



Business & Enterprise Systems Vendor Exchange Forum



**Small Business Director
Ms. Denise Baylor
Nov 15**

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Agenda



- Mission/Vision
- FY15 Statutory Goals
- Senior Leader Performance Expectations (SLPE) SB Goals
- 8(a) Guidance
- WOSB Update
- Revised DD 2579 Update
- AFMC Mandatory Procedures
- Regulatory & Legislative Updates
- Ombudsman Role
- Successes
- FAQs/Contracting Resources
- Contact Information

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OSBP Mission & Vision



MISSION:

- Ensure fair contract awards are placed with SB enterprises

VISION:

- Achieving optimum SB participation by seeking SB solutions first

SMALL BUSINESS PROGRAMS:

- Small Business
- Small Disadvantaged Business (including 8(a))
- Women-Owned SB
- Historically Underutilized Business Zone
- Service Disabled Veteran Owned SB

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Responsibilities



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

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Statutory Goals Established by Federal Executive Agencies



Prime Contracts to SBs

Category	Statutory Goal
Prime Contracts for SBs	23%
Prime & Subcontracts for Small Disadvantaged Businesses	5%
Prime & Subcontracts for Woman- Owned SBs	5%
Prime & Subcontracts for Service-Disabled Veteran Owned SB	3%
Prime Subcontracts for HUBZone Certified SB	3%

■ Prime Contracts to SBs 2015
(Source: FPDS-NG):

- DOD Goal: 21.35%
 - Actual: 24.79%
- AF Goal: 16.10%
 - Actual: 18.82%
- AFMC Goal: 11.88%
 - Actual: 14.21%

EXCEEDED

As of 26 Oct 15



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SLPE Goal/Final Comparison



Year	Total \$s	SB \$s	SB%	SDB%	SDVOSB%	WO%	HZ%
FY15 Goal SLPE	\$354,370,271	\$117,638,162	33.20%	24.68%	2.80%	3.56%	1.61%
FY15 Final SLPE	\$420,397,993	\$163,092,598	38.79%	26.73%	1.56%	7.95%	1.59%

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What is Considered a Small Business?



- Industries are classified using the North American Industry Classification System (NAICS)
 - There are separate NAICS codes for various products & services
- SB size standards are applied by:
 - Determining which industry NAICS code best fits the requirement
 - Identifying size standard established by SBA for a NAICS code
- SBA establishes SB size standards on an industry-by-industry basis
- A contractor size is determined at award of the contract, not when a customer places an order

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8(a) Business Development Program



- Participant receives a program term of 9 years
- SB must be unconditionally owned
- Controlled by one or more socially/economically disadvantaged person
 - Good character
 - Citizen residing in United States
- Socially Disadvantaged – Individuals who have been subjected to racial or ethnic prejudice or cultural bias within America
- Economically Disadvantaged – Socially disadvantaged individuals whose ability to compete in the free enterprise system has been impaired due to diminished capital & credit opportunities

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Award of Sole Source 8(a) Contract



- Sole Source Award:
 - Contracting Officer (CO) submits offering letter
 - Sent to the SBA district office within geographical area
 - Certain information must be contained in the offering letter (template)
- SBA will accept offer on behalf of program and/or participant

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Award of Competitive 8(a) Contract



- Competitive with other 8(a) participants
 - No participant is nominated, send to the SBA district office serving the geographical area where the procuring activity is located
- SBA accepts an offering of competitive 8(a) procurement on behalf of the 8(a) Business Development program
- Acquisition valued at or below the Simplified Acquisition Procedures, no SBA acceptance required

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Withdrawal from 8(a) Business Development



- Expiration of the program term
- Voluntary withdrawal or voluntary early graduation
- Graduation
- Termination
- Novation
- Merger

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Relationship Among Small Business Programs



- FAR 19.203
 - No order of precedence among the 8(a) program, HUBZone program, SDVOSB or WOSB procurement programs
 - At or below the simplified acquisition threshold exclusively reserve acquisition for SB concerns
 - Above the simplified acquisition threshold CO shall first:
 - Consider an acquisition for the SB socioeconomic contracting program

NOTE: If a requirement has been accepted by the SBA under 8(a) Program, it must remain in the 8(a) Program unless SBA agrees to its release in accordance with 13 CFR parts 124, 125, & 126

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Overview of Women-Owned Small Business Program



Program Overview:

The Women-Owned SB (WOSB) program authorized COs to set aside certain federal contracts for eligible:

- WOSBs or
- Economically Disadvantaged WOSBs (EDWOSBs)

SBA is responsible for implementing & administering the program & the Federal Acquisition Regulatory Council is responsible for implementing regulations in the FAR (Part 19)

Impact of Program:

- Levels playing field for WOSBs to compete for & win federal contracts
- Provides procuring agencies a tool to help meet their WOSB contracting goal (i.e., the Federal government must award 5% of its prime contracting dollars to WOSBs)
- Ultimately, the program helps create & retain more jobs for WOSBs

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Requirement for WOSB & EDWOSB Set Asides



- COs may set aside contracts for WOSBs & EDWOSBs if they meet the following requirements:

	WOSB Set Aside	EDWOSB Set Aside
Industries	<ul style="list-style-type: none"> NAICS code assigned to solicitation, IFB or quote is in an industry in which WOSBs are substantially underrepresented (38 4-digit NAICS designated) 	<ul style="list-style-type: none"> NAICS code assigned to solicitation, IFB or quote is in an industry in which WOSBs are underrepresented (45 4-digit NAICS designated)
Rule of Two	<ul style="list-style-type: none"> CO has reasonable expectation that 2 or more WOSBs will submit an offer * NOTE: All EDWOSBs are WOSBs 	<ul style="list-style-type: none"> CO has reasonable expectation that 2 or more EDWOSBs will submit an offer * NOTE: Not all WOSBs are EDWOSBs
Award Price	<ul style="list-style-type: none"> Contract can be awarded at fair market price 	

A complete list of applicable NAICS codes can be found at www.sba.gov/wosb



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Revised DD 2579



- Revised DD 2579 dated Aug15:
 - Requires the CO to provide more details of previous awards
 - Period of Performance
 - DoDAAC
 - Email addresses of the CO, SBA, and PCR
 - Market research/acquisition plan information
- Required for all acquisitions over \$10K (solicitations, orders, or contract mods)
- Completed/signed by warranted CO prior to acquisition issuance/synopsis
- Signed by SB specialist/director prior to the acquisition issuance/synopsis
- A signed copy should be included in the official contract file

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AFMC

Mandatory Procedures



- SUBPART 5319.201 – Small Business Programs:
 - Review of acquisitions over \$10K includes task orders & delivery orders
 - Review is not required for funding actions & exercise of options (if the options were previously coordinated with the SBS) under existing contracts
 - The CO must invite SB Specialist to all acquisition strategy meetings

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Regulatory & Legislative Updates



- FAR 19.704, Subcontracting Plan Requirements:
 - Increase the level from \$650K to \$700K
- Comprehensive Subcontracting Plan extended coverage through 31 Dec 17
- SBA HUBZone recertification, effective 1 Nov 14, FAR 4.18
 - CAGE requires business owners to answer questions about their entities ownership in order to maintain an active registration in SAM
- Contracting with WOSB:
 - Sole source availability (not yet incorporated into the FAR)

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Regulatory & Legislative Updates



- Inflation Adjustment of Acquisition thresholds:
 - Micro-purchase threshold of \$3K increased to \$3,500 (FAR 2.101)
 - Threshold for SAP for commercial items is raised from \$6.5M to \$7M (FAR 13.500)
 - Cost or pricing data threshold (FAR 15.403-4) & Cost Accounting Standard threshold (FAR 30.201-4 & FAR clause 52.230-5) raised from \$700K to \$750K
 - Prime contractor subcontracting plan threshold raised from \$650K to \$700K (FAR 19.702)
 - Threshold for reporting first-tier subcontract information increased from \$25K to \$30K (FAR Subpart 4.14 & FAR Clause 52.204-10)

Effective 1 Oct 15

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Speed, Agility, Adaptability – A Focus on SB, Competition, & Better Buying Power



- SAF/AQ, 16 Jul 15, Dr. LaPlante's Memo:
 - Increase competition & promote SB opportunities
 - Scrutinize MIPRs
 - Increase transparency by hosting Industry Days
 - Track SB Progress
 - PEO Roundtable to focus on SB Program

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Ombudsman



- Assist SBs with unfair federal regulatory enforcement actions:
 - Preserving Transparency
 - Fairness in Regulatory Enforcement
 - Policy on Non-Retaliation
- Ombudsman's Role:
 - Official who investigates, represents a group of people with their complaints
- BES Ombudsman is Jill Willingham, jill.willinghamallen.1@us.af.mil
- National Ombudsman is Earl L. Gay, www.sba.gov/ombudsman:
 - Report & review of federal regulation actions that impact SB
 - Serve as liaison between Federal agencies & SBs
 - Lead roundtables & public hearings
 - Advises SBA on federal regulations that unduly burden SB competition

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SB Successes



- BES SB FY15 Goal of 33.20% was Exceeded
 - SB Goal accomplishment is 38.79% as of 26 Oct 15
- BES SB obligated \$163M (SB, SDB, WOSB, HUBZone, & SDVOSB)
- BES SB Office has established a robust, vibrant SB program – Outreach
- Developed the “ BES SMART Guide”
 - Lists upcoming program opportunities for the next 18 months
 - Allows vendors to target a niche or future business opportunities
- BES has hosted numerous VIDs & VXF events...connects industry to government
- SB Director Awards
 - 2015 AFCEA International Person of the Year (Gov't)
 - 2014/15 SAF/SB Director's Beyond Goal Award

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Frequently Asked Questions



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Q: Can 8a Contracts be protested?

A1: The size status of the apparent successful offeror for competitive 8(a) procurement **may** be protested

A2: The size status of the participant for a sole source 8(a) procurement **may not** be protested by another 8(a) or any other business

Q: Can the NAICS be challenged in a sole source procurement?

A: The NAICS code assigned to a sole source 8(a) procurement **may not** be challenged by another 8(a) or any other business

Q: Does the Non-Manufacturer (NMR) apply to schedule orders set-aside for SB?

