

Business & Enterprise Systems



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Task Order Information and Evaluation Standardization Process

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17 Jul 12**



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Headlines



**US Air Force
cancels deal for
Brazilian-made
aircraft**
February 29, 2012



**USAF nixes Embraer
contract over concerns**
February 29, 2012



**Air Force jettisons light-attack
aircraft contract**
February 28, 2012



**US Air Force investigating
disputed plane contract**
February 29, 2012



**US Air Force must redo
Afghan plane contest soon**
February 29, 2012



**Schwartz: Super Tucano failure
risks AF Reputation**
February 29, 2012



**Gen. Schwartz: Handling of aircraft
contract for afghan military and
'embarrassment' for U.S. Air Force**
February 29, 2012



**Embraer will fight
back after U.S. Air
Force cancels order**
February 29, 2012



**'We'll work our asses off,' Air
Force Chief pledges in wake
of Super Tucano fiasco**
February 29, 2012

Our actions make Headlines here and abroad - 4,390 Google hits (27 Feb – 1 Mar)



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Our Goal for this Process-- Contracting Guiding Principles



- **Do the right thing and smart thing to ensure integrity and fairness of the procurement system**
- **Never award a task order at the expense of integrity**
- **Know the fundamentals, think innovatively, and remain focused on the details**
- **Support the government AND the private sector customer**
- **Passionately protect the image of our Nation, our Air Force, and our process!**



Round Peg in Square Hole



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- **The unique nature of IT services business practices, pricing does not fit well within standard contracting models. Some reasons for disconnect include:**
 - **IT services utilize a variety of contract types (e.g., fixed price, cost plus) with unique characteristics relative to the sale of products;**
 - **IT contractors may/may not have published commercial pricelist;**
 - **Pricing decisions are often decentralized and vary by project/client;**
 - **Tough economy, High turnover of commercial customers and inconsistent/undefined government requirements difficult for IT contractors; and**
- **Federal statutory, regulatory and administrative requirements have not been adequately updated or are not IT related and therefore cumbersome to accommodate the sale of IT services in the USAF as well as other DoD agencies.**



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Overview of Assumptions



- Our review is centered on Information for Offerors (IFO) and Evaluations for ID/IQ type task orders
- IFO
 - Streamline
 - Equitable
 - Standardization
 - This is NOT a source selection
- Evaluation
 - Documentation
 - Reflective of IFO
- Resources



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Evaluation Considerations



- **Evaluate independently**
- **Evaluate only against criteria in RFQ (IFO & Evaluation Criteria)**
- **Consider only information in quote**
- **Evaluate each proposal against PWS and solicitation not against other proposals**
- **Document clearly: Pass/Fail**
- **Protect competition Sensitive Information**

Remember the ID/IQ Contract!



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Traditional Paradigm



The following two charts are actual templates for traditional STREAMLINED source selection bullets to address with corresponding responsibility

