



Administrative Announcements



U.S. AIR FORCE

- In case of Emergency, there are three exits
 - One either side of the screen
 - Double doors at the back, where you entered
 - Rally Point location

- Bathrooms
 - In the lobby of Auditorium
 - In the main building, just past the elevator

- Refreshments
 - Break room
 - Coffee inside the main building under the display screen

- Exercise – Active Shooter
 - The auditorium and its related activity are exempt from the **exercise**



U.S. AIR FORCE

Vendor Exchange Forum



WELCOME!

Mr. R. Carl “Shof” Shofner
Program Executive Officer

Colonel Ron Jobo
Deputy

18 November 2014

Integrity - Service - Excellence

VXF AGENDA

Tuesday, 18 November 2014

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	Auditorium	Mr. Robinson
	- Other Questions for discussion		
1500 – 1530	Wrap up	Auditorium	Mr. Robinson

Integrity - Service - Excellence

VXF AGENDA

Wednesday, 19 November 2014

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	
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	Auditorium	Col Jobo
1530 – 1540	Break		
1540 – 1600	Closed door with industry	Auditorium	Col Jobo

Integrity - Service - Excellence

VXF AGENDA

Thursday, 20 November 2014

0745 – 1600	Vendor Capabilities Presentations	Auditorium	25 Minute Slots
------------------------	--	-------------------	------------------------

- **5 Min breaks between presentation to change vendors**
- **1.5 hours for lunch**



Vendor Communications Roadmap for the Upcoming Year



U.S. AIR FORCE

Events	Dates
Vendor Industry Day (VID) Gunter	20-21 May 2015

- All 18-24 month upcoming acquisitions will be briefed by division at the event

Business & Enterprise System



Integrity - Service - Excellence



Bending the IT Cost Curve

**Mr. Robert Carl “Shof” Shofner
Program Executive Officer
18 November 2014**



BLUF



U.S. AIR FORCE

- **Research with industry partners has yielded an attainable IT “bending the cost curve” initiative**
- **The number one recommendation was creation of a business analytics capability to capture and analyze IT spend**
- **We intend to pursue vendor management and demonstration of IT proposals on a “range”**



U.S. AIR FORCE

USAF Acquisition Priorities **2014-2016**



■ Five priorities for the Acquisition Enterprise:

- Get the high priority programs right & keep them on track
- Improve relationships & transparency with stakeholders
- Own the technical baseline for important programs
- Build on “Better Buying Power” to improve business acumen & small business to achieve best program outcomes
- Build to the long term strategy – resiliency to peer competitors – experiment and innovate: Strategic Agility



U.S. AIR FORCE

BTCC Background



- **Feb 2014: CSAF introduced “Bending the Cost Curve” concept with Industry reps at AFA Conference**
- **Mar 2014: SAF/AQ decided to work Contract Award Process topic with Industry Trade Associations**
- **May 2014: SecAF directed SAF/AQ to also conduct a BTCC initiative focused on Information Technology**
 - **Maj Gen Olson and Mr Shofner tapped to lead the effort**
- **June 2014: Gartner Inc leveraged to facilitate the discussions**

Gartner®



Defining the Cost Curve

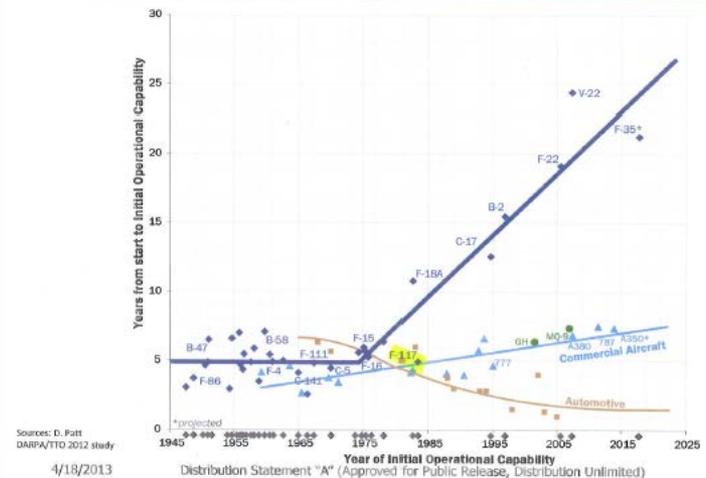


U.S. AIR FORCE

- Working to define current and historic cost and duration trends
- Reviewing USAF and OSD literature to establish baseline of current knowledge
- Performing new analyses, as necessary
- Intent is to produce goals and metrics for BTCC (and other program) performance



Clear time trend in defense new start aircraft developments

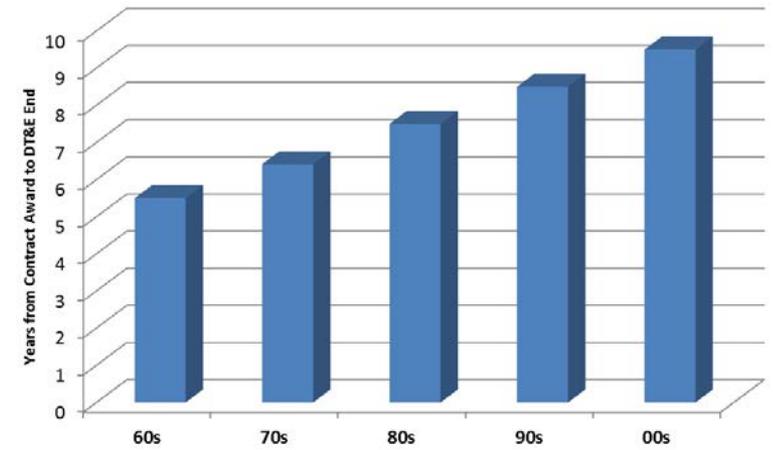


Sources: D. Patt
DARPA/TTO 2012 study

4/18/2013

Distribution Statement "A" (Approved for Public Release, Distribution Unlimited)

2





Reducing Time to Award



U.S. AIR FORCE

- **Air Force Acquisition partnered with NDIA & AIA to organize weekly discussions with industry**
- **Objective was to identify best practices to reduce the time to award contracts**
 - **Initial focus was on contracts for which there is only one known supplier**
 - **Protracted time to award puts AF TOA at risk, potentially causes higher bid prices, and results in diminished IR&D funding**
- **~30 best practices identified to potentially reduce the time to award**





U.S. AIR FORCE

Improving IT Acquisitions



- PEO BES & PEO C3I&N leveraged **Gartner** for initial investigation
- Phase 1: Engaged primarily with non-DoD Industry CIOs to capture lessons learned and best practices
- Phase 2: Will engage primarily with Industry partners of the DoD, facilitated by  to highlight candidate approaches that could be implemented



Industry Participants



U.S. AIR FORCE

Phase 1 Industry

- American Express 
- Ford 
- Bank of America 
- ConAgra 
- State Farm 
- Texas Instruments 
- State of Georgia Consortium 
- LPL Financial 
- Freescale 

Business Areas

- Financial Services
- Manufacturing
- Financial Services
- Food packaging and distribution
- Insurance
- Semiconductor manufacturing
- Education delivery
- Financial services
- Semiconductor manufacturing

Phase 2 Industry

- TBD

Facilitated by:





Conclusions from Phase 1



U.S. AIR FORCE

- **Non-traditional companies/industry experience (or experienced) many/most of the same challenges as the AF**
- **Top 3 lessons learned/recommendations from industry partners are:**
 - **Business analytics is the #1 way to reduce costs**
 - **You have to know where/what you are spending on**
 - **Business unit leadership commitment to cost reduction necessary**
 - **Aggressive vendor management a key enabler**
- **Way Forward**
 - **Pursue AF business analytics capability on par with the supply/logistics capability resident in Air Force Materiel Command**
 - **Initiate phase 2 discussions with traditional industry partners on vendor management**



U.S. AIR FORCE

Business Analytics Implementation Plan



- **Establish enterprise-wide IT analytics capability**
 - **Create IPT of organic ops researchers and contractors**
 - **Leverage same skill sets as AFMC supply & logistics management but also mirror skills used by industry**
 - **Establish tool sets based on Industry best practices**
- **Data collection is the #1 challenge to execution**
 - **Leverage existing ordering tool to capture spend data**
 - **Joint HQ AF policy memo directing all funds expended for IT be reported to the IPT**
 - **Leverage existing AF boards and groups for governance**
- **Additional focus on long-term planning and execution**



Way Forward—Business Analytics



U.S. AIR FORCE

- **What we mean by business analytics--evidence based decision-making**
 - Essentially what AFMC does today with supply/logistics/mx
 - Team of operations research personnel (often called “data scientists” in the commercial world)
 - Armed with analytical tools/models
 - Driven by data demanded from the field
 - Identify waste or opportunities to drive in efficiency
 - Feeds a governance process for trade-off decisions (i.e. AFMC’s Centralized Asset Management office and steering boards)

- **Examples of trade-offs**
 - Cost per function point developed or per end user
 - Technology refresh cycles
 - Hardware demand planning
 - ELA and strategic sourcing return on investment (RoI)
 - Common services RoI



Way Ahead



U.S. AIR FORCE

- **Short term: Identify various sources of data**
- **Mid Term: Address any data quality issues and integrate the data to derive meaning**
- **Long Term: Reduce IT Spend by 10% by FY2018 POM**



U.S. AIR FORCE

Progress to Date Short Term



- **An organic team at BES has performed data analytics with:**
 - **AFWay**
 - **ITCC**
 - **NETCENTS 2**
 - **AIM (Asset Inventory Management System)**
- **#1 issue: Quality of the data**
- **Next Steps:**
 - **Gain access to additional sources of data – HI reaching out to USM**



