

partnership EXCHANGE

1.

MAKING IT HAPPEN

Business and Enterprise Systems (BES) understands we need better communication with industry to continue to acquire, operate, sustain, and enable enterprise IT capabilities to support the warfighter. In an earnest effort to achieve this, we have planned new initiatives to begin the process of creating a dialogue between BES, our partners and potential partners as well as networking opportunities. Through the Vendor Industry Day, Vendor Forums initiatives, and our Vendor Communications website, we feel we can foster a strong government-industry relationship, creating an open and transparent process to help each other through the difficult economic times ahead. Our efforts to reach out to you in this newsletter and request your feedback is just one of the steps. Our next steps include our first ever Industry Forum days in February and April 2012. We expect to take many more positive steps after that! A year from now, we will ask industry to tell us if we succeeded.

NEWS

PEO BES HOSTS VENDOR INDUSTRY DAY



In an effort to improve lines of communication between government and industry, the Program Executive Officer for Business and Enterprise Systems, Brig. Gen. Craig Olson, hosted nearly 200 visiting industry representatives during the portfolio's first ever Vendor Industry Day held Nov. 9 at Maxwell Air Force Base – Gunter Annex.

The one-day event brought BES and industry leadership together to have open, frank discussions focusing on how future budget cuts will affect information technology delivery and contracting in the 2012 fiscal year and beyond.

The event was filled with current and future Air Force/BES challenges, upcoming Air Force

UPCOMING EVENTS



15 FEBRUARY 2012

BES 2012 VENDOR EXCHANGE FORUM 1
forum 1
FEBRUARY
Business and Enterprise Systems

4 APRIL 2012

BES 2012 VENDOR EXCHANGE FORUM 2
forum 2
APRIL

23 MAY 2012

BES 2012 VENDOR INDUSTRY DAY
Vendor Industry Day

December 2011

**PEO BES HOSTS VENDOR INDUSTRY DAY
(CONTINUED)**

needs, and what the organization needs from its industry partners to fill these needs.

The day began with mission and opportunity briefings from senior leadership within the BES portfolio, which consists of the Enterprise Information Systems (EIS) Directorate and the Enterprise Logistics Systems (ELS) Directorate.

Vendors also had the opportunity to meet face-to-face with the PEO, the acting ELS director, the deputy director of EIS, the EIS and ELS division leads, and the BES Small Business Director.

This Vendor Industry Day served as a launch pad for future dialogues between BES and industry. Currently, the plan is to host Vendor Industry Day events semi-annually at Gunter Annex.

“It is imperative we facilitate and maintain open communication

“Our industry partners have a lot of experience in dealing with the challenges we are facing,”

with our industry partners,” said Scott Warren, Enterprise Information Systems Deputy Director. “The more our partners and potential partners know about the direction we are going, the better position they can position themselves to help us get there.”

The next Vendor Industry Day is scheduled for May 2012.

Also in the works, BES leadership plans to host Vendor Exchange Forums. These forums will highlight more specific topics affecting how Team BES completes its mission. The topics will be presented by panels consisting of leadership from within the BES portfolio. It will then open up for attendees to share possible experiences and strategies on how to best tackle the topics.

“Our industry partners have a lot of experience in dealing with the

challenges we are facing,” Mr. Warren said. “Our goal is to create a forum where we can openly exchange information and figure out how to best overcome these challenges.”

The first two Vendor Exchange Forums are tentatively scheduled for Feb. 15 and Apr. 4. Registration is free of charge and open to government and industry with experience and/or interest in each respective topic.

For more information from the November Vendor Industry Day, get more information about the BES and its upcoming events, or to ask questions please visit the website:

<http://afitc.gunter.af.mil/vendorday/index.html>



BES VENDOR INDUSTRY DAY QUESTIONNAIRE RESULTS 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	

For complete Questionnaire results and summary, please click [HERE](#).

December 2011

BES TO TACKLE POSSIBLE CONTRACTING CHANGES AT FORUM

With the success of the November BES Vendor Industry Day fresh on their minds, the Program Executive Officer for Business and Enterprise Systems will host a Vendor Exchange Forum on Feb. 15 on Maxwell Air Force Base-Gunter Annex.

The goal of this and future forums is to discuss major aspects of our mission that are affecting how BES does business, present possible solutions with respect to these aspects, and gain feedback from its industry partners. The forums will differ from Vendor Industry Days in that they will not include briefings from division leads nor will there be any scheduled face-to-face meetings between visiting vendors and BES leadership.

The theme of the February Vendor Exchange Forum and the topics for the panels are not yet finalized. In order to make this event more productive for everyone, the BES team is seeking feedback on the working theme for the event.

The notional theme for the February event is "Consolidating Requirements: On-Call IT Support Techniques." With budget and manpower cuts looming for the Department of Defense, BES is faced with providing IT support to more than 120 combat support, logistics and infrastructure programs the Air Force counts on every day to perform its mission. In order to continue providing that critical support, BES will have to become more efficient.

The format of the one-day event includes two panel discussions. Each panel will consist of leadership and experts within BES who will discuss topics and proposed solutions for the purpose of gaining feedback from the attending industry partners to

gain insight about each topic and feedback on the proposed solutions.