A: The NMR requires that a SB performing under a set-aside contract/order **must** provide the product of a SB manufacturer

Q: How does the “Limitations on Subcontracting” (FAR 52.219-14) rule work under a Multiple Award Schedules (MAS) Contractor Team Arrangement (CTA)? For example, does the Team Leader have to perform at least 50% of the work or is the 50% requirement aggregated across all team members?

A: Under a MAS CTA, the Team must perform 50% of the value of the work in the aggregate

NOTE: 8(a) cannot appeal SBA's determination not to award if a specific 8(a) contract lacks an element of responsibility or is ineligible for the contract other than to request a formal size determination where SBA cannot verify it to be small

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Frequently Asked Questions



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Q: What are the general guidelines threshold associated with SB?

A: Sole source direct award \$4M & below & over the \$4M threshold a competitive 8(a) strategy. You can award a sole source direct award to an Alaskan Native Corporation (ANC), American Indian Tribal entity, or Native Hawaiian Organization (NHO). These categories are not restricted by established SBA rules limiting dollar thresholds.

Q: Once a requirement is accepted in the 8(a) program, should it be assumed that it will remain in the SBA 8(a) program?

A: IAW FAR 19.203, if a requirement has been accepted by SBA under the 8(a) program, it must remain in the 8(a) program unless SBA agrees to its release in accordance with CFR Parts 124, 125 & 126

Q: How are we able to direct award on the 8(a) SB vehicle when part of the purpose of NC-2 was to drive programs away from direct awards? Does this not apply to 8(a)?

A: The purpose of NC-2 is not to drive programs away from the 8(a) sole source or competitive awards. IAW AF Man 33-153, 8(a) requirements currently in the SBA 8(a) program are exempt from the NETCENTS-2 Mandatory Use Policy.

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Frequently Asked Questions



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Q: How are direct awards made? How is the right company selected & solicited? What is required in the evaluation/negotiation?

A: To speed up the award process, SBA has signed a MOU with DOD allowing agencies to contract directly with certified 8(a) firms. Selecting the right company, firms should be given an opportunity to give a technical presentation IAW DFARS 219.804(f). To negotiate an 8(a) contract, an estimated current fair market price must be determined. This can be accomplished in many different ways – repetitively price history purchases, recent bid prices, comparison to commercial products/services, or the CO can use price analysis or cost analysis to determine the estimated current fair market price.

Q: Is the policy for Justification & Approval (J&A), \$4M & above?

A: J&As are not required for 8(a) sole source or competitive awards unless over \$20M. IAW FAR 6.304, federal agencies are required to issue a J&A prior to awarding a sole-source contract over \$20M under the 8(a) program. The J&A must be approved by the appropriate official & made public after award of the contract. The J&A must document the reasons for making a sole-source award rather than a competitive award under the 8(a) program.

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Contracting Resources



- **SB Size Determinations:**

<https://www.sba.gov/offices/headquarters/ogc/resources/13274>

- **System for Award Management (SAM):**

<https://www.sam.gov/portal/SAM/#1>

- **Dynamic SB Search (DSBS):**

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

- **Federal Business Opportunities:**

<https://www.fbo.gov/>

- **Sub-Net Subcontracting Network:**

<http://web.sba.gov/subnet/search/index.cfm>

- **Federal Procurement Data System:**

https://www.fpds.gov/fpdsng_cms/index.php/en/

- **USASpending.Gov:**

<http://www.usaspending.gov/>

- **OSDBU.Gov:**

<http://osdbu.gov/>

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License Plate – Wall of Pride



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Enterprise Applications & Integration (EA&I) Division



**Senior Materiel Leader/Chief
Col Shaun Hick**



**Director of Integration
Mr. Scott Olgeaty
Nov 15**

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AFLCMC/HIQ

EA&I Division Mission



Mission Statement:

Program Execution, Integration of the Enterprise & Advanced Planning

Mission Tasks:

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



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EA&I Division



**Enterprise Application & Integration Division
AFLCMC/HIQ**

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Deputy Chief of Financial Mgmt	Deputy Chief of Contracts	Product Support Manager	Chief Engineer	Chief Architect	Program Control Chief
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Development Planning Branch



**Branch Chief
Ms. Jennifer Downing
Nov 15**

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Development Planning (DP)



■ Mission:

- To support customer execution of program development & rapidly transition to acquisition programs

■ Objectives:

- Support functional communities' initiatives with systems engineering, architecture modeling, tools, & Courses of Action cost & schedule expertise
- Initiate Rapid Acquisition Transition Teams led by experienced PMs
- Provide early acquisition & contracting development during lifecycle planning

■ Expected Outcomes:

- Attainable, affordable, testable requirements
- Realistic technical requirements, schedules, & cost trade-offs
- High-confidence cost estimates, schedule, & technical performance MDA decision (MDD/Milestone A)
- Decision makers informed on the realm of the possible

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Development Planning (DP)



- DP Sponsors:
 - Logistics: HAF/A4 & AFMC/A4
 - Financial: SAF/FM
 - Academic: AF Academy, USAFA/A5/8/9
 - Legal: AF Legal Operations Agency, AFLOA/JAS)
 - Personnel: HAF/A1, AF Review Boards Agency (AFRBA), & SAF/MRB
 - Foreign Military Sales (FMS), AF Security Assistance & Cooperation (AFSAC) Directorate, AFLCMC/WF

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Supported Initiatives Status



- Product Lifecycle Management (PLM) for AFMC/A4:
 - Completed a technical deep dive of AFMC PLM instance as risk reduction
 - Next Material Development Decision (MDD) planned for Oct 15
- Item Master for HAF/A4:
 - Conducting risk reduction via a capability proof of concept
 - MDD expected early FY16
- Government Furnished Material-Accountability (GFM-A) for HAF/A4:
 - Conducting Courses of Action-Analysis (COA-A) & developing Analysis of Alternative (AoA) Implementation Plan (AIP)
 - MDD expected mid FY16
- Supply for HAF/A4:
 - Accomplishing business process modeling & reengineering
 - MDD date not yet projected

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Supported Initiatives Status



- Digital Thread (DT)/Digital Twin (DTw) Product Support Enterprise (PSE):
 - Conducting technical planning & analyses & identifying work needed to mature the DT/DTw concept for the AF
 - Expected a draft Information System – Initial Capability Document in FY17
- Program Budget Enterprise Service (PBES) for SAF/FM:
 - Analyzing artifacts to determine AIP schedule
 - Working with technical requirements to satisfy SMART criteria
- Case Management Tracking, Analysis, & Reporting System (CMTARS) for AFRBA:
 - DP completed & AF Review Boards Agency case management capability is now provided by a Defense Logistics Agency case management service
- Business & Information Process Transformation for USAFA:
 - Supporting AF Academy business process modeling
- Security Cooperation Enterprise Solution (SCES) for AFSAC:
 - Working with AFSAC to access gap between Defense Security Cooperation Agency (DSCA)-managed Joint enterprise system & the AFs requirements for the capability

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Integration Branch



Branch Chief
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Integration Branch Key Missions



- Standardize / Optimize how BES programs establish & use technical environments & supporting infrastructures:
 - Partner with program teams & infrastructure providers to effectively deliver application environments & supporting services to meet warfighters needs
 - Partner with program teams & infrastructure providers to effectively deliver lifecycle management tools environments & supporting services to meet program office & developmental team needs
- Standardize / Institutionalize BES Lifecycle Management Processes:
 - Improve capability delivery efficiency & effectiveness across the BES acquisition, operations, & service missions through implementation of standard processes, measures (metrics), & analysis
 - Provide the PEO & staff with common program & portfolio lifecycle management solutions designed to improve BES-wide program performance

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Current Initiatives



BES Process IPT

- Assessing impact of new AFMAN 63-XXX in coordination; DBS acquisition manual
- Developing new Sustainment Process to replace IT Lean & supplement AFMAN 63-XXX
- Planning migration of the Business Process Directory (BPD) to new DAU SharePoint Solution

BES Metrics IPT

- Revising BES Metrics Implementation Guide
 - Increasing metrics reporting velocity (quarterly)
 - Developing enterprise roll-up/dashboard capability
- Developing the next set of metrics
 - DR Age, System Availability, & % of Test Script Automated
- Assessing impact of non-Fly WSER on metrics

Common Computing Environment (CCE)

- Integration Office Solution/Infrastructure Team leading BES program migration to CCE under Federal Data Center Consolidation Initiative (FDCCI):
 - Primary BES liaison to C3I&N (MSO & ITLC) for all CCE & new capability initiatives
 - Capturing program technical baselines for all BES programs via Technical Interchange Meetings
 - Leading technical Application Rationalization for BES programs to inform FDCCI & CCE migration target environments
 - Providing detailed cost estimating tools for PMOs to use to generate Life Cycle Cost Estimates & POM inputs for migration
 - Assisting program offices with development of Business Cases Analysis (BCAs)
 - Assessing changes to Target Baseline (TB)/Implementation Baseline (IB) requirements & determining long-term impact on BES programs

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Enterprise Services Division



