



U.S. AIR FORCE

AFLCMC/HI VENDOR DAY



Business and Enterprise Systems Deputy PEO

**Mr. Scott Warren
AFLCMC/HI**

Integrity - Service - Excellence



Vendor Communications



U.S. AIR FORCE

Events	# Registered Attendees	# Registered Companies	Actual # Attendees	Actual # Companies
Vendor Industry Day – Nov 2011	161	93	97	65
Vendor Exchange Forum 1 – Feb 2012	79	62	61	45
Vendor Exchange Forum 2 – Apr 2012	88	71	69	46
Vendor Industry Day – May 2012	152	92	120	78
Vendor Exchange Forum 3 – Jul 2012	141	81	120	71
Vendor Exchange Forum 4 – Aug 2012	128	75	108	75
Vendor Industry Day – Nov 2012	130	81 (19 New)	122	86
Vendor Exchange Forum – Feb 2013	231	123 (27 New)		

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Improvements Since November 2011



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- Homework Submission Transition to Workshops
- Standardized PWS/ITO
- Quarterly BES “Upcoming Opportunities Smart Guide”
- Vendor Communications Website – www.gunter.af.mil
- Program “Spec” Guide
- One-on-one Meetings with Program Leads During Vendor Industry Days
- Dedicated Industry Capability Presentations Days
- Problem Statements to Help Focus Presentations



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Vendor Communications Roadmap for the Upcoming Year



Events	Dates
Vendor Industry Day	November 7-8, 2012
Vendor Exchange Forum	February 2013
Gunter IT Summit (Gov't only)	March 2013
Vendor Industry Day (align with MITS)	June 2013
Vendor Exchange Forum	July or August 2013

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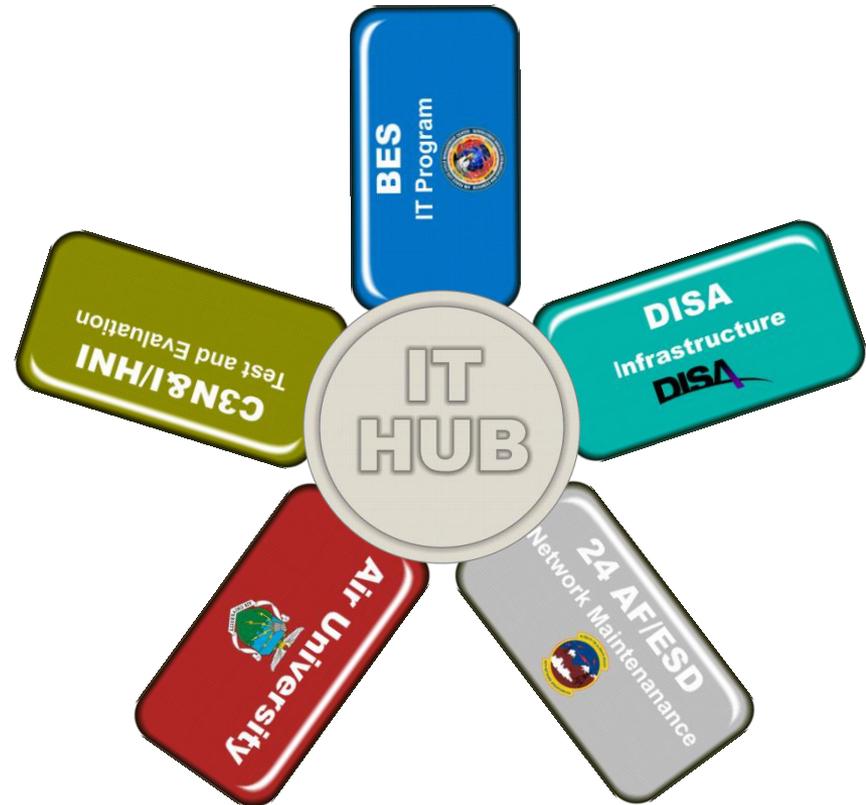
U.S. AIR FORCE

Gunter IT Hub BES



Warfighter Support
Through:
Acquiring
Engineering
& Sustaining

- Applications
- Infrastructures
- Networks



Enabling the Air Force To Fly Fight and Win