



U.S. AIR FORCE

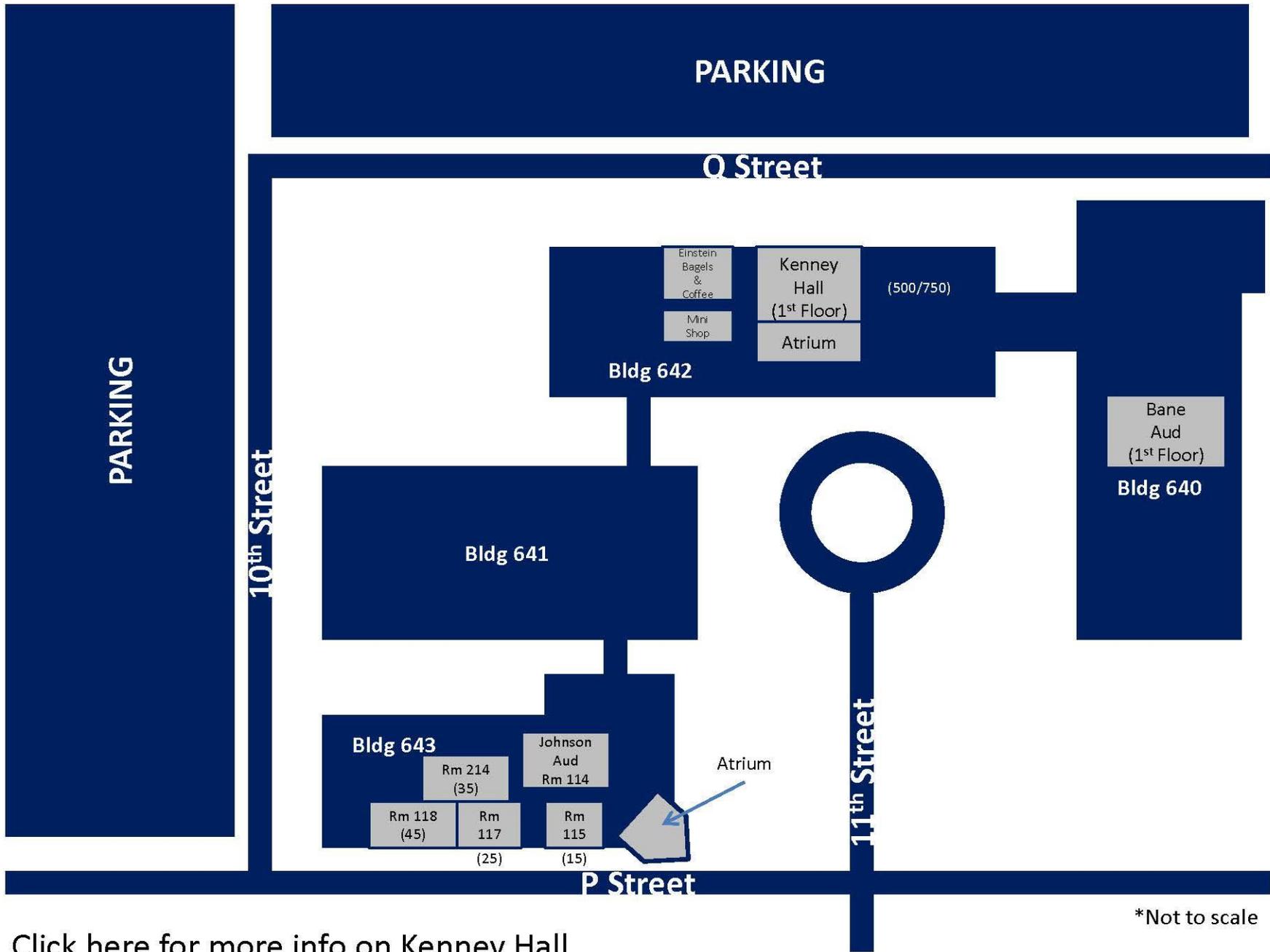
Vendor Exchange Forum



*Welcome to BES
Vendor Exchange Forum
10-11 Sept 14*

**2Lt Felix Carrillo
AFLCMC/HIQ**

Integrity - Service - Excellence



[Click here for more info on Kenney Hall](#)

*Not to scale

Business & Enterprise Systems

Integrity - Service - Excellence

Enterprise Applications and Integration Division



Chief: Colonel Shaun Hick
Director of Integration: Mr. Scott Olgeaty

AFLCMC/HIQ
Sept 2014



U.S. AIR FORCE

Air Force Program Executive Officer for Business and Enterprise Systems



MISSION:

Acquiring, Operating, Sustaining and Enabling enterprise Information Technology capabilities to support the warfighter across the spectrum of combat and missions support...
Driving Information Technology Acquisition Reform Enabling Every Airman to Aim High...Fly – Fight – Win!

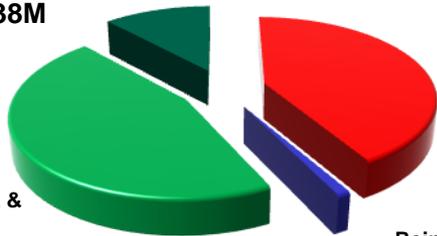
Annual Portfolio Value: \$1.1B

Procurement \$138M

Operations & Maintenance \$485M

Research Development & Engineering \$543M

Reimbursement \$13M



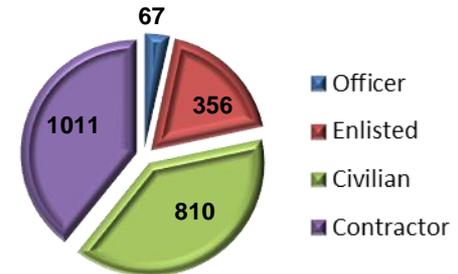
2 ACAT 1 MAIS Programs

30 ACAT III Programs

100 Fielded Systems in Operations and Sustainment

Mission Areas

- Logistics
- Civil Engineer
- Communications
- Finance
- Medical
- Transportation
- Infrastructure
- Munitions
- Personnel
- Maintenance
- Operations



2,244 Personnel

5 States and 1 Country



AFPEO BES Overview (EA&I)



Logistics Sustainment Division (HIA)



- Integrated logistics information
- Operational Maintenance and Logistics Readiness Systems of the USAF

Business Sustainment Division (HIB)



- IT Solutions for Business, Force Development, Human Resources, and Financial Systems

Enterprise Application and Integration Division (HIQ)



- AFIPPS and DEAMS
- Development Planning for business IT programs
- Integrate infrastructure, processes, and lessons learned

Enterprise Services Division (HIC)



- USAF's strategic sourcing Center of Excellence
- IT products, solutions, and services

Operations Assurance Division (HIZ)



- Cyber support to USAF users
- Enterprise, mission, and network operations support
- Global Address List synch, asset, records, ID, and AFNet router management

Acquire, Operate, Sustain, & Enable



AFLCMC/HIQ Enterprise Application & Integration Division Mission



Mission Statement

Program Execution, Integration of the Enterprise & Advanced planning

Mission Tasks

- Deliver DEAMS & AF-IPPS Capabilities
- Ensure interoperability amongst ERPs and existing, legacy IT business systems
- Leverage commonalities when appropriate
- Ensure lessons learned are captured and used across the business IT enterprise
- Conduct early acquisition planning in response to operational user needs to initiate high-confidence business IT programs





U.S. AIR FORCE

EA&I Division



Enterprise Application & Integration Division AFLCMC/HIQ	
Colonel Shaun Hick, Chief Mr Scott Olgeaty, Director of Integration	937-257-2714 937-257-2714

Functional Support		
FM	EN	PK

Program Control
Lt Col Nick Gregor, Chief, WPAFB, OH 937-257-0799

AF-Integrated Personnel & Pay System (IPPS)
Ms Linda Haines, Program Manager, Hanscom AFB, MA 781-225-2795

Defense Enterprise Accounting Management System (DEAMS)
Mr David Garofoli, Program Manager, WPAFB, OH 937-257-8451

Development Planning
Mr Greg McCan, Branch Chief, WPAFB, OH 937-257-5371

Integration
Mr Dave Sampson, Branch Chief, Gunter Annex, AL 334-416-4536



U.S. AIR FORCE

MROi Industry Day Prelude



- **The Maintenance, Repair and Overhaul initiative (MROi) transformation effort replaces selected legacy IT systems and associated databases**
 - 4 Software Releases
 - Air Logistics Complex (ALC); Aerospace Maintenance and Regeneration Group (AMARG); Kadena AB, Japan
- **NETCENTS 2 Task Order**

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MROi Industry Day Prelude



U.S. AIR FORCE

- **Key Technical Challenges**
 - Legacy Integration
 - Timely Application/network anomaly resolution
- **Application Hosting**
- **Today we are focused on working with industry to identify MROi planning factors, technical challenges and risk identification/mitigation**

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U.S. AIR FORCE

Business & Enterprise Systems



Small Business Office

Mrs. Denise Baylor
Small Business Programs
10 September 2014

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Topics for Discussion



U.S. AIR FORCE

- **BES Overview**
- **BES FY13 Accomplishments**
- **Industry Outreach Events**
- **Summary**



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Wall of Pride



U.S. AIR FORCE

BUSINESS AND ENTERPRISE SYSTEMS



SMALL BUSINESS OFFICE

**BE BIG
GO SMALL**



Small Source – Right Value – Big Performance

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Air Force Materiel Command



Small Business Program

Mrs. Jean Smith
HQ AFMC/SB
10 Sep 2014



HQ AFMC Small Business Mission

- ***Create and deliver strategies that bring innovative, agile and efficient Small Business solutions to the Air Force to fly, fight and win in air, space and cyberspace.***



OVERVIEW

- **Small Business Emphasis**
- **Leadership Commitment**
- **Small Business Goals – FY14**
- **Small Business Prime Contract Awards**
- **Researching Opportunities**
- **Winning Small Business Opportunities**
- **Challenges**
- **What's New**
- **AFMC/SB Initiatives**



Small Business Emphasis

- **White House – Jan 12**
 - Appointed SBA to the Cabinet
- **Congress/Legislative- Sept 10**
 - Small Business Jobs Act - H.R. 5297
- **Department of Defense**
 - Multiple policies identifying SB goals
- **Air Force – Multiple Directives**
 - AF SB Improvement Plan (2012)
 - AFMC/CC memo, “Increasing Small Business” (8 Jan 2014)
 - SAF/AQ memo, “Enhancing Small Business Opportunities (27 Feb 2014)





Leadership Commitment – FY14

• AFMC/CC Memo, 8 Jan 2014

- - Early market research focus
- - Oversight of MIPRs
- - Identify breakout opportunities early w/oversight at high level reviews
- - Periodic SB status reviews at Center CC levels

• **BOTTOMLINE:**

- Senior Leaders set the tone for maximum practicable SB opportunities



DEPARTMENT OF THE AIR FORCE
HEADQUARTERS AIR FORCE MATERIEL COMMAND
WRIGHT-PATTERSON AIR FORCE BASE, OHIO

MEMORANDUM FOR ALHQCTR/CC/CL/CA
ALHQSTAFF

JAN 0 8 2014

FROM: AFMC/CC
4375 Chidlaw Road
Wright-Patterson AFB OH 45433-5001

SUBJECT: Increasing Small Business Opportunities

1. Today's fiscally constrained environment requires our teams to make a deliberate effort to seek small business opportunities. In FY13, AFMC was able to obligate ~\$3.5B or 10.82% of our contract spend to small businesses against a goal of 11.15%. While our efforts were admirable during a very difficult year, I am convinced with your help we can do better in FY14.

2. Our non-PEO mission accounted for over 30% or \$9.9B of AFMC's FY13 contract spend. This segment of our business is small business friendly as evidenced by awards of \$2.5B to small businesses in FY13. However, there is room for improvement and, with a focused effort in this area, my expectation is we will increase our FY14 and beyond contract opportunities for small business. To make this a reality, I ask that you partner with your small business and contracting personnel in the following areas:

a. Market Research – Focus on market research including early and increased communication with small businesses on our requirements.

b. Military Interdepartmental Purchase Request (MIPR) – In FY13, the AF sent \$5.6B to external organizations through the use of MIPRs; those agencies awarded \$1.7B to small businesses. This is \$1.7B in lost opportunity for the AF to gain SB credit. To ensure the appropriate oversight, Center Executive Directors (CAs) will be the approval authority for decisions to use MIPRs for non-PEO acquisitions \$500K and above. For Headquarters' requirements, all acquisitions that use MIPRs will require approval from AFMC/CA.

c. Early Strategy Information Sessions/Acquisition Strategy Panels and business clearance briefs shall specify breakout opportunities and/or how you will utilize small businesses (or why the market research indicates you cannot).