Chief
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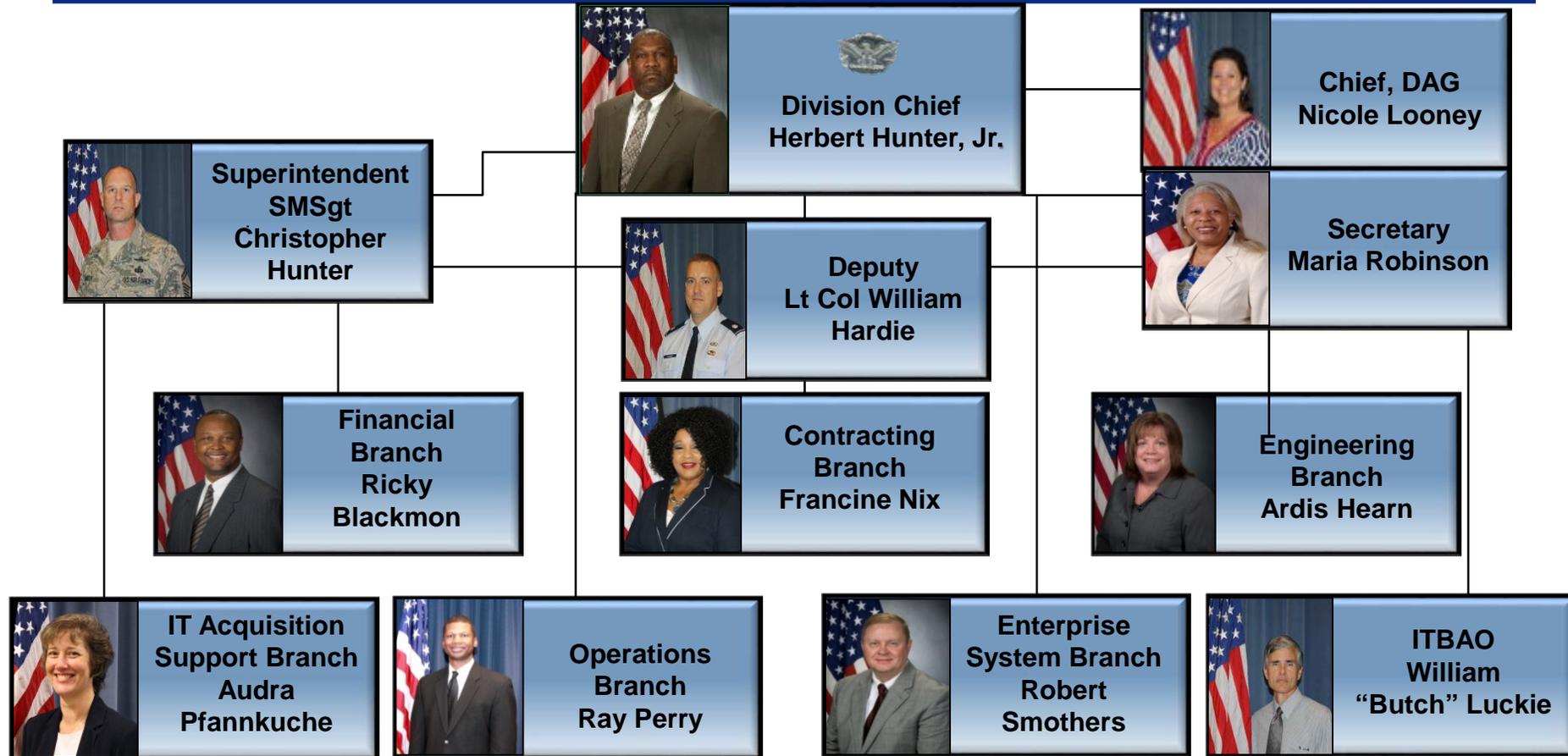
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Your Name: _____

How do you support the mission?



MISSION STATEMENTS

United States Air Force

AF Secretary, Deborah Lee James

"Fly, fight & win...in air, space & cyberspace"



Air Force Material Command

Commander, Gen Ellen Pawlikowski

"Equip the Air Force for World-Dominant Airpower"



Air Force Life Cycle Management Center

Commander, Lt. Gen John F. Thompson

"Acquire & Support War-Winning Capabilities"



Business & Enterprise Systems Directorate

Air Force Program Executive Officer, SES Robert Carl Shofner

"Acquiring, Operating, Sustaining, & Enabling enterprise IT capabilities while accelerating the modernization of infrastructure to support the warfighter across the spectrum of combat & missions support..."

Driving IT Acquisition Reform Enabling Every Airman to Aim High...Fly - Fight - Win!"



Enterprise Services Division

Chief, GS-15 Herbert H. Hunter, Jr.

"Enables war winning decisions by simplifying the acquisition of supplies & services, developing enterprise-wide strategic sourcing strategies, leveraging purchasing volume, driving commonality & standardization, & accelerating delivery of Enterprise warfighting IT capabilities"





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Division Chief's Priorities



- Deploying Windows 10
- Re-competing the ITCC-CCS Contract Vehicle
- Enterprise License Agreements – ORACLE, MSFT
- Advancing the IT Bending the Cost Curve in Data Analytics
- Application Services: Increase the ceiling, extend POP, J&A
- Network Operations: Recapture business, outreach teams +10%
- Better Vendor Management; Reduce delivery time by 5% in FY16
- Products: Increase competition, 4 or more responses to 30%
- NETCENTS-1 & EISM: Close out 20% of task orders
- Technical Ranking/Expertise of Vendors: Strengths, domains
- CPARs 100% on time, no errors, no surprises to vendors

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Mr. William “Butch” Luckie
Nov 15

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Information Technology Business Analytics Office



The Hon. Deborah Lee James, Secretary of the USAF, gave an Atlantic Council Defence-Industrial Policy address entitled "Bending the Cost Curve" on 14 Jan 15 & officially stood up the IT Business Analytics Office

<https://www.youtube.com/watch?v=dVkdkQxjZe0#t=22m23s>

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Agenda



- IT BAO Successes to Date
- IT BAO Way Forward
- Cost Avoidance

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IT BAO

Successes to Date



- Obtained AF level support requiring organizations preparing to execute IT spend to use the IT BAO to ensure reduction in warehoused assets
- 1st Team to:
 - Profile AF hardware spend (by MAJCOM, base, manufacturer & model)
 - Identify data uses for:
 - Center consolidation effort at A6
 - Commoditization opportunities
 - IT refresh on a set cycle
 - Identify costs outside mandatory use contract vehicles
 - Baseline IT Cost Curve to exclude Weapon System spend

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IT BAO

Successes to Date (cont'd)



- Provided insight into MIPR traceability
- Provided AFMC/LCMC analysis to support the execution of an enterprise license for engineering resulting in cost avoidance of \$1.5M
- Obtained FY14 GPC Spend <\$3K from the bank for top 4 IT HW manufacturers (Cisco, HP, Dell, Motorola): Total Spend = \$845K
- Addressing FIAR deficiencies in partnership with AFWay/AFEMS-AIM, SAF/CIO-A6, SAF/FM, SAF/US(M), 38 CYRS

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IT BAO Way Forward



- Finalize ITAM solution for both hardware & software:
 - Cradle to grave tracking of IT assets:
 - Lays foundation for centrally managing tech refreshes
 - Accountability of software licenses
- Execute demand planning for tech refreshes
- IT Category Management
- Analyze software:
 - COTS
- Analyze services:
 - GOTS Development
 - App Rationalization
 - Cloud
 - Infrastructure
 - Labor hours

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IT BAO Cost Avoidance



- FY14 IT Cost Curve = \$3.1B
- Identified areas for cost avoidance:
 - Use warehoused assets to refresh EOL assets: -\$133M
 - Standardize refresh cycle (no early discontinued use): -\$24.5M
 - Commoditize Top 4 Models: -\$32M
 - Enforce mandatory use policies: -\$27M (based on FY14 spend to contracts in scope of NC2 Products & the ITCC)
- Total Cost Avoidance: \$216.5M = 7% decrease in Cost Curve

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What is it & Objectives



- Two-way transparent relationship between BES & Industry partners (NETCENTS 100)
- Objectives:
 - Make acquisition process more efficient
 - Drive high quality RFPs & proposals
 - Select most cost-effective contractor for given program
 - Drive competition by growing industry through feedback & transparency

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Vendor Management



- What is it & Objectives
- Pieces of Vendor Management
- Normalizing & Change Management

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Pieces of Vendor Management



- Vendor Comm Plan – define this:
 - How do we talk to industry during pre-RFP phase?
- Acq & Contracting Processes:
 - Standard templates for most common acquisitions
 - Hot Washes/Lessons Learned
 - Program Industry Days
- Technical Processes:
 - Bidders Library Support
 - Industry Engagements:
 - VEX, VID, CEO Conference
- Metrics
- Vendors Assessment/Feedback
- Communication & Training

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Normalizing & Change Management



- Defining the problem statement – Is there a problem?
- Leadership Buy-in
- BES Process Standardization
- Ensuring expectations & processes are well defined
- Stakeholders buy-in – Change Management
- Inventorying “in-play” items CPARS, PMRs, VXF, VID, Town Halls, etc...

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Contact



William “Butch” Luckie

IT Business Analytics Office

334-416-4555

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NETCENTS-2



Program Manager
Mr. Robert “Gerry” Smothers
Nov 15

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Objectives & Benefits



- Create an enterprise ordering contract that allows USAF customers to acquire IT products & services that:
 - Leverage USAF buying power to meet strategic sourcing goals
 - Meet or exceed operational Net-Centric requirements
 - Ensure technical compliance with AF & DOD standards
 - Increases AF standardization for operational & life cycle savings
 - Strengthens network security by common compliance w/ AF & DOD standards
 - Incorporates technical policies, language & clauses so each customer doesn't have to research each task order
 - Meet or beat required delivery timeframes
 - Promote Small Business/Support Goals

Customers/Industry play key role in achieving objectives



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Who We Support



	NetOps & Infrastructure Solutions (NETOPS)	Application Services	Netcentric Products	Enterprise Integration & Services Mgmt (EISM)
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 AF capabilities
 - Supports AF IT infrastructure, applications, or operations
 - Supports host-tenant arrangements involving AF units
 - Supports joint operations or solutions

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What We Buy

*(*FY15 Update in Progress)*



- 2014:
 - \$770M – Products (Sampling below)
 - Large Servers \$22M; Smaller Servers \$18M
 - Storage Devices \$19M
 - Routers \$6M; Switches \$16M
 - Land Mobile Radios \$15M
 - Installation & Warranties \$17M
 - Software Maintenance \$13M
- 2015:
 - Same pattern of buys for 3rd quarter
 - Biggest gains in firewall equipment & servers

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Where We Buy



- 70% of Task Orders are at AFMC Bases



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NETCENTS-2 Website

<http://www.netcents.af.mil/>



NETCENTS Suite



For more information contact:
CENTRALIZED CUSTOMER SERVICE LINE
AFPEO BES/HICI
netcents@us.af.mil
(DSN) 596-5070, Opt 1,
(Comm) 334-416-5070, Opt 1

Eligible Customers

Check your eligibility to use the NETCENTS-2 IDIQs using the selection below. Please allow for a Popup Window.

- Select -

NETCENTS NEWS

NETCENTS-2 PEO-CEO Conference Slides

NETCENTS-2 Trifold Final

Enterprise Integration & Service Management - **Awarded and Available**

NETCENTS-2 Products Awarded - **Awarded and Available**

NETCENTS-2 Application Services (Small Business) **Awarded and Available**

NETCENTS-2 Application Services (Full & Open) **Awarded and Available**

NETCENTS-2 NetOps and Infrastructure (Small Business) **Awarded and Available**

NETCENTS-2 NetOps and Infrastructure (Full & Open) **Awarded and Available**

NETCENTS New Ordering Period Ended at 2013 Fiscal Year end. The last day of performance/delivery for task orders issued is 9 Sep 2015.

