



## **SAME Industry-Government Engagement Plan**

**8 June 2018**

1. SAME was formed in 1920 to: *"... promote solidarity and co-operation between engineers in civil and military life, to disseminate technical knowledge bearing upon progress in the art of war and the application of engineering science thereto, and to preserve and maintain the best standards and traditions of the profession, all in the interests of patriotism and national security."* SAME has a proud tradition of delivering on that purpose.
2. The purpose of this engagement plan is to build on current programs which include monthly meetings, Industry Days, Industry Roundtables and Regional and National Conferences by focusing on specific topics that enhance the collaboration between industry and government to solve challenges.
3. Objectives.
  - 3.1. First Objective: Raise the added value of its industry-government collaboration by creating a stronger focus on developing mutually beneficial project delivery and acquisitions solutions for both the government and industry which in turn enhance our national security and the relevance of SAME.
  - 3.2. Second Objective: Enhance SAME's delivery of the professional development programs for members.
  - 3.3. Third Objective: Identify major areas of importance to government and industry (eg STEM, Wounded Warrior Support, hiring veterans, growing the construction trades work force, etc) that can be supported by SAME at the post, regional and national levels. Incorporate them into appropriate programs.
4. Synergistic Concept for these Objectives.
  - 4.1. Each industry-government engagement will also emphasize the mutual education, and hence understanding, necessary to help validate the key issues requiring either attention or further education of decision or policy makers.
  - 4.2. This concept compliments continuing efforts to foster a systematic and productive dialogue between industry and government regarding program trends (corporate level interest), opportunities (local interest) and capabilities (government interest).
5. Approach. To enhance and generate stronger outcomes from SAME sponsored industry-government engagements, the following are the elements of an annual systematic engagement plan. In every case, the intent is to get the appropriate people from industry and government at a common venue to produce tangible benefits from the engagement.

- 5.1. **CEO/Presidents Roundtable (National level):** CEO Roundtables are high-level discussions about an issue with appropriate public agency and private industry partners engaged. Outcomes may lead to further targeted discussions, research, white papers, and SAME Perspectives.
- 5.1.1. **CEO Roundtable Background:** The first annual roundtable was held in September, 2016. The event was attended by Engineering Service Chiefs and key staff, the Veteran’s Administration, CEOs and Presidents from select companies and SAME Leaders. It was professionally facilitated by a third-party contractor who also helped to select the issue based on the current administrative climate. The collaborative discussion resulted in a unified perspective from SAME on Public-Private-Partnerships. The second CEO Roundtable was conducted at the SAME Small Business Conference and centered around Project Delivery – specifically defining a Project Partnering Standard. The group was asked to volunteer on the next SAME Perspectives. Those that volunteered formed a group (see 5.2) who will see the issue through.
- 5.1.2. **CEO Roundtable Participation:** Participation is generally limited to senior officials (CEO/President, or federal programs head) and subject matter experts designated by participants. The National Office will generally send an invitation to a wide audience with a request to submit a description of what the potential attendee has to offer to the subject of the Round Table. The national office will then determine participants based on the best available to tackle the issue. At no time will any link to status or financial support of SAME ever be considered.
- 5.1.3. **SAME Perspectives** is a written summary of the issues and recommendations discussed during the Roundtable. SAME Perspectives is an educational tool (vice attempt to lobby) for use within industry and government. The input received from the first Roundtable was summarized in a pamphlet (SAME National Perspectives Pamphlet, Vol. 1) that has been disseminated as a thought provoking paper. It is posted to the website and should be shared with all members and industry and government professionals.
- 5.2. **Industry-Government Working Group (IGWG):** For industry participation, IGWGs can be formed at any time around an issue and/or demographic and can be generated by either government or industry. IGWGs may also be formed as a result of a Post IGE Workshop, especially if the issue is a policy issue that was elevated by the post. In general, once an IGWG develops its input, the results will be shared widely for additional input.
- 5.2.1. There is no limit to the number of IAGs that can be formed and time served is dependent on the life of the issue. Ex: Project Delivery/ Project Partnering Standard IGWG
- 5.2.2. IGWGs are formed on a volunteer basis and tracked by the SAME National Executive Office.
- 5.3. **SAME Industry-Government Workshops (Post/local level):** Post level workshops are intended to take advantage of sustaining member post memberships and local government relationships to collaborate and resolve issues at a lower level. The intent is to implement solutions locally and report the impact of those solutions. For those topics requiring further action, posts will forward them to SAME National for consideration by the CEO Roundtable or forwarded to the appropriate national level authority of the impacted agency or agencies. For examples of what can be accomplished with a Post IGE Workshop, please see the SAME website: [www.same.org/ige](http://www.same.org/ige).

- 5.3.1. Reference SAME 2020 Strategic Plan, Goal 1, Required Element #4: “Conduct one or more topical issue workshops in support of the Industry-Government Engagement Plan.”
- 5.3.2. Issues can be recommended by Post membership via survey, call for papers, or other methods.
- 5.3.3. For Post purposes, “Government” can be defined as local, city, regional, etc.... Posts are not limited to Federal Agencies.
- 5.3.4. Post must solicit appropriate attendees such that the issue can be thoroughly discussed by all stakeholders. Depending on the issue, this action could also potentially satisfy Required Element #3 and Desired Element #4.
- 5.3.5. Results of the workshop must be reported to SAME National, regardless of solution status, to satisfy the requirement, share with govt. and industry leadership, and to share with other posts and members who may be experiencing similar issues.