

# partnership EXCHANGE

# 2.

## INITIAL STEPS reaching out

## GROWING PARTNERSHIP with industry

BES would like to extend a special thanks to everyone who participated in the “Wall of Pride” at the February Vendor Exchange Forum 1. This served as a moving display of the government/industry relationship and the spirit of commitment we share to finding solutions to the challenging times ahead. The wall is intended to promote teaming within industry and make it easier for companies to connect with potential partners. We plan to recreate this awesome symbol of teamwork at each BES event.

BES Forum 1 “wall of Pride” participants are now viewable on our Vendor Communications Website!



## NEWS

### BES VENDOR EXCHANGE FORUM 1 CATALYST FOR IDEAS

“The Vendor Exchange Forums are a great opportunity to knock down some barriers of communication between government and industry and figure out how we can efficiently and effectively work together to solve problems”

Addressing resource constraints and creating IT acquisition and sustainment efficiencies dominated discussions during the Business and Enterprise Systems first ever Vendor Exchange Forum which took place Feb. 15 here on Maxwell Air Force Base-Gunter Annex.

The goal of this and future exchange forums is to provide a venue where government and industry representatives can come together to discuss reductions in program funding and personnel resources that are negatively affecting how BES does business. With help from its industry partners, BES is changing its business model to meet mission requirements through expanded and enhanced competitions.

“We are trying to foster a strong government-industry relationship creating an open and transparent process to



VENDOR EXCHANGE FORUM 1

### thanks to all attendees

Abacus Technology Corporation  
Accenture  
ASC Associates  
Booz Allen Hamilton  
BTAS, Inc  
CACI, Inc  
Chamber of Commerce  
Cigital Federal, Inc.  
CITI  
Concentric Methods, LLC  
Creative Computing Solutions, Inc. (CCSi)  
Datum Software, Inc.  
Deloitte Consulting LLP  
Disruptive Technology Corporation  
eSolution Architects, Inc.  
Evanhoe & Associates, Inc.  
General Dynamics  
General Dynamics Information Technology  
Global Technology Resources Inc. (GTRI)  
Heitkamp Consulting, LLC  
HP  
HP Enterprise Security Products  
HP Software  
IndraSoft, Inc.  
Iron Bow  
Keane Federal  
L-3 Communications  
LGS Innovations  
Lockheed Martin  
P3S Corporation  
Raytheon Company  
RYAN Consulting Group  
SAIC  
Segue Technologies  
Southeast Cherokee Construction  
SRA International, Inc.  
Stevenson Consulting, LLC

## BES VENDOR EXCHANGE FORUM 1

CATALYST FOR IDEAS

(CONTINUED)

help each other through difficult times ahead,” said Scott Warren, Deputy Director of the Business Enterprise Systems Directorate and moderator of each panel. “The Vendor Exchange Forums are a great opportunity to knock down some barriers of communication between government and industry and figure out how we can efficiently and effectively work together to solve problems.”

Approximately 100 people, included 59 visiting vendors representing 45 BES companies, came together for the one-day event with the goal of discussing what can be done to create efficiencies in the way contracts are competed and executed. The theme of the forum was: “Ensuring PEO portfolio support through austere times.”

*“The primary focus within BES is the acquisition of war-winning IT capabilities and continuously improving on how we deliver those capabilities to our warfighters.”*

The forum provided two panel discussions. Each panel included subject matter experts from government as well as industry. Each panel member provided personal thoughts on pressing issues and Mr Warren, as moderator, facilitated open discussions among all participants.

Team BES is planning a second Vendor Exchange Forum for Apr. 4 which will again take place in the BES auditorium. Following that is a planned Vendor Industry Day for May 23. The Vendor Industry Day in May will feature more one-on-one time opportunities for vendors to speak with BES leadership, program managers and contracting officers.

“The primary focus within BES is the acquisition of war-winning IT capabilities and continuously improving how we deliver those capabilities to our warfighters,” Mr. Warren said. “One thing we need to do better is foster a partnering environment where government and industry can work together more openly on both sides. I’m hoping our Vendor Industry Days and Vendor Exchange Forums will facilitate a step in that direction.”