NETCENTS NEWS

Adding the NETCENTS RSS Feed to Outlook
AFI 63/20-101 25 Feb 15

Contracting Officers' Express Lane for 4th Quarter FY15

Program Manager's Monthly TIPS and Techniques

AF IT Acquisitions

No data available at this time.

Mandatory Use

AFI 63/20-101 25 Feb 15
Air Force Manual 33-153
SAF CIO A6 Memo - 15 Sep 14 NETCENTS Mandatory Use

Inside NETCENTS

Search

search NETCENTS **Find it**

[View All RSS](#)

Navigation and Weblinks

NETCENTS Contracts

- NETCENTS-1
- Documents
- NETCENTS-2
- Documents
- NetCentric Products
- Documents
- NetOps and Infrastructure
- Documents
- Application Services
- Documents
- EISM
- Documents

AF Contracting Central
AFWay
ESI
FedBizOps
ITCC - AF Portal
AFPEO BES - Maxwell-Gunter Annex

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NETCENTS-2

Ordering Portal: AFWAY



- RFPs are submitted through the AF web-based e-commerce solution for purchasing Information Technology Products & Services by the DOD customer
- AFWAY is the entry point for NETCENTS or ITCC (QEB) requirements, not a contract!
- Provides the ability for investment decisions, planning, & budgeting deliberations
- Program Manager: Kevin Lee, kevin.lee.18@us.af.mil, 334-416-2371, www.afway.af.mil

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NETCENTS



IDIQ	Award Date	Ceiling \$s	Ceiling Used	Period of Performance
Enterprise Integration & Service Mgmt	30-Nov-10	\$460M	\$112M	8 yrs; Ordering - 5 yrs (21 Jun 12 - 21 Jun 19)
Application Services Small Business	21-Jun-12	\$960M	\$480M	10 yrs; Ordering - 7 yrs (21 Jun 12 - 21 Jun 19)
NetCentric Products	6-Nov-13	\$6.9B	\$452M	6 yrs; Ordering - 6 yrs (6 Nov 13 - 5 Nov 19)
Application Services Full & Open	31-Mar-15	\$960M	\$0	10 yrs; Ordering - 7yrs (31 Mar 15 - 30 Mar 22)
Network Ops & Infrastructure Solutions (SB)	2-Apr-15	\$5.79B	\$0	10 yrs; Ordering - 7yrs (2 Apr 15 - 5 Nov 22)
Network Ops & Infrastructure Solutions (F&O)	15-May-15	\$7.91B	\$0	10 yrs; Ordering - 7yrs (15 May 15 - 14 May 22)
IT Professional Support/Engineering Services	Decision made not to award due to original requirements being met with other vehicles (PASS, ETASS, OASIS, etc.)			

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Network Ops & Infrastructure Solutions (Full & Open)



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Program Description	Metrics
<ul style="list-style-type: none"> Provide solutions to support network operations, core enterprise services & infrastructure development & operations Includes network management/defense, SOA infrastructure, enterprise level security, management & implementation/operations, telephony infrastructure & services 	<p>Current as of 19 Sep 15:</p> <ul style="list-style-type: none"> Total Awarded Value to Date: \$1.7M <ul style="list-style-type: none"> Obligations to Date: \$1.7M
Acquisition	Stakeholders
<ul style="list-style-type: none"> Contract Award Date: 15 May 15; 20 Vendors Ceiling: \$7.91B Ordering Period: 3-yr base; 4/1-yr option periods Period of Performance: 10 years Contract Type: Indef. Delivery & Quantity (Firm Fixed Price, Cost Reimbursable, & Labor Hour) 	<ul style="list-style-type: none"> SAF/CIO A6 Contracting Activities Comm Squadrons Air Force(AF) Major Commands Who Can Use: <ul style="list-style-type: none"> AF, Army, Navy, Marines Other DOD & Federal Agencies

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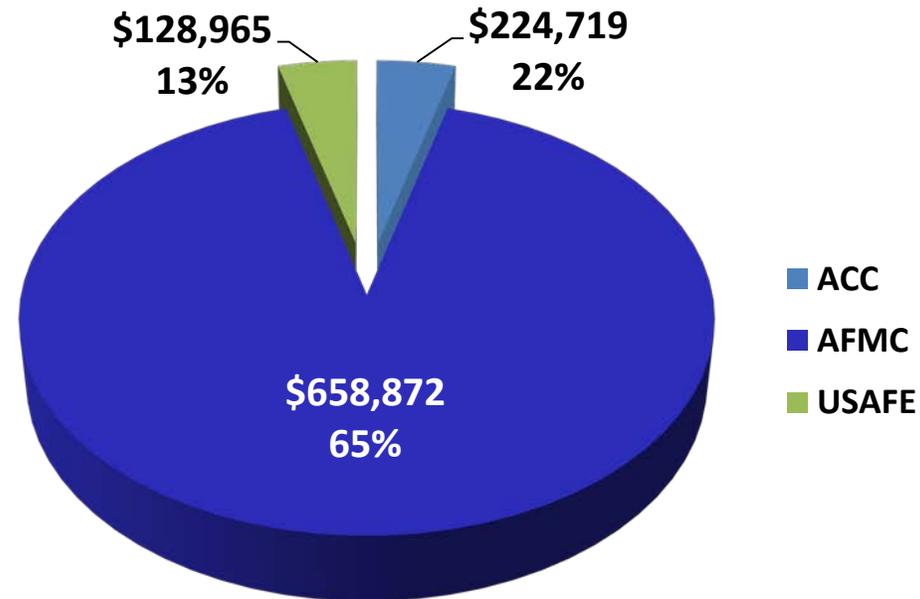


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Customer Breakdown Network Ops F&O



Total MAJCOM Award Amount (Obligated)



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Network Ops & Infrastructure Solutions (Small Business)



Program Description	Metrics
<ul style="list-style-type: none"> ▪ Provide solutions to support network operations, core enterprise services & infrastructure development & operations ▪ Includes network management/defense, SOA infrastructure, enterprise level security, management & implementation/operations, telephony infrastructure & services 	<p>Current as of 16 Sep 15:</p> <ul style="list-style-type: none"> ▪ Total Awarded Value to Date: \$31.7M <ul style="list-style-type: none"> ▪ Obligations to Date: \$8.9M
Acquisition	Stakeholders
<ul style="list-style-type: none"> ▪ Contract Award Date: 2 Apr 15; 17 Vendors ▪ Ceiling: \$5.79B ▪ Ordering Period: 3-yr base; 4/1-yr option periods ▪ Period of Performance: 10 years ▪ Contract Type: Indef. Delivery & Quantity (Firm Fixed Price, Cost Reimbursable, & Labor Hour) 	<ul style="list-style-type: none"> ▪ SAF/CIO A6 ▪ Contracting Activities ▪ Comm Squadrons ▪ AF Major Commands ▪ Who Can Use: <ul style="list-style-type: none"> ▪ AF, Army, Navy, Marines ▪ Other DOD & Federal Agencies

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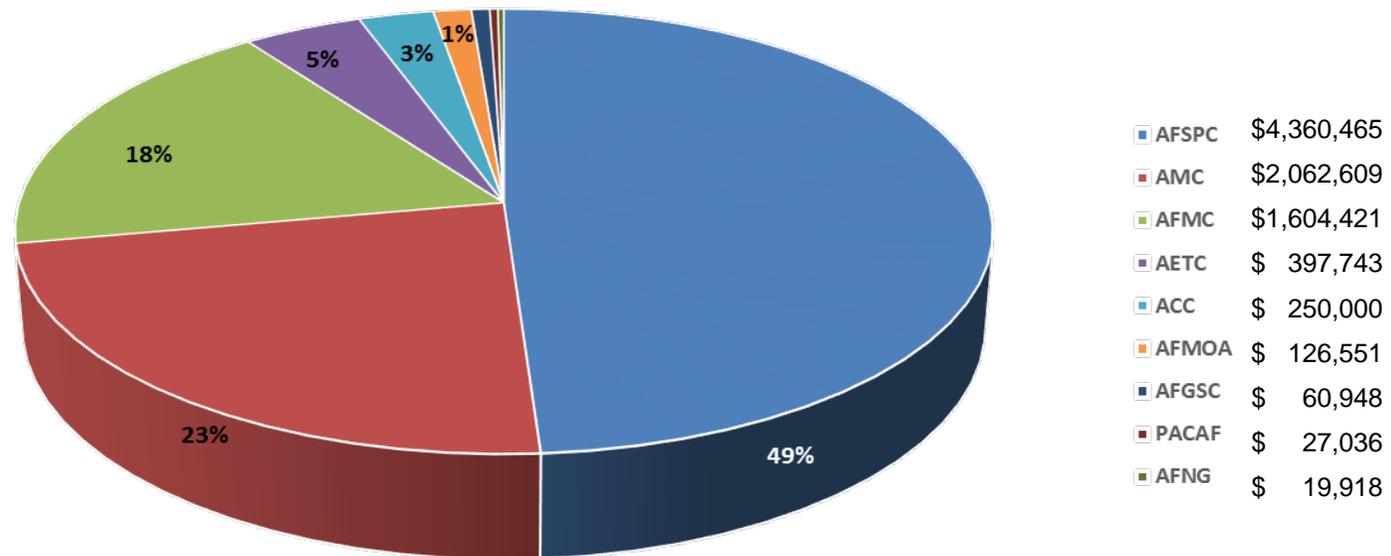


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Customer Breakdown Network Ops SB



Total MAJCOM Award Amount (Obligated)



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Application Services Full & Open