3. In FY14, I will require each Center Commander or CA to provide small business status during specified AFMC Council meetings for non-PEO portfolios. The battle rhythm, format and rules of engagement will be provided by AFMC/SB.

4. Ensuring small businesses receive maximum practicable opportunities for our federal dollars is the law, a national policy, and a priority for our Air Force. I need your support to help improve AFMC's performance within the small business program.

5. Direct all questions to my POC, Ms. Jean Smith, HQ AFMC/SB, DSN 787-6102, (937) 257-6102, e.smith@us.af.mil.

JANET C. WOLFENBARGER
General, USAF
Commander



Leadership Commitment – FY14



DEPARTMENT OF THE AIR FORCE
WASHINGTON DC

OFFICE OF THE ASSISTANT SECRETARY

MEMORANDUM FOR SEE DISTRIBUTION

FEB 27 2014

FROM: SAF/AQ
1060 Air Force Pentagon
Washington DC 20330-1060

SUBJECT: Enhancing Small Business (SB) Opportunities in FYs 14-15

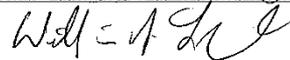
1. Small businesses are critical to our defense industrial base, are essential to our nation's economic recovery, and play a critical role in support of the Air Force's mission. Therefore, maximizing opportunities for SBs to participate in prime and subcontract awards, structuring requirements to facilitate competition by and among SBs, and removing unnecessary barriers that preclude SB participation as prime contractors are priorities for our Air Force. To help increase our SB performance, we need to ensure our collaborative efforts with the SB and contracting communities and our prime contractors are clearly focused on identifying requirements and acquisition strategies suitable for SB awards. To this end, I request your support in the following:

a. Breakout Strategies: Aggressively develop component and subsystem breakout strategies and then demonstrate what part of the breakout content is suitable for SB set-aside strategies. Make this an integral part of all future acquisition planning activities such as market research, ESIS and ASPs.

b. Military Interdepartmental Purchase Requests (MIPRs): Ensure your review processes are scrutinized so that we are using our Air Force multiple award IDIQ contract vehicles or other Air Force contracts as a first choice.

c. Strategic Industry Outreach: Participate in at least one biennial Industry Outreach event, as security classification levels allow. SAF/AQR and SAF/SB have partnered in an initiative to improve our success in finding SB capabilities across our mission areas through portfolio-targeted outreach. The project looks to improve our utilization across SB innovation research, SB tech transfer, rapid improvement fund, mentor protégé, and socioeconomic programs. Mr. Richard Flake, AFRL, DSN 986-9869, is leading this planning effort and will contact you with additional details.

2. The Air Force achieved 14.45% towards our 15% SB goal in FY13, which is an amazing feat given the impact Air Force budget reductions had on SB-friendly entities. You should all be proud of these FY13 accomplishments. However, with continuing pressures on the budget and SBs an on-going leadership-focus area, we must strengthen our efforts in FY14 and beyond. Small businesses are being hit hard in these uncertain times, and we must do our part as the Administration and Department of Defense continue to emphasize increased use of SBs. Should you need assistance in these improvement endeavors, I have asked Ms. Carol E. White, SB Acting Director, SAF/SB, and her team to assist or provide additional guidance. They can be reach at: (571) 256 – 8052 / (DSN 260), usaf.pentagon.saf-sb.mbx.saf-sb-workflow@mail.mil.


William A. LaPlante
Assistant Secretary of the Air Force
(Acquisition)

• SAF/AQ Memo, 27 Feb 2014

- - Small Business is Air Force Priority
- - Identify breakout opportunities early
- w/oversight at high level reviews
- - MIPRs – Use Air Force Vehicles First
- - Strategic Industry Outreach

• BOTTOMLINE:

- Senior Leaders set the tone for maximum practicable SB opportunities



SB Goals for FY14

- **Federal Small Business Goal - 23%**
- **DoD Small Business Goal – 21.35%**
- **AF Small Business Goal – 14.5%**
- **AFMC Small Business Goal – 10.41%**



SB Prime Contract Awards

AFMC Performance – FY14 YTD

	<u>Eligible \$s</u>	<u>SB \$s</u>	<u>SB%</u>	<u>SLPE</u>
•Air Force	\$39,453,727,680	\$5,601,954,899	14.20%	14.50%
•AFMC	\$26,660,824,427	\$2,870,554,674	10.77%	10.41%
•SDB -----		\$798,308,493	2.99%	3.25%
•SDVOB -----		\$371,030,852	1.39%	1.28%
•WOSB -----		\$524,672,613	1.97%	1.64%
•HUBZone -----		\$95,970,739	0.36%	0.52%
•8(a) -----		\$336,910,259	1.26%	N/A
•VOSB -----		\$561,768,394	2.11%	N/A

Source: FPDS-NG, 09/08/14, Actions thru 09/07/14. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries) & work performed outside of the United States



Researching Opportunities

- **For overall AF opportunities:**
 - Set your Fed Biz Ops Alerts to 'push' Air Force opportunities your way based on your primary NAICS codes
 - Start with earliest notices: pre-solicitation notices, RFIs, Industry Events, RFPs'
 - Determine whether you are seeking prime &/or subcontracting opportunities
 - Be responsive whenever engaging– winning is highly competitive



Winning Small Business Opportunities

- **Large Requirements (Enterprise or Strategic Sourcing Buys)**
 - Creative teaming is a **MUST** to go after large SB opportunities
 - Use joint ventures / teaming agreements as appropriate
[See DoD OSBP Facilitating Team Arrangements Guide](#)
- **If 100% SB Set-Aside not feasible (FAR 19.502-2), advocate partial SB Set-Aside or reservations (be vocal in early acquisition planning discussions with government personnel)**
- **Market your company for teaming opportunities if large IDIQ vehicles already in place (*examples*):**
 - [NETCENTS II](#): Enterprise IT IDIQ contract vehicles, BES SMART guide – 18+
 - **GSA OASIS & OASIS Small Business:**
 - [GSA OASIS & OASIS Small Business](#)
 - EPASS TO timeline, Pool identification and NAICS Code – FA8604-14-R-7900



Challenges

- **Unstable, Declining Budgets & Sequestration Impacts**
 - Commanders must make tradeoffs – efficiencies & savings
 - Disproportionate impacts to small business Industries
- **Workforce reductions & turnover (retirements)**
- **Competing Initiatives -- Sec 331 (FY13NDAA), Public-Public, Public-Private (P4) Community Partnerships & Agreements** (i.e., local Installation (base) savings)



WHAT'S NEW

- **AFMC/SB Monthly Brown Bag Luncheon with Industry**
- **AFRL Small Business Hub**
 - **500 Springfield Street, Suite 100**
- **AFMC SB Public Web Site**
- **Quarterly Outreach/Inreach (i.e., training, requirements, targeted topics)**



AFMC SB Initiatives

- **Improved/Increased Communication with Industry**
 - **Monthly Brown Bag**
 - **Industry Feedback to Sr Leaders**

- **Market Research**

- **Streamline the Request for Information/Sources Sought Process**

- **Forecasting of Requirements**
 - **12, 18, 24 months in advance of RFP release**



HQ AFMC/SB

▪ **E. Jean Smith**

HQ AFMC/SB

Email: e.smith@us.af.mil

WEB Address:

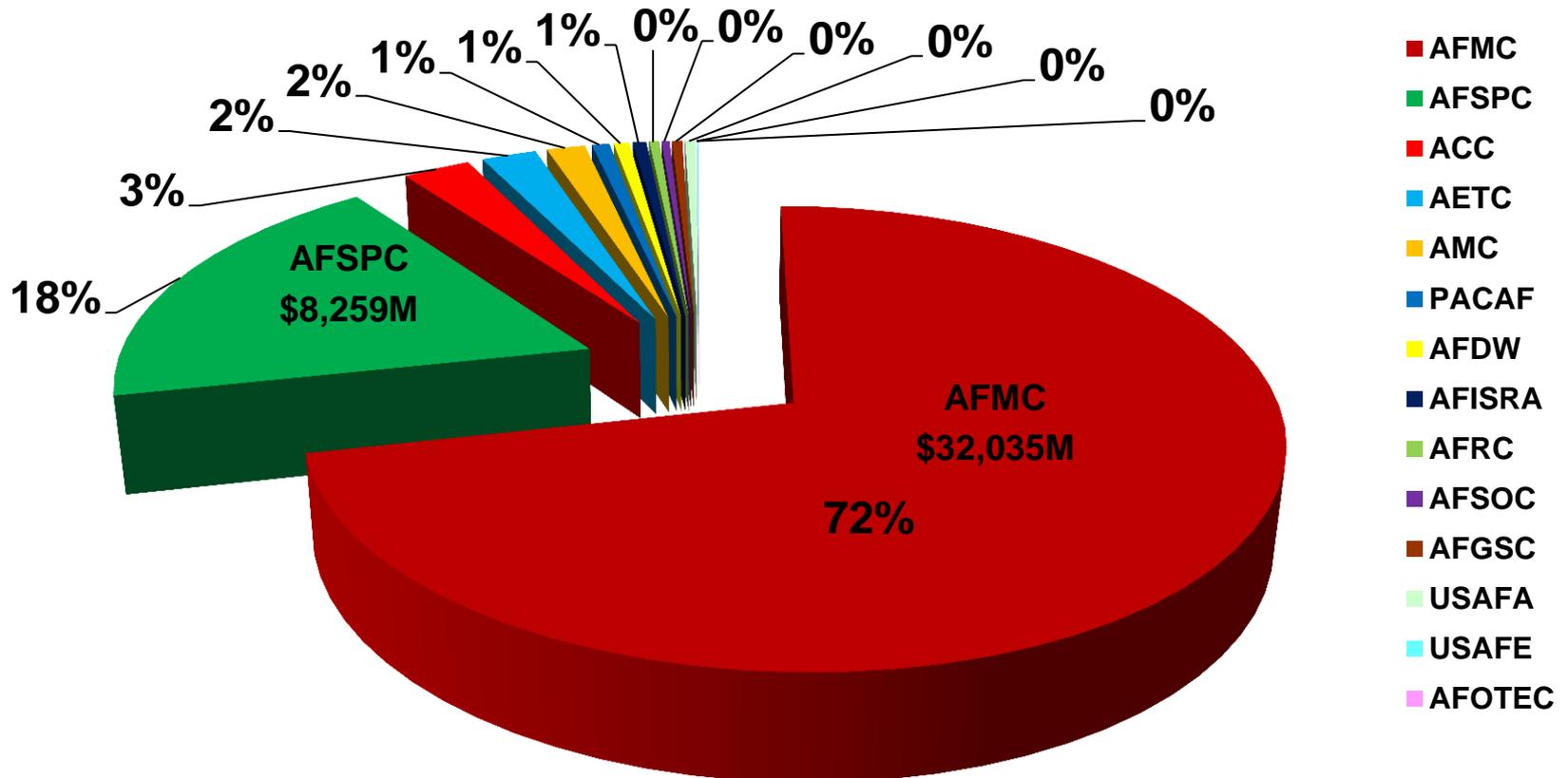
<http://www.afmc.af.mil/library/featuredtopicarchive/afmcsmallbusinessoffice.asp>





AF Awards MAJCOMs – FY13 \$\$

AF – Total contract obligations: \$44,767M



AFMC & AFSPC- 90% of AF “contract obligations”

