

partnership  
**EXCHANGE**

3.

## NEXT UP:

### VENDOR EXCHANGE FORUM 3 Pursuing the Challenge

“We received a lot of excellent feedback during the April event regarding the type of information we need to include in order to enhance the number and quality of responses from vendors when we do sustainment contracts”

To continue the momentum gained through previous Vendor Exchange events, the Business and Enterprise Systems Directorate (BES) has planned Vendor Exchange Forums (VXF) for July and August.

The tentative dates for the two events are July 17 -19 and Aug. 28-30.

The theme for the July 17-19 VXF is: Improving IT Sustainment Capability through Innovation.

“In this time of declining budgets and personnel, we have got to change the way we do business if we are to continue to complete our mission effectively,” said Scott Warren, BES Deputy Director. “We are looking to our industry partners to help us become innovative in

how we satisfy our customer’s requirements.”

The idea of July event is to hold a one-day forum July 18 during which BES will host two panel discussions focused on the challenges ahead transforming Maxwell Air Force Base-Gunter Annex into a “World Class” IT sustainment complex.

“Our goal is to lay the foundation of what we feel we need to accomplish or improve upon in order to successfully become the Air Force’s IT sustainment complex,” Mr. Warren said. “These panel discussions will spell out the challenges ahead as we start to put together the governance, business model, personnel, infrastructure, and training plans to make that happen.”



**BES 2012**  
forum 3  
JULY 17, 18, 19

TENTATIVE

## THE AGENDA

### VENDOR EXCHANGE FORUM 3

**Tuesday 17 July**  
0800– 1630 Vendor Presentations/demos

**Wednesday 18 July**  
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– 1415 Panel 2

**Thursday 19 July**  
0800– 1630 Vendor Presentations/demos

### VENDOR EXCHANGE FORUM 3 (CONTINUED)

Bookending the July 18 forum are two days in which BES will be extending the opportunity for vendors to give a one-hour presentation of their product and/or capabilities to the workforce.

“During the May Vendor Industry Day, we made BES leadership as well as some of our programs’ leads available for one-on-one meetings,” Mr. Warren said. “However, since those meetings were brief, we decided to set a couple of days aside where we invite our current and potential vendor partners to come to Gunter and provide longer presentations.”

The products and/or capabilities vendors present will be designed around the theme for the event.

A unique feature of the July VXF will be two breakout sessions to continue work on a sustainment IT performance work statement (PWS) template and a standardized instructions to offerors (ITO) template. Instructions on how

to sign-up to participate in these breakout sessions is provided below.

“We received a lot of excellent feedback during the April event regarding the type of information we need to include in order to enhance the number and quality of competitive responses from vendors when we do sustainment contracts,” Mr. Warren said. “The purpose of the breakouts will be to talk openly about the work done to standardize the PWS and ITO and how that will affect our industry partners.”

Registration for the July VXF is now open and sign-up for the presentations and breakout sessions are on a first-come, first-serve basis. For more information or to register, please visit our Vendor Communications website at <http://afitc.gunter.af.mil/vendorday>

The format of the August VXF will follow that of the July event. The final theme for August has not yet been determined.



VENDOR INDUSTRY DAY  
MAY 2012

### thanks to all attendees

AAC  
Abacus Technology Corporation  
Accenture  
Ace Info Solutions, Inc.  
AITC  
Array Information Technology  
Arrington Advisory Services LLC  
Booz Allen Hamilton  
BTL Technologies, Inc  
CACI  
CCSi  
Certified Technical Experts, Inc  
Cigital Federal, Inc.  
Cliff Henson Consulting  
Creative Information Technology, Inc. (CITI)  
CSC  
Datum Software  
Diligent Consulting Inc  
Diversified Technical Services, Inc  
DRC  
DSD Laboratories  
Enera, Inc.  
ERP  
eSolutions Architects, Inc  
Evanhoe & Associates, Inc  
Exeter  
FCN  
Fedstore  
Flairsoft Ltd  
Heitkamp Consulting, LLC  
HP  
IBM  
IndraSoft, Inc.  
Indus Corporation  
Information Innovators Inc  
Iron Bow Technologies  
L-3 Communications  
LGS Innovations LLC  
Lockheed Martin  
MicroTech LLC

