



ESC/HI VENDOR DAY



ESC/HI

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Integrity - Service - Excellence



U.S. AIR FORCE

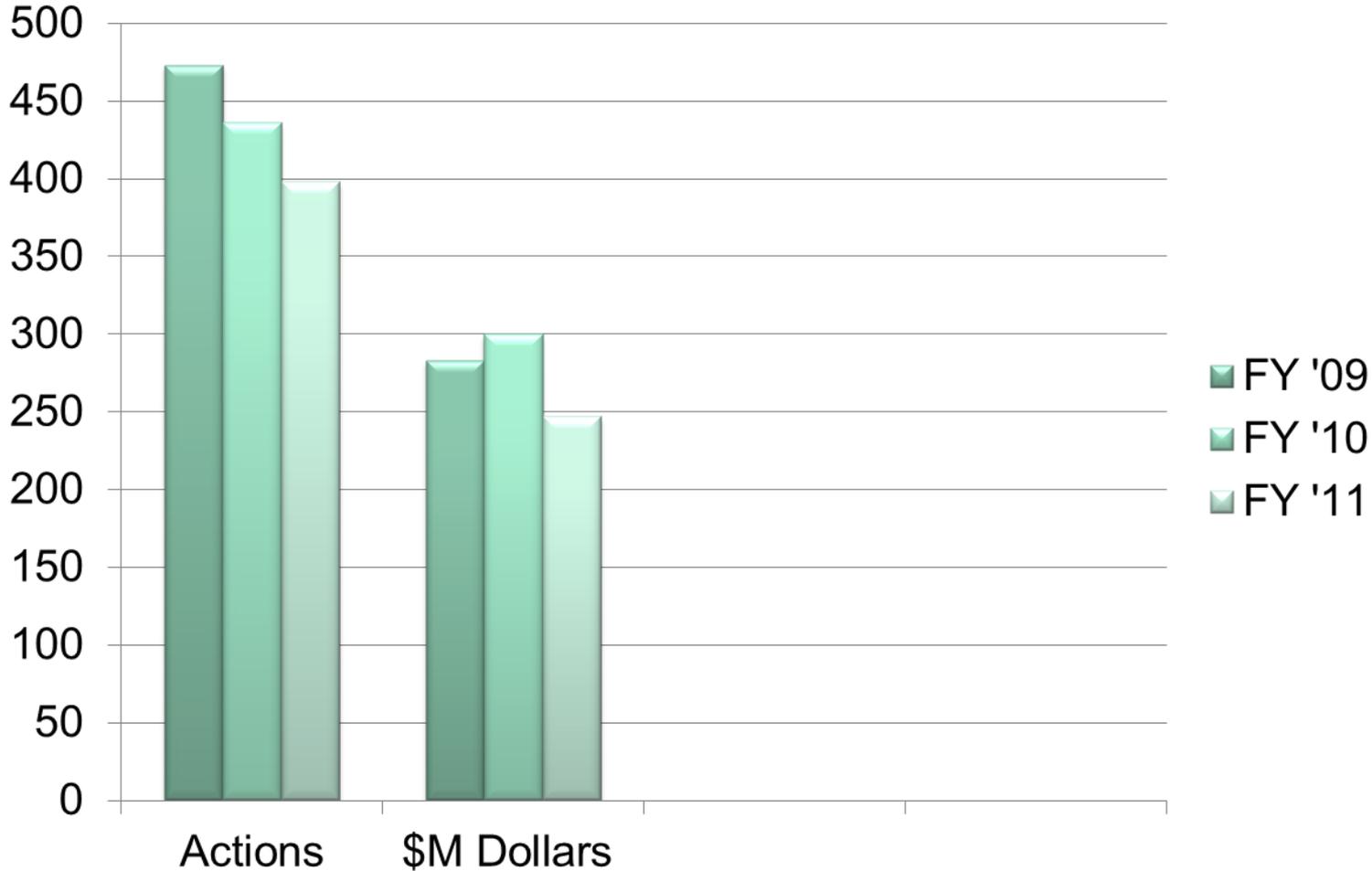
Overview

- **Introduction**
- **Definitions**
- **Organization Metrics**
- **Acquisition Initiatives**
- **How Industry Can Help Us**
- **Summary**



IT Spend FY 09-11 at Gunter

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Organization Metrics

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- **FY 11:**
 - **Fair Opportunity Exceptions: 2**
 - **Brand Name Justifications: 45**
 - **Sole Source Justifications: 10**

- **FY 10:**
 - **Fair Opportunity Exceptions: 12**
 - **Brand Name Justifications: 18**
 - **Sole Source Justifications: 11**

- **FY 9:**
 - **Fair Opportunity Exceptions: 7**
 - **Brand Name Justifications: 25**
 - **Sole Source Justifications: 8**



Current Challenges & Initiatives

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- **Declining Budget**
 - **Cost is critical driver (LPTA Approach)**
 - **Emphasis on competition**
- **Budget Approval Process (CRA)**
 - **ID requirements early**
 - **Plan for incremental funding**
- **Government Hiring Freeze**
 - **Maximize existing resources**
 - **Combine requirements -- contracts covering multi programs**
- **AFMC Reorganization(s)**
 - **LFMC, ~~EXC~~, ~~EXS~~, ~~EXS~~, BES**
- **AF Reorganization(s)**



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Questions?