

# BES - Industry Exchanges (FY12)

28-30 August 2012

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- **9 November '11 - Industry Day**
  - 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
  - 58 Companies Represented
- **4 – April – Vendor Exchange Forum #2**
  - Theme – *“Lifecycle Acquisition for Business IT”*
  - One 5- Member Panel, Two Workshops
  - 57 Companies Represented
- **23 May '12 – Industry Day**
  - 90 Companies Represented
  - PEO BES Leadership One-on-Ones, (Deputy Director, Division Chiefs, PMs, and Lead Technical)
  - 78 Meetings scheduled 24 May

# BES/Industry (Con't)

- **17 Jul '12 Workshops**
  - Instruction to Offerors and Sustainment PWS
- **17 & 19 Jul '12 – Industry Demonstrations**
  - 32 Companies Represented / ~225 Personnel Registered
- **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”
  - 78 Companies Represented / ~300 Personnel Registered
  - 39 License Plates

# BES/Industry (Con't)

- **28 Aug '12 Workshops**
  - Instruction to Offerors and Sustainment PWS (Close Out)
  - IT Life Cycle Complex – Enterprise Vision and Strategic Planning  
*Question:* On what should we focus our energies?
- **28 & 30 Aug '12 – Industry Demonstrations**
  - 29 Companies Represented / 138 Government Personnel Registered
- **29 Aug '12 – Industry Exchange Forum #4**
  - *Theme – “Enterprise Sustainment Solutions for Operational Systems”*
  - Two 5- Member Panels
    - Panel 1 – “The Need for Enterprise Sustainment Solutions”
    - Panel 2 – “Enterprise Sustainment Solutions – A Closer Look”
  - 71 Companies Represented / 279 Personnel Registered
- **30 Aug '12 Workshop**
  - IT Life Cycle Complex – Determining the Way Forward  
*Question:* What is the next step?

# 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 “additional” 6-10% cut
  - Drives home VEF #3 Homework
    - Consolidation, Innovation, Efficiency Identification
    - Constrained Budgets and Manning
    - ECSS Lessons Learned
  - Homework Assignment Results – Home Run!!

# Actions Since November '11

- Publish BES-Industry Newsletter
- Created Vendor Communication Website
- Periodically Update “Upcoming Opportunities Guide”
- BES Reference Guide Update – 4QTR12
- Established One-on-One Meetings with Program Leads
- Sustainment Task Order Template (FY13)
- Standardizing Instructions to Offerors (FY13)
- Conducted Industry Demos – on-going
- Homework Results – Transition to Workshops
- Preparing “IT Complex” Message for AF Senior Leaders