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# NEWS

## NETCENTS-2

### Update

The Business and Enterprise Systems (BES) Directorate's top contracting officer recently provided an update into what's taking place within the upcoming contract vehicle the Air Force will use to acquire its IT hardware, software, services and solutions during the Vendor Industry Day held May 23 and 24 here on Gunter.

Eddie Upshaw, BES Organizational Senior Functional lead for Contracting, provided a brief update for the Air Force's Network Centric Solutions 2 (NETCENTS-2) contract vehicle.

NETCENTS-2, once fully awarded, will be the Air Force's indefinite delivery/indefinite quantity (ID/IQ) contract vehicle which will be made up of five different categories which will result in award of seven multiple award ID/IQ contracts covering a range of IT products and services.

#### **NETCENTRIC PRODUCTS:**

The Air Force recently announced the award of the NetCentric Products contracts. However they had to initiate corrective action due to a problem with offerors inconsistently interpreting the requirements of the RFP as it related to completing contractual documentation and - in some aspects - the technical and price requirements.

While the Air Force did not respond on the merits to any protest allegations nor agreed any protest allegations had merit, it provided notification to the GAO that the corrective action would be taken to ensure fairness to all offerors and to ensure the best products for the Air Force will be obtained at fair and reasonable prices. The corrective action memo was posted to Federal Business Opportunity (FedBizOps) by the contracting officer on 31 May 2012.

#### **APPLICATION SERVICES SMALL BUSINESS:**

Application Services Small Business portion of NETCENTS-2 is still in Source Selection. Offerors that submitted proposals were notified of the Intent to Award contracts to the apparent successful offerors. The Intent to Award announcement gives industry an opportunity to challenge the small business size of intended awardees which triggers a Small Business Administration (SBA) size determination.



VENDOR INDUSTRY DAY  
MAY 2012

### thanks to all attendees

(continued)

Namtra  
NetScot Systems, Inc  
Nova Technology Solutions  
NT Concepts  
NTT Data  
Oasis Systems LLC  
Odyssey Systems  
Oracle  
PPT Solutions, Inc  
Precision Task Group (PTG)  
QinetiQ North America  
Rainbow Data Systems Inc  
Raytheon Company  
Ryan Consulting Group  
SAIC  
SAP Public Services, Inc  
Segue Technologies  
Smartronix  
SMS  
SRA, International  
Stevenson Consulting LLC  
Suh'Dutsing Telecommunications LLC  
Sumaria Systems Inc  
Synergy BIS  
TACG  
Technica Corporation  
Teksouth Corp  
TEKsystems  
Telos  
The Solutions Group  
Up and Running, Inc.  
URS Apptis  
USIT  
Veeam Software  
Vivisimo Inc

**NETCENTS 2–update  
(CONTINUED)**

**AIR FORCE NETWORK OPERATIONS AND  
INFRASTRUCTURE SOLUTIONS FULL AND OPEN  
(AFNETOPS):**

A protest was received shortly after the Air Force received the most recent proposal revisions for the NetOps RFP. According to Mr. Upshaw, a concern was raised that there was an inconsistency in how an element of the RFP was interpreted by offerors.

A clarifying amendment has been issued by the Contracting Officer.

If it appears offerors for the NetOps Small Business RFP could interpret the RFP in a similar manner as the issue raised regarding the full and open solicitation, the Contracting Officer will consider issuing a similar amendment.

**IT PROFESSIONAL SUPPORT AND ENGINEERING  
SERVICES:**

IT Professional Support and Engineering Services requirement is still on hold, but the Air Force is anticipating resuming that work when resources become available.

