

Business & Enterprise Systems

Integrity - Service - Excellence

*Vendor Exchange Forum
Small Business Programs*



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Business and Enterprise Systems
(AFPEO BES)**

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Agenda



- BES Small Business Performance
- SB Goals/SLPEs
- Highlights of New Policy and Legislation
- Why Vendor Exchange Forum/Vendor Industry Days?
- BES Active Contracts
- ABCs of Government Proposal Evaluation
- Outreach Tools
- Social Media
- Wrap Up



BES Small Business Performance



<u>SMALL BUSINESS STATISTICS</u> as of Jan 2014 Category	FY14 AFLCMC/SB Senior Leader Performance Expectation (SLPE)	FY13 Final	FY13 AFLCMC/SB Senior Leader Performance Expectation (SLPE)
Small Business (SB)	TBD	32.52%	28.30%
Small Disadvantaged Business (SDB)	TBD	26.51%	16.52%
Women Owned SB (WOSB)	TBD	3.04%	1.47%
Historically Underutilized Business (HUBZone)	TBD	1.28%	0.37%
Service Disabled Veteran SB (SDVOSB)	TBD	2.18%	0.91%
PEO/BES Small Business Obligated Dollars	TBD	\$113M	\$193M



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SB Goals/SLPEs



- **FY14 AF SB Goals (From OSD)**
 - 14.5% Primary Goal
 - SAT and Selected Services Goals TBD

- **FY14 AF SB SLPEs**
 - Due to budget uncertainty, streamlined approach
 - 1 year baseline (FY13)
 - Current status: In AQ for staffing/signature



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Highlights of New Policy and Legislation



- **Agencies may set aside portions of their MACs for SBs by -**
 - Partial set-asides based on CLINS
 - Reserving awards when specific task order requirements are not clearly defined
 - Commitment to set aside Orders under the MAC

- **Consolidation and Bundling**
 - Applies to contracts in excess of \$2M and requires approval by senior agency official
 - Requires Acquisition Officers seeking to consolidate of contract requirements of more than \$2 million to conduct market research and identify alternative contracting approaches

- **NAICS codes must be assigned to all MACs and Orders issued**
 - Single NAICS must be designated for each Order issued under the MAC
 - Agency will receive SB credit only if the SB receiving an Order is small under the NAICS code assigned to that Order



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Highlights of New Policy and Legislation



- **Clarifies Size Determination Requirements**
 - SBs must certify size status IAW NAICS code assigned to the MAC
 - Size status for MACs determined at time of initial offer

- **New Clause implements OMB Memorandum**
 - Directing agencies to take steps to ensure that primes pay their small business subcontractors promptly
 - This new clause requires the prime contractor, upon receipt of accelerated payment from the Government, to make accelerated payments to SB subcontractors, to the maximum extent practicable, after receipt of a proper invoice and all proper documentation from SB subcontractors

- **Size Recertification**
 - Requirement to recertify size status applies both when a SB is acquired and is the acquirer
 - Requires recertification when a JV participant is involved in a merger or acquisition



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Why VXF and VID?



- In-Person Networking
- Educational and Training Opportunities
- Learn About Requirements and Find Teaming Partners
- Meet Potential Customers
- Show Who You Are
- Spark Creativity



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NETCENTS-2 Contracts



-  EISM - Nov 2010
-  App Svcs (SB) - Jun 2012
-  Products – Nov 2013
-  App Svcs (F&O) - In progress
-  NetOps (SB) - In progress
-  NetOps (F&O) - In progress
-  ITPS - On Hold

Description

- The NETCENTS family of contracts provides highly flexible contract vehicles delivering capabilities across the entire range of communication, networking and telephony product and service domains.

The NETCENTS contract ceiling was increased from \$9B to \$10.45B. NETCENTS Ends 30 Sep 2013. The last day of performance/delivery for task orders issued is 9 Sep 2015.

