

Vignette 5 – Kessel Run: The Future of Defense Acquisitions Is #AgileAF

Dan Ward

I've seen the future, and it's #agileAF.

That's the hashtag used by an Air Force software company known as Kessel Run—the “AF” stands for Air Force, by the way. And I did say “software company,” which is how members of this military unit describe their organization. Kessel Run does not look like any other program office the Air Force has ever seen. That is its great strength. That is its great peril. And that is why it is the future.



Kessel Run's lab director welcomes new engineers. [U.S. Air Force photo by Todd Maki]

What's so great about Kessel Run? For starters, it delivers. As one example from many, in less than 130 days Kessel Run fielded an accredited Secret Internet Protocol Router (SIPR) cloud-native DevOps platform at Al Udeid Air Base, then replicated the instance at Shaw Air Force Base and fielded another DevOps platform at Osan Air Base in Japan. Don't worry if that last sentence sounded like technobabble—the point is they put stuff into the field quickly. In contrast, the previous program charged with addressing this need (which went by the catchy name “AOC 10.2”) spent \$430 million over 10 years before being terminated “[without delivering any meaningful capability](#),” to quote Senator John McCain. But while Kessel Run's ability to field operational software is noteworthy, its organizational achievement and the culture the team has built just might be the real breakthrough.

It turns out disruptive new technologies do not merely require cutting-edge tech. They also require new [organizational architectures](#), to use Professor Rebecca Henderson's term, and very specific cultural features.

Easier said than done, of course. Building and sustaining these innovative structures inside a large legacy organization like the U.S. military requires replacing existing standards and norms. That's even harder than it sounds and is why so many large companies fail to make the switch.

Despite the difficulty, the Kessel Run team seems to have cracked the code and built a unique organization that operates at warp speed. The most visible difference between Kessel Run and business-as-usual military program offices is their location. Rather than spending all their time on the military base they are *technically* assigned to, Kessel Run personnel operate from a brightly lit We Work office in downtown Cambridge, MA. The conference rooms have Star Wars-themed names instead of Mil-Standard room numbers. The walls are covered in multi-colored sticky notes. The view of Boston is spectacular. You get the picture.

Only slightly less visible is Kessel Run's approach to contracting. Instead of handing the work over to a major defense contractor, team members built a collaborative partnership with a small-ish software company named Pivotal. Together they use DevOps methods like pair programming,

where Air Force coders work side-by-side with Pivotal coders to produce software that runs on classified military systems and supports real-world military operations.

Where people sit and how they collaborate are just the tip of the iceberg. The Kessel Run culture is the product of hundreds of thoughtful design decisions that continually reinforce principles of learning, collaboration, critical thinking, and agility. The details of these decisions are beyond the scope of this short vignette, but the fact that Kessel Run continues to do the hard work of deliberately crafting and maintaining its culture is absolutely foundational to its success story.

That story is happening right now, so saying “the future is #agileAF” is actually an observation about the present. Kessel Run’s approach is what right looks like *today*. Kessel Run is the new standard of military acquisition excellence, and already the other Services are starting to follow suit. Just last month the U.S. Naval Institute’s blog had a post titled [The Navy’s Kessel Run](#). When your program office’s name gets used in a headline like that, it’s a sure sign you’re doing something right.

Some skeptical commentators have expressed concern about the risks inherent in a high-speed operation like Kessel Run. In response, let’s hear from the four-star commander of U.S. Strategic Command, General John Hyten. He’s responsible for the nation’s nuclear arsenal and is precisely the type of serious, thoughtful, risk-averse leader we want in charge of nuclear weapons. If anyone has a definitive professional opinion on Kessel Run’s risk profile, it’s General Hyten.

On several occasions General Hyten has stated that what keeps him up at night is the thought that the U.S. military’s technology community has “[lost the ability to go fast](#).” This inability to move quickly increases the likelihood of operational shortfalls and degrades our nation’s overall defense posture. In General Hyten’s assessment, going too slow is far riskier than going too fast. He sounds quite comfortable with Kessel Run’s pace.

In a similar vein, Secretary of the Air Force Heather Wilson submitted a report to Congress in October 2018 that described Kessel Run’s achievements to date. She wrote “The use of Agile DevOps methodologies ... is proving successful and we are able to rapidly deliver cloud native applications that increase operational utility. ... *We believe we have demonstrated the ability to continuously deliver software that adds value to the warfighter.*” (emphasis added.)

So the question is not whether the Kessel Run team delivers good results or addresses the needs of the operational community. It clearly does. Instead, the question is how long it will take the Department of Defense to adopt this organizational innovation on a larger scale. How long will DoD wait before making Kessel Run-style organizations and culture the default rather than the exception?

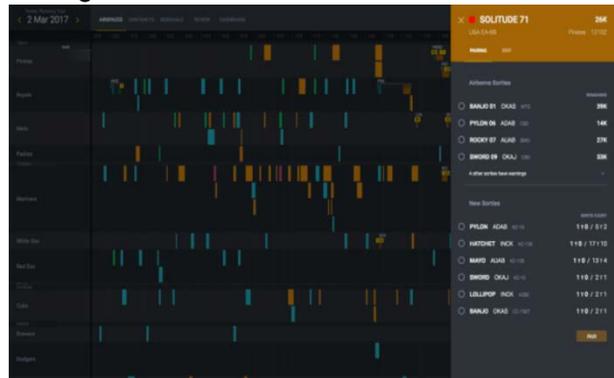
Replicating the Kessel Run culture requires more than giving all your conference rooms Star Wars-themed names and putting military personnel into civilian clothes. In fact, the best way to replicate the Kessel Run culture is to *not* replicate it exactly. The wisest imitators will use Kessel Run’s example for illumination, not imitation. They will learn from Kessel Run’s practices, not simply cut and paste them onto existing organizational structures. The wisest imitators will commit to having the difficult, ongoing conversations about values, attitudes, and beliefs that lead to

genuine culture shifts. They will do the hard work of establishing and maintaining a healthy culture that unleashes people's talent and enables them to do their best work.

Kessel Run is not perfect, of course. It has collected a number of critics and skeptics alongside its fans and supporters. Interestingly, no critics see the project's shortcomings more clearly and pointedly than the Kessel Run members themselves. The team members are very aware they are still learning, still experimenting, still making mistakes and identifying opportunities for improvement. They are the first to tell you that Kessel Run has problems and struggles. They are quick to agree with some of their critics about ways the program can and should improve. That is the thing I admire most about this team. That just might be the most important practice for the rest of us to follow. And that is precisely why the future is #agileAF.



Whiteboard on which tanker refueling operations were planned. [Photo by U.S. Air Force]



The tanker refueling planning app that replaced the AOC's whiteboard. [Photo by U.S. Air Force]



Air Force Kessel Run Headquarters in Boston, MA. [U.S. Air Force [photo](#) by J.M. Eddins Jr.]