

Data Exploitation

Over the past 15-years, DoD/USAF financial management has not kept up with the US commercial segment (i.e., in timely exploiting data). Okay, some DoD entities have migrated to commercial tools (e.g., SAP, Tableau, MS Power BI) but the basis of data exploitation has not changed. Processes are still too manual, and the DoD/USAF continues to pay SETA contractors and prime contractors hourly (e.g., to monitor budgets, create cost models, and contract deliverables). DoD/USAF financial management sector have failed to put higher standards on more streamlined ways of doing business. This failure benefits no one. The warfighter is left with time-consuming delayed decision support. Financial analysts fail to learn 21st century problem solving. And the US taxpayer is left to pay for more labor hours than truly needed. And ultimately, left having to pay more for second/third rate solutions. We need to hold our DoD/USAF comptrollers more accountable to how they are utilizing 21st century solutions to exploit data. Moreover, SETA and prime contractors need to be held accountable too.

Outcomes:

- 1) Less crunching. More analysis.
- 2) Kills the Grind. Mind numbing work is killed.
- 3) Kills the 40-hr work week. Will save taxpayer money. This is okay. Will push innovation and thought (e.g., ask yourself..." How else can I add value?")
- 4) Will push attrition within career field. Make the career field more lean, nimble, and solution focused.
- 5) Build Stronger organizational continuity.

More Fixed Price Work (Labor)

The DoD/USAF financial management sector needs to lean towards a fixed price (FP) work environment. This is the next logical step once the 'data exploitation' culture is accepted and implemented. What does this mean? Well, it would allow government workers and contractors to negotiate a FP yearly salary focused on weekly and or monthly deliverables. No more having to enter or track work hours. Again, this is an environment that favors efficient analysts (ie, who exploit data). And, this FP change, would ultimately save the US taxpayer money. Moreover, this would potentially attract a more diverse (i.e., traditionally commercial) workforce into government work. In addition, increase competition. The FP model would also include adjustable 'on-call' scales, objective 'timely-deliverable' bonuses/penalties, and objective 'accuracy-scorecard' bonuses/penalties.

Example: Go into work. Complete your daily work. Once you're done go home. If you meet your deliverable dates weekly/monthly, you will get paid. If can do all your required tasks in 3-hours or 24-hours no worries. More than likely, you will try to personally automate your weekly processes, so you do not have to stay at work more than needed. The model allows the analyst some flexibility to provide as much customer service as they want.

Some may say, "Well, what about historical knowledge etc." Agreed. Migrating to this model will allow DoD/USAF financial management to vector staffing needs to meet their overall missions. For example, an organization may have 15-20 full-time billets under a normal/20th century model. But once this organization moves to a 21st century model/data exploiting culture their full-time billets could shrink to 5-7 (ie., while the rest are moved to the FP Labor model). Within a 'true/authentic' data exploiting culture 'data' is highly valued thus continuity of prior decisions etc is saved to be exploited/shared (e.g., solutions are paid for once, saved, and refreshed...minimizing the need for re-work or starting from scratch).