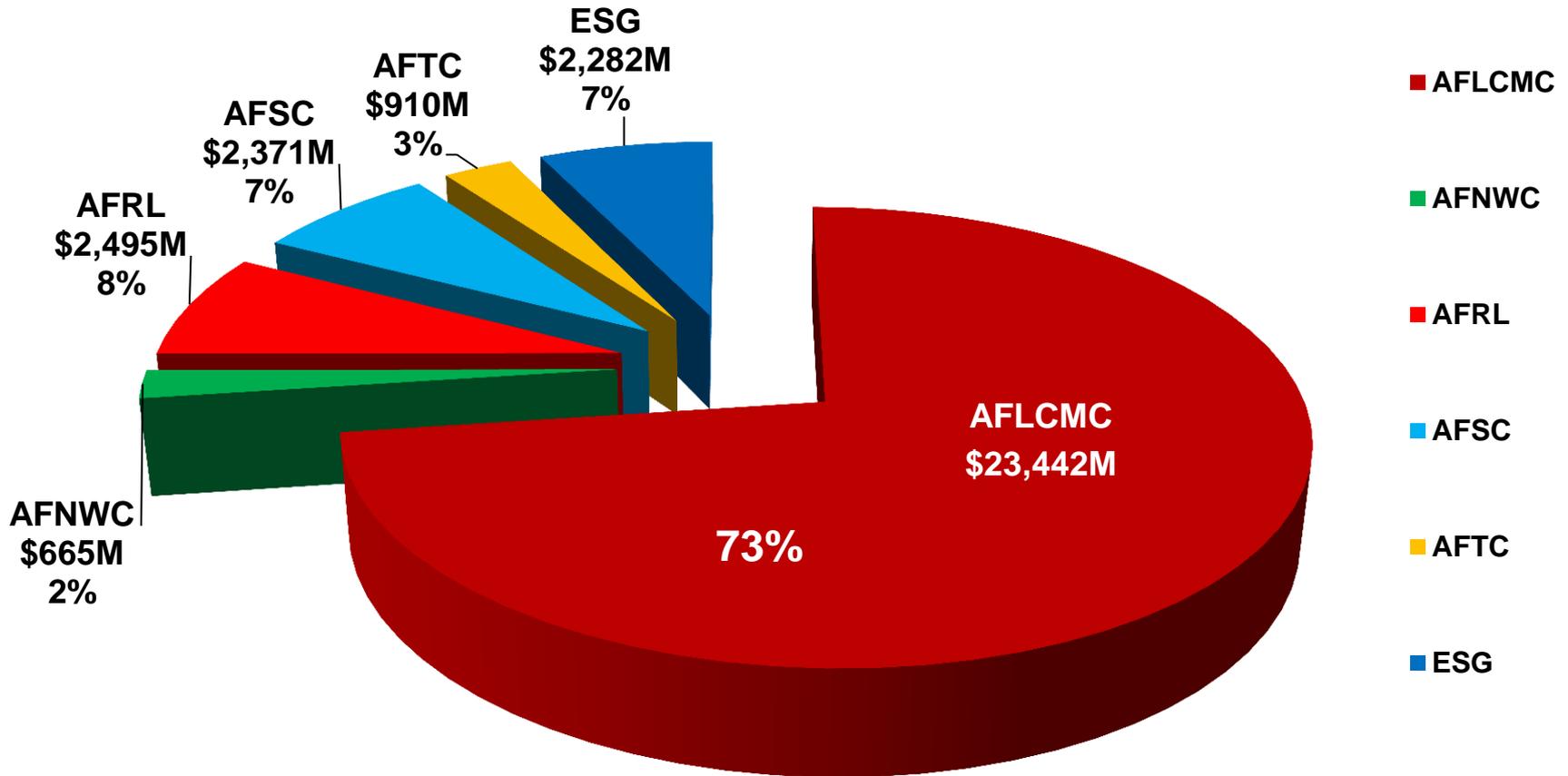
Source: FPDS-NG, 10/16/13. Based on total procurement obligations for large and small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries) and work performed outside of the United States



AFMC Centers - FY13 \$s

Total Obligations

AFMC – Total contract obligations: \$32,164M



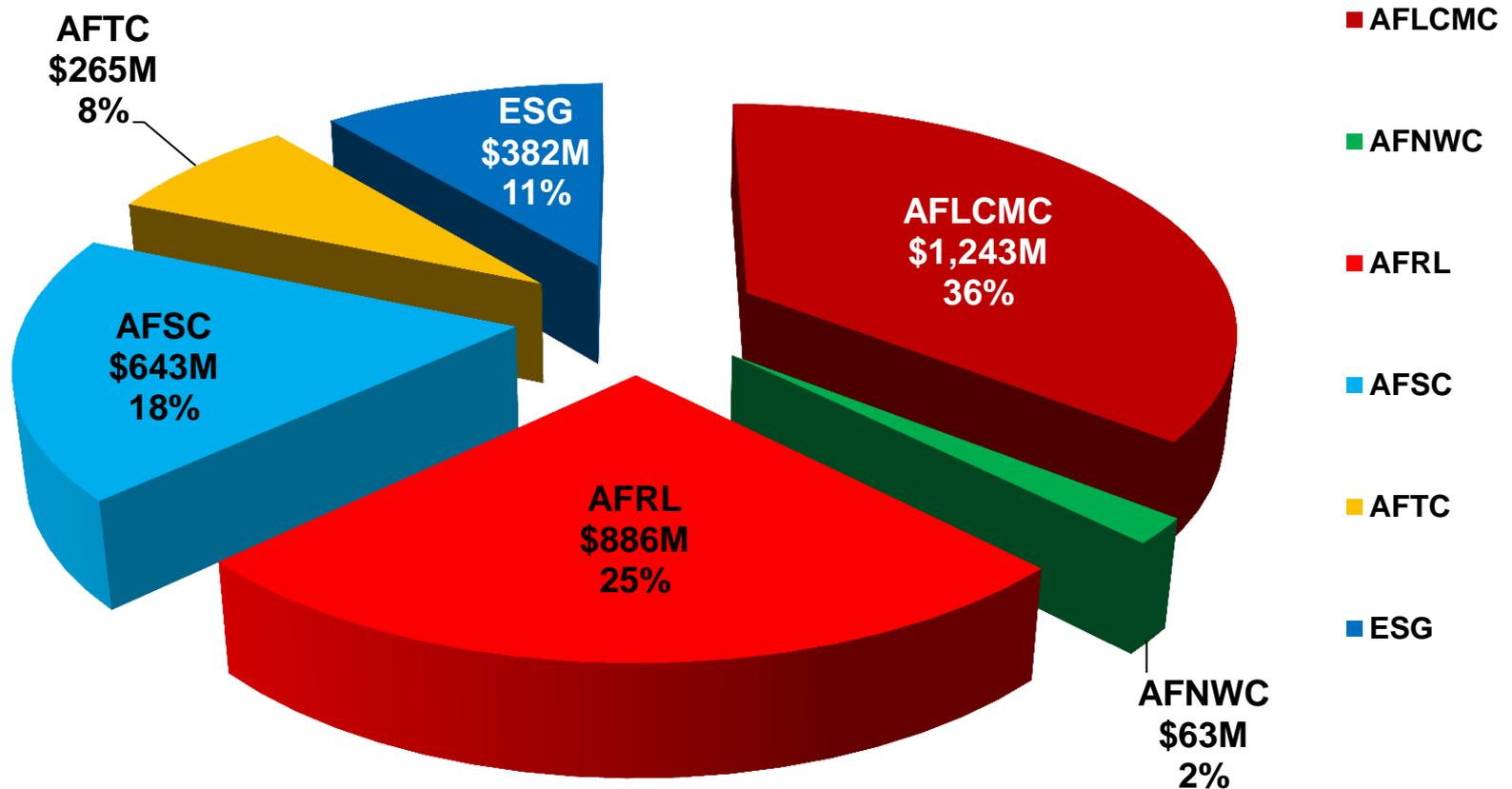
Source: *FPDS-NG, 11/12/13. Based on total procurement obligations for large and small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries) and work performed outside of the United States*



AFMC Centers - FY13 \$s

SB Obligations

AFMC – Total SB contract obligations: \$3,481M



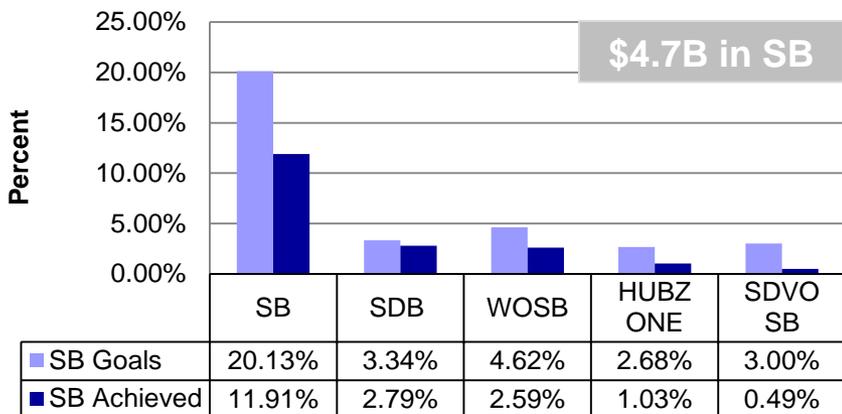
Source: *FPDS-NG, 11/12/13. Based on total procurement obligations for large and small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries) and work performed outside of the United States*



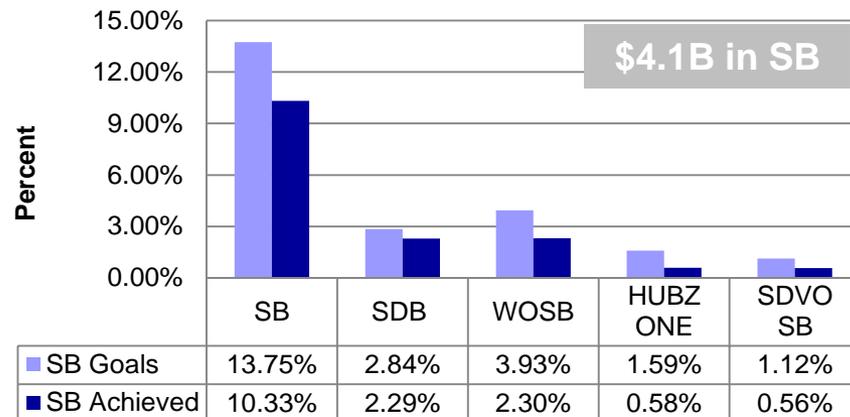
AFMC SB Goals Performance FYs 10-13

Aggregate Command View

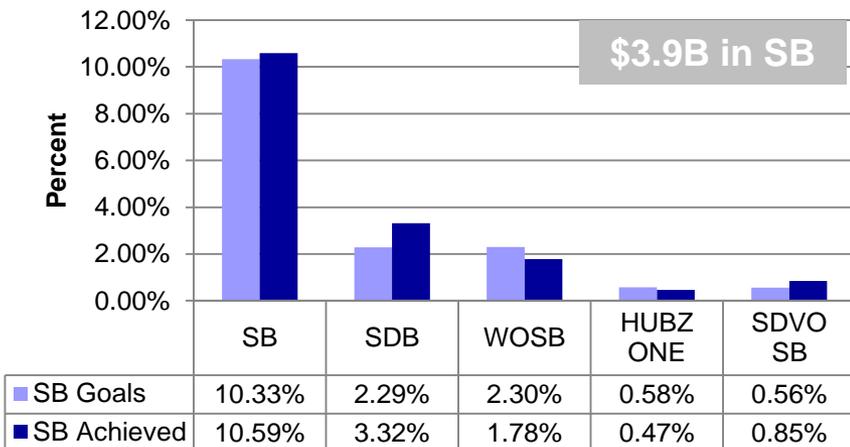
SB Goals vs % Achieved--FY10



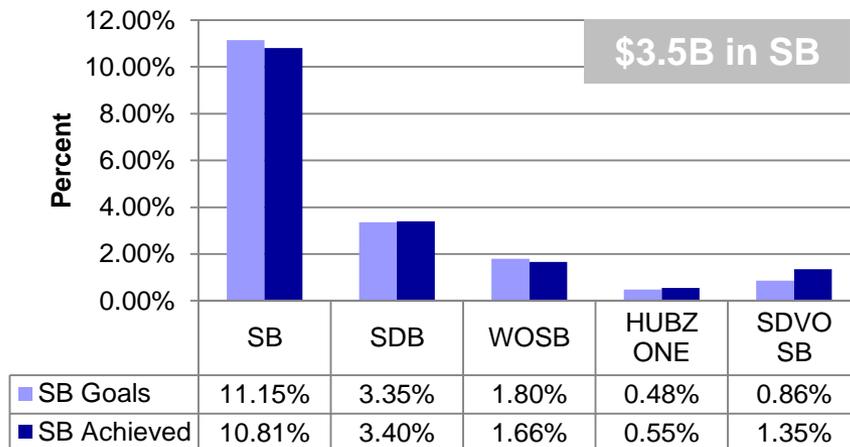
SB Goals vs % Achieved--FY11



SB Goals vs % Achieved--FY12



SB Goals vs % Achieved--FY13





U.S. AIR FORCE

Small Business Panel #1 SB Overview



- **Strategies for 8a transition from the Small Business Development Program (SBDP)**

