

# **AMC LEAD PARTNERING CHAMPION WORKSHOP**

## **THURSDAY 14 JANUARY**

0700-0800 REGISTRATION

0800-0845 INTRODUCTION (Mark Sagan)

Workshop purpose & goals  
History of how we got here  
Overview of AMC Partnering Contract Inventory  
Workshop attendee introductions

Welcoming comments from Ed Korte and Kevin Carroll

0845-0945 BENEFITS OF PARTNERING (David DeFrieze)

General view of Partnering at your MSC  
Specific comments on your command's Partnering experience  
Specific results you have seen regarding your Partnered contracts  
What methods are you using to assess the benefits (e.g. statistics, perceptions) described above?

0945-1000 Break

1000-1130 COMMON ELEMENTS OF A SUCCESSFULLY PARTNERED PROGRAM ( Ken Bousquet)

What actions taken caused the benefits to occur?  
Specifically, what made the Partnering Program successful? (e.g. follow-up, top management commitment, all stakeholders participated)

1130-1300 Lunch (on your own)

1300-1430 IMPEDIMENTS TO SUCCESSFUL PARTNERING (Steve Klatsky)

What inhibits the attainment of successful Partnering? (e.g. personnel changes during contract performance, participants not following the Partnering tools, resources limited)  
Impediments experiences on specific programs  
Impediments to using Partnering, generally, at your MSC  
Is the lack of a Partnering regulatory or administrative framework an impediment?

1430-1445: Break

1445-1645 SOLUTIONS TO IMPEDIMENTS (Mark Sagan)

Propose specific approaches to overcome each identified impediment

Actions by Lead Partnering Champions, Command Group, AMC Partnering Team, etc.

1645-1700 Closing (Mark Sagan)

## **FRIDAY 15 JANUARY**

0800-0830 PARTNERING GUIDE REVIEW AND UPDATE (Ken Bousquet)

As mentioned, please submit your written comments on the P-Guide at the beginning of the Workshop (Day 1). Ken Bousquet will review comments and report on it during this 30-minute block. The AMC Partnering Team will then revise accordingly and publish the new edition.

0830-1130 THE FUTURE

### Partnering MSC Self Assessment (Mark Sagan)

LPCs will develop specific components of the 10 Self-Assessment items previously distributed to all attendees. Each LPC will then take this assessment back home and, working, with personnel of their choosing, complete the self-assessment and return to Steve Klatsky NLT \_\_\_\_\_. A memorandum will be sent to each MSC Commander explaining this self-assessment. The MSC Commander shall sign the completed form.

### LPC Mission Statement (Steve Klatsky)

Similar to a Partnering Charter/Mission Statement, LPCs will develop a clear and concise statement.

### Where should Partnering reside in your organization? (Ken Bousquet)

This brainstorming session will discuss organizational "ownership", roles and responsibilities, and future LPC activities.

Future Partnering Feedback Form Use (Dave DeFrieze)

Under the standard "minimal essential reporting", LPCs will discuss how this form will be used to provide important information and its relation to other forms and feedback.

1130-1200 Workshop Closing (Mark Sagan)