



FLEATS™ Program Overview

Fleet Lifecycle - Equipment dEsign, Evaluation, Acquisition, Assessment, Testing, Training and Sustainment - Services

Background

The National Maritime Law Enforcement Academy (NMLEA) was formed in 2000 as a non-profit professional provider of subject matter expertise in the maritime law enforcement and public safety arena, offering Assessment, Assistance, Advocacy, Consultation, Training, Tools, Technologies and Service to the professionals that patrol, protect and preserve our Nation's waterways.

Our focus is on raising the level of professionalism, proficiency, officer safety and survival through customized training, nationally recognized instructors, a cadre of specialty SMEs, and access to resources, tools and technologies that can enhance their success, and the safety and security of our Nation's maritime domain.



The Challenges

Working directly with local, county, state, federal, military and private sector first responders all across the United States (and internationally through our International Maritime Law Enforcement Academy), the NMLEA recognizes that our maritime domain continues to evolve with rapidly advancing technologies, a challenging competitive landscape, continuously constrained budgets, altering operational requirements, increased responsibilities and a dynamically shifting workforce. Managing a fleet of vessels, no matter how small or large, contains a long list of lifecycle management, including product selections, identifying operational requirements, identifying acquisition procedures, maintenance processes, equipment refurbishment, and much more. Acquisition programs in particular, frequently have difficulty meeting aggressive cost requirements, schedule deadlines, and technical objectives. Those personnel put in positions to manage and acquisition process are often challenged to understand topics as diverse as risk identification and mitigation, selection and integration of commercial off-the-shelf (COTS) components, process capability, program management, architecture, survivability, interoperability, source selection, and contract monitoring. Put simply, sometimes the most obvious questions are difficult to answer without access to the right resources and experts. Questions like;

- What type of vessel should we choose?
- Aluminum or fiberglass?
- How long should it be?
- What type of equipment should we put on it?
- Which vendor should we go with?
- What are current trends and technologies?
- Will that vendor honor their warranty, or provide the support/parts when needed?



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- Should we acquire new, or refurbish?
- What are our lifecycle costs?
- Should we handle maintenance internally or contract it out?

To meet those challenges, those businesses, organizations and governments who manage public safety marine units require direct access to knowledgeable technical experts, experienced manufacturing professionals, and proven operational management consultants with strategic vision in order to help administer their fleet and meet their organizational goals and objectives.

The Solution

The NMLEA has spent more than two decades compiling a body of knowledge and developing solutions for these areas of fleet acquisition, management and sustainment, helping teams throughout the Nation at local, county, state, federal, tribal, military and private sector levels navigate the intricacies of acquiring complex maritime equipment and training. By being vendor agnostic, and utilizing the extensive knowledge of nationally recognized industry experts, our goal is to facilitate **Fleet Lifecycle - Equipment dEsign, Evaluation, Acquisition, Assessment, Testing, Training and Sustainment - Services (FLEATS™)**, and ensure that it is the best choice for our Nation's maritime first responders to enhance their capabilities and achieve their mission objectives in the most innovative, technologically advanced, operationally efficient and cost-effective methods.

How the FLEATS™ Program Can Help You and Your Agency

➤ Fleet Lifecycle Management

Management of your maritime assets requires more than just buying them, but a whole lifecycle approach that will ensure you spend your budget dollars wisely, and that your equipment operates at top performance levels for the longest periods of time. From platform design to initial procurement, and from operational maintenance to repairs and refurbishment, the NMLEA staff can assist you in laying out and executing a cost effective and manageable lifecycle plan.

➤ Platform Design

Often, designing a new vessel for your agency is challenging, and agencies just revert to whatever the vendors are showing them. This is one area where the NMLEA staff can help you define exactly what you need, based on mission and operational requirements. With access to the Nation's premier naval architects and designers,





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you can be assured that you are getting something that will perform. More importantly, we can ensure that we align you with the right builders that can effectively and efficiently meet the requirements.

➤ Equipment Assessments, Reviews, and Evaluations

For many organizations, the most valuable engagement with the NMLEA comes in the form of a program assessment, review, or evaluation. The NMLEA has developed a valued reputation as a skilled, fair, and neutral examiner of vessels, equipment, acquisition processes and training programs.

➤ Independent Technical Assessments

Independent technical assessments (ITAs) examine the field staff equipment and training needs and reduce the agency's risk of acquiring ineffective equipment from vendors or identify causes of problems affecting current fleet needs. The NMLEA staff provide recommendations that maximize a program's strengths while minimizing and mitigating its risks. ITAs are typically initiated by a program director, program executive officer, or another acquisition official. ITA teams comprise NMLEA staff members with a mix of expertise who conduct a series of interviews with program stakeholders and deliver a briefing and recommendations.