**Mr. Tom Krusemark
SBA**

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Peerless Technologies Corporation

Michael Bridges

10 Sep 2014

Strategies for 8(a) Transition from the SB Development Program (SBDP)



8(a) Business Mix

Closely track Business Mix

Participant's year in the transitional stage*	Required minimum non-8(a) revenue as a percentage of total revenue)
1 (Year 5)	15%
2 (Year 6)	25%
3 (Year 7)	35%
4 (Year 8)	45%
5 (Year 9)	55%

*Development Stage is Years 1-4; Transitional Stage is Years 5-9



NAICS Codes

The **North American Industry Classification System** or **NAICS** is used by business and government to classify business establishments according to type of economic activity

EXAMPLE:

Sector 54 – Professional, Scientific and Technical Services

NAICS Codes	Description	Size in \$M
541330	Engineering Services	\$15.0
<i>Except,</i>	Military and Aerospace Equipment and Military Weapons	\$38.5
<i>Except,</i>	Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992	\$38.5
<i>Except,</i>	Marine Engineering and Naval Architecture	\$38.5



NAICS Codes

The **North American Industry Classification System** or **NAICS** is used by business and government to classify business establishments according to type of economic activity

EXAMPLE:

Sector 54 – Professional, Scientific and Technical Services

NAICS Codes	Description	Size in Employees
541712	Research and Development in the Physical, Eng, and Life Sciences (except Biotech)	500
<i>Except,</i>	Aircraft	1,500
<i>Except,</i>	Aircraft Parts, and Auxiliary Equipment, and Aircraft Engine Parts	1,000
<i>Except,</i>	Space Vehicles & Guided Missiles, their Propulsion Units, their Propulsion Units Parts, & their Auxiliary Equipment and Parts	1,000



NAICS Codes

On July 14, 2014 The U.S. Small Business Administration (SBA or Agency) issued an interim final rule that did the following:

- Adjusted monetary based industry size standards for inflation that has occurred since the last adjustment in 2008.
- Adjusted program based size standards
- Other minor changes

There was a period for comments regarding this interim final rule that closed on August 11, 2014.

Important: If you participate in federal government procurement programs, either as a prime contractor or as a subcontractor, your size status may change on *July 14, 2014* as a result of this interim final rule. You must visit the [System for Award Management \(SAM\)](#) and verify that your profile and certifications are up to date based on these revised size standards

Visit: <http://www.sba.gov/content/what's-new-with-size-standards>



Affiliation

Be Aware of Affiliation

What is Affiliation:

Generally, affiliation exists when one business controls or has the power to control another or when a third party (or parties) controls or has the power to control both businesses.

A prime contractor and its subcontractor may be found affiliated if the subcontractor is determined to be an “ostensible subcontractor”. In that case, SBA will treat the prime and subcontractor as joint venturers, which requires that the entities be affiliated.

If firms are deemed “affiliated” both companies employees will be combined or both companies sales will be combined for the purposes of NAICS Code Qualification.

Visit: http://www.sba.gov/sites/default/files/articles/affiliation_ver_03.pdf



Joint Ventures

Understand the Power of Joint Ventures

Joint Ventures are a powerful tool for 8(a)'s that want to bid on an opportunity that is just out of their reach

- Generally allows joint venture firms to combine past performance in the role of the Prime Contractor
- When the Joint Venture is approved by the SBA, the 8(a) will serve as the Managing Venturer
- Firms are bound by a Joint Venture Operating Agreement developed by the firms and their legal counsel, and approved by the SBA



Compliance

Compliance...can make or break you

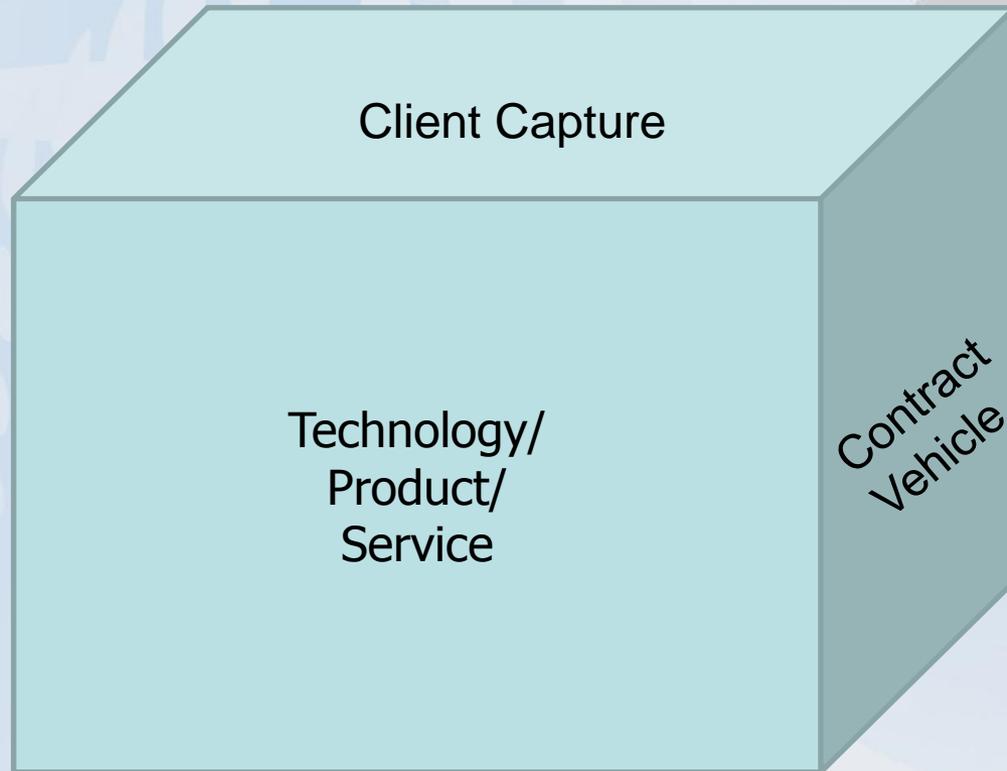
Compliance is a critical part of your firm's success in the 8(a) program

- Submit your firm's annual report and financials on time to the SBA
- Understand and following CFR guidelines for continued 8(a) eligibility
 - **CFR §124.112 What criteria must a business meet to remain eligible to participate in the 8(a) BD program?**
- Defense Contract Audit Agency (DCAA) Compliance
- Defense Security Service (DSS) Compliance
- Department of Labor (DOL) Compliance
- Internal Revenue Service (IRS) Compliance



Elements of Every Opportunity

All Opportunities Consist of Three Major Elements



**Continuous migration from 8(a) Contract Vehicles to
Technology/Product/Service Value Proposition**



Summary

- Know the FAR rules; Keep up with rule changes
- Diligently keep up with Compliance
- Talk to the customer
- Read the RFP, Read the RFP, Read the RFP
- Write a winning proposal
- Deliver for Exceptional CPARS
- Invest in Certification and Quality Standards
- Migrate from 8(a) contract focus to Technology/Product/Service Value Proposition
- Small Business Representatives are always available to support you.



U.S. AIR FORCE

Small Business Panel #2 SB Overview



- **8a and Socioeconomic Opportunities in IT Under NETCENTS-2: Joint Venture & On-ramping**

**Ms. Jean Smith
AFMC/SB**

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U.S. AIR FORCE

Business & Enterprise Systems



NETCENTS-2 Update

**Mr. Robert Smothers, GS-14, DAF
NETCENTS 2 Program Manager
10 Sep 2014**



NETCENTS-2



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Schedule

EISM: Awarded Nov 2010
 Application Services Small Business: Awarded Jun 2012
 *Application Services Large Business: Awarded Jul 2014
 Products: Awarded Nov 2013
 *NET OPS Small Business: Awarded Apr 2014
 NET OPS Full and Open: Scheduled Award Dec 2014

* Ongoing Protests



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.
- Enabling Air Force, DoD and other Federal Agencies to effectively and efficiently implement Net-Centric Solutions worldwide.



The NETCENTS contract ceiling was increased from \$9B to \$10.45B. NETCENTS Ended 30 Sep 2013.

Project

- **Objective:** Meet AF Strategic Sourcing Goals
- **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 Alexander Basco
 - Chief Acquisitions, Major Bill Hardie
 - <http://www.netcents.af.mil/>





U.S. AIR FORCE

NETCENTS-2 OBJECTIVES



- **Create an enterprise ordering vehicle that will allow USAF customers to acquire IT products and services that:**
 - **Leverages USAF buying power to meet strategic sourcing goals**
 - **Meet or exceed operational Net-Centric requirements**
 - **Ensure technical compliance with AF and DoD standards**
 - **Meet or beat required delivery timeframes**
 - **Promote Small Business/Support Goals**

✓ **Customers and Industry play a key role in achieving these objectives**



NETCENTS-2 BACKGROUND



U.S. AIR FORCE

Category	Description
Netcentric Products (COTS Only)	Networking equipment, servers/storage, peripherals, multimedia, software (shrink wrapped), identity management/biometric hardware and associated software, delivery, warranty, maintenance
NETOPS & Infrastructure Solutions	Network mgt/defense, SOA infrastructure, enterprise level security/mgt and implementation/ops, telephony infrastructure & services; managed services/cloud computing
Application Services	Systems sustainment/development, migration, integration and netcentric data services, web services, COTS software integration, smart phone/mobile apps
Enterprise Integration & Service Management (EISM)—A&AS	Services to enable enterprise integration service management support for both infrastructure and mission capabilities (enterprise level support)
IT Professional Support & Engineering Services (ITPS)—A&AS	IT Program Management Support and Engineering Services (program level support)

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WHO WE SUPPORT



U.S. AIR FORCE

	NetOps & Infrastructure Solutions (NETOPS)	Application Services	Netcentric Products	Enterprise Integration & Services Management (EISM)	IT Professional Support and Engineering (ITPS)
Air Force	✓✓	✓✓	✓✓	✓✓	✓✓
Army	✓✓	✓	✓		✓
Navy	✓✓	✓	✓		✓
Other DoD Components	✓✓	✓	✓		✓
Federal Agencies	✓✓	✓	✓		✓

- ✓✓ **Customer can use corresponding contracts without restriction.**
- ✓ **Customer can use corresponding contracts when any of the following criteria exists:**
 - is related to requirements for interoperability with Air Force capabilities;
 - supports Air Force IT infrastructure, applications, or operations;
 - supports host-tenant arrangements involving Air Force units; or
 - supports joint operations or solutions.

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NETCENTS-2 BENEFITS



U.S. AIR FORCE

- **Increases AF standardization for operational and life cycle savings**
- **Strengthens network security by common compliance w/ AF & DoD standards**
- **Incorporates technical policies, language and clauses so each customer doesn't have to research (or miss) for each task order**
 - **IPV6**
 - **Systems Engineering**
 - **Enterprise Architecture**
 - **Remanufactured/Refurbished Equipment**
 - **Information Assurance**
 - **Deficiency Reporting**
- **Provides centralized Due Diligence checklist for all USAF Enterprise contracts or BPAs**
- **Provides sample and standardized task orders for repeatable tasks**
- **Leverages USAF buying power**
- **Lowers products costs by eliminating current reseller layer**

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NETCENTS-2 BENEFITS



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FAR PART 16 - ACQUISITION PLANS:

You are **not** required to develop an Acquisition Plan for Task Orders. However, due to dollar values and risk, some larger and more complex acquisitions may require this document or similar documentation.

IAW AFFARS 5307.104-92 (1)(Actions that do not require an AP or SASS: (a) Task/delivery orders issued in strict compliance with the terms of the basic contract except non-DoD orders \geq \$10M.

