

PEO BES VENDOR INDUSTRY DAY QUESTIONNAIRE - SUMMARY

	Very Satisfied	Satisfied	Neutral	Dissatisfied	Very Dissatisfied
Overall satisfaction	18	11	2	2	
Organization of event	16	14		4	
Scope of info presented	12	19	2	1	
Usefulness of info	18	12	3	1	
Overall meeting format	10	21	3		
Sufficient time allocated w/leadership	10	12	7	3	
Overall value of 1-1s	16	3	4		1
Event fulfill reason for attending	19	10	4	1	

Q&A/Comments:

What were the strengths of the event?

- Openness of communication and willingness to truly partner – setting future dialogue
- Level of detail and insight into the program office's opportunities, challenges and mission focus was extremely beneficial
- High level overviews, coupled with face-to-face meetings
- Identifying opportunities – especially far enough in advance so industry can prepare
- BES strategy for preparing and its strategy to address its funding cuts
- Current status of programs, open sharing of way-ahead, senior leader participation

What did you find most useful?

- The Enterprise Information Systems Directorate Reference Guide
- Putting opportunities in the context of the PEOs vision and strategies for the future
- Slides and face-to-face meetings with senior leadership
- Identification of areas where industry can assist
- Transparency of information and the leaderships concerns with how you plan to meet the mission and to sustain the existing level of service
- Insights into requirements that are 1-2 years out!

Is there an unaddressed need on which we need to focus?

- A list of programs with details the BES portfolio anticipates putting out for bid
- AF & DISA relationship / AF IT infrastructure – direction & goals / timeframe
- I'd like to hear contracting talk about strategies – Lowest Price Technically Acceptable vs. Best value, RFP vs. CP, Small Business set asides vs. Full Open, Use of IDIQs like Netcents 2

- Program challenges on an individual basis
- More focus on Small Business
- Need to articulate details on needs/issues beyond budget

What kind of information would you like to see included at a future Vendor Industry Day?

- Relative interest in AF / US government in pursuing same flexible, creative financing in budget environment
- Business case / cost benefit analysis model in evaluations (NPV as part of eval model)
- Additional statistics - # direct slots awards (e.g. non-competition awards), LPTA vs. Price Performance, Trade off vs. Best Value Awards, Avg time this frame RFP to award by contract category T.O, multiple award, etc.)
- Talk more about the programs
- Standard template for contract opportunities – list incumbent, dollar value, acquisition strategy, small business portion (if applicable)
- More information on upcoming requirements/challenges
- Potential opportunities – 2-5 years out
- Follow-up on questions and updates on the ‘TBDs’ of this event
- Program-by-program details and how systems are integrated – an org chart doesn’t help much
- I think it would be helpful to hold a dialogue on AF needs not described in terms of systems – that is, ID what you want to achieve
- Requirements definition process

How did you hear about this event?

- Website
- FedBizOpps
- HERBB
- Industry colleagues
- ESC Newsletter
- AFITC

Will you plan on attending this event in the future?

- Yes

Comments and recommendations:

1. “For OCI consideration, it would benefit industry if the government would clearly state up front if an opportunity is for A&AS or SETA purposes. Ideally this could be done with the posting of the RFI or SSS, but in any case, it should be as early as possible and not left for industry to guess.”
2. “One of the metrics I always thought the government should keep is how close do they follow the ‘original’ acquisition schedule they give industry. Too many times the schedule slips to the right which costs industry B&P money. If industry is accountable for schedule, shouldn’t the government be held accountable too?”
3. “Appreciate the candor and focus on open communications.”
4. “Very, very exciting and informative format – Thank you.”