VENDOR EXCHANGE FORUM 1

thanks to all attendees

(continued)

Sumaria Systems Inc.  
TEKSOUTH CORP  
TELOS  
THE SOLUTIONS GROUP  
THE TRIUNE GROUP  
TM CAPTURE SERVICES  
UP AND RUNNING, INC  
URS APPTIS

*The appearance of private company names in this publication does not constitute endorsement by the Department of Defense or United States Air Force of the company's products or services.*

## THE HOMEWORK

### Getting It Right

In an effort to be a better partner, we invite industry responses to the questions below:

1. Please identify areas of preferred focus for proposal evaluation
2. How should BES better contract to encourage innovation

Please reply through the link below.

<http://afitc.gunter.af.mil/vendorday/askus.html>

## NEXT UP:

### Exchange Forum 2

The Business and Enterprise Systems Directorate's (BES) second Vendor Exchange Forum is scheduled to be held Apr. 4 on Maxwell Air Force Base-Gunter Annex.

The forum is to highlight issues affecting BES and industry, help open lines of communication, and gain feedback from our industry partners.

The one-day Forum will provide a venue where government and industry representatives can come together to discuss reductions in program funding and personnel resources that are negatively affecting how BES does business. With help from industry, BES is changing its business model to meet mission requirements through expanded and enhanced competitions.

The theme for the event will be: "Lifecycle Acquisition for Business IT." It will con-

sist of two panels; one in the morning and one in the afternoon.

The morning panel will focus primarily on enhancing competition. The afternoon panel will focus on changing the paradigm of enterprise resource planning (ERP) development.

Each panel will consist of BES and industry representatives who will open each discussion with short introductions to each topic. Following the introductions, the format will change to an open forum where attendees are encouraged to ask questions and share experiences.

For more information on this and other upcoming BES events, please visit our vendor communications website at <http://afitc.gunter.af.mil/vendorday>

## UPCOMING EVENTS



**BES**  
forum 2  
2012  
APRIL

VENDOR EXCHANGE FORUM 2  
4 APRIL 2012

**BES**  
2012  
Vendor Industry  
Day

VENDOR INDUSTRY DAY  
23 MAY 2012

DAYTON IT WITH DIALOGUE  
20 MARCH 2012

MITS 2012  
22 MAY 2012

AFITC 2012  
27-29 AUGUST 2012  
CHANGING PARADIGMS - DELIVERING IT IN A COMMODITIZED, GOVERNED ENVIRONMENT



TENATIVE  
**THE AGENDA**

**VENDOR EXCHANGE FORUM 2**

WEDNESDAY 4 APRIL 2012

*Notional Schedule*

- 0730– 0830 Sign-In/Wall of Pride
- 0830– 0930 Opening Comments  
**Maj Gen (Sel) Craig S. Olson**  
Program Executive Officer for  
Business and Enterprise Systems  
**Mr. Scott D. Warren**  
GS-15, DAF, Deputy Director for  
Business and Enterprise Systems
- 0930– 0945 Break
- 0945– 1100 Panel 1
- 1100– 1300 **LUNCH**
- 1300– 1430 Panel 2



BES  
forum 2

NOMINATED  
PANEL  
MEMBERS

**Panel 1**  
**Enhancing Competition**

Ms. Denise Baylor – Director of Small  
Business Programs – HI  
Mr. Olan Waldrop – URS APPTIS  
Mr. John Courtney – SAIC  
Mr. Jon Dittmer - Array Technologies  
Mr. Jon Clayton – HIN

**Panel 2-**  
**Business and Enterprise Systems**  
**ERP Development- Changing the**  
**Paradigm**

Mr. Kevin Keck – ECSS APEO/ELS -  
HG  
Mr. Greg McCan – ECSS EN – HGB  
Mr. Jerry Duke – DEAMS PM - HIQ  
Ms. Jacqueline Murray – DEAMS EN -  
HIQB  
Mr. Thomas Davenport – IPPS PM -  
HIS  
Mr. Glen Townsend – IPPS EN - HISE