Program Description	Metrics
<ul style="list-style-type: none"> ▪ Provides sustainment, migration, integration, training, help desk support, testing & operation support for AF customers ▪ Develop content delivery, presentation services & new mission application ▪ Operates in netcentric enterprise environments to exploit SOA infrastructures ▪ Supports legacy system sustainment, migration, & development of new mission capabilities/apps 	<p>Current as of 16 Sep 15:</p> <ul style="list-style-type: none"> ▪ Total Awarded Value to Date: \$50K <ul style="list-style-type: none"> ▪ Obligations to Date: \$50K (post award conf)
Acquisition	Stakeholders
<ul style="list-style-type: none"> ▪ Contract Award Date: 31 Mar 15; 20 Vendors ▪ Ceiling: \$960M ▪ Ordering Period: 3-yr base; 4/1-yr option periods ▪ Period of Performance: 10 years ▪ Contract Type: Indef. Delivery & Quantity (Firm Fixed Price, Cost Reimbursable, & Labor Hour) 	<ul style="list-style-type: none"> ▪ SAF/CIO A6 ▪ Contracting Activities ▪ Comm Squadrons ▪ AF Major Commands <p>Who Can Use:</p> <ul style="list-style-type: none"> ▪ AF <ul style="list-style-type: none"> ▪ Restrictions for others users: <ul style="list-style-type: none"> ▪ Related interoperability w/AF capabilities ▪ Supports AF IT infrastructure, apps ▪ Supports host-tenant arrangements w/AF units ▪ Supports joint ops

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Application Services Small Business



Program Description	Metrics				
<ul style="list-style-type: none"> ▪ Provides sustainment, migration, integration, training, help desk support, testing & operation support for AF customers ▪ Develop content delivery & presentation services & new mission application that operate in netcentric enterprise environments that exploit SOA infrastructures ▪ Supports legacy system sustainment, migration, & development of new mission capabilities & apps 	<p>Current as of 19 Oct 15:</p> <ul style="list-style-type: none"> ▪ Total Awarded Value: \$749M <ul style="list-style-type: none"> ▪ Obligations to Date: \$291M 				
Acquisition	Stakeholders				
<ul style="list-style-type: none"> ▪ Contract Award Date: 21 Jun12; 12 Vendors ▪ Ceiling: \$960M ▪ Ordering Period: 3-yr base; 4/1-yr option periods ▪ Period of Performance: 10 years ▪ Contract Type: Indef. Delivery & Quantity (Firm Fixed Price, Cost Reimbursable, & Labor Hour) 	<table border="0"> <tr> <td data-bbox="1281 965 1707 1199"> <ul style="list-style-type: none"> ▪ SAF/CIO A6 ▪ Contracting Activities ▪ Comm Squadrons ▪ AF Major Commands </td> <td data-bbox="1707 965 2140 1296"> <ul style="list-style-type: none"> ▪ Restrictions for others users: <ul style="list-style-type: none"> ▪ Related interoperability w/AF capabilities ▪ Supports AF IT infrastructure, apps ▪ Supports host-tenant arrangements w/AF units ▪ Supports joint ops </td> </tr> <tr> <td colspan="2" data-bbox="1281 1199 1707 1296"> <p>Who Can Use:</p> <ul style="list-style-type: none"> ▪ AF </td> </tr> </table>	<ul style="list-style-type: none"> ▪ SAF/CIO A6 ▪ Contracting Activities ▪ Comm Squadrons ▪ AF Major Commands 	<ul style="list-style-type: none"> ▪ Restrictions for others users: <ul style="list-style-type: none"> ▪ Related interoperability w/AF capabilities ▪ Supports AF IT infrastructure, apps ▪ Supports host-tenant arrangements w/AF units ▪ Supports joint ops 	<p>Who Can Use:</p> <ul style="list-style-type: none"> ▪ AF 	
<ul style="list-style-type: none"> ▪ SAF/CIO A6 ▪ Contracting Activities ▪ Comm Squadrons ▪ AF Major Commands 	<ul style="list-style-type: none"> ▪ Restrictions for others users: <ul style="list-style-type: none"> ▪ Related interoperability w/AF capabilities ▪ Supports AF IT infrastructure, apps ▪ Supports host-tenant arrangements w/AF units ▪ Supports joint ops 				
<p>Who Can Use:</p> <ul style="list-style-type: none"> ▪ AF 					

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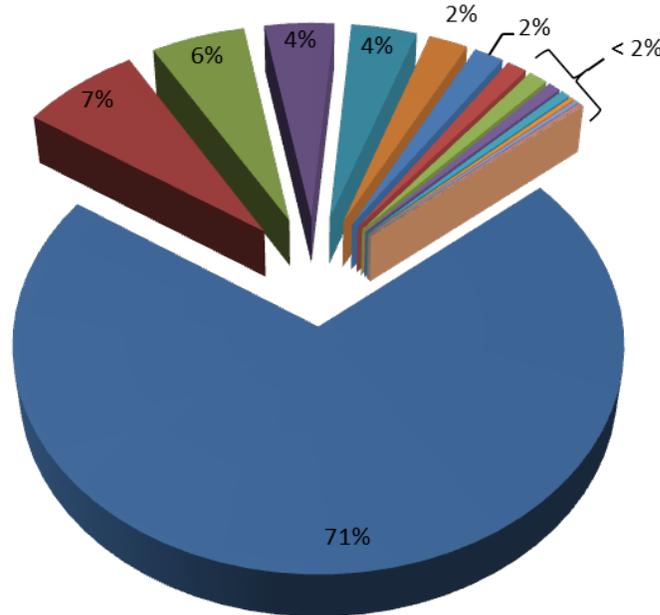


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Customer Breakdown Application Services SB



Total MAJCOM Award Amount (Obligated)



AFMC	\$	205,701,969.13
AMC	\$	20,695,573.47
AFDW	\$	16,254,465.90
ACC	\$	12,022,948.35
AETC	\$	11,349,330.33
AFSPC	\$	6,806,736.41
AFRC	\$	5,206,371.26
AFMSA	\$	3,523,588.16
USAFE	\$	3,365,555.30
AFMS	\$	2,178,273.88
PACAF	\$	1,712,492.83
USAFA	\$	810,486.95
AFICA	\$	774,952.00
AFRS	\$	659,464.00
AFGSC	\$	121,936.80
AFSOC	\$	18,248.16
DCMA	\$	-
N/A	\$	-

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Application Services SB Vendor Activity (*Not Complete FY15)



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FY Sales - Total Estimated Ceiling Amounts (Including all Mods and Options)						
Vendor	Vendor ID	FY 12	FY13	FY14	FY15	Total
Datum	FA877112D1001	\$ 2,500	\$ -	\$ 22,223,335	\$ 14,434,267	\$ 36,660,102
Digital Mgt	FA877112D1002	\$ 2,500	\$ -	\$ 3,093,015	\$ 48,434,888	\$ 51,530,403
Diligent Cons	FA877112D1003	\$ 2,500	\$ 4,023,924	\$ 35,451,411	\$ 9,249,834	\$ 48,727,669
Diversified Tec	FA877112D1004	\$ 2,500	\$ 1,878,444	\$ 10,776,427	\$ 60,188,413	\$ 72,845,784
DSD Labs	FA877112D1005	\$ 2,500	\$ 2,182,316	\$ 28,658,657	\$ 10,424,409	\$ 41,267,882
Excellus	FA877112D1006	\$ 2,500	\$ 7,034,705	\$ 58,546,884	\$ 26,959,340	\$ 92,543,430
Exeter	FA877112D1007	\$ 2,500	\$ 139,098	\$ 2,966,848	\$ 33,346,406	\$ 36,454,852
IndraSoft	FA877112D1008	\$ 2,500	\$ 16,758,637	\$ 34,579,120	\$ 83,139,471	\$ 134,479,728
Segue Tech	FA877112D1009	\$ 2,500	\$ 3,324,244	\$ 22,006,881	\$ 17,898,437	\$ 43,232,062
SI Sys Tech	FA877112D1010	\$ 2,500	\$ 1,731,686	\$ 22,399,218	\$ 111,289	\$ 24,244,694
Array IT	FA877112D1011	\$ 2,500	\$ 21,621,507	\$ 44,477,560	\$ 62,578,486	\$ 128,680,053
ActionNet	FA877112D1012	\$ 2,500	\$ 18,398,759	\$ 15,732,868	\$ 4,305,692	\$ 38,439,819
Totals		\$ 30,000	\$ 77,093,320	\$ 300,912,225	\$ 371,070,933	\$ 749,106,478

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Enterprise Integration & Service Management



Program Description	Metrics
<ul style="list-style-type: none"> ▪ EISM is a USAF-only contract vehicle that supports Advisory & Assistance Services ▪ Contract provides non-personal enterprise-level engineering, integration, & services management support to the AF ▪ Offers services that enable enterprise integration & service management support for both infrastructure & mission capabilities ▪ Includes services to integrate capabilities within & between domains throughout the enterprise 	<p>Current as of 30 Sep 15:</p> <ul style="list-style-type: none"> ▪ Total Awarded Value: \$121M <ul style="list-style-type: none"> ▪ Obligations to Date: \$49M
Acquisition	Stakeholders
<ul style="list-style-type: none"> ▪ Contract Award Date: 30 Nov 10; 6 Vendors ▪ Ceiling: \$460M ▪ Ordering Period: 3-yr base; 2/1-yr option periods ▪ Period of Performance: 8 years ▪ Contract Type: Indef. Delivery & Quantity (Firm Fixed Price, Cost Reimbursable, & Labor Hour) 	<ul style="list-style-type: none"> ▪ SAF/CIO A6 ▪ Contracting Activities ▪ Comm Squadrons ▪ AF Major Commands <p>Who Can Use:</p> <ul style="list-style-type: none"> ▪ AF