ACQUISITION STRATEGY PANELS:

You are **not** required to do an ASP for actions that do not require an AP, except for ACAT programs*. However, due to the values and risk, some larger and more complex acquisitions may require an AP and therefore would also require an ASP. Must do what makes good sense from an acquisition perspective!

5307.104-90 Acquisition Strategy Panels (ASP)

- (a) (3) For Other Contracting acquisitions, ASPs must be convened for all acquisitions requiring an AP. The ASP chairperson may establish streamlined ASP procedures for acquisitions $<$ \$10M.**



NETCENTS 2 PARTNERS



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EISM		Products	
1	Booz Allen Hamilton Inc.	1	Ace Technology Partners, LLC
2	CACI Enterprise Solutions, Inc.	2	Blue Tech, Inc.
3	Deloitte Consulting LLP	3	CDW Government LLC
4	Dynamics Research Corporation	4	Counter Trade Products, Inc.
5	Science Applications International Corporation	5	Dell Federal Systems L.P.
6	Tech Team Government Solutions, Inc.	6	FCN Inc.
		7	Federal Network Systems LLC
		8	FedStore Corporatoin
		9	Force 3, Inc.
		10	General Dynamics IT
		11	Global Technology Resources, Inc.
Application Services Small Business		12	Harris IT Services
1	Actionet	13	Immix Technologies, Inc.
2	Array	14	Insight Public Sector, Inc.
3	Datum	15	Integration Technologies Group
4	Digital	16	Intelligent Decisions, Inc.
5	Diligent	17	Iron Bow Technologies
6	Diversified	18	M2 Technology, Inc.
7	DSD Labs	19	Micro Tech
8	Excellus	20	PC Mall Gov
9	Exeter	21	Presidio Networked Solutions
10	Indrasoft	22	Red River Computer Company
11	Segue	23	Sterling Computers
12	SI Systems Tech.	24	Unicom Government, Inc.
		25	World Wide Technology, Inc.

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SB BENEFITS



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- **Small Business (SB) Benefits**
 - **Two SB Companion contracts: NetOps and AppSvs**
 - **ITPS: set-aside for Service Disabled Veteran Owned Businesses**
 - **Non-set-asides require minimum 23% SB subcontracting**
 - **Possible \$10B out of \$24.2B available to SB**

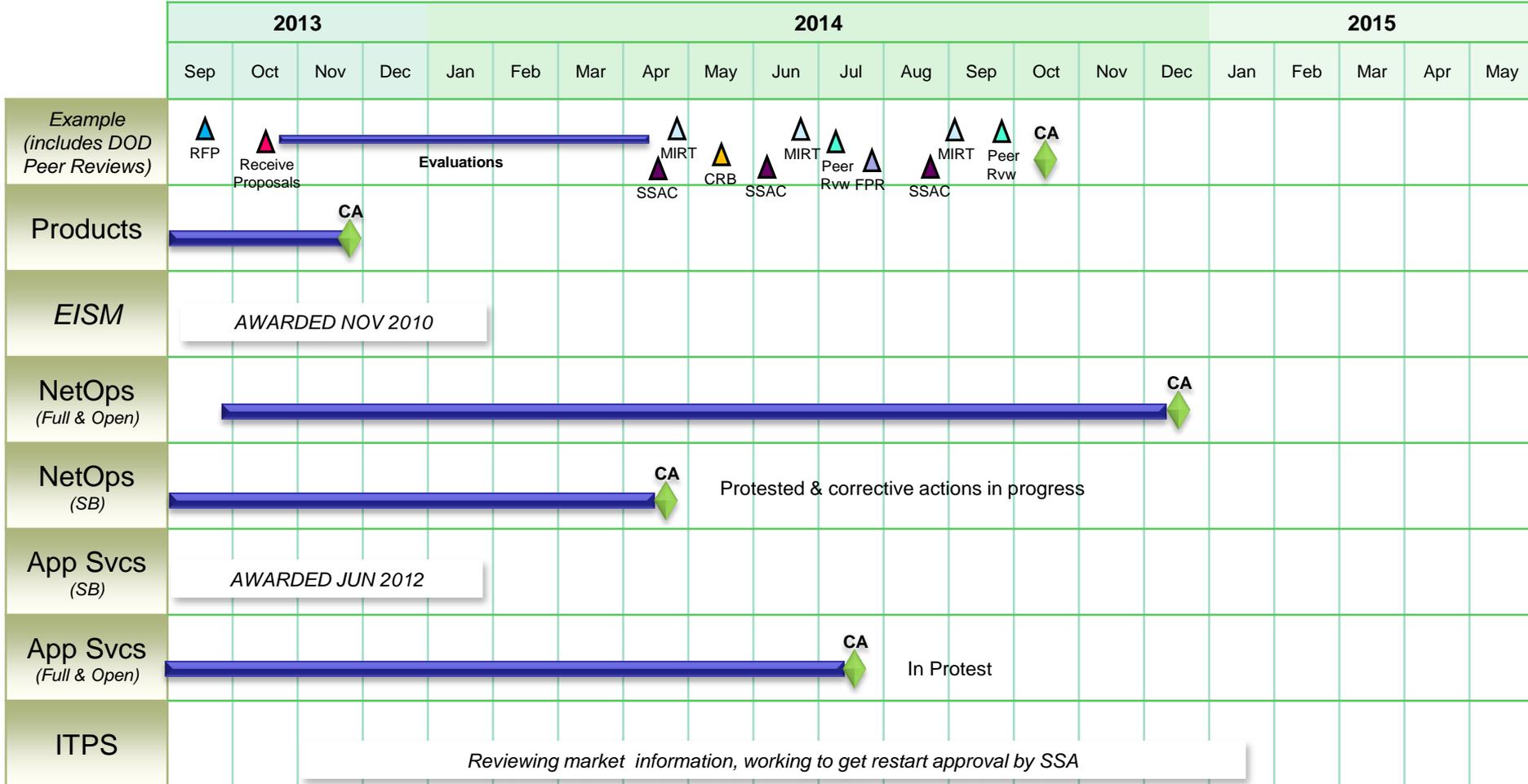
- **Small Business Graduate Transition**
 - **For SB Companion contractors that are no longer qualified as small businesses**
 - **Opportunity to transition to the unrestricted contract pool**
 - **Based solely on growth (not merger/acquisition etc.); meets F&O criteria**



Schedule



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▲ RFP – Request for Proposals
▲ Receive Proposals
▲ CRB – Competitive Range Brief to SSA
▲ MIRT – Multifunctional Independent Review Team

▲ SSAC – SSAC Briefings
▲ Peer Review
▲ FPR – Request Final Proposal Revisions
▲ SSD – Source Selection Decision
◆ CA – Contract Award

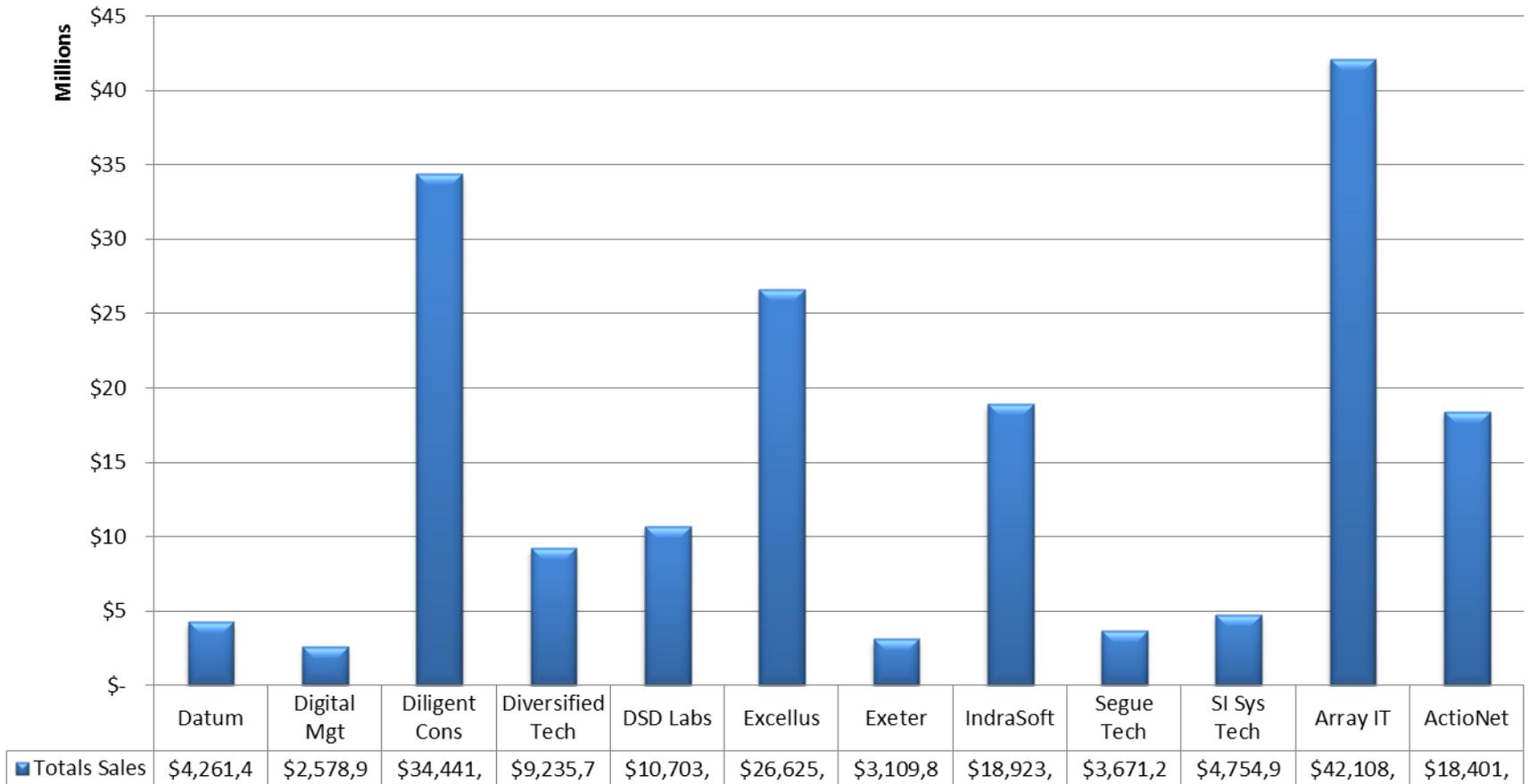


Application Services (SB)



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Sales - Total Estimated Ceiling Amounts by Vendor - \$178.8M