Progress to Date

Mid Term



U.S. AIR FORCE

- **Data Quality Working Group established with key stakeholders to fix data problem:**
 - **AIM PMO**
 - **AFWay**
 - **ITCC/NC2**
 - **38 CYRS (Cyber Readiness Squadron)**
 - **SAF/A6**
 - **AFAA**
 - **DLA**
 - **AFMC/A4**
 - **AFMC/A8**

- **Group has developed a way ahead for cleaning up historical and future data**



U.S. AIR FORCE

Progress to Date Long Term

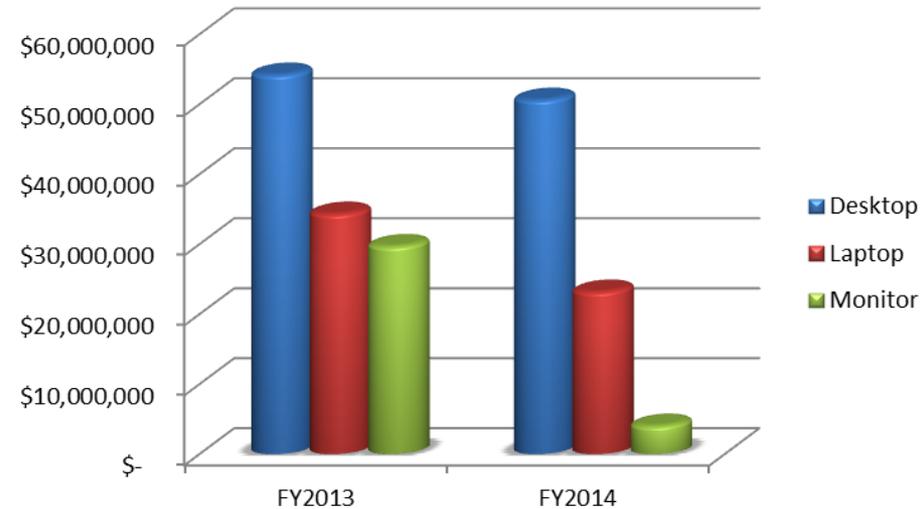


■ Level of Detail:

- FY, MAJCOM, Qtr, Base

■ Metrics Produced:

- Asset Trend Analysis
- Vendor/Model Spend
- Excess Assets Not Installed
- Purchases Outside of Mandatory Use Vehicles



Graph does not include 2014 EOY activity



Next Steps



U.S. AIR FORCE

- **Begin Implementing Phase II**
 - **Develop scorecard of current relationship with industry partners based on available data**
 - **Meet with vendors to discuss areas for improvement for the betterment of both parties**
- **Continue effort to increase data quality**
- **Maintain discussion with senior leaders on results thus far**



U.S. AIR FORCE



Questions?





U.S. AIR FORCE

Vendor Exchange Forum



Small Business (Policy Updates, Goals, and Opportunities)

Presented by:
Denise Baylor, Director
Small Business Programs
Business and Enterprise Systems Directorate
18 November 2014

Integrity - Service - Excellence



U.S. AIR FORCE

Agenda



- BES SB Office Responsibilities
- Small Business Goals FY14
- BES Small Business Goals/SLPE
- Regulatory and Legislative Updates
- Ombudsman
- Outreach



Small Business Office Responsibilities



U.S. AIR FORCE

- Tracking Small Business Performance Expectations /Goals
- Source Selection Participation
- Market Research
- Acquisition Plan Review
- Liaison between Government and all businesses
- Small Business Training (Internal and External)
- Acquisition Review/Small Business Coordination (DD 2579)
- Subcontracting Plans/SB Participation Plans
- Source Approval Requests
- Sources Sought Synopsis
- Outreach
- Requirements Approval Documents Review



Small Business Contracting Goals



U.S. AIR FORCE

■ Prime Contracts to Small Businesses

Category	Statutory Goal
Federal Prime Contracting Goals	23%
Small Disadvantaged Business	5%
Woman Owned SB	5%
Service-Disabled Veteran Owned SB	3%
Hubzone	3%

■ **SB as of 4 Nov 2014**
(source: FPDS-NG):

- DoD – 21.35%
- AF – 14.5%
- AFMC- 10.41%



BES SLPE Small Business Performance



U.S. AIR FORCE

Category	FY14 AFLCMC/SB Senior Leader Performance Expectation (SLPE)	FY14 Final	FY13 Final
Small Business (SB)	32.63%	33.21%	32.52%
Small Disadvantaged Business (SDB)	26.74%	22.27%	26.51%
Women Owned SB (WOSB)	3.10%	4.06%	3.04%
Historically Underutilized Business (HUBZone)	1.34%	1.93%	1.28%
Service Disabled Veteran SB (SDVOSB)	2.23%	3.12%	2.18%
PEO/BES Small Business Obligated Dollars	\$113M	\$119M	\$113M

Integrity - Service - Excellence



Regulatory and Legislative Updates



U.S. AIR FORCE

Non-displacement of Qualified Workers Under Service Contracts

- Requires that qualified workers on a Federal service contract be given right of first refusal for employment with the successor contractor
- A successor contractor may not hire any new employees under the contract until this right of first refusal has been provided
- Include FAR clause 52.222-17, which: (1) Informs the existing predecessor contractor's workforce of their right of first refusal; and (2) provides the list of service employees to the contracting officer no less than 30 days before contract completion
- Contracting officers shall document the contract files of their existing service contracts to describe the steps that were taken



Regulatory and Legislative Updates



U.S. AIR FORCE

- FAR 52.232-40 – Accelerated Payments to SB Subcontractors
- Comprehensive Subcontracting Plan extended coverage through December 31, 2014.
- SBA HUBZone recertification, effective 1 Nov 14, FAR 4.18 - CAGE requires business owners to answer questions about their entity's ownership in order to maintain an active registration in SAM
- Contracting with WOSB
- Contract Bundling Accountability



Regulatory and Legislative Updates



U.S. AIR FORCE

- Contracts under SBA 8(a) Program, additional FAR coverage
 - 8(a) participants eligibility or size status
 - Procedures for releasing a requirement for non 8(a) procurements
 - How participants can exit the 8(a) Business Development program
- Small Business Set-Asides for Research and Development Contract
 - Clarifies language for R&D contracts in excess of SAT
 - CO can set aside acquisition for R&D , when MR indicates there is a reasonable expectation there are SB capable



Regulatory and Legislative Updates



U.S. AIR FORCE

- Contractor Comment Period Past Performance Evaluation
 - Provide the contractor 14 calendar day to rebut PP
 - Require the past performance evaluation be included in the database with 14 days
- Small Business Job Act Final Rule requires Prime contractors to notify the CO in writing whenever subcontracts are not awarded at same percentage as in subcontracting plan submitted w/proposal



Regulatory and Legislative Updates



U.S. AIR FORCE

PART IV—TRANSPARENCY IN SUBCONTRACTING

SUBPART A—LIMITATIONS ON SUBCONTRACTING

- **Sec. 1651: Limitations on subcontracting**
 - **Changes calculation for the limitations on subcontracting to “more than 50% of the amount paid” to the prime contractor**
 - **No longer cost based**
 - **Utilization of similarly situated entities allowed**
- **Sec. 1652: Penalties**
 - **Penalty the greater of \$500,000 or dollar amount expended in excess of permitted levels on subcontractors**

SUBPART B—SUBCONTRACTING PLANS

- **Sec. 1655: Subcontracting plans**
 - **Timelines for submitting subcontracting reports**
 - **SBA must modify subcontracting reporting system to notify the Contracting Officer and Office of SB Programs if an entity fails to submit a required report**
 - **Failure to submit subcontracting reports is a breach of contract**
-

Integrity - Service - Excellence



Ombudsman



U.S. AIR FORCE

- **Mission is to assist small businesses when they experience excessive or unfair federal regulatory enforcement actions**
 - **Preserving Transparency**
 - **Fairness in Regulatory Enforcement**
 - **Policy on Non-Retaliation**
- **Ombudsman Role**
 - **Official who is empowered to represent a group of people by receiving their complaints and investigating on their behalf**
- **BES Ombudsman is Ms. Willingham**

Integrity - Service - Excellence



U.S. AIR FORCE

Social Media



BES FaceBook
www.facebook.com/businessenterprisesystems



BES
@BESVendorComm
 Business & Enterprise Systems is the Information Technology leader
 for the AF community & DoD.
 Montgomery, AL · gunter.af.mil

BES Twitter
@BESVendorComm



facebook

Email or Phone Password
 Keep me logged in Forgot your password?

Business & Enterprise Systems - BES is on Facebook.
 To connect with Business & Enterprise Systems - BES, sign up for Facebook today.



Business & Enterprise Systems - BES

6 likes

Government Organization
 The Business and Enterprise Systems Directorate is the Information Technology (IT) leader for the Air Force community and Department of Defense (DoD), delivering comprehensive IT

About Photos Likes **6** Notes 1 Events

Comment Policy
 Thanks for joining us Facebook. We look forward to our intere



Wall of Pride



U.S. AIR FORCE



BUSINESS AND ENTERPRISE SYSTEMS

U.S. AIR FORCE



SMALL BUSINESS OFFICE

**BE BIG
GO SMALL**



Small Source – Right Value – Big Performance

Integrity - Service - Excellence

Integrity - Service - Excellence



U.S. AIR FORCE

Contact



Denise Baylor

Director of Small Business Programs
AF Business and Enterprise Directorate
(334) 416-4137

<http://www.gunter.af.mil/units/smallbusinessprograms/index.asp>



U.S. AIR FORCE

Vendor Exchange Forum



Questions?