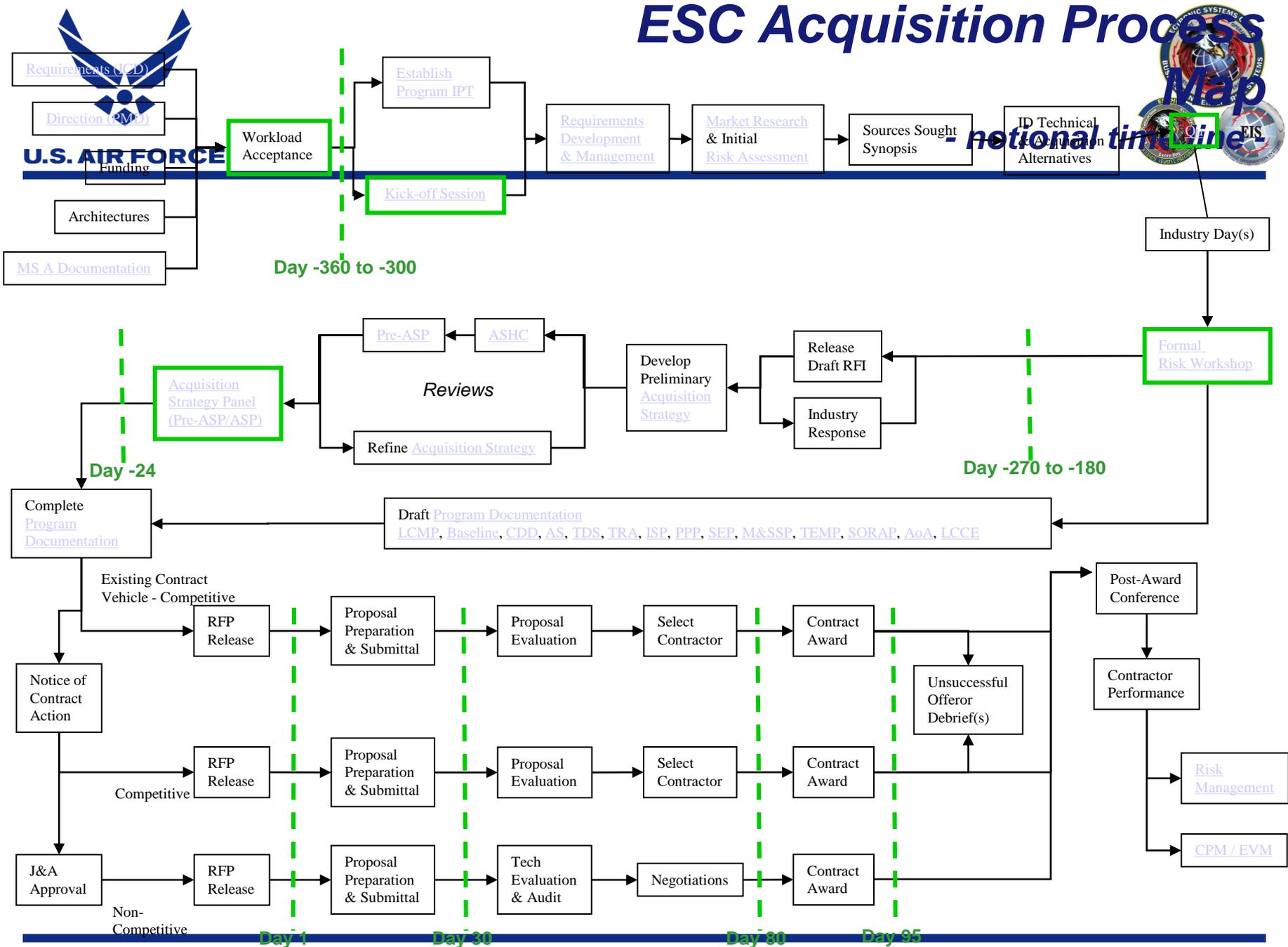


	SSA	PCO	SSAC CHAIR	SSAC	SSEB CHAIR	SSEB	ADVISORS	LEGAL
Ensure SST members are trained & experienced	X				X			
Mentor SSEB members			X	X				
Ensure realistic schedule	X				X			
Ensure SST members & advisors briefed/know standards of conduct	X							
Source Selection Plan	Approve	X			X	As required	As required	
Execute NDA & COI docs	X	X	X	X	X	X	X	X
Develop RFP		X	Oversee	Oversee	X	X	As required	Advise
Ensure process integrity	X		Oversee	Oversee				
Manage process; assist SSA; obtain all reviews/approvals		X						Advise
Manage SSEB; interface with SSAC					X			
Safeguard/manage all SSI		X						Advise
Single POC for all RFP-related inquiries		X						



	SSA	PCO	SSAC CHAIR	SSAC	SSEB CHAIR	SSEB	ADVISOR	LEGAL
Evaluate, document & assign ratings		Ensure consistent	Ensure consistent	Ensure consistent	Ensure consistent	X	Advise Don't rate	Review records
Control comm. with offerors		X						
AWOD or Discussions	X	X	Oversee	Oversee	Results to SSA, SSAC			Advise
Competitive Range	Approve	X	Oversee	Oversee				Advise
Enter into Discussions		X						
Evaluation Notices		Review			X	X		Review
Request FPR	Approve	Prepare, release						
Evaluate, document & assign ratings (Final Proposals)		Ensure consistent Sign PAR	Ensure consistent Sign PAR	Ensure consistent	Ensure consistent Sign PAR	X (PAR)	Advise, Do not rate	Review eval records
Prepare Comparative Analysis; Award Recommendation		No SSAC & SSA requests	X	X	No SSAC, SSA requests	No SSAC & SSA wants		Advise
Best Value Decision	X							
Prepare, sign SS Decision Document	X							
Award Contract		X						