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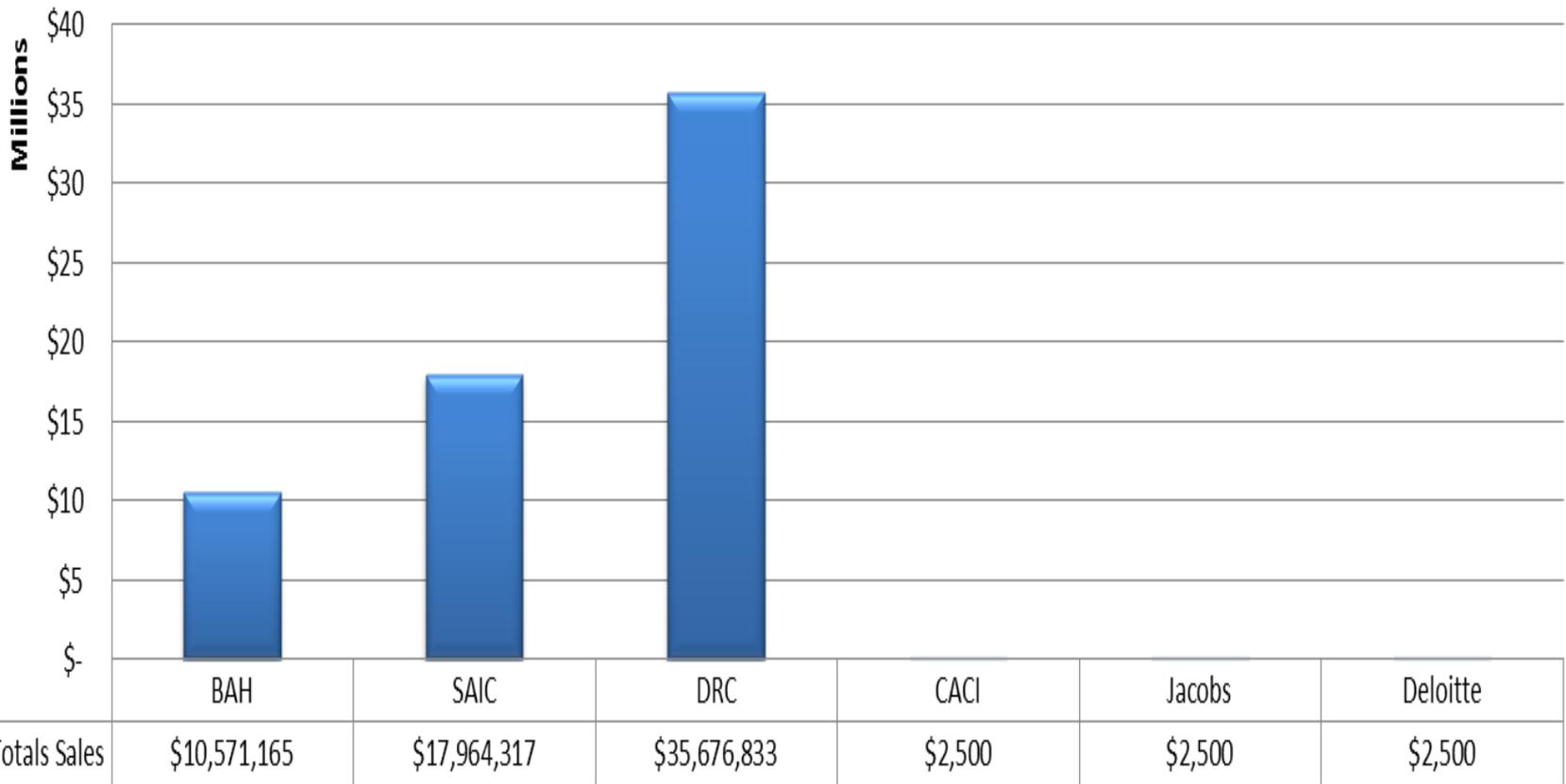


EISM



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Sales - Total Estimated Ceiling Amounts by Vendor- \$64.2M



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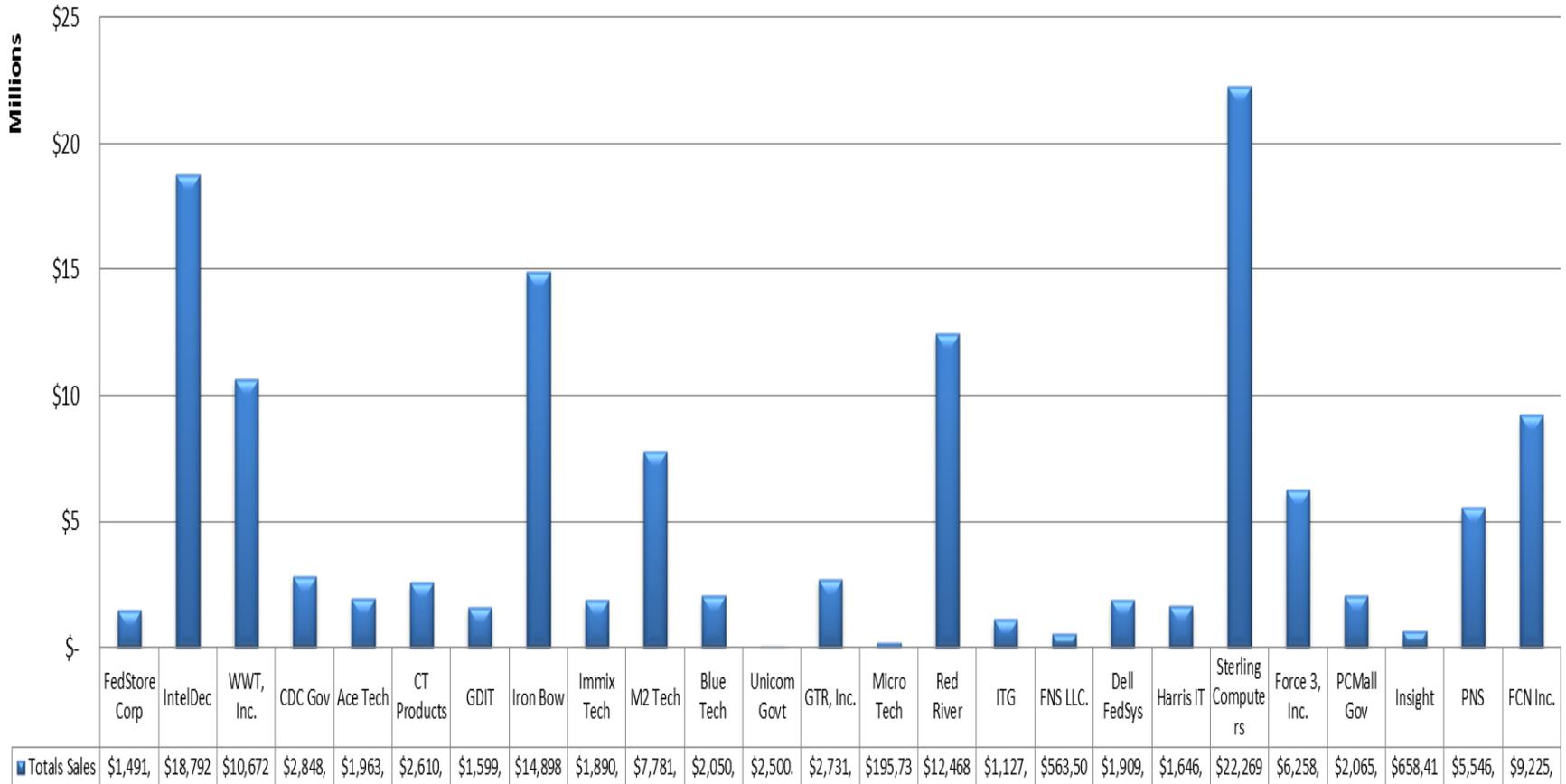


Products



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Sales - Total Estimated Ceiling Amounts by Vendor - \$133.3M



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Questions?





FAQs



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- **What is the status of mandatory use policies?**
 - We expect the updated policy letter to be signed by A6 Staff the end of this month. Additionally, AFI 63-101, Integrated Life Cycle Management, will be released and clarifies the policy. In the meantime, if you have questions contact the NETCENTS PMO and we will help you.
- **How do I get to the NETCENTS Products Vendors?**
 - Please go to the AFWAY Web site <https://www.afway.af.mil/>
- **Where can I find the PWS templates?**
 - You can find them at the NETCENTS web site <http://www.netcents.af.mil/>
- **Where can I find Draft PWS from Program Offices?**
- **We also post those on the NETCENTS web site.**

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VXF Recap/Way Ahead



AFLCMC/HIQ

Col Shaun Hick
AFLCMC/HIQ

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Air Force Life Cycle Management Center

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BES Vendor Exchange Forum

Development Planning (DP) Implications for Defense Business System Development

**Mr Tom Hamilton
Deputy Director, AFLCMC/XZ**

11 Sep 14



Outline



- **AFLCMC Directorate of Program Integration & Development (XZ)**
- **DP Definition & Overview**
- **Alignment with AFLCMC Priorities**
- **Leveraging DP for DBS Success**
 - **Five examples**
- **Summary**



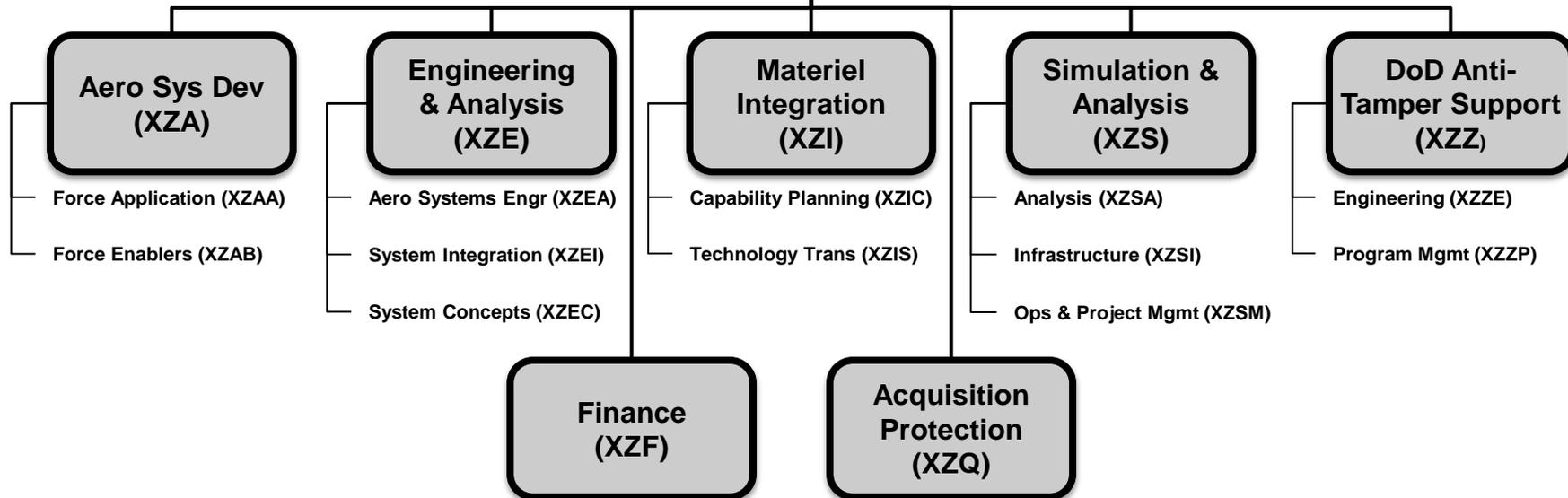
XZ Org Chart



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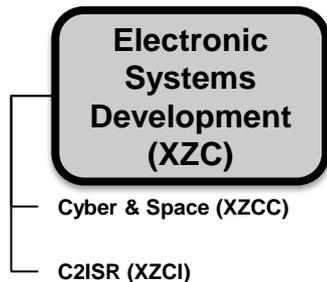
AFLCMC/XZ PROGRAM DEVELOPMENT & INTEGRATION DIRECTORATE

WPAFB



SATELLITE OFFICES

Hanscom



Eglin





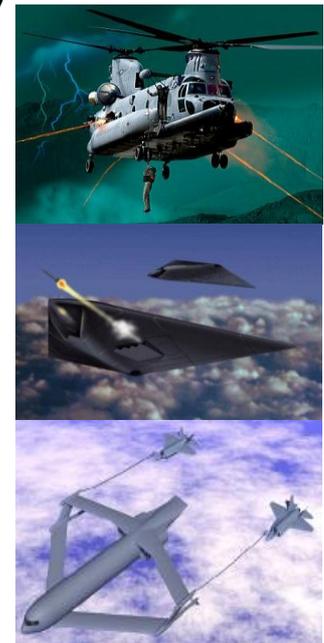
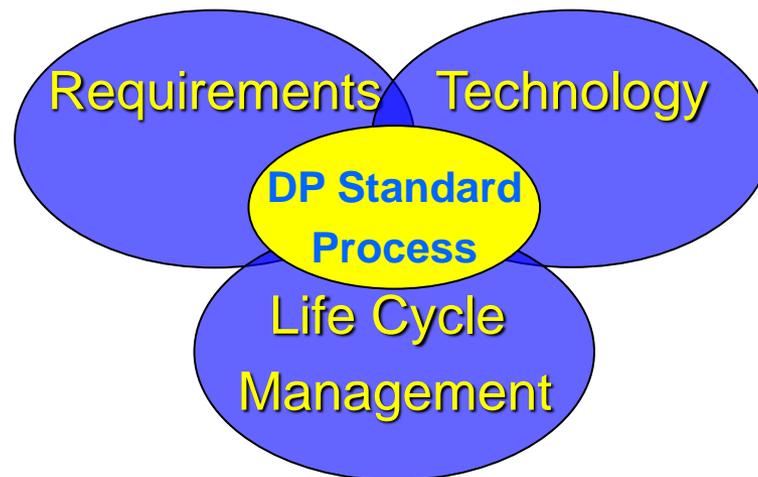
Development Planning (DP) Definition