Integrity - Service - Excellence



U.S. AIR FORCE

Vendor Exchange Forum



Common Computing Environment Update

David Sampson
Chief, Integration Branch
AFLCMC/HIQI

Integrity - Service - Excellence



Overview



U.S. AIR FORCE

- **Joint Information Environment**
- **Data Center Consolidation**
- **Common Computing Environment**
- **Wrap Up**



What is the Joint Information Environment (JIE)?



U.S. AIR FORCE

JIE is a secure environment, comprised of shared information technology (IT) infrastructure, enterprise services, and a single security architecture to achieve full spectrum superiority, improve mission effectiveness, increase security and realize IT efficiencies.

Integrity - Service - Excellence



Benefits of the JIE



U.S. AIR FORCE

Mission

- Timely and secure access to data and services regardless of location or device
- Access to information/services in the face of network disruption/degradation/damage
- End-to-end trustworthy connections between user and systems
- Rapid capability evolution to meet mission needs across all operational scenarios

- Consistent IT architecture to enable resiliency and defensibility
- Network operators and defenders with shared situation awareness
- Safe sharing with widest array of mission partners

Cyber Security

- Reduces duplication, increases IT ROI, and reduces total IT operating costs
- Implement consistent IT architecture to support faster fielding of new IT capabilities
- Budget transparency for DoD IT expenditures

IT Efficiencies

Integrity - Service - Excellence



Major Components of the JIE



U.S. AIR FORCE

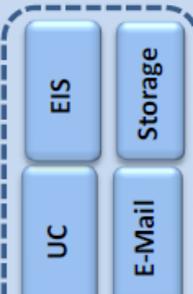
- **Network Normalization Transport (NNT)**
 - Common Network Standards and TTPs
- **Single Security Architecture**
 - Joint Regional Security Stacks
- **Enterprise Operations (GEOC/EOC)**
- **Data Center Consolidation**
 - Core Data Centers (CDC)
 - Installation Processing Nodes (IPN)
 - Standards and Design
- **Identity and Access Management (IdAM)**
 - Dynamic access and Entity Discovery
 - Activity Monitoring
 - Contributes to Mission Partner Environment
- **Enterprise Services**
 - Common IT app services
 - Unified Capabilities (UC) for messaging, voice, video
- **Mobility**
 - Common carrier, local area networks
 - Classified/unclassified
- **Gateways**
 - Internet, Mission Partner, Mobility, Tactical
- **Governance**
 - Aligns process to Department's requirements, budgeting and acquisition process

Enterprise Services

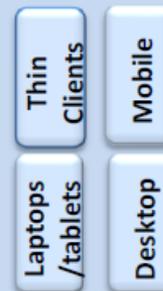
End User Devices

JIE Reference Approach (Functional View)

Provide next generation office automation/UC capabilities



Provide End User Device Options that better enable mission operations



Compute/Store

Base

Installation Processing Node (IPN)

Provide Functionals and NetOps Application Hosting capability for localized apps

Regional/Enterprise

Core Data Center (CDC)

Provide Functionals and NetOps Application Hosting capability for regional or enterprise apps

Base Boundary

Protect Local Data Centers

Protect

Identity Management - Provide Enterprise User Authentication Service

AFNet Cyber

Provide Client/eService security

Single Security Architecture

Provide network level cyber protection of Service mission data across the network and Core Data Centers

Connect

Next Gen Network Provide improved security/bandwidth thru new traffic routing

Network Infrastructure

Modernize Base to DISN level network capabilities

Command & Control (C2) and Service Mgmt

Ensure NetOps Command and Control of resources as well as provide enterprise service management



JIE Nodes and Data Centers Impacting BES



U.S. AIR FORCE

Core Data Center (CDC)

- Enterprise computing and storage, virtual access, resources, applications, tools, and services-based IT Infrastructure

Installation Processing Node (IPN)

- Fixed data center serving a single DoD installation and local area with local services that cannot be (technically or economically) provided from a CDC
- No more than one IPN per DoD installation but each IPN may have multiple enclaves to accommodate unique installation needs

Special Purpose Processing Node (SPPN)

- A fixed data center or data servers supporting special purpose functions that cannot or should not be supported by CDCs or IPNs due to its association with infrastructure or equipment
- No general purpose processing or general storage
- Must connect to DODIN through CDC or IPN

Tactical/Mobile Processing Node (TPN)

- Similar to CDC but optimized for the tactical environment or deployable computing needs
- Connects to JIE network in garrison or deployed, but may do so in different ways (e.g., terrestrial fiber vs. satellite connectivity)

Installation Service Node (ISN)

- Provides localized equipment to provide minimum basic functionality to an installation should it become disconnected from the enterprise.
- No application hosting or data processing
- Potential servers include read only Active Directory (AD), DNS, ACAS, Host Based Security System (HBSS), and print servers
- May also host UC capabilities



Important JIE-Related Policy



U.S. AIR FORCE

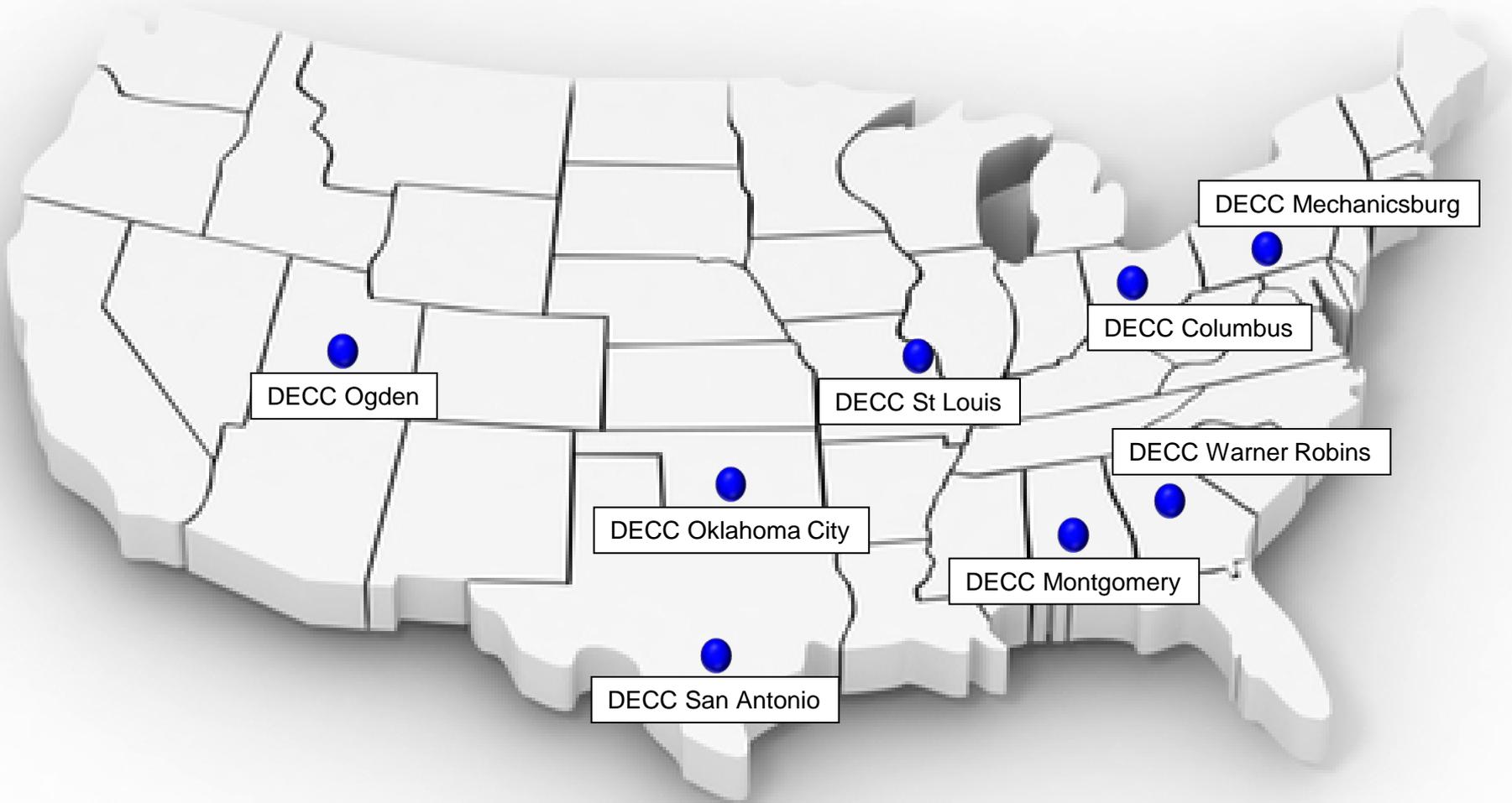
- **DOD CIO Memorandum (11 Jul 13), DoD Joint Information Environment: *CONUS Core Data Centers and Application and System Migration***
 - Establishes CDCs and processing nodes within JIE construct
 - All Enterprise Applications must be hosted in a CDC or waived
 - Defined as “a computer program designed to perform a business or mission function used throughout an organization”
 - Directs components to migrate non-compliant apps to CDCs
- Consolidation effort planned to be completed by end of FY2018 (30 Sep 18)
 - All new apps/systems with IOC after 2QFY14 be in a CDC





U.S. AIR FORCE

CONUS CDCs



Integrity - Service - Excellence



What is the Common Computing Environment?