➤ Equipment Risk Evaluations

An equipment risk evaluation provides program managers with a mechanism to anticipate and address program risks. This evaluation is used to identify and categorize specific program risks emanating from products, processes, management, resources, and constraints. The program's staff members participate in the identification, analysis, and mitigation of risks that could affect their development effort.

➤ Request for Proposal (RFP) Preparation and Reviews

The language used in a formal request for proposal (RFP) makes a critical difference in the quality of the proposals received and ultimately the success of an acquisition program. The NMLEA is adept at developing RFP language, including sample language for a variety of specific clauses relevant to maritime equipment and training acquisition. For example, some proposals should specifically address the importance of the vendor's logistic support structure, product life span costing, the test and evaluation approach, equipment or training measurement needs, and requirements. Additionally, the NMLEA works directly with acquirers to improve RFP processes and capabilities, conducting pre-award workshops to help identify and mitigate risks by evolving the RFP package. After the award, the NMLEA helps establish expectations and process interactions between the acquirer and supplier.



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➤ Source-Selection Reviews

The NMLEA supports the proposal-evaluation phase of the source-selection process by providing technical reviews of the submissions, with an emphasis on technical-related issues. Experienced NMLEA staff members help agencies prepare to evaluate proposals, judge them against the criteria set forth in the solicitation, assist with past performance and cost evaluations, and more.

➤ Measurement-Plan Evaluations

Effectively monitoring a contract requires that a program have in place an effective, customized measurement system. When a program's measurement system includes consistent collection of metrics and analysis for decision making and fact-based planning, it can operate as an effective early-warning system for program problems. The NMLEA helps agencies create a system for recording metrics data so that they can use reliable historical data as a basis for more accurate program estimates.

➤ System Requirements Technical Reviews

The NMLEA works with project stakeholders to ensure that customer requirements, product and technical requirements, and analysis and validation processes reflect the fundamental needs that drive programs, from both mission and business perspectives. In addition, the NMLEA advises agencies on how to manage requirements and technical changes, maintain traceability and change history, and evaluate the impact of changes from the viewpoint of the stakeholders.



➤ Quality Assessments of System Architectures and their Requirements (QUASAR)

The NMLEA assessment method provides a practical way to determine if a product, including its subsystems, meets quality requirements. NMLEA technical staff members help agencies formulate claims, build arguments, and gather evidence to demonstrate to the agencies senior staff and other stakeholders that their specific requisitions possess sufficient quality.

➤ Testing-Approach Evaluation

The testing approach for a product or training course has a significant impact on the ultimate quality of the delivered system. NMLEA experts help to ensure an appropriate approach to product testing by reviewing the system-test approach. Conducting an evaluation ensures appropriate test coverage, traceability to requirements, testing for COTS products, visibility into contractor testing, testing of both quality and functional requirements, and integration of sub-systems testing into the overall test strategy.



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➤ Training of Personnel

Often the area overlooked, training of personnel to operate new platforms and technology, as well as training of staff to establish standards, protocols and processes, are vital aspects of your fleet management and overall lifecycle costs. The more we can prepare our people to acquire and operate the equipment properly, the more likely we are to avoid unnecessary costs, mishaps, and unforeseen organization impacts.

➤ Sustainment-Readiness Review

A sustainment-readiness review can help an organization determine its overall fleet plan, whether its current equipment is ready for sustainment, and whether sufficient artifacts exist. Technical experts from the NMLEA conduct these reviews to identify potential issues and to recommend actions for ensuring the project's well defined and supported lifecycle.

➤ Document Reviews

The quality, completeness, and level of detail of milestone document deliverables have a substantial impact on a program's ability to execute effective acquisitions. Experts in many different areas of equipment and training expertise can provide or augment the technical review of documents produced by both the procurement office and the contractor. Types of documents that can be reviewed include those emanating from the acquisition strategy as well as the transition and operations plans.

About our Team

This program is being led by John Hotz, a nationally recognized subject matter expert in maritime first responder vessels and equipment. As a 30-year marine industry veteran and industry consultant, John has led sales and marketing teams, as well as design and engineering efforts for many of the most successful companies in the world. He has assisted thousands of maritime agencies domestically and internationally in areas such as; grant writing training, product needs assessments, budget development, establishing logistic and support networks and streamlining agency's acquisition processes.



What does this cost?

The NMLEA is vendor agnostic, meaning that we do not get paid by manufacturers to sell their products. Our services are provided to our members on a project fee basis, a retainer agreement, or a percentage of the equipment acquisition costs. Contact us today, and we can give you a direct proposal based on your project needs.

We're Here to Help

If we can help your organization with any of these efforts, let us tailor a specific solution to your unique fleet needs. Contact: John Hotz, NMLEA Assistant Director and FLEATS™ Program Manager
John.Hotz@NMLEA.org or 386-233-4198.