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“DP encompasses the engineering analysis and technical planning activities that provide the foundation for informed investment decisions on the fundamental path a materiel development will follow to effectively and affordably meet operational needs” (DoDI 5134.16)

- Bridge warfighter capability needs
- Evaluate system-of-systems concepts
- Incorporate life-cycle planning
- Trade study analysis
- Understand technology gaps
- Identify/assess risks
- Launch high confidence programs
- Cost vs. Capability



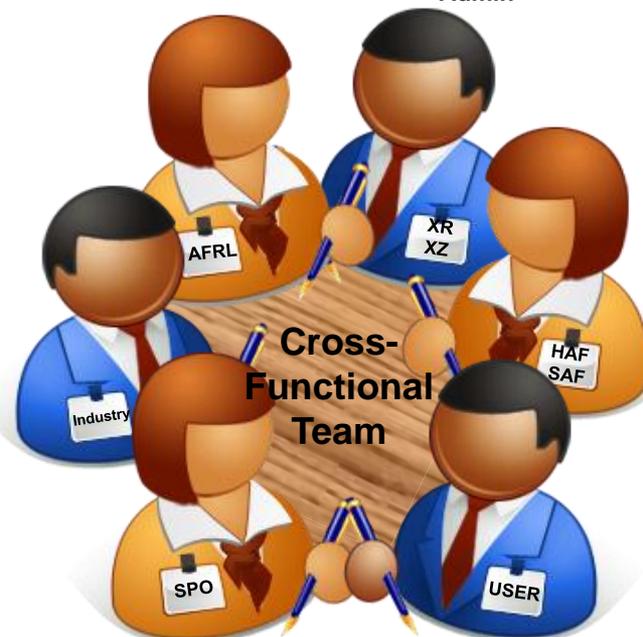
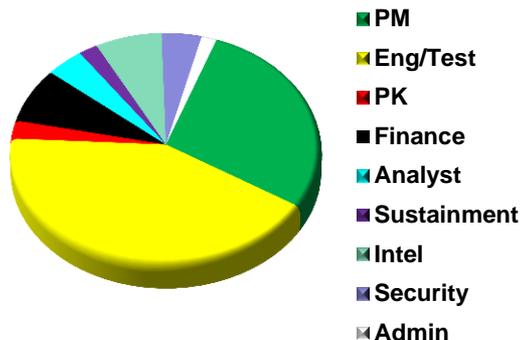
POLICY: AFI 63-101, Acquisition & Sustainment Life Cycle Management



DP Overview

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DP Skill Sets

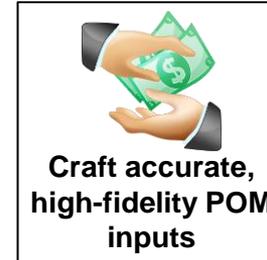
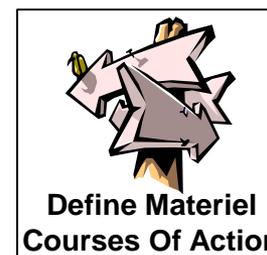
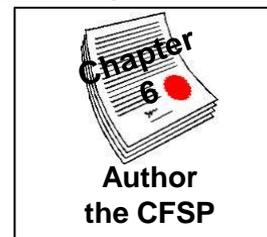


DP Collaborates to provide:

- Targeted Core Function Support Plan (CFSP) support
- CBA support
- ICD support & analysis
- Early CDD support
- Tradespace Analysis
- Concept Characterization & Tech Descriptions (CCTD)*
- Analysis of Alternatives (AoA) Study Plan/Guidance
- Technology Evaluations
- Advanced Concept Studies & Analysis
- Cost Estimates
- Market Research

• Important in defining tradespace and solution alternatives for AoA

Helping the User:



Successful MDD!



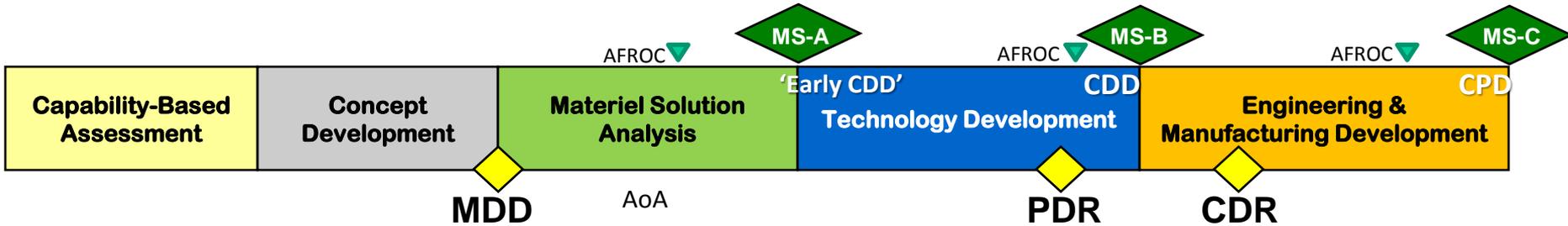


DP Overview - Resource Strategy

Products by Phase & Funding Responsibility



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Long Range Capability Analyses
Capability Roadmaps/ Development Plans
Advanced Concepts Studies/Analysis
Technology Needs Guidance

CBA Support
SME Support to CBA
ICD Support
POM input

MDD Support
Market Research
CCTDs
• Concept Definition/Trades
• Budget Estimates
• Technology Assessments
• Materiel Options to Support MAJCOM/CPM
POM input and resource estimates
AoA Study Plan Support
AoA / Study Guidance Support

MS-A Support
AoA
Cost Estimate
Early CDD (RCT)
TDS (Acq Strategy Framework)
TES
SEP
LCMP
RFP(s) for MS A support
Updated CCTDs
Acquisition COAs
Acquisition Security Doc
Other Milestone Documentation
Time-Phased Acq Resource Estimate
Mgmt Transition Plan

DP RESOURCES:

- People
- Facilities
- Funding

Ideal uses of RAM PE

Acceptable uses of RAM PE

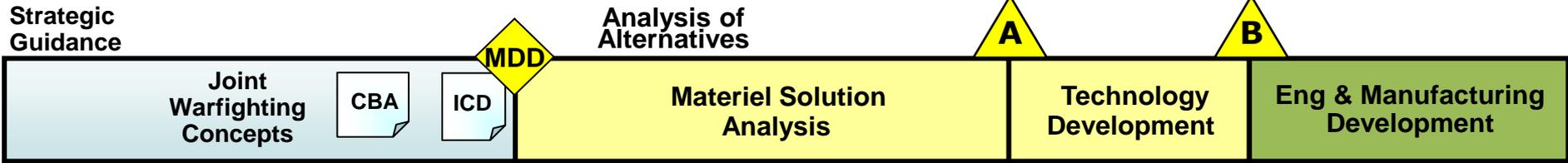
MAJCOM responsibility to fund



DP Overview Roles Across the Life-Cycle



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Phase	Pre-MDD	MDD-MS B	Post-MS B
Oversight	DP Governance	MDA direction via MDD ADM	PEOs
Execution	AFLCMC/XZ, AFNWC/XZ, and SMC/XR	PEOs, AFLCMC/XZ, AFNWC/XZ, and SMC/XR	PEOs
Funding	RAM PE (MAJCOM funding can also be used)	MAJCOM	MAJCOM

DP adds value across the acquisition lifecycle



AFLCMC Priorities & DP



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Vision: To forge one team delivering integrated, innovative, dominant airpower capabilities...on time, on cost

Mission: Acquire and support war-winning capabilities

Motto: Providing the warfighter's edge!

DP aligns with AFLCMC Objective #4: Standardize and Continuously Improve Processes.

The Standard DP Process is a critical AFLCMC process.



WIIF DBS's? DP Can...



- **Serve as a forcing function to improve processes and standardize methodologies**
- **Drive AF- and MAJCOM-wide focus on cross-cutting issues**
- **Examples**
 - **Mesh AF-wide accepted practices with DBS-specific methodologies**
 - **Unmask data infrastructure gaps**
 - **Provide very early ROI analyses to compare competing efforts**
 - **Inform Affordability trades per emerging Cost Capability Analysis (CCA) opportunities**
 - **Leverage weapon system approaches**
 - **Research and Exploration Lab, etc**

“So you wanna bend the cost curve?”



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DP Standard Process & Service Development and Delivery Process (SDDP) Interaction

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Capability-Planning & Analysis

Concept Development

MDD

Long Range Capability Analysis

Capability Roadmaps/Dev Plans

POM Input & Resource est.

AoA/Study Guidance Support

MDD Support
Market Research

AoA Study Plan Support

MDD Support
CCTDs
Concept Definition/Trades
Budget Estimates
Technical Assessments
Material Options to Support
MAJCOM/CPM

Development Planning Process

CBA Support

Tech Needs Guidance

Advanced Concepts Studies/Analysis

ICD Support

POM Input

Step 1

Identify Capability Requirements
Output: Performance Reference Model

Step 2

Define Mission Processes to Deliver Capability Output: Business Reference Model

Step 3

Define Material Solution
Output: Bounded User Requirements

Capabilities

Problem Statement

Performance Metrics

Laws, Regulations, Policies Review

AS IS Architecture

Business Process Re-engineering

DOTMLPF Capability Analysis

DOTMLPF Capability Implementation

TO BE Architecture

Definition of Materiel solution, information, data sources and implementation plan:
MDD Support
DOTMLPF-P Implementation Plan (DIP)
Material Implementation Plan (MIP)
Concept Definition/Trades Budget Estimates
Technical Assessments
Material Options to Support MAJCOM/CPM

Approvals by AF Corporate Structure

MDD

AoA Implementation Plan Support

DBS Service Development and Delivery Process (SDDP)



PLMi, DP, SDDP

AFMC/CC Storyboard Aug 14

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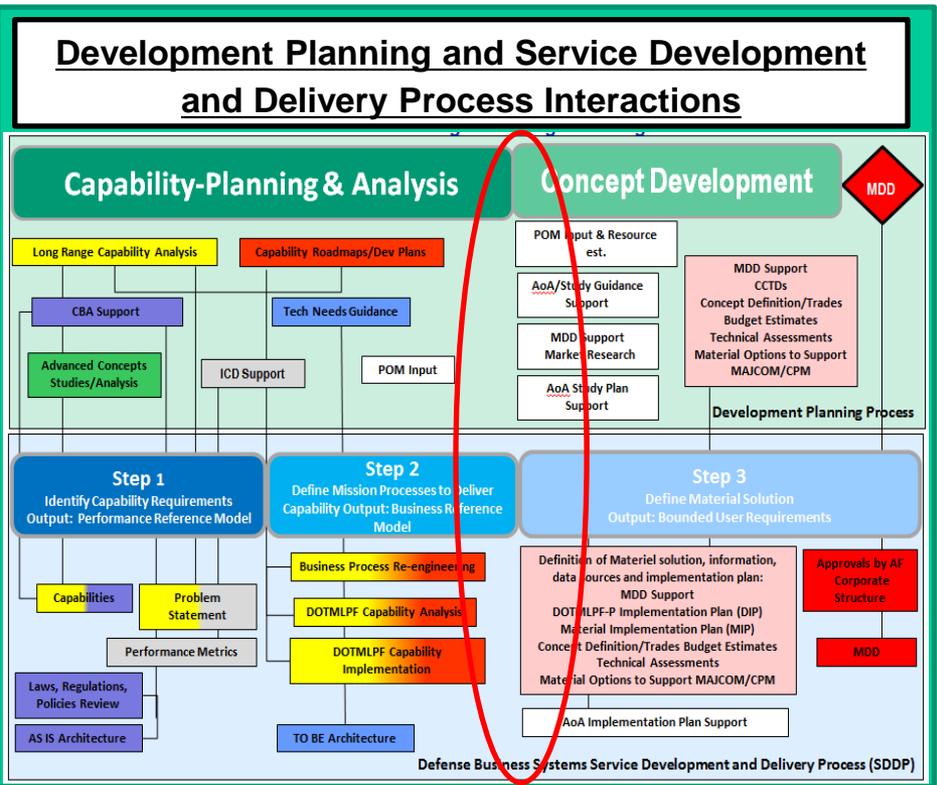


Background

- PLM CI is part of the USAF logistics transformation using lessons learned from the Expeditionary Combat Support System (ECSS)
- A building block approach to incrementally deploy new, improved, transformational capabilities