U.S. AIR FORCE



WITHIN THE JIE CDC CONSTRUCT



AF CCE

Core Data Center (CDC)



U.S. AIR FORCE

Mission / Functional Unique Applications	
Enterprise Resource Planning (ERP) Platforms	
Oracle eBS Suite 11i (OS, App Server, Database, BI) IBM Tririga Facilities Management (OS, App Server, DB, BI) Oracle eBS R12 (OS, App Server, Database, BI)	Oracle PeopleSoft (OS, App Server, Database, BI) ERP Supporting Services (Authentication, ETL)
Application Common Support Services	
Security – IdAM - Authentication/Authorization Enterprise Service Bus – Queuing, web services, File transfer E-mail relay Digital Signature Presentation Layer	COOP Back-up/recovery Application Performance Monitoring Storage Touch Labor – System Admin / Database Admin
IB JAVA Application / Web Servers	IB .Net Platform
JBOSS Platform (OS, App Server, Web Server) WebLogic Platform (OS, App Server, Web Server) WebSphere Platform (OS, App Server, Web Server)	Microsoft .NET Framework 4 Microsoft Internet Information Server (IIS) v7.x Microsoft Windows Server 2012 Microsoft SharePoint 2010/2013
Implementation Baseline Database Servers	
Oracle 11g Database Server PostgreSQL v8.4 Database Server IBM DB2 Enterprise Database Server	Microsoft MS SQL 2012 Database Server MySQL v5.5 Database Server
AFIN Computer Network Defense Service Provider (CNDSP)	
Enclave Monitoring, Reporting, Response Vulnerability Monitoring, Network Management, Service Incident Management, End to End performance Management, Mission Assurance	
Virtual Data Center (VDC) – DISA IaaS	
Virtualized Operation Environments	

■ DISA Provided/Managed ■ AFNET Provided/Managed ■ MSO/ITLC Provided/Managed ■ Mission Owner Provided/Managed

Integrity - Service - Excellence



What is the CCE? (Cont'd)



U.S. AIR FORCE

- **A tangible CCE does not exist today – but it's coming soon**
 - **Example: MilCloud will contain CCEs, but not all of MilCloud will be CCEs**
- **AFGM2014-33-05 (17 Sep 14), *Common Computing Environment***
 - **Directs the use of an AF CCE for new and modernizing IT applications**
 - **Directs MSO to establish baseline-drive platform and infrastructure services**
 - **Directs the MSO to deliver an AF CCE Services Catalog (aligned with the IB) and cost model by 30 Nov 14**
 - **Directs PMOs to document roadmaps and program plans for migration to CCE**



Projected CCE Funding Responsibilities



U.S. AIR FORCE

Cost Element	Centrally Funded	Application Funded
Infrastructure (IaaS)	-ECS Infrastructure Cost -Storefront Hosting -ITLC "sandbox"	Application Storage, Compute, Networking
Platforms (PaaS)	-Platform Development -Platform C&A	PaaS deployment and license cost in the cloud
Enterprise Common Services (ECS)	-ECS License costs -Hosting / Infrastructure -Labor (Dev't/Mod, Sustainment)	Non-AF CCE Services; Labor for "Cost- to-Connect" of Services
Processes	Process Development: Tech Ops, Business Ops, Service Management	App "On-Boarding"
Program Office Support	MSO/ITLC PMA: Contracts Admin, Finance, Cost Estimating, Engineering	Outreach (Program and Technical Liaison*)
Storefront	-Develop, Maintain, Sustain; -Support to IB	
Cloud Business Mgt	-Outreach -App Requirements Assessment	Business Case Analysis (BCA) Development Assistance*
Cloud Ops Support	-Platform and ECS C&A -Performance & Monitoring	ITLC: App "On-Boarding" , Testing, Operation, Help Desk, Info Assurance, Database Admin

Integrity - Service - Excellence

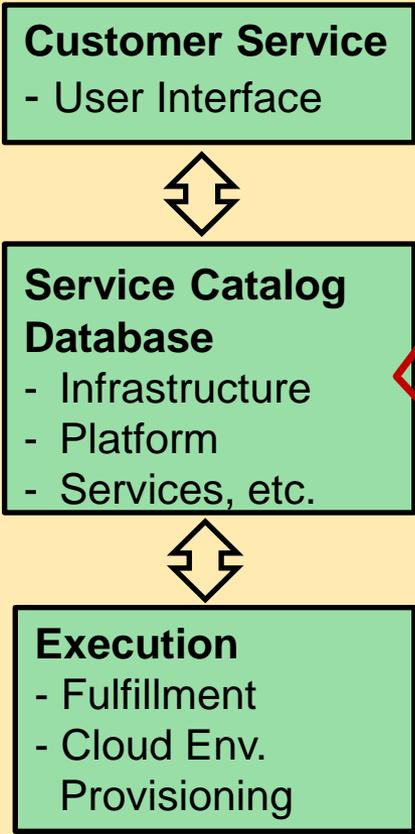


USAF CCE Storefront Model



U.S. AIR FORCE

Processes
- Technical Ops
- Business Ops
- Service Management



- Pathfinder Pilot in progress (GCSS-funded)
- Cost elements / pricing
- User licenses required beyond prototyping effort



Cross-PEO IPT Background



U.S. AIR FORCE

- Cross-PEO IPT accountable to PEO BES and PEO C3I&N with authority to plan and execute enterprise infrastructure and application migration
 - PEO BES IPT Co-Lead – Scott Olgeaty Service Provider Lead (DISA) – TBD
 - PEO C3I&N IPT Co-Lead – Kevin Kelly Chief Architect / Technical Lead – TBD
- Primary objective: Reduce enterprise costs through use of a commercially-based Common Computing Environment (CCE) while maintaining or improving overall effectiveness, performance, and security
 - Lead the definition of the overall strategy for USAF business and enterprise systems and commoditized infrastructure while shaping the path to a DoD JIE
 - Align with Laws, Policies, Regulations, and Instructions (e.g., FIAR, FDCCI, CIO Policy, etc.)
 - Standardize and optimize how BES programs establish and use technical environments and supporting infrastructures
 - Partner with program teams and infrastructure providers to effectively deliver
 - Application environments and supporting services to meet warfighter needs
 - Lifecycle management tools, environments, and supporting services to meet program office and developmental team needs

End result of above is a multi-layered Enterprise Integration Roadmap



CCE IPT Way Ahead

(Work in Progress)



U.S. AIR FORCE

30 Day Target

IPT Stand-Up

- Charter the IPT (goals, objectives, scope, authority, assumptions, success criteria, etc.)
- Define and reconcile priorities across PEO BES and PEO C3I&N
- Define high-priority tasks and activities for the IPT to complete
- Build the IPT Team; draft full-time teammates
- Draft multi-layer enterprise integration roadmap (JIE, TB/IB/OB, C&A, POM, etc.)
- Draft a spend plan for known funding; document unfunded requirements

60 Day Target

IPT Spin-Up / FOC

- Develop long-term funding strategies and budget/POM inputs
- Publish the MSO Catalog of Services and associated cost models
- Develop standardized processes and templates for service requests and cost estimates
- Develop and execute specific Work Off Plans for high-priority tasks and activities
- Analysis of high priority programs, summary of infrastructure/migration requirements; comparison to services catalog and cost models

90 Day+ Target

Execute

- Enterprise direction/guidance to programs/applications and stakeholder community
- Senior leadership brief on progress, opportunities, challenges, and integrated roadmap
- Draft strategic roadmap for apps migration to the IB
- Recommendations on areas to optimize across the Portfolios
- Establish metrics to measure progress – will be reported out quarterly – will include status on meeting the timelines established in the roadmaps
- Establish CCE application migration repository in SharePoint

Recurring Products

- Updates to the Enterprise Integration Roadmap
- Updates to the cost model and services catalog
- Record of accomplishments, status of ongoing efforts including issues and risk, and updates to plans and schedules

Integrity - Service - Excellence



What does it all mean?



U.S. AIR FORCE

- **MSO is nearing completion of the Service Catalog and Cost Models for the CCE – Due 30 Nov 14**
 - **Sets the platform, services, and cost baselines for CCE**
 - **Critical documents for cost estimating and POM processes**
- **Programs will be directed to standardized solutions with little program-unique solutions deployed**
 - **Ensure future acquisition strategies consider the impacts of standardized solutions**



What does it all mean? (Cont'd)



U.S. AIR FORCE

- **Enterprise applications not hosted in DISA should be making plans to migrate to the CCE within a CDC**
 - **Integration Office has already reached out to each “at risk” program and will continue to assist until migration is complete**
 - **Plan! Start assessing the impact of migration on program execution**
- **Modernizing applications must move to the CCE**
 - **Contact the Integration Office as soon as you begin modernization planning**
 - **Plan! Start assessing the impact of migration on program execution**



U.S. AIR FORCE

Vendor Exchange Forum



Questions?

