

Business & Enterprise Systems



Integrity - Service - Excellence



Contracting Streamlining

August 29, 2012



U.S. AIR FORCE

Initial Thoughts.....



- We must **streamline**
- We must **partner with Industry, end user and customers**
- We know by **working TOGETHER** we can get there
- Believe that **Low Price/Technically Acceptable (LPTA)** will work for a specific type of task order
- We know we have to **tailor acquisition strategy to the requirement/outcome desired**
- We must continue **performance based acquisitions**
- We must remember **budget for FY 13 is smaller (sequestration still looming)**
- **Still believe that with the great group that we have we can get it done!**



U.S. AIR FORCE

Homework



■ Provide feedback to help us:

- **Standardized Processes**
- **Standardized PWS**
- **Common type of Delivery or Task Order**
- **Contractual Instrument is ID/IQ with overarching terms and conditions**
- **Performance Based (Results Oriented) Statements of Work (PWS, SOW or SOO) will be the norm**



U.S. AIR FORCE

Industry Comments from July 2012 Session



- LPTA is useful on routine, repetitive work that doesn't lend itself to innovation
- LPTA may save money, but will result in lower skilled workers doing "minimum" effort -- (warm butt in seat)
- LPTA not appropriate for Innovation
- Government needs to ensure technical personnel understand innovation while performing evaluation
- Government needs to provide appropriate documentation to foster competition (Metrics vs. historical FTEs)
- Evaluation Criteria should reflect ONLY discriminators, not all of PWS



U.S. AIR FORCE

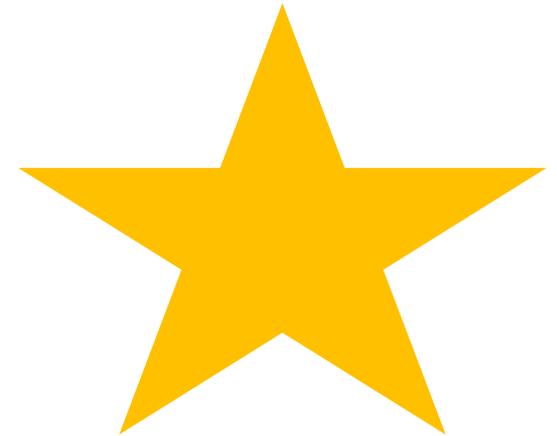
Industry Comments from July 2012 Session (cont)



In order to partner and really implement changes, the Government **MUST:**

- Open lines of communication
 - PMs must know they can talk to contractors
 - COs must know they can talk to contractors

- Conduct more industry days
- Conduct more one-on-one sessions
- Continue Vendor Exchange Forums



Excellent feedback received from Industry and Government partners!



U.S. AIR FORCE

More to come....



- **Based on Industry Comments**
 - **Working on standardized effort with full trade off**
 - **Emphasis on innovation (PWS requirements will lead to innovation opportunities)**
 - **Also looking at how to do a “Spiral” approach**
 - **Receive technical proposals, select top 2 or 3, then request cost proposals only on those**
 - **Award to lowest price**



U.S. AIR FORCE

Final Thought...



"Communication works for those who work at it."

- John Powell



U.S. AIR FORCE

Questions or Suggestions



- Cynthia C. Crews: cynthia.crews@gunter.af.mil
- Barbara K. Dobbins: barbara.dobbins@gunter.af.mil

QUESTIONS