Role of XZ

- AFLCMC's focal pt for PLM CI
- Works closely within AFLCMC (EN-EZ, LG-LZ, HI and PEOs) to ensure continued cross-coordination and support for PLM CI activities



Oval: time now; Step 2 tasks completed, sponsor signature needed, and step 3 tasks started

Vision

- Comprised of three capabilities
 1. Manage and Synchronize Product Lifecycle Information
 2. Manage Assistance Requests
 3. Manage Engineering Analytics
- Implementation requires both materiel and non-materiel solutions to realize the benefits

Current Status

- Step 1 Complete
- Step 2 Tasks complete; awaiting sponsor approval
- Step 3 Tasks have begun
- MDD is set for Jan 2015

First non-weapon system incorporating AFLCMC DP processes while following SDDP



FY15 DP Projects



Effort	MAJCOM	SCF	Lead Ctr	Prior Yr Fund \$K	DP Effort Ends FY	RAM PE \$K
Cyber/Network Mission Dependency (FY14)	AFSPC	CS	XZC	1,218	FY15	*367
2030+ Air Dominance	ACC	AS	XZA	10,300	FY15	**842
Next Gen Area Attack Weapon	ACC	GPA	XZW	4,750	FY16	950
Airborne BM C2 AMTI	ACC	C2	XZC	3,480	FY17	1,340
Nuclear C3 Capability Analysis	AFGSC	NDO	AFNWC	1,970	FY15	1,210
Digital Thread / Digital Twin (PLM)	AFMC	ACS	HIQD	0	FY16	964
Advanced Air Refueling Capability Concepts (AARCC)	AMC	RGM	XZA	1,000	FY17	1,500
SATOPS Enterprise Transformation	AFSPC	SS	SMC	250	FY17	1,600
Cyber Mission Rehearsal Environment (CMRE)	AFSPC	CS	XZC	0	FY16	1,235
ISR Collection Development	ACC	GIISR	XZI	2,000	FY17	2,000
Weapons of Mass Destruction (WMD) Defeat	ACC	GPA	AFNWC	253	FY19	***0
Strategic Systems Capabilities Assessments	AFGSC	NDO	AFNWC	0	FY15	****232
AFFOR C2	ACC	C2	XZC	0	FY17	1,600
2030+ Weapons	ACC	AS	XZW	0	FY20	*****842

Note: not all efforts AFROC-approved or currently funded



Data Infrastructure Gaps

Excerpts from Recent AFLCMC/LG email

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- **Subject: Data Integration and CI Fielding Strategy Concerns**
- **Acknowledging AF's data integration capability**
 - HAF's Logistics DM Strategy
 - AFMC's Logistics Office of Data Management
 - **But:** "...we have not seen proposed plans for a formal data integration capability and the resident infrastructure to enable the implementation strategy of the CIs."
 - **And:** "Our costs to sustain an interim state, w/ current P2P interfaces and manual processes, will not enable us to realize the potential cost avoidances expected from SDDP efforts."

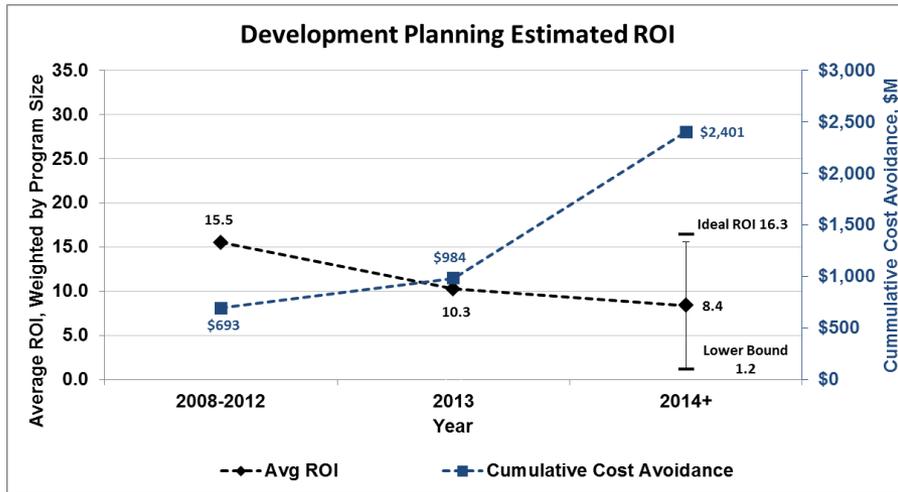


Development Planning Return on Investment

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Baseline & Trend



Discussion

- Goal: Measure value provided to our customers by quantifying the estimated ROI for specific DP efforts
 - Estimated prior to DP project kickoff
 - Assessed after DP project completion
- Metric based on ability of DP to reduce program risk in two ways:
 1. Reduce risk of false start or program termination
 2. Reduce risk of overrun for continued program

$$ROI = \frac{\text{Estimated cost avoidance}}{\text{Cost of the DP effort}}$$

Causes/Issues

- DP activities & benefits are typically long term & difficult to quantify
- DP often seen as level of effort
 - Leads to reduction in resources (funding & manpower)

Mitigation

- Metric basis explains how value is generated
- Metric quantifies benefits for DP tasks completed
- Metric focuses and improve execution
- Model accredited for AFLCMC
- Engaging WW to apply tool to a POR, to test fidelity and utility of the model

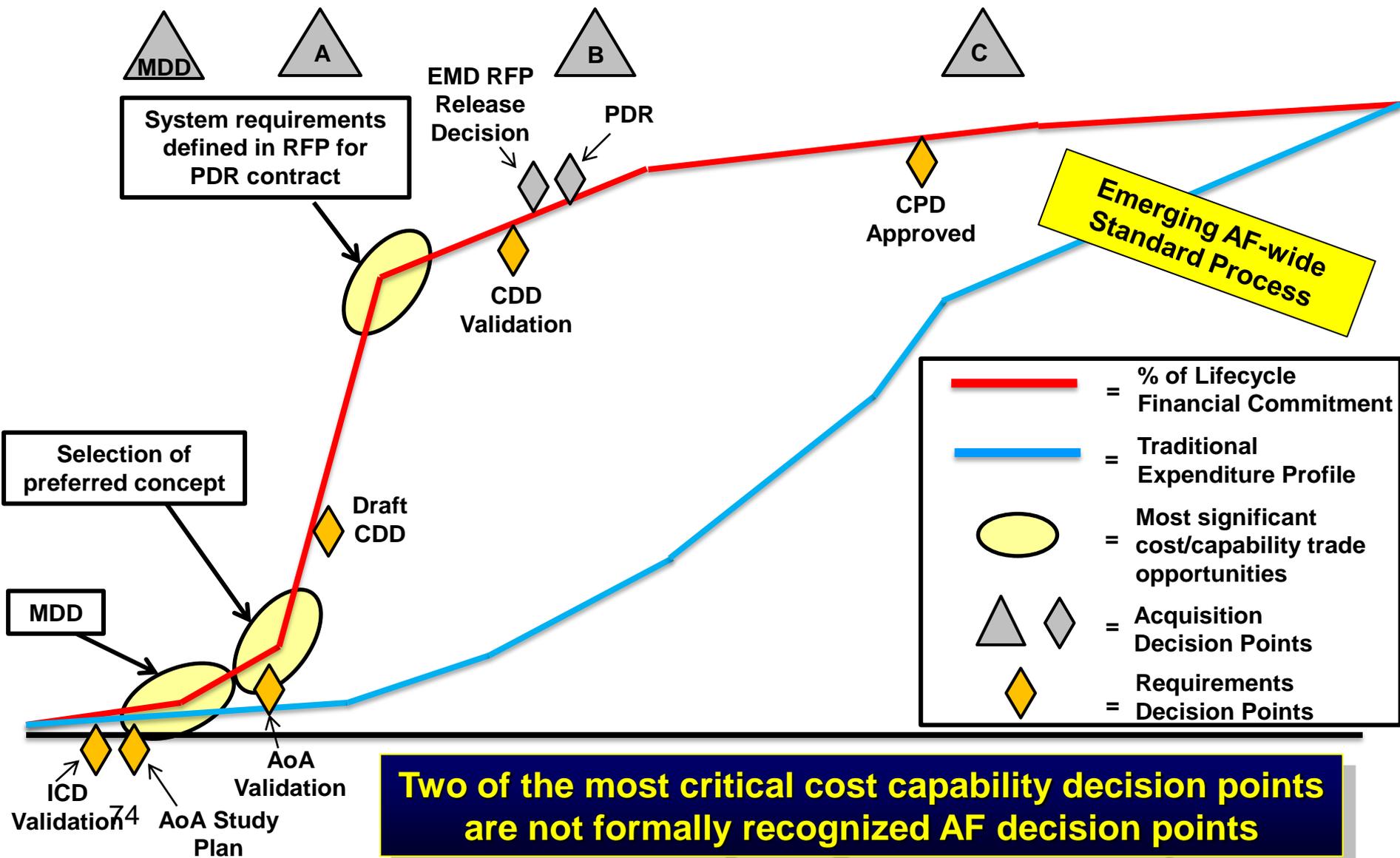


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Critical Capability Analysis (CCA)

Inform Affordability Trades Early

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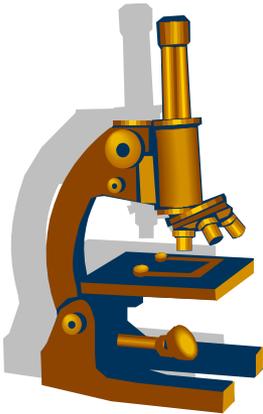


DP - S&T Linkage

Teamwork and Environments are Key

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S&T: AFRL



Basic Research through advanced technology development & demonstration

Reaches back into S&T communities and environments to assess technical maturity and identify technology needs and opportunities

CFLI CFSP-Led Capability Collaboration Teams (CCTs)

Non-Materiel Solutions

MAJCOMs

HAF

Materiel Solutions

AFMC & AFSPC

Center XR/XZs

AFRL XPR

Center/AFRL SMEs, Facilities, Environments as required

Development: SPO



Programs of Record

Leverages SE and environments to project SPO opportunities and mission threats on the horizon

Development Planning

(Early Systems Engineering to inform requirements, develop concepts, identify technology risks, etc.)

“Bringing Two Worlds Together”





Summary



- **Center-wide Development Planning (DP) represents a new avenue to improve DBS development opportunities and acquire DBS resources**
- **BES is importing and applying DP tenets to DBS development**
- **DP can likely be further leveraged to assist DBS development**
 - **SDDP, Data infrastructure, replicate/tune development environments, etc**



Thank you!



MROi Synopsis



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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

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Vendor Exchange Forum

Development Planning Problem Statement 2



- **Research and Exploration (R&E) Lab**
- **Scenario:**
 - **PEO-BES / AFLCMC/HIQ is exploring standing up an R&E lab to:**
 - **Assess emerging technologies**
 - **Assess vendor and customer proposed COTS and GOTS Better plan and budget solutions for 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 of emerging technologies**
 - **Support Course of Action Analysis with technology demos**

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Vendor Exchange Forum

Development Planning Problem Statement 2



■ Research and Exploration (R&E) Lab

■ Questions:

- How does industry assess capabilities of emerging technologies compared to current solutions.
 - Specific examples of third party vendor products evaluated
 - Identify customers
 - Results
- Explain any observed/actual risks and/or pitfalls of working in or evaluating Business Systems in an R&E type of environment?
 - What resources & staffing is required?
 - What lessons learned can you share?
 - What are the limiting factors and how would you support the simultaneous evaluation of multiple COTS, GOTS, and emerging technology products for multiple BES initiatives?

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Vendor Exchange Forum

Development Planning Problem Statement 2



- **Research and Exploration (R&E) Lab**
 - **Questions (continued):**
 - **Explain your ability/agility to establish an R&E lab and perform analysis.**
 - **Explain how you would establish a simulated platform that mirrors DISA's MilCloud or Capacity Services as well as possible DoD accredited Commercial Hosting Platforms**
 - e.g. STIG'ed Bare metal; VMware virtualized; Hybrid Bare Metal or VMware environments
 - **Explain your ability/agility to establish lab and perform analysis in an actual DISA MilCloud environment**
- **POC:**
 - **Mr. David Riley, 937-904-0870, david.riley@us.af.mil**

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