



# Vendor Exchange Forum (VXF)

10 – 11 September 2014

## FINAL AGENDA

### Wednesday, 10 September 2014

(Eastern Time)

0730 – 0830	Registration/Check-In	Kenney Hall	Bldg 642, Atrium (Booth)
0830 – 0835	Administrative Announcements	Kenney Hall	2d Lt Felix Carrillo
0835 – 0900	Opening Remarks & Overview	Kenney Hall	Col Shaun Hick/ Mr. Scott Olgeaty
0900 – 0915	MROi Industry Day Prelude	Kenney Hall	Mr. Keith James
0915 – 0925	BES Small Business Overview	Kenney Hall	Ms. Denise Baylor
<b>0925 – 0940</b>	<b>Break</b>		
0940 – 0955	AFMC Small Business Overview		Ms. E.J. Smith
0955 – 1000	Panel Setup		
1000 – 1130	<a href="#">Small Business Panels</a>	Kenney Hall	(See page 3)
<b>1130 – 1300</b>	<b>Lunch</b>		
1300 – 1630	8(a) Vendor Capability Presentations 5-6 min presentations	Bldg 643, Rm 214	Small Business
1300 – 1630	BES Prime Open Networking	Bldg 643, Rm 118 & Atrium	
1300 – 1630	<a href="#">MROi (see MROi Agenda)</a> Note: Target Audience – NETCENTS-2 App Services Small Business Primes	Johnson Auditorium Bldg 643, Rm 114	HIA

### Thursday, 11 September 2014

0730 – 0800	Check-in		Bldg. 642, Atrium (Booth)
0800 – 0815	VXF Recap/Way Ahead	Kenney Hall	Col Shaun Hick
0815 – 0845	AFLCMC/XZ (Center Dev Planning)	Kenney Hall	Mr. Thomas Hamilton
0845 – 0915	Problem Statement 1 - MROi Synopsis	Kenney Hall	Mr. Keith James
0915 – 0945	Problem Statement 2 – Development Planning “Research and Exploration Lab (Sandbox)”	Kenney Hall	Mr. Gregory McCan
0945 – 0950	Wrap-Up	Kenney Hall	Leadership



**Capabilities Presentations begin**

Contact BES Strat Comm team for available time slots  
(Eastern Time)

besvendorcomm@us.af.mil

1000 – 1630	<b>MRO</b> – Vendor Capabilities Presentations	Bldg 643, Rm 214	<b>Note: Only NETCENTS-2 App Services Small Business Primes</b>
1000 – 1100	<b>Sandbox</b> – Vendor Capabilities Presentations	Rm 118 / 117	
1100 – 1200	<b>Lunch</b>		
1200 – 1630	<b>Sandbox</b> – Vendor Capabilities Presentations	Rm 118 / 117	
1000 – 1530	<u><a href="#">Small Business Insight Sessions</a></u>	Johnson Auditorium Bldg 643, Rm 114	Small Business
1000 – 1630	Informal Industry Meetings (Must schedule on-site)	Bldg 643, Rm 115	Small Business

**\*Contractor attendance is at the discretion of the presenting vendor**

**VENDOR EXCHANGE SYLLABUS**

The outline below provides content that will be discussed referencing the Problem Statements scheduled during the upcoming Vendor Exchange Forum. As with past exchanges, we have also developed two problem statements and associated solution opportunities to help prepare and focus your capabilities demonstrations.

These slots are limited. Slots will be assigned on timeliness, “first come, first serve” basis, of application and applicability of synopsis based on receipt of registrations.

**Problem Statement #1: MROi Synopsis**

As stated in the MROi RFI posted on AFWAY (RFQ ID number: 108140), MROi will use the NETCENTS-2 Application Services Small Business contract vehicle. The eligible primes in the Application Services Small Business Competitive Pool are as listed below:

- ActionNet, Inc.
- Array Information Technology, Inc.
- Datum Software, Inc.
- Digital Management, Inc.
- Diligent Consulting, Inc.
- Diversified Technical Services, Inc.
- DSD Laboratories, Inc.
- Excellus Solutions, LLC
- Exeter Government Services, LLC
- IndraSoft
- Segue Technologies
- SI Systems Technologies

**Problem Statement #2: Development Planning “Research and Exploration Lab Sandbox” Demos**

**Scenario:**

- AFLCMC/HIQ Development Planning Branch is exploring the possibility of establishing a Research and Exploration lab to assess capabilities of emerging technologies in a manner that will allow us to plan and budget solutions for PEO BES emerging programs
- The Lab shall be capable of but not limited to the following:
  - Support independent evaluations of COTS and GOTS products
  - Conduct Functional Capability-Based Assessment analyses
  - Support technical interoperability and integration evaluations
  - Support Course of Action Analysis with technology demos

**Questions:**

- Explain how industry assesses capabilities of emerging technologies compared to current solutions. Include specific examples of third party vendor products evaluated. Identify customers.
- Explain any risks and/or pitfalls observed/experienced when standing up and managing an R&E type environment? Include a discussion on resources, staffing and lessons learned.
- Explain how you would support simultaneous evaluation of multiple COTS and GOTS products.
- Explain your ability/agility to establish lab and perform analysis in your lab. Explain how you would establish a simulated platform of DISA’s MilCloud and Capacity Services (i.e. STIG’ed: Bare metal; VMware virtualized environment; Hybrid Bare Metal/VMware environment).
- Explain your ability/agility to establish lab and perform analysis in DISA MilCloud.



