

partnership EXCHANGE

2.

FORUM 2 reaching out

TENATIVE
THE AGENDA
VENDOR EXCHANGE FORUM 2
WEDNESDAY 4 APRIL 2012



0730– 0830	Sign-In/Wall of Pride
0830– 0930	Mr. Scott D. Warren , GS-15, DAF, BES Deputy Director
0930– 0945	Break
0945– 1100	Panel 1
1100– 1300	LUNCH
1300– 1400	Workshop: Session 1
1400– 1430	Break
1430– 1530	Workshop: Session 2



BES FORUM 2

Panel 1 Enhancing Competition

Ms. Denise Baylor – Director of Small Business Programs – HI
Mr. Olan Waldrop – URS APPTIS
Mr. John Courtney – SAIC
Mr. Jon Dittmer - Array Technologies
Mr. Jon Clayton – HIN

WORKSHOP

Session 1: Task Order Template for Sustainment Acquisitions

Session 2: Instructions to Offerors

GROWING PARTNERSHIP with industry



BES would like to extend a special thanks to everyone who hung their shingle on the “Wall of Pride” at the February Vendor Exchange Forum 1. The “Wall of Pride” display embodies our government/industry relationship and the spirit of commitment we share to finding solutions to the challenging times ahead.

The wall is intended to promote teaming within industry and make it easier for companies to connect with potential partners. We plan to display this awesome symbol of teamwork at each BES event.



March 2012

NEWS

BES VENDOR EXCHANGE FORUM 1

CATALYST FOR IDEAS

“The Vendor Exchange Forums are a great opportunity to knock down some barriers of communication between government and industry and figure out how we can efficiently and effectively work together to solve problems”

Addressing resource constraints and creating IT acquisition and sustainment efficiencies dominated discussions during the Business and Enterprise Systems first ever Vendor Exchange Forum which took place Feb. 15 here on Maxwell Air Force Base-Gunter Annex.

The goal of this and future exchange forums is to provide a venue where government and industry representatives can come together to discuss reductions in program funding and personnel resources that are negatively affecting how BES does business. With help from its industry partners, BES is changing its business model to meet mission requirements through expanded and enhanced competitions.

“We are trying to foster a strong government-industry relationship creating an open and transparent process to



VENDOR EXCHANGE FORUM 1

thanks to all attendees

Abacus Technology Corporation
Accenture
ASC Associates
Booz Allen Hamilton
BTAS, Inc
CACI, Inc
Chamber of Commerce
Cigital Federal, Inc.
CITI
Concentric Methods, LLC
Creative Computing Solutions, Inc. (CCSi)
Datum Software, Inc.
Deloitte Consulting LLP
Disruptive Technology Corporation
eSolution Architects, Inc.
Evanhoe & Associates, Inc.
General Dynamics
General Dynamics Information Technology
Global Technology Resources Inc. (GTRI)
Heitkamp Consulting, LLC
HP
HP Enterprise Security Products
HP Software
IndraSoft, Inc.
Iron Bow
Keane Federal
L-3 Communications
LGS Innovations
Lockheed Martin
P3S Corporation
Raytheon Company
RYAN Consulting Group
SAIC
Segue Technologies
Southeast Cherokee Construction
SRA International, Inc.
Stevenson Consulting, LLC

March 2012

BES VENDOR EXCHANGE FORUM 1

CATALYST FOR IDEAS

(CONTINUED)

help each other through difficult times ahead,” said Scott Warren, Deputy Director of the Business Enterprise Systems Directorate and moderator of each panel. “The Vendor Exchange Forums are a great opportunity to knock down some barriers of communication between government and industry and figure out how we can efficiently and effectively work together to solve problems.”

Approximately 100 people, including 59 visiting vendors representing 45 BES companies, came together for the one-day event with the goal of discussing what can be done to create efficiencies in the way contracts are competed and executed. The theme of the forum was: “Ensuring PEO portfolio support through austere times.”

“The primary focus within BES is the acquisition of war-winning IT capabilities and continuously improving on how we deliver those capabilities to our warfighters.”

The forum provided two panel discussions. Each panel included subject matter experts from government as well as industry. Each panel member provided personal thoughts on pressing issues and Mr Warren, as moderator, facilitated open discussions among all participants.

Team BES is planning a second Vendor Exchange Forum for Apr. 4 which will again take place in the BES auditorium. Following that is a planned Vendor Industry Day for May 23. The Vendor Industry Day in May will feature more one-on-one time opportunities for vendors to speak with BES leadership, program managers and contracting officers.

“The primary focus within BES is the acquisition of war-winning IT capabilities and continuously improving how we deliver those capabilities to our warfighters,” Mr. Warren said. “One thing we need to do better is foster a partnering environment where government and industry can work together more openly on both sides. I’m hoping our Vendor Industry Days and Vendor Exchange Forums will facilitate a step in that direction.”



VENDOR EXCHANGE FORUM 1

thanks to all attendees

(continued)

Sumaria Systems Inc.
TEKSOUTH CORP
TELOS
THE SOLUTIONS GROUP
THE TRIUNE GROUP
TM CAPTURE SERVICES
UP AND RUNNING, INC
URS APPTIS

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THE HOMEWORK

Getting It Right

In an effort to be a better partner, we invite industry responses to the questions below:

1. Please identify areas of preferred focus for proposal evaluation
2. How should BES better contract to encourage innovation

Please reply through the link below.

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

NEXT UP:

Exchange Forum 2

The Business and Enterprise Systems Directorate's (BES) second Vendor Exchange Forum is scheduled to be held Apr. 4 on Maxwell Air Force Base-Gunter Annex.

The forum is to highlight issues affecting BES and industry, help open lines of communication, and gain feedback from our industry partners.

The one-day Forum will provide a venue where government and industry representatives can come together to discuss reductions in program funding and personnel resources that are negatively affecting how BES does business. With help from industry, BES is changing its business model to meet mission requirements through expanded and enhanced competitions.

The theme for the event will be: "Lifecycle Acquisition for Business IT." It will consist of one panel in the morning and two workshops in the afternoon.

The morning panel will focus primarily on enhancing competition and the afternoon workshops will focus on 1. task order template for sustainment acquisition and 2. instructions to offerors.

The panel will consist of BES and industry representatives who will open each discussion with short introductions to each topic. Following the introductions, the format will change to an open forum where attendees are encouraged to ask questions and share experiences.

UPCOMING EVENTS



BES
forum 2
APRIL
2012

VENDOR EXCHANGE FORUM 2
4 APRIL 2012

BES
2012
Vendor Industry
Day

VENDOR INDUSTRY DAY
23 MAY 2012

DAYTON IT WITH DIALOGUE
20 MARCH 2012

MITS 2012
22 MAY 2012

AFITC 2012
27-29 AUGUST 2012
CHANGING PARADIGMS - DELIVERING
IT IN A COMMODITIZED, GOVERNED
ENVIRONMENT