



ESC/HI VENDOR DAY



ESC/HI Business and Enterprise Systems Directorate

Scott D. Warren
ESC/HI
334-416-4403

Integrity - Service - Excellence



BES - Industry Exchanges (FY12)

U.S. AIR FORCE

- **9 November '11 - Industry Day**
 - **Nearly 200 Attendees, 92 Companies represented**
 - **PEO EIS Leadership One-on-Ones (BG Olson, Mr Warren, and Division Chiefs)**

- **15 February – Vendor Exchange Forum #1**
 - ***Theme - Ensuring PEO Portfolio Support through Austere Times***
 - **Two 5-Member Panels**
 - **63 Attendees, 58 Companies Represented, 19 License Plates, 0 Homework Submissions**

- **4 – April – Vendor Exchange Forum #2**
 - ***Lifecycle Acquisition for Business IT***
 - **One 5- Member Panel, Two Workshops**
 - **64 Attendees, 57 Companies Represented, 24 License Plates, 4 Homework Submissions**

Integrity - Service - Excellence



BES – Industry (Con't)

U.S. AIR FORCE

- **23 May '12 – Industry Day**
 - **130 Attendees, 90 Companies Represented**
 - **PEO BES Leadership One-on-Ones, (Mr Warren, Division Chiefs, PMs, and Lead Technical) - 78 Meetings scheduled 24 May**



BES – Industry (Con't)

U.S. AIR FORCE

- **FY13 POM**
 - **PEO BES tasked to reduce FY13 CORE funding by 25%**
 - **Drives home VEF #3 Homework**
 - **Consolidation, Innovation, Efficiency Identification**
 - **Constrained Budgets and Manning – 20%**
 - **ECSS Lessons Learned**
 - **Appreciate Industry's Feedback**
 - **More to Come!!!**



Actions Since November

U.S. AIR FORCE

- **Publish BES-Industry Newsletter**
- **Created Vendor Communication Website**
- **Periodically Update “Upcoming Opportunities – SMART Guide”**
- **BES Reference Guide Update – 4QTR12**
- **Established One-on-One Meetings with Program Leads**
- **Developing Sustainment Task Order Template (under construction)**
- **Standardizing Instructions to Offerors**

Integrity - Service - Excellence



U.S. AIR FORCE

Reaching Out

Business and Enterprise Systems (BES)

Welcome to BES Vendor Communications Website!

Industry Partners, the next Business and Enterprise Systems (BES) Vendor Industry Day (VID) is planned for 23 and 24 May in the Gunter AFB, 8892 Auditorium. The VID will consist of Division Lead briefings the afternoon of 23 May and one-on-one meetings on 24 May. One-on-one meetings will be scheduled with PEO BES, Deputy BES Director, Division Leads and with Program Managers and Engineers.

Join us for the 23 - 24 May 2012 Vendor Industry Day - Registration closes NOON on 18 May 2012!

Location - Maxwell Gunter Annex - Montgomery, AL

Draft	Agenda
23 May	1320-1700 Division Lead Briefings
24 May	0800-1600 One-on-one Meetings

Wall of Pride
The BES Wall of Pride is a new initiative from BES to promote and encourage partnering as well as a networking opportunity. We encourage companies to create a company license plate as a visual representation of who they are (please see instructions on registration page) and those in attendance at BES events will have an opportunity to hang their license plate on the BES Wall of Pride. Company representatives will have their picture taken holding their company license plate and these pictures will be uploaded and added to the BES vendor communications website along with a company profile.

Last Updated: 4/20/2012
Gunter USA | Privacy and Security Notice | Freedom of Information Act (FOIA) Program

Vendor Communication Website
<http://afitc.gunter.af.mil/vendorday>

Partnership Exchange Newsletter

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



BES Vendor Exchange Forum 1

thanks to all attendees

- Abacus Technology Corporation
- Accenture
- ASC Associates
- Booz Allen Hamilton
- BTAS, Inc
- CACL, Inc
- Chamber of Commerce
- Digital Federal, Inc.
- DTI
- 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