

Case Study Instructions and Rubric

The purpose of contracting is to get “the stuff” to the people who need the stuff. If at the end of your written response you haven’t gotten the stuff to the people who need the stuff, you have failed. **TRY AGAIN!**

You may make any and all reasonable assumptions in your addressing of a case study, but you may not assume away the problem. For example, in case study 1 you may not assume that Dr. Vickery changed his mind and doesn’t want shelves.

Process:

1. Read the entire case study.
2. Consider the information from the reading and the lectures to date that are relevant to this specific situation and how it applies to solving the problem at hand
3. Draft your list for section I.
 - a. combine related subjects together
 - b. remove unimportant subjects
 - c. repeat a and b above until you are satisfied with your list
4. Follow our outline as follows:

I. Subject

This should be 2-3 sentences that describe what the case study is about. They should identify the subject in contracting terminology. For example. Case study 1’s subject is not about building shelves. It is about agency and authority (among other things).

These 2-3 sentences should be followed by a (lengthy) bullet list of the contracting subjects that you think will guide your decision making. This list is sometimes as long as 30-40 items, sometimes not so long.

II. Issues

This should be the longest section of your case study response. In this section you solve the problem presented by the case study. Explain, in the context of our situation, the list that you presented in section I. How do the concepts on the list guide your decision making in *THIS* situation. MAKE DECISIONS and solve the problem. At the end of this section your answer to this situation should be apparent.

III. Detailed Answers to the Questions

By detailed I mean explain your reasoning and the importance to the situation at hand. These questions will lead you to areas of thought that you may not have addressed in section 2. If you did address them in section 2, you may refer me to that, but make sure that the details are truly addressed. These answers should be longer than a couple of sentences. **DETAILED!**

IV. Summary

This section should be an integration of everything that we have learned to date. This section grows as the semester goes on. **IT IS NOT JUST ADDING SOME INFORMATION TO LAST WEEKS SUMMARY!** The information integrates together into a single holistic system for contracting. The new information from this week doesn’t just get added on to the end. By the end of the semester the length of this section should rival that of section 2.

Case 1
Just for Practice

Sec.
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You have been asked by your next door neighbor, Dr. Vickery, to handle some things for him while he is away on a luxurious vacation. He wants you to contract with a handy-man to have shelves built in his game room. He has left behind a sketch of how he wants his room to look, but has left you little else in the way of instructions. Realizing that your grade hangs in the balance and you had better get this right, you spend a little time thinking before you get started.

"Piece of Cake," you think, "I had business law last semester and we learned all about contracts! If only I had listened more!"

1. Summarize what you learned about contracts in the pre-requisite for this course.
2. List the elements of a contract that we discussed and describe which ones are most important for this job.
3. Given your answer to number 2, what other information do you wish you had?
4. If you were representing the government, what things do you think you would have to worry about?

Don't forget to follow the outline in our syllabus!

BUL 4333 Acquisition Planning

You have been directed to purchase new cargo pallets for the large transport aircraft that operate from your base. You have been provided with funding up to \$1 million to purchase 1000 pallets. The cargo pallets require some new design so they will safely hold special test equipment. The specifications provided to you are clear and contain precise drawings of the required pallet and modification. Upon close examination, you realize that part of the specification requires the contractor to access drawings that are classified "Secret."

You are aware of a local company, Pallets Emporium, which builds and modifies commercial cargo pallets for Federal Express. You decide to pick up the phone and give them a call. . . After hanging up the phone, you are relieved that the PE can provide just what you need. Just as you are about to call PE back and make an offer, the phone rings. Pallet Discount Warehouse is on the phone inquiring about your program.

1. What are your first steps in acquisition planning?
2. What type of specification do you think you have? Do you feel that the specification for the requirement is proper?
3. Draft a one page acquisition plan for your program.

BUL 4333

Step on a crack. . .

“Great Job!” your boss exclaims, by recognizing that the pallets are commercial but that we needed a developmental modification, you were able to get what we needed on contract on time! Our end-of-the month metrics will look great! “I wish I had more like you” she exclaims as she exits your luxurious corner office. Just then the phone rings. . .

You hang up the phone in disgust! This just never ends! You have just been informed that there are cracks in the concrete of the runway. They must be repaired as quickly as possible. You consider your choices of contractors and realize that you don't know any and that the extent of the damage to the runway is unknown. You think to yourself “I wish I had listened more carefully in Contracts class.” You pick up the phone and . . .

Detailed questions:

1. What are the major ways to incentivize a contractor?
2. What contract types would be appropriate in this case? Why? *cost, performance*
3. What contract type do you recommend? Why? *4 or 5 pages*

Remember to use our format!

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Part 4

Case 4

Bop, Bop, Boppin' Along

You have been tasked with contracting for the repairs of “Red Robin’s”, the existing recreation hall for the airmen at the base on which you work. The existing recreation hall is broken down and badly in need of an update to make it top notch facility for the troops. There is also a concern as to whether it is large enough to support the new troops entering the area. Estimates suggest that 2500 new troops may enter the area, but there may be as many as 7000. The estimated value of the recreation hall is \$15 million.

1. What do you need to do first?
2. The General calls you on the phone. She is concerned that the troops are getting into fights down town. She wants the facility NOW! She wants to know what her options are.
3. You decide to go competitive to multiple contractors. You receive 5 offers. What do you do?
4. You have identified the “apparent low bidder” as Billy Bob’s Construction. You find out that the CEO, Billy Bob has been indicted for dog fighting. Now what?