Project

- **Scope:** NETCENTS-2 contracts will be mandatory source for all IT products and solutions procurements
- **Acquisition Approach:** Source Selection Sensitive
- **Timeframe:** 3 base years + 2 – 4 1-year options
- **Dollar Value:** ~\$24.2B

RFP and POCs

- **RFPs and Source Selections: On Going...**
- **POCs:**
 - Program Manager: Mr. Robert Smothers
 - Contracting Officer: Lt Col Anthony Basco
 - Technical Lead: Mr. Scott Doss
 - <http://www.netcents.af.mil/>



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ITCC Active Contracts



■ Information Technology Commodity Council (ITCC)

- Client Computing and Servers (CCS)
 - Desktop, Laptop and Servers
 - Blanket Purchase Agreements
 - Period of performance of 5 years ending June 2015
 - Quantum Enterprise Buy (QEB)
 - Accomplished twice per year
 - Vendors:
 - Dell Marketing L.P
 - Hewlett-Packard Company
 - Intelligent Decisions
 - NCS Technologies Inc.
- Program Manager: Mr. Marty Toland
Martin.toland@us.af.mil



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ITCC Active Contracts



- **Information Technology Commodity Council (ITCC)**

- Cellular Services and Devices

- Blanket Purchase Agreements

- Period of Performance of 5 years ending 2016

- Vendors

- AT&T Mobility

- Sprint

- T-Mobile

- Verizon Wireless

- Program Manager: Ms. Barbara Sanford

Barbara.sanford@us.af.mil



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ITCC Active Contracts



- **Information Technology Commodity Council (ITCC)**
 - Digital Printing and Imaging DPI
 - Blanket Purchase Agreements
 - Period of Performance of 5 years ending 2014
 - Vendors
 - Technology Integration Group
 - Hewlett-Packard
 - Lexmark
 - Xerox
 - Currently in source selection
 - Program Manager: Mr. John Spain
 - John.spain@us.af.mil



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ESI Active Contracts



- Software enterprise ACQ Management and Life-Cycle Support (SEAMLS0/DoD Enterprise Software Initiative (ESI))
- Oracle Licenses
- Microsoft Licenses
- Adobe X Pro Enterprise Software License Agreement
- Program Manager: Maj Patty Kim
- Patty.kim@us.af.mil



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Outreach Tool



- **Smart Guide**
 - Enhance communications between Industry and BES
 - Present Upcoming opportunities in the next 12-18 months
- **BES Division Upcoming Opportunities**
 - Logistics Sustainment Division (HIA)
 - Business Sustainment Division (HIB)
 - Enterprise Services Division (HIC)
 - Air Force Integrated Personnel and Pay System (AFIPPS) (HIQ)
 - Operations Division (HIZ)
 - C3I&N
- **Provide as much information as possible**



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Outreach Tool



▪ Vendor Exchange Forum (VXF)

- 3 day event panels, vendor presentations and workshops
- Current and potential industry partners participate
- Vendors host capabilities presentations based on Problem Statements
- VXF held four in 2012 and two in 2013
- Conducted one-on-one meetings with PMs, COs and SB office
- Facilitate matchmaker between BES primes/newcomers
 - Promoting subcontracting opportunities
 - Promoting teaming opportunities
 - Promoting an understanding of how we do business
- All documents are posted on the Vendor Comm Website



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Outreach Tool



- **Vendor Industry Day (VID)**
 - Leadership briefs mission, upcoming opportunities, and challenges
 - VIDs are held twice yearly
 - One-on-one meetings with PMs, COs and SB office
 - Facilitate matchmaker between BES primes/newcomers
 - Promoting subcontracting opportunities
 - Promoting teaming opportunities
 - Promoting an understanding of how we do business
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Outreach Tool



■ **Reference Guide**

- Who We Are
- Mission
- Vision
- BES Divisions
- Across six states
- Our Customers
- 128 Programs



ABCs of Government Proposal Evaluation



- Learn how does the government evaluate my proposal?
- Learn the government definitions for adjectival and color ratings used to evaluate proposals
- Learn the *FAR* definitions
 - Strength and weakness that government evaluators used to defend evaluation ratings
- Learn how past performance is evaluated
- Learn the government's evaluation models
 - Best Value Trade-off, Lowest Price Technically Acceptable, and Performance Trade-off



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Social Media



BES FaceBook

www.facebook.com/businessenterprisesystems



BES Twitter

@BESVendorComm





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Wrap Up



- Continue our open communication venues
- Foster training, education to industry/workforce
- Promote small business opportunities
- Provide feedback related to how we can serve you better!
- Have a GREAT Business Exchange Forum!!

Counting on your Help, Talent, and Partnership to

Make it Happen!



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Contact



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SMALL BUSINESS OFFICE

**BE BIG
GO SMALL**



Small Source – Right Value – Big Performance

Integrity - Service - Excellence