizations. The IPTs will develop a Partnering Charter which will be the focal point of AMC and CSC’s relationship and a blueprint for the program success. As Congress has mandated in the FY 2000 DoD Authorization Act and AMC and CSC have started implementing, we can only facilitate optimum performance through teamwork, enhanced communications, and good faith performance and this can only be accomplished through a Partnering between AMC and CSC.

For more information on the AMC Partnering for Success Program see [http://www.amc.army.mil/amc/command\\_counsel/partnering.html](http://www.amc.army.mil/amc/command_counsel/partnering.html)