



Vendor Exchange Forum (VXF)

18 – 20 November 2014

BES Portfolio Efficiencies

(FINAL)

Tuesday, 18 November 2014

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|--------------------|----------------------------------------------------------------------------------------------------------------------------------|--------------|--------------|
| 0730 – 0800 | Registration | Auditorium | Ms. Kabel |
| 0800 – 0805 | Administrative Announcements | Auditorium | |
| 0805 – 0815 | Opening Remarks & Overview | Auditorium | Col Jobo |
| 0815 – 0915 | Bending Cost Curve | | Mr. Shofner |
| 0915 – 0945 | Small Business Forum-(Policy Updates, Goals, and Opportunities) | Auditorium | Ms. Baylor |
| 0945 – 1000 | Break | Lobby | |
| 1000 – 1100 | Common Computing Environment Implementation Update | Auditorium | Mr. Sampson |
| 1100 – 1200 | AFLCMC Standard Process | Auditorium | Mr. Sampson |
| 1200 – 1400 | Lunch (2hr) | | |
| 1400 – 1500 | Topic of Discussion – Contracting Practices for Low Risk Transitions & Facets to the Problem - Other Questions for discussion | Auditorium | Mr. Robinson |
| 1500 – 1530 | Wrap up | Auditorium | Mr. Robinson |

Wednesday, 19 November 2014

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|--------------------|-----------------------------------------------------------------------------------------------------------------------------------|------------|-----------|
| 0730 – 0830 | Registration/Check-In | Auditorium | Ms. Kabel |
| 0830 – 1030 | Business Practice (Open Session) - Topics - Request for Proposal - How does the government incentivize - CLIN Structures | Auditorium | Col Jobo |
| 1030 – 1045 | Break | | |
| 1045 – 1130 | Business Practice (Open Session) Continued - BES use of contract types | Auditorium | |

Wednesday, 19 November 2014 (continued)

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| 1130 – 1300 | Lunch (1 ½ hrs) | | |
| 1300 – 1430 | Problem Statement 1 – Sandbox | Auditorium | Mr. Robinson |
| 1430 – 1515 | AFWay | Auditorium | Mr. Lee |
| 1515 – 1530 | Wrap up | | Col Jobo |
| 1530 – 1540 | Break | | |
| 1540 – 1600 | Closed door with industry | | Col Jobo |

Thursday, 20 November 2014

Contact BES Strat Comm team for available time slots

besvendorcomm@us.af.mil

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|--------------------|--------------------------------------------------|-------------------|-----------------------------|
| 0745 - 1600 | Vendor Capabilities Presentations | Auditorium | (15) 25 minute slots |
| | 5 min breaks been presentation to change vendors | Government Only | |
| | 1.5 hours for lunch | | |

VENDOR EXCHANGE SYLLABUS

The outline below provides content that will be discussed during the Special Topics, Vendor Forum, and Workshop presentations scheduled during the upcoming Vendor Exchange Forum. As with past exchanges, we have also developed only one problem statements and associated solution opportunities to help prepare and focus your capabilities demonstrations.

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

- **Scenario:** AFLCMC/HI 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
- **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.

Topic of your choosing

- Please indicate the topic of your presentation
- Indicate the functional area it addresses within BES