

Business & Enterprise Systems

Integrity - Service - Excellence



***Vendor Exchange Forum
18-20 Nov 2014***

***Open Forum Discussion Points
& Problem Statement***



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Contracting Practices for Low Risk Transitions

18 Nov 2014, 1330 – 1600



- BES has a number of aging applications where the availability of technical and functional subject matter experts is decreasing. In many cases, the most knowledgeable organization is the current contractor team sustaining the application, especially as application requirements and design artifacts fall further out-of-date with the passage of time.
- BES is seeking industry feedback on
 - Contracting practices to enable competition for low risk transition between contracted application sustainment teams.
 - Minimum set of artifacts in a bidders library to describe an application's requirements and design that would enable competition and transition among contractors



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Contracting Practices for Low Risk Transitions (Continued)

18 Nov 2014, 1330 – 1600



▪ Facets to the Problem

- BES has used multiple approaches in the past. None have consistently addressed reducing transition risk:
 - Transition CLIN: a priced period of performance that requires transition between the out-going and in-coming contractors
 - Inconsistent CDRLs or non-specific transition activities
 - Evaluation criteria: government has looked at skills mix proposed and past performance to gauge the abilities of the contractor to perform the work
 - Resumes & certifications proposed but FFP performance based payments are based on work performed not personnel used
 - Bidder's Library: provide access to available application documentation, source code, previous levels of support, DR history, etc.
 - Inconsistent or not current artifacts across the portfolio



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Contracting Practices for Low Risk Transitions (Continued)

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Other Questions for discussion

- What should the government evaluate to assess transition risk and the offerors mitigation of that risk?
 - Suggested ITO and evaluation criteria?
 - How could transition out be structured to reduce risk?
 - Contractor identification of risks in hiring incumbents vs. teaming?
 - What are factors affecting hiring incumbent work force?
- What does industry believe are the core artifacts (documentation, source code, etc.) necessary to lower the risks of transition between contractor application sustainment teams
 - Examples: Requirements documentation, design documentation, source code, interface documentation, etc.
 - Maintaining currency of artifacts for older applications is costly, does BES maintain artifacts industry thinks are non-value added?



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Business Practice (Open Session) Topics

19 Nov 2014, 0830-1130

(Tentative)



- Requests For Information – too broad? too many? too costly?
- Requests For Proposal:
 - Written to favor the incumbent?
 - How do we write to better address risk reduction as trade-off?
- How does the government incentivize:
 - Knowledge transfer? How might we use the contract to create the knowledge and enable the transfer?
- CLIN Structures
- BES use of contract types:
 - For future/unknown requirements (ex: FIAR, FDCCI)



Problem Statement: ***Research and Exploration (R&E) Lab (Sandbox)***



- **Scenario:** AFLCMC/HL 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 emerging programs

- **BES is seeking industry feedback on ability to:**
 - 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



Problem Statement: ***Research and Exploration (R&E) Lab (Sandbox)***



▪ **Question for Sandbox discussions**

- 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 to establish lab and perform analysis in DISA MilCloud.