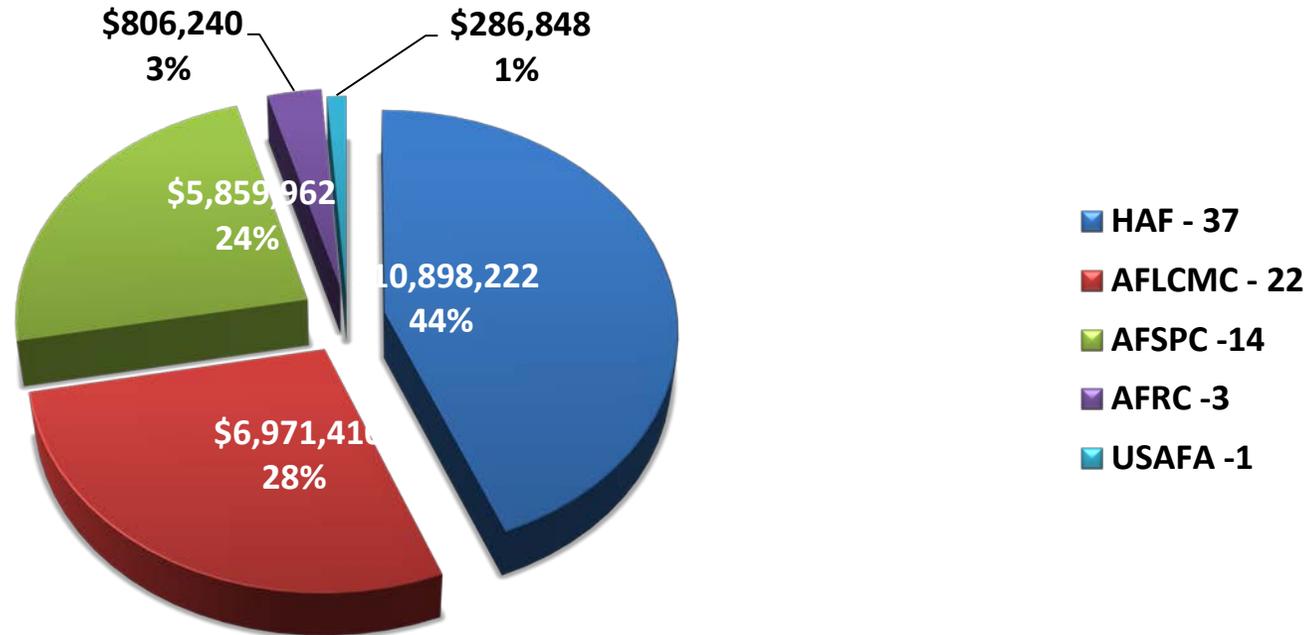
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Customer Breakdown Enterprise Integration & Services Management



FY15 Total Organization TO Count/Amount (Obligated)



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Netcentric Products



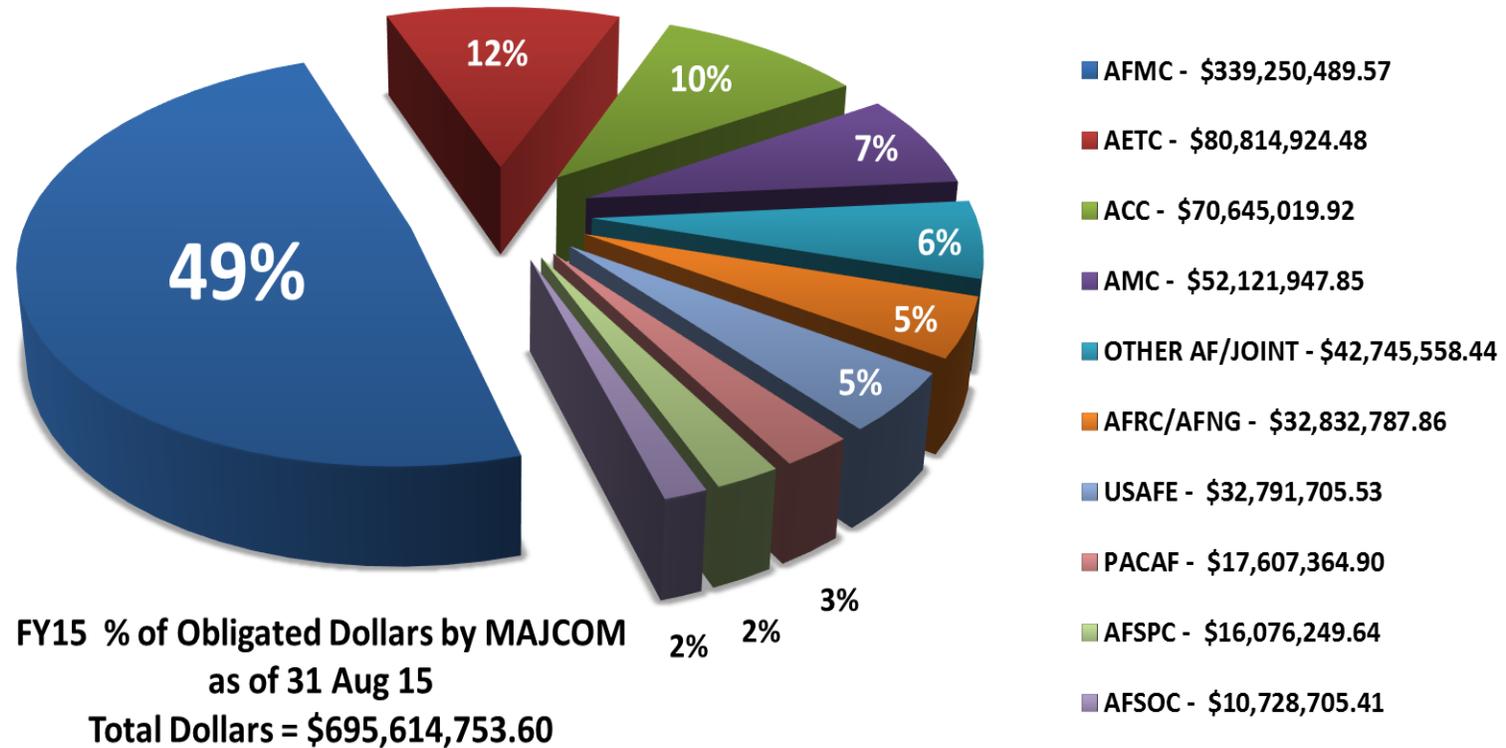
Program Description	Metrics
<ul style="list-style-type: none"> Provide a full range of innovative, reasonably priced, world-class information technology products to support the full spectrum of netcentric operations & missions 	<p>Current as of 19 Oct 15:</p> <ul style="list-style-type: none"> Total Awarded Value: \$1B
Acquisition	Stakeholders
<ul style="list-style-type: none"> Contract Award Date: 6 Nov 13; 25 Vendors Ceiling: \$6.9B Ordering Period: 3-yr base; 3/1-yr option periods Period of Performance: 6 years Contract Type: Indef. Delivery & Quantity contract (Firm Fixed Price) 	<ul style="list-style-type: none"> SAF/CIO A6 Contracting Activities Comm Squadrons AF Major Commands Who Can Use: <ul style="list-style-type: none"> AF Restrictions for others users: <ul style="list-style-type: none"> Related interoperability w/AF capabilities Supports AF IT infrastructure, apps, or ops Supports host-tenant arrangements w/AF units Supports joint ops

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Customer Breakdown Netcentric Products



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Customer Breakdown Netcentric Products



Data from MAJCOM Column Order Entry Spreadsheet

Select MAJCOM Totals Obligated Amount & Order Count

MAJCOM	FY15 Obligated Dollars as of 31 Aug 15	% of Dollars	FY15 Order Count as of 31 Aug 15	% of Orders
AFMC -	\$339,250,489.57	48.77%	3052	47.87%
AETC -	\$80,814,924.48	11.62%	728	11.42%
ACC -	\$70,645,019.92	10.16%	649	10.18%
AMC -	\$52,121,947.85	7.49%	471	7.39%
OTHER AF/JOINT -	\$42,745,558.44	6.15%	457	7.17%
AFRC/AFNG -	\$32,832,787.86	4.72%	145	2.27%
USAFE -	\$32,791,705.53	4.71%	243	3.81%
PACAF -	\$17,607,364.90	2.53%	228	3.58%
AFSPC -	\$16,076,249.64	2.31%	246	3.86%
AFSOC -	\$10,728,705.41	1.54%	157	2.46%
Total	\$695,614,753.60	100.00%	6376	100.00%

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Contact



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NETCENTS-2 Program Manager
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Contracting Division



Proposal Feedback

Chief
Ms. Cynthia Crews
Nov 15

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Overview



- Where did the feedback come from?
- Proposal Observations
- Proposal Dos
- Proposal Don'ts
- Request for Feedback

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Where Did the Data Come From?



- Observations & proposal “dos” & “don’ts” came from:
 - Program Managers
 - Contracting Officers (COs)
 - Acquisition Support Office (ASO)
 - Policy & Legal

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Proposal Observations



- Death by boilerplate; too much copy & paste
- Ignoring RFP instructions
- Not addressing the selection criteria
- Making assumptions & then building a bad proposal
- Incomplete proposals with promises to “provide upon/after award”
- Making optional features the highlight – not what is asked for
- Overreaching on price
- Writing in terms of what you are “doing” vice proof of what you have delivered

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Proposal Dos:



- Attend Industry Days
- Read ALL information in the bidder's library
- Ask questions EARLY in the acquisition process
 - Industry Days, One-on-Ones, Draft RFPs
- Form your team & do your research when draft documents are released
- Follow the RFP directions – Instructions to offerors & Evaluation Criteria
 - Remember the RFP takes precedence over drafts &/or any communications prior to RFP release

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Proposal Dos (Cont.):



- Clearly tie elements of your proposal to the corresponding evaluation factor & PWS paragraph:
 - Consider including a matrix which identifies this information
- Double check your math:
 - Cost/price proposals & technical proposals (e.g. FTE counts) may include errors
- Offer innovative approaches, e.g. alternative labor mixes, deep & rapid technical reach back, etc. which provide a best value to the gov't:
 - Matching government estimates or historical data is no guarantee of award & may not be a predictor of future performance

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Proposal Dos (Cont.):



- Examples of potential added value to the Gov't:
 - Individualized training for Gov't personnel on new/modified software, systems or processes
 - Online training bank of courses
 - Smaller, but more experienced workforce (>\$)
 - Larger, less experienced workforce (<\$)
 - Demonstrated success in recruitment & retention of personnel
- Prepare your proposal for Gov't evaluators (working level technical/engineering personnel)
 - Evaluators are looking for focused/detailed performance plan rather than higher level capability presentation

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Proposal Dos (Cont.):



- When addressing how you are going to meet the requirement, consider identifying key factors required for success, important challenges which must be addressed, & risks/mitigations
- Ensure proposal doesn't inadvertently fail to address a small requirement due to focus on providing an impressive proposal
 - Consider using an item for item cross check to ensure all items (big & small) are clearly addressed

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Proposal Don'ts:



- Submit an incomplete proposal & assume discussions will help you “get well”
- Wait until RFP release to build your team &/or study the requirement(s)
- Include things in the proposal that are not asked for in the RFP
- Parrot back the RFP in your proposal
- Assume the evaluation team will know you are the incumbent & expect them to give you credit for things that are not in your proposal
- Make generic statements:
 - “We can meet this requirement”
 - “We have a lot of experience with the system”
 - “We have the best people”

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Proposal Don'ts:



- Include “boilerplate” information:
 - For example, do not describe a generic risk mitigation strategy
 - Instead, describe a risk mitigation approach tailored to the specific requirement(s)
- Exceed page limitations:
 - Anything over the page limit is removed before it is sent to the evaluation team
- Take exception to the RFP:
 - Failure to comply with the terms & conditions of the RFP may render a proposal unacceptable for award

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Request for Feedback



How can we help you develop a better proposal?