The working topic of the first panel is "Contracting Efficiencies/Sharing Resources." This will focus on how efficiencies can be created in the way contracts are written to overcome shrinking manpower and budgets. The working topic of the second panel is "Reorganizing to Better Accomplish the Mission." This will focus on what BES feels it needs to change internally to achieve the efficiencies while accomplishing its mission.

BES leadership is hoping to harness experiences from the business world and apply those experiences to its day-to-day operations.

Part of the goal of these events is also to provide a place where our industry mission partners can come together for the sake of networking and partnership amongst each other. Meeting areas will be available for companies who would like to make use of them.

BES is currently planning to host two Vendor Exchange Forums between the semi-annual Vendor Industry Days, which will be held each November and May.

For more information on Vendor Exchange Forums and Vendor Industry Days, please visit the events' website at: <http://afitc.gunter.af.mil/vendorday/index.html>.

VENDOR INDUSTRY DAY — BY THE NUMBERS —

- Approximately 180 attendees
- 88 face-to-face meetings scheduled
- 41 upcoming opportunities presented
- 105 companies registered
- Representatives from 17 States

CALL FOR
IDEAS AND FEEDBACK
THE CHALLENGE

Vendor Exchange Forum 1 will include 2 panel discussions with a moderator. Using information discussed at Vendor Industry Day one-on-one sessions, we have drafted a working theme and topics for the February Vendor Exchange Forum. In order to make this event beneficial and relevant for everyone, we would like industry's input and feedback to our current theme and topics for the event. Please provide [recommendations](#) and/or feedback by **15 January 2012**.

Draft

THEME: Consolidating Requirements: On-Call IT Support Techniques

PANEL 1: Contracting Efficiencies/ Sharing Resources
-What we feel we need to do to create efficiencies to deal with the shrinking manpower and budgets

PANEL 2: Reorganizing to Better Accomplish the Mission
-What we feel we need to change internally to achieve these efficiencies while accomplishing our mission



VENDOR INDUSTRY DAY 9 NOVEMBER 2011

**WHO ATTENDED
THE NOVEMBER INDUSTRY DAY**

- Abacus Technology Corporation
- Accenture Federal Services
- Advanced Software Design, Inc (ASD, Inc)
- AITC
- Anglicotech LLC
- BAE Systems
- BLT Technologies, Inc
- Booz Allen Hamilton
- BTAS
- CACI
- CAST
- CGI Federal Solutions
- Cigital Federal, Inc
- Cisco
- Computer Science Corp (CSC)
- Concentric Methods,
- Copper River Information Technology
- Creative Computing Solutions, Inc (CCSi)
- Creative Information Technology, Inc
- Datum Software
- Dell Computer
- Deloitte
- Deltek
- Digital Concepts, Inc
- Disruptive Technology Corp
- DMSS (Defense Mission Systems & Services)
- DRC
- DSA, Inc
- DSD Laboratories Inc
- Electronic Consulting Services (ECS)
- EMC Corp
- Engility Corp
- ERP International, LLC
- Evanhoe & Associates, Inc
- Flairsoft, Ltd
- General Dynamics IT
- Global Horizons Training
- Google
- Groundstroke Development, LLC
- GTSI
- Harris IT Services
- Heitkamp Consulting, LLC
- Hewlett-Packard
- Hoff Industries Inc
- HP Fortify Software
- HP Imagina & Printing Group (IPG)
- HP Software
- HP StorageWorks - HP Networking
- HPES
- IBM Global Business Services
- IBM Software Group
- IBM Systems Technology Group
- immix Group
- IndraSoft, Inc

TENATIVE
THE AGENDA



VENDOR EXCHANGE FORUM 1

WEDNESDAY 15 February 2012

Notional Schedule

0730– 0830	Sign-In/Wall of Pride
0830– 0930	Opening Comments Brig Gen Craig S. Olson Program Executive Officer for Business and Enterprise Systems Mr. Scott D. Warren GS-15, DAF, Deputy Director for Enterprise Information Systems
0930– 0945	Break
0945– 1100	Panel 1
1100– 1300	LUNCH
1300– 1430	Panel 2

**WHO ATTENDED
THE NOVEMBER INDUSTRY DAY**

Infinity Technology
Intellectual Concepts, LLC
JJR Solutions
Keane Federal Systems, Inc (KFSI)
L-3 Communications
LGS Innovations
Lockheed Martin
MarkLogic, Inc
Microsoft
MicroTech
NCI Information Systems
NetApp
NetScout Systems, Inc
Northrop Grumman
Nova Technology Solutions
Oasis Systems, LLC
Oracle USA, Inc
PAR Government
Precision Task Group (PTG)
Priest Consulting
ProjectXYZ Inc
QinetiQ North America
Quantum
Rainbow Data Systems, Inc
Red Hat
Rome Research Corporation
Roundarch, Inc
RYAN Consulting Group
SAIC
SAP
Segue Technologies
SKR, Inc
Smartronix, Inc
SMB Enterprises
SMS Data Products Group, Inc
SRA International
Stevenson Consulting LLC
Sumaria Systems, Inc
Systems Documentation, Inc
Technica Corporation
Telos
The Centech Group
The Coffing Corporation
The Solutions Group
Tribalco, LLC
Up and Running, Inc
URS Apptis
Veeam Software
Windward IT Solutions
Wyle Information Systems

The appearance of private company names in this publication does not constitute endorsement by the Department of Defense or United States Air Force of the company's products or services.