



U.S. AIR FORCE

AFLCMC/HI VENDOR DAY



Business and Enterprise Systems Deputy PEO

**Mr. Robert Shofner
& Mr. Scott Warren
AFLCMC/HI**

Integrity - Service - Excellence



U.S. AIR FORCE

Vendor Industry Day



VID#5



Business and Enterprise Systems (BES)
 Program Executive Officer
 Mr. Robert C. Shofner



ACQUIRE
BES
Enable
OPERATE
Sustain

Driving IT acquisition reform...Enabling every Airman to aim high...Fly-Fight-Win!





Gunter Vendor Industry Day



U.S. AIR FORCE

Events	# Registered Attendees	# Registered Companies	Actual # Attendees	Actual # Companies	Gov't Registered	Gov't Actual Attendees
Vendor Industry Day 1 Nov 2011	161	93	97	65		
Vendor Industry Day 2 May 2012	152	92	120	78		
Vendor Industry Day 3 Nov 2012	130	81 (19 New)	122	86		
Vendor Industry Day 4 Jun 2013	198	106(15 New)	163	103	70	100
Vendor Industry Day 5 Nov 2013	235	129(30 New)	188	117	39	77



Gunter Vendor Exchange Forum



U.S. AIR FORCE

Events	# Registered Attendees	# Registered Companies	Actual # Attendees	Actual # Companies	Gov't Registered	Gov't Actual Attendees
Vendor Exchange Forum 1 Feb 2012	79	62	61	45		
Vendor Exchange Forum 2 Apr 2012	88	71	69	46		
Vendor Exchange Forum 3 Jul 2012	141	81	120	71		
Vendor Exchange Forum 4 Aug 2012	128	75	108	75		
Vendor Exchange Forum 5 Feb 2013 (NETCENTS-2)	243	123 (28 New)	241	138		
Vendor Exchange Forum Aug 2013	175	106 (15 New)	151	90	41	125/11 Ctrs

Integrity - Service - Excellence



Social Media



U.S. AIR FORCE

BES FaceBook

www.facebook.com/businessenterprisesystems



BES Twitter

@BESVendorComm



Suggestions for Improvement



U.S. AIR FORCE

- More detail on BES opportunities
 - Quad charts introduced for enhanced details – released 4 Nov
 - Increased number of opportunities briefed (5 Gunter/4 WP/2 C3I&N)
- Contracting personnel need to be present to support Gov't PMs
 - Contracting Officers and Technical Leads are now supporting PMs
- BES presentations were too quick
 - The teams are now providing detailed presentations
 - Accepting questions in advance
- Allow Industry technical representatives to talk with PMOs
 - Scheduled 20 minute 1-on-1 meetings
- Schedule a “mixer” in the evening
 - Sell ice cream during breaks
 - CFC Volunteers outside offering ice cream @ \$2

Integrity - Service - Excellence



Nov '13 VID New Changes



U.S. AIR FORCE

- Scheduling “Early Contact with Industry” events during VID
 - MOSS III
 - CAS
- Division Chief briefings - portfolio/pressing issues
- Added NETCENTS II update
- Wall of Pride – NETCENTS Primes displayed by Contract
- Added SB to opening comments
- Added One-On-One sessions with Acquisition Support Office (ASO)
- Discussion on FY14 Vendor Exchange Forum topics



U.S. AIR FORCE

Vendor Communications Roadmap for the Upcoming Year



Events	Dates
Vendor Industry Day (VID)	6-7 Nov 2013 (Wednesday – Thursday)
VXF	11-13 Feb 2014 (Tuesday – Thursday)
Gunter IT Summit (Government Only)	12 Mar 2014 (Wednesday)
VXF	TBD (Tuesday – Thursday)
Vendor Industry Day (VID)	June (Wednesday – Thursday)

Integrity - Service - Excellence



U.S. AIR FORCE

AFLCMC/HI VENDOR DAY



VXF Review and Summary

Mr. Scott Warren
AFLCMC/HS

Integrity - Service - Excellence



U.S. AIR FORCE

Evolution - VXF



- **Early Days (FY11-12)**

- Theme Focused

- *“Ensuring PEO Portfolio Support Through Austere Times”*
 - *“Lifecycle Acquisition for Business IT Systems”*
 - *“Improving IT Sustainment Capability Through Innovation”*
 - *“Enterprise Sustainment Solutions for Operational Systems”*

- Panel Discussions (Government and Industry Participants)

- IT Sustainment – Governance and Business Model
 - IT Sustainment – Infrastructure and Personnel

- Workshops (Government/Industry Collaboration)

- NETCENTS Sustainment Template
 - Instruction to Offerors
 - Performance Work Statement
 - IT Life Cycle Complex – Enterprise Vision and Strategic Planning

- Homework (Industry)



Mock BES Lower Priority Programs



U.S. AIR FORCE

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, Infommatika	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++	Need this	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)



U.S. AIR FORCE

- **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



U.S. AIR FORCE

Evolution - VXF (Con't)



Early FY12 - Prohibition on Conferences Drove Changes!!!

- Added Vendor Capability Demonstrations
- EOD Feedback Sessions
 - Areas to Improve
- Problem Statements
 - Target Capability Demonstrations
- Expanded SB Involvement
 - Match Making
 - Introduction to BES/Government Processes
 - Early Contact with Industry
- ASO - Added NETCENTS Orientation/Training
 - Government and Industry



U.S. AIR FORCE

Evolution - VXF (Con't)



- **FY13 Theme**
“Enterprise Sustainment Solutions for Operational Systems”
- **Panel Discussions** (Government and Industry Participants)
 - “The Need for Enterprise Sustainment Solutions”
 - “Enterprise Sustainment Solutions – A Closer Look”
- **Workshop** (Government/Industry Collaboration)
IT Life Cycle Complex – Determining the Way Forward
- **Special Topics**
 - Introduction of the BES Process Integration Board (PIB)
 - Common Computing Environment (CCE)
 - IT Lifecycle Management (ITLM) Tools
 - IT Metrics



Evolution - VXF (Con't)



U.S. AIR FORCE

FY14 Areas for Focus

- **NETCENTS Conflict of Interest (COI) Concerns**
- **AF Enterprise Services**
 - Workload/Manning
 - Future Strategies
 - Increased DoD Collaboration
- **Product Support Complex**
 - Pilot Programs (Gunter and WPAFB)
 - Contract Strategy and Implementation
 - AFMC/LCMC + Functional Buy-In
- **BES Portfolio Growth**
- **Gunter Summit**
- **Sequestration**



BES Volunteers



U.S. AIR FORCE

Thank You

- **2Lt Ian Sullivan, ASO**
- **Ms. Yvonne Cleveland**
- **A1C Joseph Allen**
- **SrA Steven Shirley**
- **SrA Natasha Washington**
- **TSgt Ben Johnston**
- **SrA Gary Rosenau**
- **SSgt Kevin Baxter**

- **Quick thanks to the BES Strategic Communication Team**