# SMALL BUSINESS PANEL DETAILS

## 10 September 2014

**LOCATION: Kenney Hall**

### Eastern Time

1000 – 1040 **SB Plenary Session Panel #1:** The Strategies for 8a transition from the Small Business Dev. Program (SBDP).

**Panel Moderator** | Mr. Tom Krusemark, SBA Procurement Center Representative – Overview – (2 min, no slides)

**Panel Members** | 8(a) Mr. Michael Bridges, Peerless Technologies  
AFLCMC/HI PK: Mr. John Schulte  
8(a) – Ms. Jackie Gamblin, JYG Innovations  
AFMC/SB: Ms. Jean Smith

**Q&A from panel moderator or audience (16 min)**

1040 – 1045 **Break for Panel change**

1045 – 1130 **SB Plenary Session Panel #2:** New 8a and Socioeconomic opportunities in IT Under NETCENTS-2; Joint Venture & On-ramping to NETCENTS-2

**Panel Moderator** | Ms. Jean Smith, HQ AFMC/SB – overview – 2 min

**Panel Members** | AFLCMC/HI BES NETCENTS-2 PM – Mr. Gerry Smothers  
8(a) WOSB – Mr. Robert Dorsey, R. Dorsey & Co.  
HQ AFMC/A4 RO: Ms. Tammie Ditammaso  
8(a), WOSB – Ms. Srujal Sheth, Vana Solutions  
AFLCMC/PK: Ms. Ann Obringer  
AFLCMC/SB BES: Ms. Denise Baylor

**Q&A from panel moderator or audience (23 min)**

**LOCATION: Building 643 Room 214**

1300 – 1630 **8(a) Capability Briefs to gov't ROs**  
Firms 1 – 28 (5-6 min each) no more than 4 slides on CD (Quad plus 3)



# SMALL BUSINESS INSIGHT SESSIONS

## 11 September 2014

**LOCATION: Johnson Auditorium (Building 643, Room 114)**

**Eastern Time**

1000 – 1045	<b>Topic #1</b> – Joint Venture briefing	Ms. Reynolds
<b>1045 – 1200</b>	<b>Lunch</b>	
1200 – 1300	<b>Topic #2</b> – 8(a) certification process	(Ms. Reynolds & Mr. Krusemark)
1300 – 1400	<b>Topic #3</b> – Public Posting of NETCENTS-2	Ms. Smith
1400 – 1500	<b>Topic #4</b> – Hot Topic Issues Panel and Q&A	Ms. Baylor, Ms. Krabacher, & Dr. Robinson

(REF: Public posting on FBO, FBO-Vendor Collaboration, SMART GUIDE, AF-Way access, etc)



# MROi INDUSTRY DAY AGENDA

## 10-12 September 2014

### DAY 1

**Location:** Johnson Auditorium

(Eastern Time)

1300 – 1330	Infrastructure Requirements	Lt Col Carr
1330 – 1415	Business Process Engineering	Ms. Lori Bury Mr. Mike Zazueta
<b>1415 – 1430</b>	<b>Break</b>	
1430 – 1515	R1/R2 Release Requirements	Ms. Lori Bury Mr. Mike Zazueta
1515-1600	R3/R4 Release Requirements	Ms. Lori Bury Mr. Mike Zazueta
1600 – 1615	Briefing Wrap-up	Mr. Keith James

### DAY 2

**Location:** Building 643, Room 214

(Eastern Time)

1000 – 1100	One-on-One Discussion (1)	<b>DSD Laboratories, Inc.</b>
<b>1100 – 1200</b>	<b>Lunch</b>	
1200 – 1300	One-on-One Discussion (2)	<b>Array Information Technology, Inc.</b>
<b>1300 – 1310</b>	<b>Break</b>	
1310 – 1410	One-on-One Discussion (3)	<b>Indrasoft</b>
<b>1410 – 1420</b>	<b>Break</b>	
1420 – 1520	One-on-One Discussion (4)	<b>Segue</b>
<b>1520 – 1530</b>	<b>Break</b>	
1530 – 1630	One-on-One Discussion (5)	<b>Diversified Technical Services, Inc.</b>



# MROi INDUSTRY DAY AGENDA

## 10-12 September 2014

### DAY 3

**Location:** Building 643, Room 214

(Eastern Time)

0830 – 0930 One-on-One Discussion (6)

**Diligent Consulting, Inc.**

**0930 – 0940 Break**

0940 – 1040 One-on-One Discussion (7)

**Exeter Government Services**

**1040 – 1050 Break**

1050 – 1150 One-on-One Discussion (8)

**Excellus Solutions**

**1150 – 1300 Lunch**

1300 – 1400 One-on-One Discussion (9)

**SI Systems Technologies**

**1410 – 1420 Break**

1420 – 1520 One-on-One Discussion (10)

**1520 – 1530 Break**

1530 – 1630 One-on-One Discussion (11)

**1630 – 1640 Break**

1640 – 1740 One-on-One Discussion (12)

1740 - 1800 Government Only



Final – 3 September 2014