Integrity - Service - Excellence



U.S. AIR FORCE

Vendor Exchange Forum



AFLCMC & BES Standard Processes

David Sampson
Chief, Integration Branch
AFLCMC/HIQI

Integrity - Service - Excellence



U.S. AIR FORCE

Overview



- **AFLCMC Policy**
- **Governance Board and IPT Structures**
- **BES Implementation Strategy**
- **BES Process Directory (BPD)**



AFLCMC Policy



U.S. AIR FORCE



DEPARTMENT OF THE AIR FORCE
HEADQUARTERS AIR FORCE LIFE CYCLE MANAGEMENT CENTER
WRIGHT-PATTERSON AIR FORCE BASE OHIO

15 March 2013

MEMORANDUM FOR ALL AFLCMC PERSONNEL

FROM: AFLCMC/CC

SUBJECT: Policy on Use of Standardized Processes

1. The use of standardized processes forms the core of our ability to effectively and efficiently execute our Acquisition and Product Support mission with positive, repeatable results. They are foundational to the AFLCMC Strategic Plan and a significant contributor in realizing *Speed with Discipline*. The AFLCMC Standards and Processes (S&P) Board, chartered under the Strategic Plan and chaired by the vice commander, is charged with reviewing and approving all critical and key center processes. The S&P Board's work is framed by a process specification that was developed by the team charged with overseeing AFLCMC Strategic Objective #4, Standardize and Continuously Improve Center Processes.
2. In February, the S&P Board reached an important milestone with the approval of the "spec" and the first two standardized processes: the Requirements Approval Document (RAD) and Reportable Airworthiness Flight Authorization. With approximately 40 additional processes slated for standardization this calendar year, I am directing the use of standardized processes across AFLCMC as they are approved and made available by the S&P Board.
3. All our required and approved center-level processes will be maintained on the AFLCMC Process Directory (APD) SharePoint site, <https://cs4.eis.afmc.af.mil/sites/1534/ProcDir/default.aspx>. Of note, the site also contains approximately 75 additional processes, called guides, that I encourage you to also use, but they are not required and will therefore not be measured for compliance at this time.
4. Please direct any questions regarding this policy letter or the APD to the Strategic Planning and Transformation Division office at [AFLCMC/XPT Workflow](#) or contact the center's process architect, [Mr. Richard Hallbeck](#), at DSN 674-8571.

C. B. MOORE II
Lieutenant General, USAF
Commander

“ ...I am directing the use of standard processes across AFLCMC as they are approved & and made available by the S&P Board”



Governance Board Structures



U.S. AIR FORCE

AFLCMC Standards & Process (S&P) Board

- Provides oversight and direction in implementing the Center's Strategic Objective 4: *“Standardize and Continuously Improve Center Processes”*
- Serves as the governance body for approving standard processes and information technology tools that support, enable, and/or execute standard processes
- Processes published on the AFLCMC Process Directory (APD)

Membership:

- Chaired by the AFLCMC/CV
- Deputy Directors of Center Directorates
- Additional members include the Test Division Chief (AFLCMC/AQT), Deputy CIO, and Center Senior Site Leads at Hill, Tinker, and Robins AFB
- Secretariat is AFLCMC/XPT

BES Process Integration Board (PIB)

- Solicits, collects, prioritizes, and approves process improvement efforts across the BES Directorate
- Approves the implementation strategies for major process improvements
- Processes published on the BES Process Directory (BPD)
- Eliminates organizational barriers that prevent initiatives from being effective

Membership:

- Chair: Deputy PEO, AFPEO BES
- Voting Members: Division Directors and Organizational Senior Functionals (OSFs)
- Advisors and Sponsors: SMEs from across the organization
- Secretariat and Facilitator: Integration Branch



Process Improvement IPT Structures



U.S. AIR FORCE

AFLCMC Objective 4 IPT

- **Launch High Confidence Sustainable Programs**
- **Standardize and Continuously Improve Center Processes**
- **Create and publish MSPs and/or process guides to the AFLCMC Process Directory (APD)**
- **Deliver Organizational Change Management and Strategic Communication efforts**

Membership:

- **Chaired by the AFLCMC/CV**
- **Representatives from across the center**
- **Secretariat is AFLCMC/XPT**

BES Process IPT

- **Develop, publish, and institutionalize standard lifecycle management processes for BES**
- **Assess updates to Laws, Regulations, & Policies (LRP) and integrate industry standards in relation to BES processes**
- **Deliver Organizational Change Management and Strategic Comm efforts**
- **Create and publish process artifacts to the BPD**

Membership:

- **Chair: Process Integration Section Lead**
- **Voting Members: Appointed Division and OSF representatives**
- **Advisors and Sponsors: SMEs from across the organization**
- **Secretariat and Facilitator: Integration Branch Team**



BES Implementation Strategy



U.S. AIR FORCE

- **Initial Focus: AFLCMC Mandatory Standard Processes (MSP)**
 - **37 MSPs approved by the AFLCMC S&P Board to date**
 - **11 of 37 processes have no applicability to BES/DBS**
- **Conducted detailed analysis of each MSP to estimate impact of each new standard process:**
 - **If an AFLCMC MSP can be implemented as approved, we adopted it**
 - **If an AFLCMC Standard Process is not applicable to BES, we ignored it and informed the AFLCMC S&P Board it does not apply**
 - **If an AFLCMC Standard partially fits, we supplemented or tailored it; then informed the AFLCMC S&P Board**
 - **If there is a gap in AFLCMC Standards Process, we created local BES Standard Processes and informed the AFLCMC S&P Board**

Integrity - Service - Excellence



BES Implementation Strategy (Cont'd)



U.S. AIR FORCE

- **Follow-on Focus: Continuously improve the BES Process Directory (BPD) and our internal processes**
 - **Review 58 AFLCMC Process Guides and assess impact**
 - **Assess impacts of new DoDI 5000.02 (Interim) guidance**
 - **Assess impacts of new AFMAN 33-402 (SDDP) guidance**
 - **Assess impacts of new AFMAN 63-XXX**
 - **Assess additional process improvement opportunities**
 - **Scrub existing content against standards and best practices**
 - **Align content with look and feel of S&P MSP (100% review)**
 - **Implement Lessons Learned**

There will be significant gaps; we'll reuse SEP artifacts as appropriate...

Integrity - Service - Excellence



The NEW SEP: BES Process Directory (BPD)



U.S. AIR FORCE

- **BPD will become the new repository for all standard processes, guides, artifacts, etc. used by BES programs**
 - **BPD will replace the existing BES SEP**
 - **Located on DAU ACC; will allow continued .com access**
 - **BPD will be Process focused vs. Procedure focused**
 - **Identify WHAT needs to be done WHEN, less HOW**
 - **Link to authoritative guidance; eliminate redundant artifacts**
- **Why replace the SEP?**
 - **The SEP contains ~400 artifacts; many are duplicative of existing processes like the DAG, MilStds, AF Instructions, guides, etc.**
 - **Aligns with AFLCMC Process Directory (APD) structure**
 - **Insufficient organic workforce to maintain the current SEP “as-is”**
 - **Cultural change: the SEP is perceived as too restrictive (not flexible)**

DEPLOYED -- 07 Nov 14

Integrity - Service - Excellence



BPD Version 1.0



U.S. AIR FORCE

- **Rebrands the current SEP to BPD; aligns the BPD with the AFLCMC APD**
- **Removes outdated guidance:**
 - **Framework Diagrams Removed**
 - **Framework diagrams were originally built using the guidance in DoDI 5000.02 (2008); DoDI 5000.02 (Interim – 2013) has new phase names and acquisition models making the framework diagrams obsolete**
 - **The Non-5000 framework diagram was based on the IT Lean Guidebook which was rescinded in 2011**
 - **Phase Procedures Removed**
 - **Phase procedures were built based on the framework diagrams**



BPD Version 1.0 (Cont'd)



U.S. AIR FORCE

- **New AFLCMC MSP – Risk and Issue Management Content Published**
 - **BPD contains a landing page that includes:**
 - **Summary page with a basic description of the process**
 - **Links to process artifacts (AFLCMC MSP, templates, additional artifacts, etc.)**
 - **Mandatory / Recommended Tools identified**
 - **Links to additional resources available (DAG, process guides, standards, etc.)**
 - **This becomes the model for future MSPs as the content is developed and released**
- **Most current SEP content will remain available when BPD v1.0 is released**



BPD Challenges



U.S. AIR FORCE

- **Elimination of duplicative guidance without loss of current capability**
- **Strategic Communication – keeping Directorate teams aware of upcoming process changes**
 - **Notification of changes, training / workforce development, etc.**
- **Cultural Change**
 - **Helping teams adopt new mandatory processes**
 - **Helping teams tailor execution within new process guidelines; do what makes sense**
 - **Help teams assess the impact of the “New/Mandatory” way vs. “Old” way; change is inevitable**



U.S. AIR FORCE

How can you get involved?



- **Provide input to your BES Process IPT member**
 - **New ideas, change requests, etc.**

- **Submit requests to the Process Org Box (E-Mail)**
 - **New ideas, change requests, etc.**
 - **Process team support requests**

PIB@gunter.af.mil



U.S. AIR FORCE

Vendor Exchange Forum



Questions?

Integrity - Service - Excellence



U.S. AIR FORCE

Vendor Exchange Forum



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

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

**Mr. Toy Robinson
AFLCMC/HIE**



Contracting Practices for Low Risk Transitions



U.S. AIR FORCE

- 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

Integrity - Service - Excellence



Contracting Practices for Low Risk Transitions (Continued)



U.S. AIR FORCE

- **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**
 - **Who pays: Government level the playing field (\$) – to attract competition**
 - **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**

Integrity - Service - Excellence



U.S. AIR FORCE

Contracting Practices for Low Risk Transitions (Continued) 18 Nov 2014, 1330 – 1600



- **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?**



U.S. AIR FORCE

Vendor Exchange Forum



Wrap Up

Integrity - Service - Excellence



U.S. AIR FORCE

Vendor Exchange Forum



WELCOME!