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Contact



Cynthia Crews
Chief of Contracting
334-416-5614
cynthia.crews@us.af.mil

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Acquisition Support Office (ASO)



Initiatives & News for Industry

Chief
Mr. Kevin Hamilton
Nov 15

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Overview



- BES Acquisition Process
- ASO New Initiatives
- New NETCENTS-2 Vendor Feedback
- Award/Competition Statistics
- BES Myth Busting
- Industry Feedback

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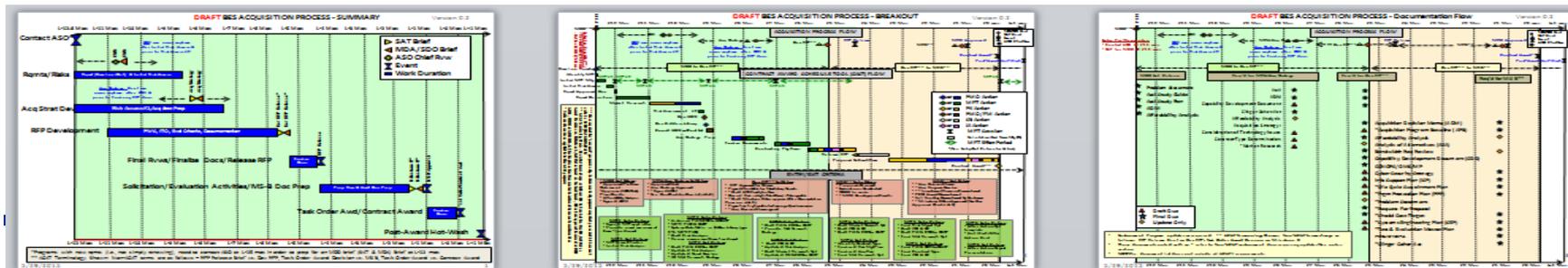


Process for Acquisitions



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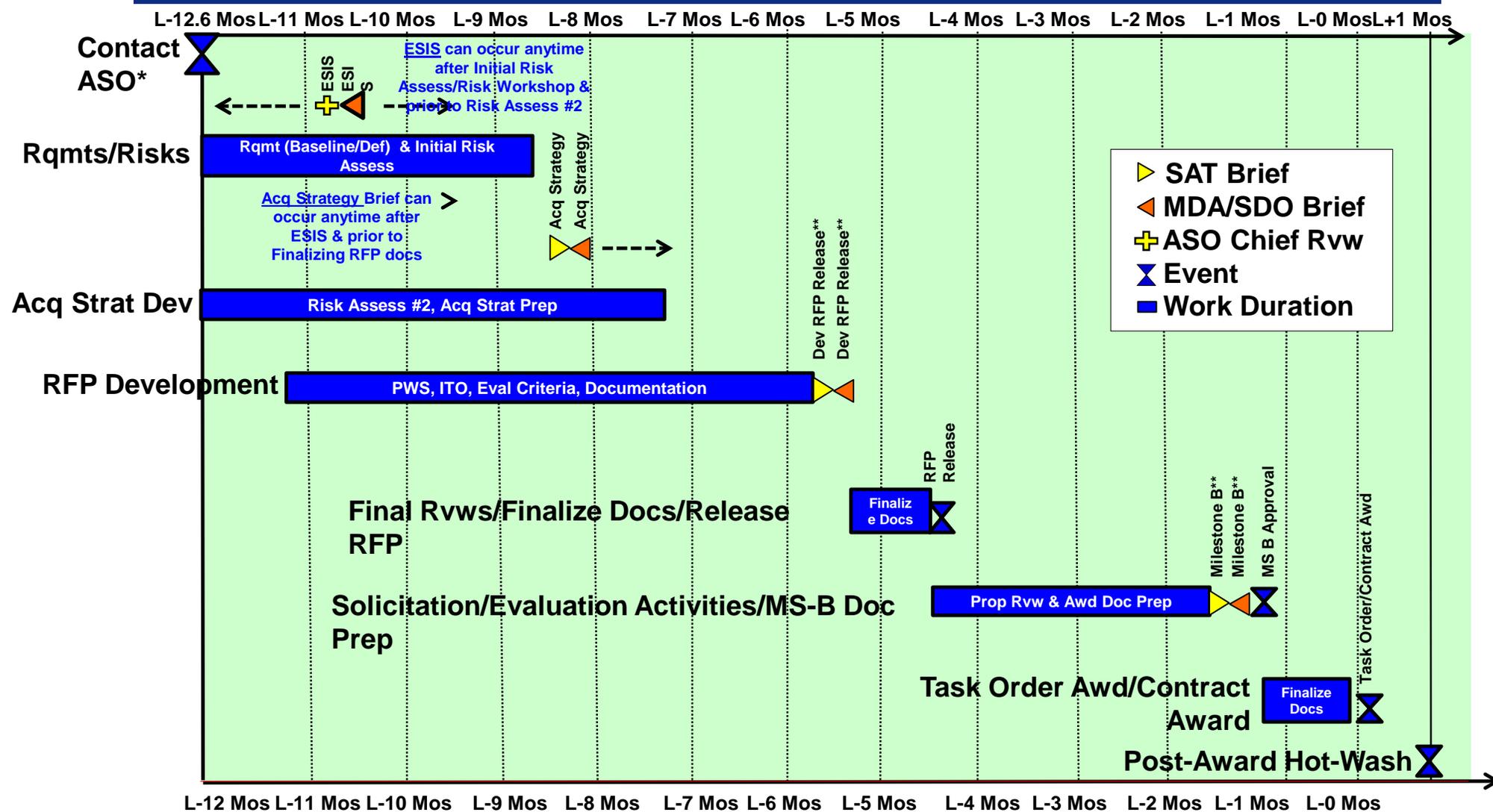
- BES has implemented a BES Acquisition Process:
 - THE PMs checklist for all Acqs in a graphical illustration (below)
 - Quick-reference source for all acquisition personnel
 - Lays out which processes/documentation must be followed
 - Applies to ACAT III & Non-ACAT (Services)
 - ~365 day process from inception to award
 - No new processes have been created/updated for this process
 - Based upon current AF regulations, policies, CONOPs, OI, etc.





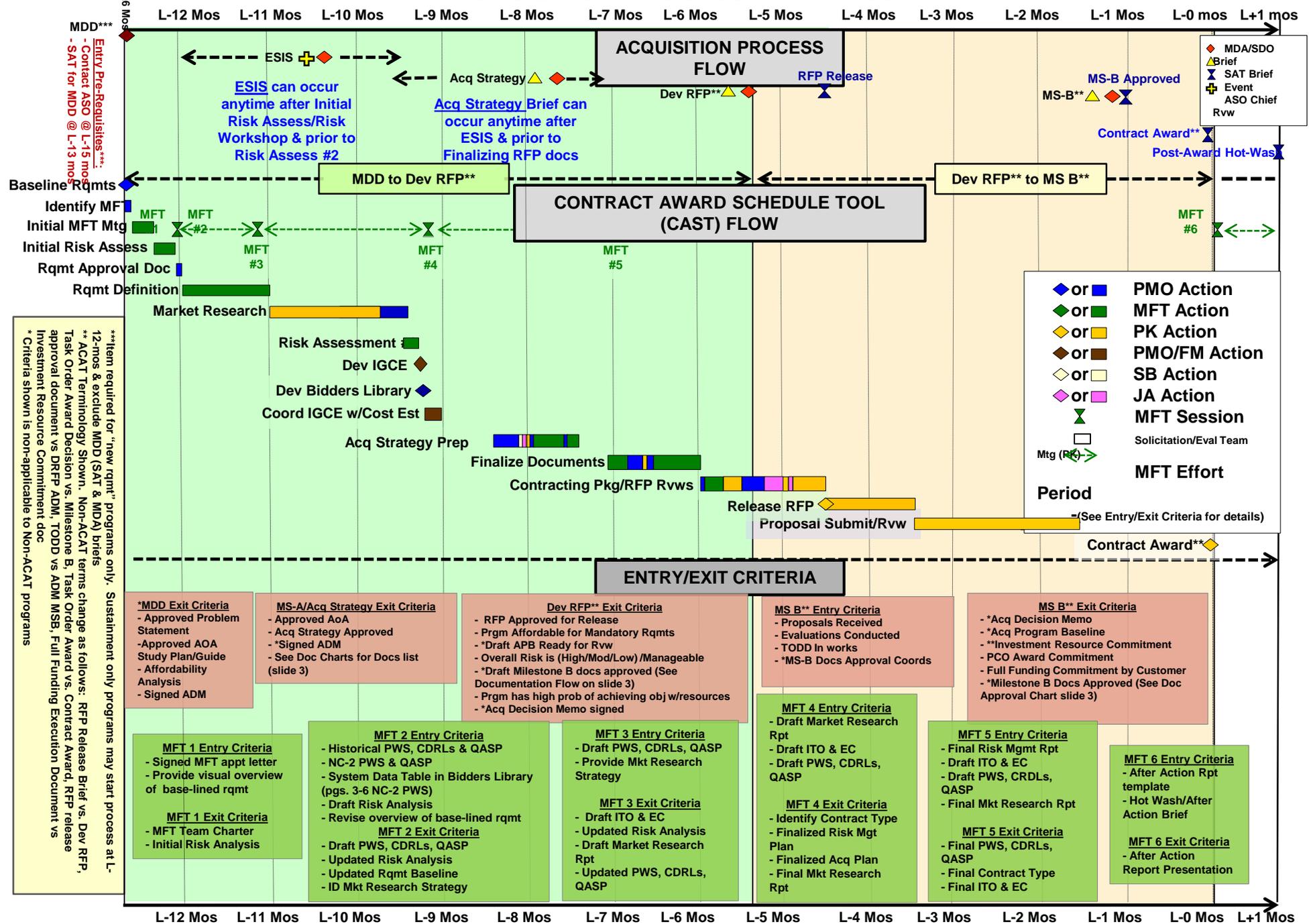
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Acquisition Process Summary