ESC Acquisition Process



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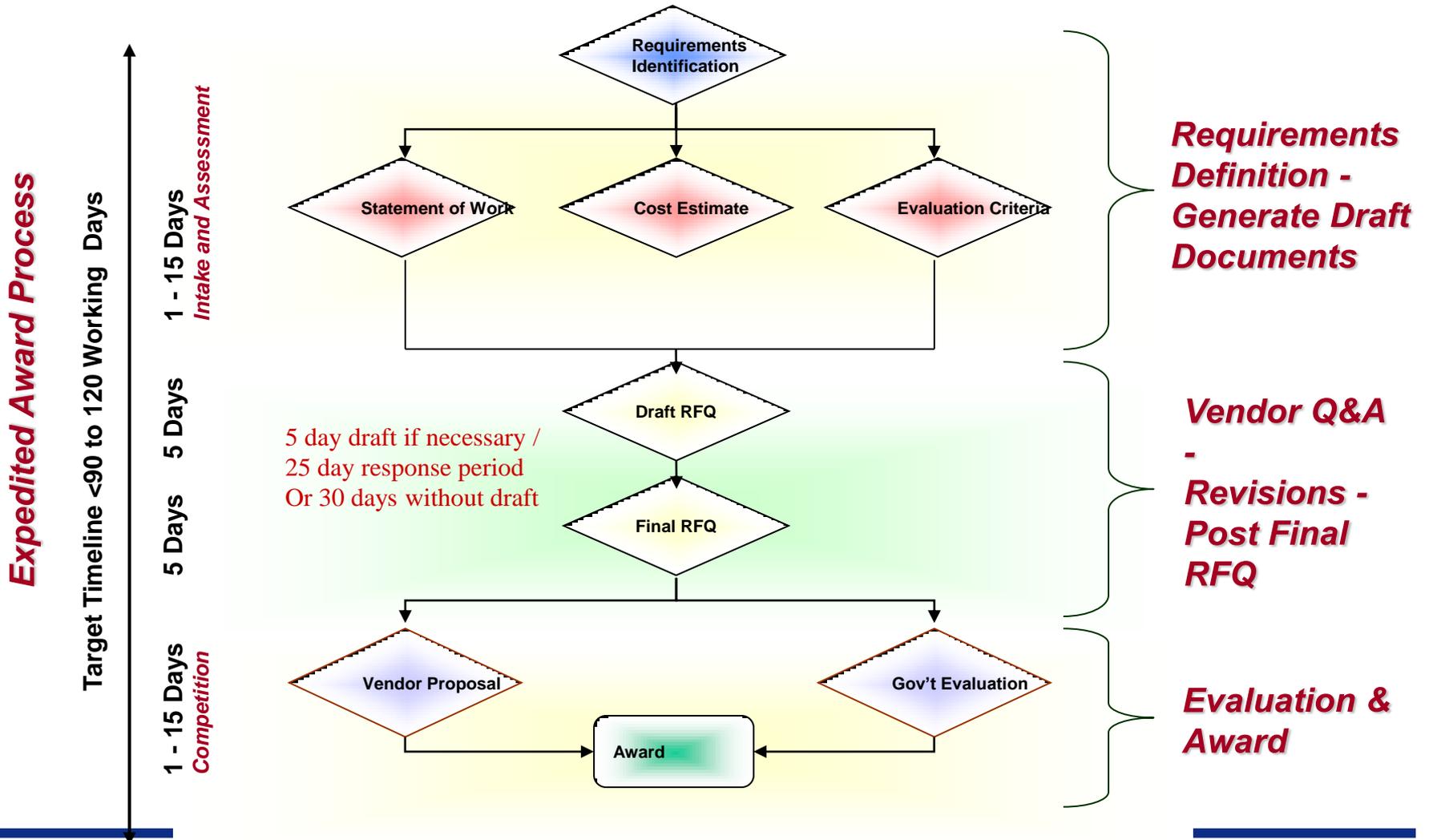
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We've described the swamp we need your help to drain it



Goal







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Informed IT Acquisition Resources





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Standardized Templates



- We plan to now show you our template designed for ID/IQ task orders
 - Low Price/Technically Acceptable
- Information for Offerors
- Evaluation Template
- Notice we are careful about our nomenclature
 - RFQ
 - Quotes
 - IFO
 - Evaluation

- **TEMPLATE DISCUSSION IS NEXT**



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Questions



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