Mr. R. Carl “Shof” Shofner
Program Executive Officer

Colonel Ron Jobo
Deputy

19 November 2014

Integrity - Service - Excellence

VXF AGENDA

Wednesday, 19 November 2014

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	
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	Auditorium	Col Jobo
1530 – 1540	Break		
1540 – 1600	Closed door with industry	Auditorium	Col Jobo

Integrity - Service - Excellence



BES Acquisition Objectives



U.S. AIR FORCE

- **Maximize competition and proactive program execution**
- **Meet the challenges of the future**
 - **Future infrastructure mandates**
 - **Sustaining current capabilities during transition**
 - **Drive efficiencies and ever changing DoD processes**
- **Reinvigorate acquisition excellence thru process**
 - **Consistency—common practices and outputs**
 - **Predictability—allows better planning of resources**
 - **Stability – provides control of activities and outputs**
- **Cooperation and feedback with stakeholders**
 - **Functionals and users**
 - **Industry**



U.S. AIR FORCE

Implementation



- **Identification and tracking of all contract requirements 18 months out from need date**
- **Establish mandatory BES process and templates for use from requirement identification to contract award**
- **Revamped delegation levels to PEO and/or Deputy PEO**
- **Revamp training of Program Managers and Contracting Officers**
- **Maximize industry input through draft RFPs and Industry Day(s) for efforts over \$XXM**



U.S. AIR FORCE

Vendor Exchange Forum



Other ideas?



Other Topics of Discussion



U.S. AIR FORCE

For SME and sustainment contracts:

- **Staffing plans and demonstration of expertise in proposals**

- **Performance based incentives during program execution**

- **Evaluation methods**
 - **LPTA**
 - **Risk versus price**
 - **Full-rainbow**



Problem Statement:

Research and Exploration (R&E) Lab (Sandbox)



U.S. AIR FORCE

- **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

Integrity - Service - Excellence



Problem Statement:

Research and Exploration (R&E) Lab (Sandbox)



U.S. AIR FORCE

- **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.**

Integrity - Service - Excellence

Business & Enterprise Systems

AFWAY v4.0



AFLCMC/HIC

Program Manager – Mr. Kevin Lee

AFWay URL – <https://www.afway.af.mil>

AFLCMC/BES Vendor Exchange Forum

18-20 November 2014

Agenda

- AFWay Program Overview
- AFWay Legacy vs v4.0 – Comparison
- AFWay v4.0 PKI Authentication
- AFWay v4.0 User Interface Highlights
- AFWay v4.0 Live Demo – Vendor Perspective

AFWay

Utilizes
Contracts



To buy things like:



BIOMETRICS
HARDWARE & SOFTWARE



PERIPHERALS



SERVICES/SOLUTIONS



LAPTOP
COMPUTERS



MONITORS



NETWORK
PRINTERS



DESKTOP
COMPUTERS



MULTI-
FUNCTION
PRINTERS



SERVERS



PRINTER INK &
TONER



E-TOOLS
RUGGED
DEVICES

The *Air Force* web-based e-commerce solution for purchasing IT products and IT requirements processing. **AFWay** reduces processing time and overhead required for IT procurement and provides the Air Force the ability make informed IT investment planning and budgeting decisions.

AFWay

www.AFWay.af.mil



More specifically...

What is AFWay?

AFWay is the current AF Web-based procurement system used to buy commercial IT hardware, software and services online

How does it work?

AFWay integrates e-Business and e-Commerce processes into a single, seamless process that guides users through requirement approval, purchase, and asset tracking steps

(13 Aug 2003) The AF CIO mandated the use of AFWay to purchase all laptop and desktop computers – bolsters insight into IT life cycle costs across the AF enterprise

AFWay

www.AFWay.af.mil



What does AFWay do for the Warfighter?

*Designed to enable and facilitate required actions,
promoting effective and efficient commercial IT purchasing...*

Cost Avoidance

- Pre-negotiated contracts with leading manufacturers and resellers
- Better coordination of IT purchasing power – yielding greater volume discounts
- Assurance that appropriate products are approved and purchased at competitive prices

Cybersecurity

- Oversight of commercial products purchased for use on the AF enterprise network
- Technical choices that support network security & information assurance requirements

Business Process Automation

- Vendor quotes for single or bulk buys online
- Government Purchase Card (GPC) ordering online
- Provides tracking of IT assets from order placement to receipt
- Provides IT expenditure data for official reporting

Standardization and control, which drives down the total cost of ownership, and helps leverage the AF's buying power

AFWay

www.AFWay.af.mil



BLUF – The Numbers Tell the Story!

20,465 *users across DoD & other federal agencies*

\$701M *in orders executed since May 2010*

\$99M *in FY13*

61,776 *orders processed since May 2010*

8,227 *orders in FY13*

Total IT Commodity Council (ITCC) cost avoidance since inception (2003): **\$443M**
Equals the purchase price of just over two F-35 Lightning multi-role fighter jets!

AFWay HISTORY



1995 – ACCWay begins as MAJCOM-unique system for centralized IT buys

2001 – ACCWay transitions to Gunter for management/oversight

2002 – ACCWay becomes AFWay as AF source for all centralized computer and IT purchasing

2005 – AFWay II requirements development begins;
moratorium on code changes for AFWay Legacy

2009 – Last update to AFWay Legacy

June 2011 – AFWay II released -> AFWay Legacy turned off

Feb 2012 – AFWay II decommissioned -> AFWay Legacy
turned back on

June 2012 – AF will continue to use AFWay Legacy for centralized
IT purchasing; modernization effort begins

AFWay

www.AFWay.af.mil



AFWay Legacy System (AFWay v3.0)

- Current operational system
- User/Password required

PKI Authentication

Projected fielding: Spring 2015

Technical Refresh (AFWay v4.0)

- Re-engineer existing legacy system
- Update programming language
- **Incorporate CAC-enabled log-in capability**
- Address Information Assurance issues
- Improve functionality & user experience
- ✓ *Position AFWay smartly for rapid incorporation of new user requirements ...*

AFWay Continues to Evolve to Meet the Changing Needs of the Warfighter

AFWay Comparison Chart

	Legacy (v3.0)	v4.0
CAC-enabled		✓
Rewritten in .NET		✓
Improved functionality		✓
Modification of RFQs*		✓
Multiple Accounts Allowed for single user	✓	✓
Reporting	✓	✓ **
New ITCC Admin / PM Interface		✓

* Limited in v4.0 – fully implemented in next release

** Additional Reports available – ability to create new ones

AFWay

www.AFWay.af.mil



AFWay Vendors will need one of the following to Log into AFWay v4.0:

- DoD issued Common Access Card (CAC)
 - DoD will not issue CAC for the sole purpose of using AFWay
- Medium Token Assurance Certificate Smartcard issued by DoD approved External Certification Authority (ECA)
 - Vendors will be responsible for obtaining the necessary cards

DoD External Certification Authority (ECA) Program

- Cards must be obtained from one of the three DoD approved vendors:
 - Operational Research Consultants, Inc. (ORC) <http://www.eca.orc.com/>
 - Symantec, Inc. <http://www.symantec.com/theme.jsp?themeid=eca-certificates>
 - IdenTrust, Inc. <http://www.identrust.com/certificates/eca/index.html>

Further guidance and deadlines for obtaining ECA cards will be provided via email and on the AFWay website

**Additional information can be obtain at the DISA sponsored IASE website --
<http://iase.disa.mil/pki/eca/Pages/index.aspx>**

AFWay

www.AFWay.af.mil



Now – Presenting AFWay v4.0

- Static screen shots
- Live demonstration

User Login Redesign

AFWay 4.0

AFWay - Internet Explorer provided by USAF
https://www.afway.af.mil/

AFWay

Contact Us Events News FAQ

HOME PAGE
Log In
Registration
User Profile

ORDERING TOOLS
PRODUCTS
Order Search

NETCENTS
NETCENTS-1
Ordering Guide
NETCENTS-2
Ordering Guide
NETCENTS Task Orders

HELP
AFWay Help
AFWay CBT
AFWay User's Manual

RESOURCES
Mandatory Use Policies
IT Commodity Council
DoD Software Agreements (ESI)
Microsoft License Agreement
CCS Product Catalog
DPI Product Catalog
DPI TCO Summary Tables
MAJCOM Policies
Air Force Minimums
Multi-Domain Platform Ordering Guide
FEDBizOps

VENDOR

User Login

Email Address:

Password:

[Forgot Password?](#)

Firefox AFWay Login
https://134.166.46.101/Login.aspx?ReturnUrl=%2fDefault.aspx

 **AFWAY**

Home Resources Help

AFWay Login



Register Common Access Card
Insert your CAC/ECA to begin your sign on

Navigation Admin Redesign

AFWay 4.0

AFWay - Internet Explorer provided by USAF
 https://cie-dev.my.af.mil/afway_dev/default.asp

AFWay

Contact Us Events News FAQ

HOME PAGE
 Log Out
 User Profile

ORDERING TOOLS
 PRODUCTS
 Order Search

NETCENTS
 NETCENTS-1 Ordering Guide
 NETCENTS-2 Ordering Guide
 NETCENTS Task Orders

HELP
 AFWay Help
 AFWay CBT
 AFWay User's Manual

RESOURCES
 Mandatory Use Policies
 IT Commodity Council DoD Software Agreements (ESI) Microsoft License Agreement
 QEB Product Catalog
 eTools Product Catalog
 DPI Product Catalog
 DPI Lease Guidelines
 DPI TCO Summary Tables
 MAJCOM Policies
 FEDBizOps

VENDOR RESOURCES
 Vendor Guide
 Non-Contract Vendor Passwords
 Virtual Small Business Center

IT REFERENCES (.gov/.mil only)
 Contracts
 Cellular Information
 Hardware Information
 Software Information
 Services
 Netcents Documents