**NETCENTS:**

At the moment, there is no action being taken to extend the current NETCENTS contracts further, but a proposal to increase the ceiling of that contract is in review.

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**Vendor Industry Day– May 2012**  
*Keeping Pace*

As part of its continuing efforts to improve communication between government and its industry partners, the Business and Enterprise Systems (BES) Directorate held its second Vendor Industry Day May 23 and 24.

Hosted by Scott Warren, Deputy Director BES Directorate, the day-and-a-half event featured presentations from BES leadership at the directorate and division levels as well as one-on-one meetings with



**UPCOMING EVENTS**



**Vendor Exchange  
Forum**  
JULY 17,18,19 2012



**VENDOR EXCHANGE  
FORUM 4**  
AUGUST 28,29,30 2012



**VENDOR INDUSTRY DAY**  
NOVEMBER 2012

## VENDOR INDUSTRY DAY (CONTINUED)

leadership and program offices.

During the presentations, BES showed off some of the initiatives taken since the first Vendor Industry Day which took place in November as well as some of the upcoming opportunities for BES industry partners, both current and potential, to help the organization complete its mission.

Among the highlighted initiatives mentioned were the BES Partnership Exchange Newsletter and the BES Vendor Communications website. These offer people the opportunity to stay up-to-date with BES activities, reference BES publications and presentations, provide feedback and register for events.

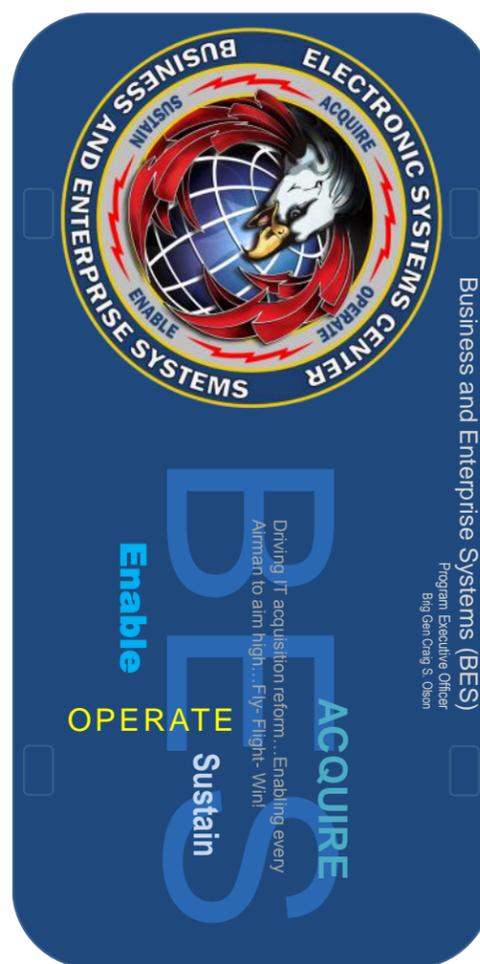
An update to the work done on a sustainment task order template was given. The idea behind the task order template was BES wanted to take a standard approach to writing sustainment task orders for consistency in language and information from one request for proposal to another.

The one-on-one meetings gave visiting attendees the opportunity to sit down face-to-

face with BES leadership and various programs' lead personnel to further dialogue on how government and industry can better work together. "We (BES leadership) started talking last summer about how we could do a better job of interacting with industry," Mr. Warren said. "From those discussions came the events we have been holding since last November. Thankfully we have gotten a lot of positive feedback about the progress we have made since then. We plan to use that momentum and continue to improve."

To continue the momentum, BES is planning to host two Vendor Exchange Forums (VXF) in July and August. The forums will be three-day events in which a workshop will be sandwiched between two days of capabilities presentations and demonstrations.

For more information about the upcoming VXFs, go to page 1. To register for that event or provide feedback to on any of the BES activities, please visit our Vendor Communications website at <http://afitc.gunter.af.mil/vendorday>



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