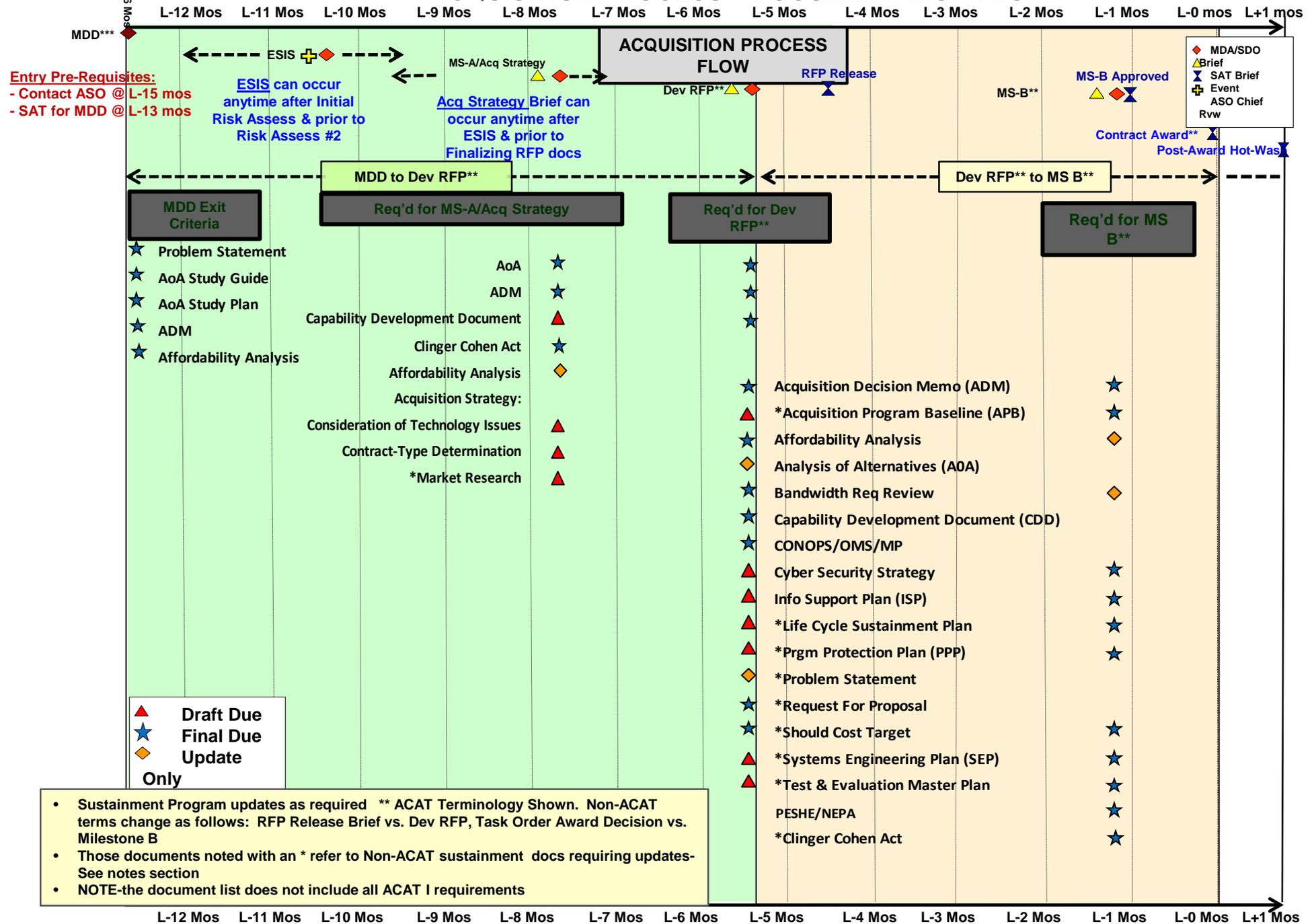


*Programs with new rqmts (i.e., not simply renewing), need to contact ASO at L-15 mos in order to prep for an MDD brief (SAT & MDA) Brief at L-12 mos
 ** ACAT Terminology Shown: Non-ACAT terms are as follows – RFP Release Brief vs. Dev RFP, TO Award Decision vs. MS B, TO Award vs. Contract Award

ACQUISITION PROCESS – BREAKDOWN



ACQUISITION PROCESS – DOCUMENTATION FLOW





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Process for Acquisitions

Key Points



- Standardization is the enabler for high quality contracting actions
 - 4 key reviews/milestones required for all Acqs unless waived:
 1. Early Strategy & Issues Session (ESIS)
 2. Acquisition Strategy Brief
 3. RFP Release Brief
 4. Contract/Task Order Brief
 - Sr. Acq Team (SAT) reviews all competitions/provides guidance
 - Tailoring/Decision Authority delegations allowed after MDA brief
 - Scheduling tool (CAST) provided to all PMs
 - Provides step-by-step events with associated timelines
 - Plug in the need date & it auto-populates

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ASO Initiatives



- “Hotwash” conducted with Deputy PEO at end of every Acq – Provides lessons learned & collection of metrics
- Additional proposal feedback for NC-2 Vendors (more info on next slides)
- CAST Tool – Automated schedule, serves as a checklist w/ built-in scheduling
- Templates created for every milestone & review
- Quarterly Acquisition Training Workshops – First hand feedback from PMs in the field working everyday issues
- Face-to-face training provided/developed & some in-work
 - Risk training, Phase I, Phase II, EZ Source, MFT Use

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NC-2 Vendor Feedback



- Vendors will now get feedback on the quality of their proposals awarded at Gunter:
 - Why:
 - Feedback regarding the quality of proposals needs to make its way back to the NC-2 IDIQ PMs to share with their vendors
 - Need to emphasize quality of proposals vs. number of bids
 - “Non-competitive” or “low quality” proposals cost the Gov’t & Industry too much time & money to evaluate/develop
 - How:
 - Evaluation teams will provide their feedback to the Deputy PEO as part of their “Hotwash” 30 days after contract award
 - Feedback will be collected by ASO & provided to NC-2 IDIQ PMs

Feedback will not be used for any other reason but to provide feedback from NC-2 IDIQ PM to the Vendor. Only people who have access are the NC-2 PM, ASO, & PMO who developed.



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NC-2 Vendor Feedback (Cont.)



▪ Proposal Rating Definitions:

	Definition	Example(s)
High Quality	Proposal <u>THOROUGHLY</u> addressed the requested information in the ITO/Section L with <u>SPECIFIC</u> detail & exhibited <u>IN-DEPTH</u> knowledge of the requirements	Proposal was a solid candidate for award
Acceptable Quality	Proposal <u>MOSTLY</u> addressed the requested information in the ITO/Section L with <u>SUFFICIENT</u> detail & demonstrated a <u>GENERAL</u> knowledge of the requirements	Proposal was a candidate for, but lacked full comprehensive knowledge or in-depth explanations
Low Quality	Proposal <u>MINIMALLY</u> addressed the requested information in the ITO/Section L with <u>MARGINAL</u> detail & demonstrated a <u>QUESTIONABLE</u> knowledge of the requirements	Proposal was acceptable, but lacked sufficient detail with minimal explanations
Poor Quality	Proposal <u>DID NOT</u> address the requested information in the ITO/Section L. Proposal provided <u>LITTLE TO NO</u> detail & demonstrated a <u>LACK</u> of knowledge of the requirements.	Proposal restated requirements without data to support the vendors claims. Proposal provided generalities or vague responses regarding evaluation factors. Proposal lacked specifics & was not competitive.

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NC-2 Proposal Results Thus Far



	<i># of ratings in each respective area per effort</i>				
Effort	High	Acceptable	Low	Poor	Total
A	2	1	2	0	5
B	2	0	2	0	4
C	8	2	0	4	14
Total	12	3	4	4	23
% Avg per effort	52%	13%	17%	17%	

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Competition/Award Statistics



- Avg contract award value--\$9.7M
- Avg duration of contracts awarded--3.9 yrs
- Percent of time that draft RFPs are released--77%
- Avg time from RFP release to contract award--105 days
- Avg duration to evaluate proposals--38 days
- Percent of Firm Fixed Price contracts awarded--73%
- Avg # of NC-2 proposals received per effort--5.3
- Percentage of Awards by 3ltr:
 - HIB – 46%
 - HIA – 31%
 - HIZ – 15%
 - HIC – 8%

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BES Myth Busting



- Things we have heard but aren't always true:
 - Statement: "BES uses LPTA for the majority of their competitions"
 - Fact: Only 13% of the awards over the last year have been LPTA
 - Statement: "Even if not LPTA, they are being treated as such & awarded to the lowest bidder"
 - Fact: The lowest bidder only won 8% of the time
 - Statement: "Acquisitions are shaped to benefit the Incumbent & they typically win"
 - Fact: The incumbent or incumbent teamed with the awardee only won 30% of the time
 - Statement: "RFP quality is poor & lacks info about the rqmt"
 - Fact: DRFPs are released close to 80% of the time & programs get very little feedback for corrections—we need your input!

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We Want Your Feedback



- Potential topics that may save time & money:
 1. Do we really need Executive Summaries in proposals when they are not evaluated?
 2. Would a standard template for proposals be useful? Prescribed layout, font, page count, etc...?
 3. Do you believe reducing the page count on proposals would help?
 4. Would it help to know that brevity is just as important as trying to fill every blank page in a proposal?
 5. What about including Industry in the dev of eval criteria? How do we ask the right question & ensure we get the correct answer?
 6. Open to provide the Gov't with feedback regarding the quality of the RFP, bidders library, etc..? Post Award questionnaire?

Send your responses to ASO@us.af.mil



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Summary



- More mature acquisition processes now in place
- Gathering more metrics & feedback to improve efficiency & the quality of competition
- Will continually provide competition statistics to Vendors through Industry Day forums
- BES Myth Busting—help us debunk the rumors
- We want & need your feedback

ASO@us.af.mil

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