CONFERENCES
 TEST
 AFITC Conference

Left Pane Link Administration

Left Pane Link Help

* Websites(URLs) that do not reference AFWay Pages must have "https://" or "http://" at the beginning of the address

Add a Link

* Order Displayed: * Type: Link

* Link Caption:

* WebSite (URL):

Hide After Log In Hide After Log Out

* Target of Link: None

Update an Existing Link

1 HOME PAGE

* Order Displayed: 1 * Type: Caption(No Link)

* Link Caption: HOME PAGE

* WebSite (URL): Frame_Body.asp

Hide After Log In Hide After Log Out

* Target of Link: None

2 Log In

3 Log Out

4 Registration

5 User Profile

6 Horizontal Bar (—)

7 ORDERING TOOLS

8 PRODUCTS

9 Order Search

* Order Displayed: 9 * Type: Link

* Link Caption: Order Search

Firefox Air Force Information Technology Super...
 localhost:61038/Admin/NavigationMenuAdministration.aspx

AFWAY

Home My Account My Roles Ordering Tools Resources Help

AFWay Site Root

- Home
- My Account
- My Roles
 - AFWay Contracting Officer
 - Admin - Contract Administration
 - AFWay Program Manager
 - Air Force CIO
 - Application Administrator
 - Base Equipment Control Officer
 - Base Purchase Card Holder
 - Base Review
 - Citpad Administrator
 - Citpad Program Manager
 - Contract Administrator
 - Contract Program Manager
 - Contract Vendor
 - Contracting Officer
 - Equipment Custodian
 - FAQ Administrator
 - Field Assistance Service

Title: Admin - Contract Administration
 Description: Administration of Contract properties in database.
 Url: Admin/ContractAdministration.aspx
 Order Displayed: 0 Show Before Login Target: Main Window

Public

Citpad Program Manager
 Vendor - VND
 Citpad Administrator
 BASE EQUIPMENT CONTROL OFFICER
 Equipment Custodian
 Technical Workgroup Manager
 Approval Official
 Organizational Purchase Card Holder
 Resource Advisor

System Administrator

Include Agency:
 Exclude Agency:

AFWay www.AFWay.af.mil



Questions?

Please email any questions to:

HIJB.AFWAY.PMO@us.af.mil

Associate CAC w/ Existing Account

1. Click Log In
2. Type in email/password of existing user account
3. Click Register CAC

AFWay Login



The Common Access Card (CAC) found is NOT registered within AFWay. To link this CAC to your current AFWay account, login below with your current AFWay email and password.

Common Access Card Found

C=US, O=U.S. Government, OU=DoD, OU=PKI, OU=USAF, CN=SOLOMKIN.ZACKARY.NOAH.1455864654

The CAC information above will be saved under your AFWay account.

Register Common Access Card

Email

Password

Associate CAC w/ Existing Account (cont)

1. Will redirect to Registration/Update User Info page
2. Verify user information is correct
3. Click Update

U.S. Government, CD-B&D, CD-F&I, CD-DSAP, CN-SOLOMIRN ZACKARY, NOAA:145564884

Authorization

* Authorization
 Customer
 Vendor

Rank/Title: * First Name: First Middle Name: * Last Name: Last

Address

FPO/APO Address

* Address 1: Address City: City/Base: City State: ALABAMA * State: UNITED STATES * Country: UNITED STATES

Address 2: * Zip: 12345

Contact

* Company Email: vendor@email.com * Company Name: Company

* Comm Phone: (111)222-3333 Comm Fax: () - _ _ DSN Phone: _ - _ _ DSN Fax: _ - _ _

Security Questions

If your account becomes locked, your Security Word Hint will be provided and you will be asked to identify your Security Word to regain access to your account.
Answers may contain: Letters, Numbers, spaces, and .!?

* Security Question #1 <input type="text"/> Who was your favorite cartoon character as a child? <input type="text"/>	* Security Answer #1 <input type="text"/> 123
* Security Question #2 <input type="text"/> What was your first pet's name? <input type="text"/>	* Security Answer #2 <input type="text"/> 123
* Security Question #3 <input type="text"/> If you had chosen your first name, what would it have been? <input type="text"/>	* Security Answer #3 <input type="text"/> 123
* Security Question #4 <input type="text"/> What was your High school name? <input type="text"/>	* Security Answer #4 <input type="text"/> 123
* Security Question #5 <input type="text"/> What is the title of your favorite book? <input type="text"/>	* Security Answer #5 <input type="text"/> 123

[Register on AFWay](#)

User Profile / Orders

1. Navigate to User Profile page (My Account -> User Profile)
2. Click on a Tracking ID number under My Orders
3. Will redirect to View Order page for that order

AFWAY

Home My Account My Roles Ordering Tools Resources Help

My Orders

Tracking ID	Order ID	Customer	Order Status	Date Created
170565	201630	DAVID HAIR	PRODUCTS SHIPPED	10/21/2014
170562	201627	CHAD MAIWALD	SUBMITTED TO VENDOR	10/21/2014
170561	201626	CHAD MAIWALD	SUBMITTED TO VENDOR	10/21/2014
170560	201622	TYE BULLOCK	SUBMITTED TO VENDOR	10/21/2014
170558	201619	CHAD MAIWALD	SUBMITTED TO VENDOR	10/20/2014
170557	201618	DAVID HAIR	SUBMITTED TO VENDOR	10/20/2014
170548	201606	CHAD MAIWALD	SUBMITTED TO VENDOR	10/17/2014
170547	201605	CHAD MAIWALD	SUBMITTED TO VENDOR	10/17/2014
170547	201604	CHAD MAIWALD	SUBMITTED TO VENDOR	10/17/2014
170546	201603	NON AIR FORCE	SUBMITTED TO VENDOR	10/17/2014
170545	201602	NON AIR FORCE	SUBMITTED TO VENDOR	10/17/2014

3117 items in 284 pages

My RFQ Contracts (Awaiting Response) My RFQ Contracts (Responded To)

View Order

1. Select an order from Order List dropdown
2. Change Order Status, and Vendor Order Number
3. Click Update Order Status

The screenshot shows a web form titled "Order Details". It contains several input fields and a button:

- Order List:** A dropdown menu with the value "201630".
- Order Status:** A dropdown menu with the value "PRODUCTS SHIPPED".
- Vendor Order Number:** A text input field containing the value "123".
- Update Order Status:** A button.
- Product List:** A dropdown menu with the value "Select a product".
- Order Total:** A text label showing "\$2328.00".

Below the main form area, the text "Funding Details" is partially visible.

Order Search

1. Navigate to Order Search page (Ordering Tools -> Order Search)
2. Ensure a contract number is selected from dropdown, click Search
3. All orders under that contract should be displayed
4. Click an Tracking ID number to go to View Order page

AFWAY

Home My Account My Roles Ordering Tools Resources Help

From Date Created: 4/2/2012 To Date Created: 11/3/2014

Customer Last Name: MAJCOM: Select MAJCOM

Order Status: Select Order Status DRA (Non Vendors): Select DRA

Order ID: ECAN (Non Vendors): Select ECAN

Delivery Order Number: Tracking Number (Non Vendors):

Contract # (Vendors): FA8771-10-A-0601 Search

Tracking ID	Order ID	Customer	OrderStatus	Date Created
153649	180224	BARBARA PRATT	ACCEPTED BY VENDOR	4/2/2012
153720	180306	RICKEY MASSEY	ACCEPTED BY VENDOR	4/4/2012
153904	180541	DUSTIN MONTGOMERY	ACCEPTED BY VENDOR	4/9/2012
154014	180685	DONALD ROBERTS	ACCEPTED BY VENDOR	4/11/2012
154331	181072	JAMES PARKERSON	ACCEPTED BY VENDOR	4/19/2012
154408	181172	ANDREW HAYES	ACCEPTED BY VENDOR	4/20/2012
154497	181268	CAROL DICERTO	ACCEPTED BY VENDOR	4/23/2012
154774	181603	RICHARD SHERMAN	ACCEPTED BY VENDOR	4/30/2012
154841	181685	STEWART KAPLAN	ORDER COMPLETED	5/1/2012
155093	181982	JAKE YOULAND	DECLINED BY VENDOR	5/4/2012
155127	182026	TAURA HOGLAN	ACCEPTED BY VENDOR	5/6/2012
155518	182523	TOHRU NODA	ACCEPTED BY VENDOR	5/13/2012

82 items in 7 pages

User Profile / RFQs

Click a contract number under My RFQs to go to View RFQ page

My RFQ Contracts (Awaiting Response)		My RFQ Contracts (Responded To)		
RFQ ID	RFQ Name	Contract	Customer	Date Created
96475	RFQ TEST ON WINDOWS 8 WITH ATTACHMENTS	FA8771-10-A-0601/QEB2B AE	BULLOCK, TYE	10/29/2014
96472	SS	FA8771-10-A-0601/QEB2B AF	HAIR, DAVID	10/21/2014
		FA8771-10-A-0601/QEB2B AL	HAIR, DAVID	10/21/2014
		FA8771-10-A-0601/QEB2B AM	HAIR, DAVID	10/21/2014
		FA8771-10-A-0601/QEB2B AP	HAIR, DAVID	10/21/2014
		FA8771-10-A-0601/QEB2B AS	HAIR, DAVID	10/21/2014
		FA8771-10-A-0601/QEB2B AT	HAIR, DAVID	10/21/2014

Navigation: [Previous] [1] 2 3 4 5 6 [Next] [End]

