

For Immediate Release

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## Compusearch hosts panel discussion on DoD Modernization

*Questions from overflowing audience point to key insights.*

**Dulles, VA, August 21, 2014** – Compusearch® CEO, Reid Jackson, moderated a panel of Defense and Industry thought leaders in a session entitled, “Vital Trends in DoD Contracting and Implications for 1102s.” A standing-room-only audience asked questions about DoD’s modernization plans, best practices, and collaboration among Contract Officers and program leaders. Five key insights and next steps were identified.

### **Key Insight #1**

Modernization should focus on improving key metrics – with visible improvement early and throughout the change effort. *Next Step:* Identify most important metrics, including demonstrated auditability, system uptime, and the timing and scope of initial operating capability (IOC).

### **Key Insight #2**

A new system without engaged users will fail. *Next Step:* Talk with COs to determine which users are most pleased and engaged with their system.

### **Key Insight #3**

Contract Officers who know the best path forward need to advocate early and persistently to program leaders, policy makers, and stakeholders with other priorities. *Next Step:* Talk with COs who have implemented successful new systems and ask them which stakeholders needed the most guidance.

### **Key Insight #4**

Need to ensure that imperative fixes to SPS aren’t crowded out by “nice-to-have” additions to the financial system. *Next Step:* Be wary of financial system extensions that are positioned as contract writing systems.

### **Key Insight #5**

Communications between PEOs and Contracting Officers are vital to success, yet have been waning. *Next Step:* Contact innovators in the DoD Intelligence community about the systems they are using to integrate program management and contract writing.

### **About Compusearch**

Compusearch® provides software and services that advance commerce and collaboration among government agencies and government contractors. Compusearch’s PRISM™ is the contract writing system for defense, intelligence, and civilian agencies. PRISM has been proven easy-to-learn by more than 50,000 users, and is the only solution that provides policymakers with both agility and control. PRISM brings acquisition leaders the fullest and soonest initial-operating capability (IOC), full auditability, and a long unrivaled track record.

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