

BES - Industry Exchanges (FY12)

- **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

BES/Industry (Con't)

- **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

- **17 Jul '12 Workshops**
 - Instruction to Offerors and Sustainment PWS

- **17 & 19 Jul '12 – Industry Demonstrations**
 - 36 Companies Represented
 - 225 Government personnel signed up

BES/Industry (Con't)

- 18 Jul '12 – Industry Exchange Forum #3
 - *Theme – Improving IT Sustainment Capability through Innovation*
 - Two 5- Member Panels
 - Panel 1 – IT Sustainment: Governance and Business Model
 - Panel 2 – IT Sustainment: Infrastructure and Personnel
 - 140 Attendees, 78 Companies Represented, ?? License Plates
- 28-30 Aug '12 Industry Exchange Forum #4
 - Demos, Final Workshop, and Homework Wrap-Up

BES/Industry (Con't)

- FY13 POM
 - PEO BES tasked to reduce FY13 CORE funding by ~~25~~ 17%
 - SAF/AQ sequestration “what if” drills based upon 6-12% cuts
 - Drives home VEF #3 Homework
 - Consolidation, Innovation, Efficiency Identification
 - Constrained Budgets and Manning
 - ECSS Lessons Learned
 - Appreciate Industry’s Feedback
 - Updated Homework Assignment!!

Actions Since November

- 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
- Conducted Industry Demos

Mock BES Lower Priority Programs

PPL #	Program	Type	Technology, Middle-ware	Database	Where Hosted	Total PMO FTE	APPROPRIATIONS			Total Spend Last Year, \$M
							3400	3600	3080	
102	System A	Distributed	Business Objects, Infommatica	Terradata	DISA	13	3.00			\$3.00
103	System B	Web App	.NET, ColdFusion	Oracle DB	AF Bases	13	0.64	1.15		\$1.80
104	System C	Web App	HTML, PHP, Javascript, C++	Sybase	Pentagon	9.7				No contract
106	System D-1 **	Web App	J2EE, Oracle Forms	Oracle 11g DB	DISA	26.9	4.54			\$4.54
107	System E	pure acquisition office, no development				3.3				
108	System D-2 **	Client-Server	Oracle Forms 6i	Oracle 10g DB & Oracle 11g DB	AF Bases	10.4				
114	System F	Web App	Oracle 11g AS	Oracle 11g DB	Other	3.8	\$1.15			\$1.15
116	System D-3 **	Mainframe	Microfocus COBOL	Flat Filesystem	DISA	6.7				
117	System G	Mainframe	CA IDEAL		DISA	5.9	\$1.11			\$1.11

**Family of systems, all funding shown in first entry

BES – Industry (Con't)

- Homework Clarification (Con't)
 - Consolidation (Innovation) Approach
 - A) By Technology (older vs old)
 - B) By Funding Appropriation (3400, 3600)
 - C) By Host
 - C) Other
 - Contracting Incentives
 - A) Cost share
 - B) Award Term
 - C) Incentive Fee
 - D) Other

BES – Industry (Con't)

- Assignment
 - Recommend a technical solution to maintain mock programs within targeted funding and manpower ceilings
 - Identify “best fit” acquisition strategy
 - Propose contract type, period of performance, incentives
 - Assess risk
 - Submit recommendation for each approach:
 - A. Bare-bones sustainment
 - B. Consolidation of programs thru innovation
 - C. Other