57 items in 6 pages

View RFQ

1. Click Add New Product under Solution Details section
2. Fill out product information, click Add Product

Solution Details

Contract Number: FA8771-10-A-0601/QEB2B_AE

Vendor Products

Contract #	OEM	OEM Part #
------------	-----	------------

Product Details

*Vendor Part Number:

*OEM Name:

*OEM Part Number:

*Description:

*Unit of Issue:

*Quantity: *Maximum Quantity:

*Solution Type: *BPA Price: (Per Unit)

*RFQ Price: (Per Unit)

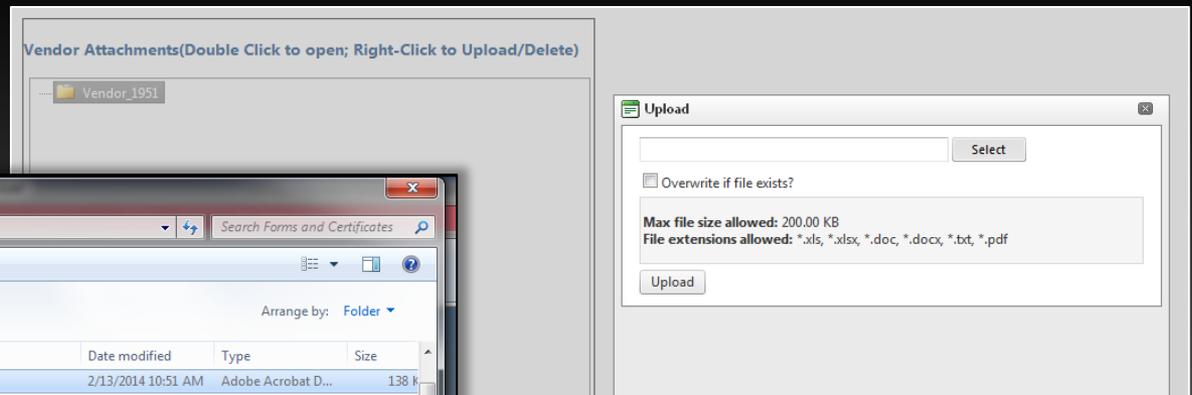
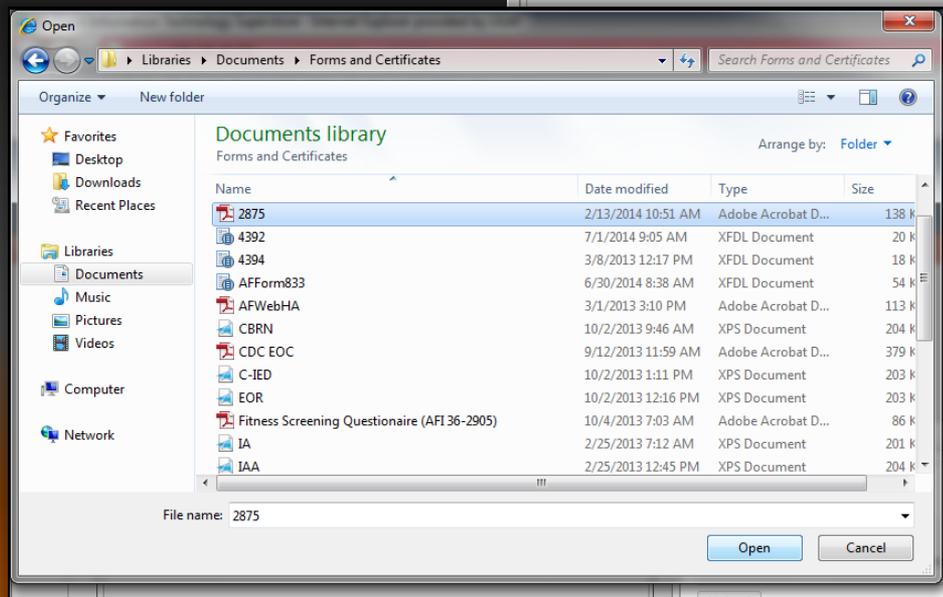
*General Category:

Prime Category:

Secondary Category:

View RFQ (cont)

1. Right click folder under Vendor Attachments section
2. Click Select to open file browser
3. Select file and click Open
4. Click Upload to upload attachment



View RFQ (cont)

1. Fill in Expiration Date and Comments under Vendor Response section
2. Click Submit Solution to Customer

Vendor Response

Response:

Submit Response ▼

Expiration Date:

11/13/2014 

Comments:

comments!

Total:

Submit Solution to Customer

View/Edit Account Info

1. Go to View/Edit Account Info page (My Account -> View/Edit Account Information)
2. Change any information that needs to be updated
3. Click Update

Authorization
 Customer
 Vendor

Rank/Title: * First Name: APPLICATION Middle Name: NAME * Last Name: ADMINISTRATOR

Address

FPO/APO Address

* Address 1: * City/Base: Gunter * State: ALASKA
Address 2: * Zip: 12345 * Country: UNITED STATES

Contact

* Email: APPLICATION_ADMINISTRATOR@testdata.com * Agency: DEPT. OF DEFENSE-- AIR FORCE
* Comm Phone: (000)000-0000 Comm Fax: ()- - DSN Phone: - - DSN Fax: - -

DEPT. OF DEFENSE-- AIR FORCE

* MAJCOM: AFMC * Base: Alpena CRTC
* DRA: [Help finding your DRA](#) 5853 * ECAN: [Help finding your ECAN](#) 0805

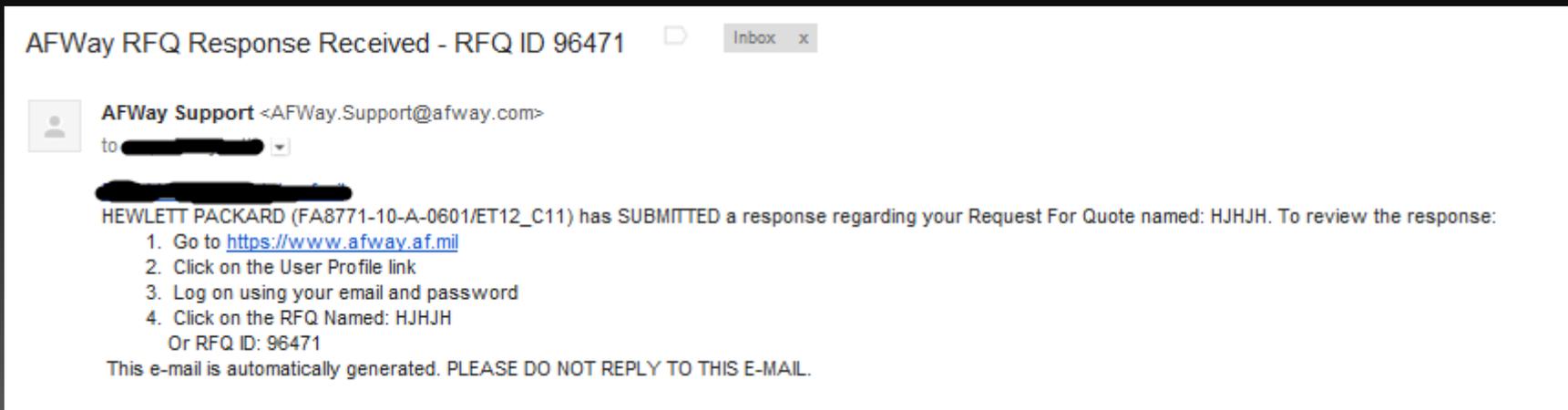
Security Questions

If your account becomes locked, your Security Word Hint will be provided and you will be asked to identify your Security Word to regain access to your account.
Answers may contain: Letters, Numbers, spaces, and !?

* Security Question #1 Who was your favorite cartoon character as a child?	* Security Answer #1 NEW SECURITY ANSWER 1
* Security Question #2 What was your first pet's name?	* Security Answer #2 NEW SECURITY ANSWER 2
* Security Question #3 If you had chosen your first name, what would it have been?	* Security Answer #3 NEW SECURITY ANSWER 3
* Security Question #4 What was your High school name?	* Security Answer #4 NEW SECURITY ANSWER 4
* Security Question #5 What is the title of your favorite book?	* Security Answer #5 NEW SECURITY ANSWER 5

Email

Example email received by the customer informing them that a vendor has responded to their RFQ:



AFWay

www.AFWay.af.mil



Back Up Slides

Contract Vendor Registration

- Go to <https://www.afway.af.mil>
- Click on Registration link
- Select “Vendor (Contract).
- Fill out Form and Submit.
- Contact helpdesk to open ticket for password.
 - 1-877-596-7771 option 1,5 or
 - team5@gunter.af.mil

Password Process

- Every Company needs to provide at least one person as the “Password POC”
- Send the name, phone number and email address of the Password POC to: afway.pmo@gunter.af.mil
- To obtain a password to logon, contact the helpdesk and open a ticket
- AFWay PMO will provide a cross reference number via email.
- Contact the password POC with the cross reference word to receive the temp password.

RFQ Process

- Logon to AFWay
- Go to the User Profile page
- Click on the Request for Quote tab
- Click on the RFQ ID number
- Add at least one line item to the RFQ Solution
- Attachments can also be added
- Submit solution or decline for no bid

Order Process

- Logon to AFWay
- Go to the User Profile page
- Click on an order ID in the Orders Section
- Select an order status
- Click on update
- Enter shipping information and update



U.S. AIR FORCE

Vendor Exchange Forum



Wrap-Up

Integrity - Service - Excellence



U.S. AIR FORCE

Vendor Exchange Forum



Open Session