

Welcome

INDUSTRY PARTNERS

BES Vendor Industry Day

25 – 26 May 2016

Building 892 Auditorium

Open to all government, military, and contractor personnel

BES

2016

Vendor Industry Day

Business and Enterprise
Systems

BES Vendor Industry Day

WEDNESDAY, 25 MAY 2016**BLDG 892 AUDITORIUM**

DAY 1 AGENDA

| | |
|-------------|--|
| 1300 – 1320 | CHECK-IN |
| 1320 – 1330 | OPENING REMARKS <ul style="list-style-type: none">• LT AUSTIN BARNES AND BES DEPUTY DIRECTOR, COL MICHAEL W. JIRU, JR. |
| 1330 – 1430 | HUMAN RESOURCES SYSTEMS DIVISION (HIP) (FORMALLY HIBG) |
| 1430 – 1600 | LOGISTICS SYSTEMS DIVISION (HIA) |
| 1600 – 1615 | CLOSING REMARKS <ul style="list-style-type: none">• BES DEPUTY DIRECTOR, COL MICHAEL W. JIRU, JR. |

BES Vendor Industry Day

THURSDAY, 26 MAY 2016

BLDG 892 AUDITORIUM

DAY 2 AGENDA



| | |
|-------------|--|
| 1015 – 1035 | CHECK-IN |
| 1035 – 1045 | OPENING REMARKS • LT AUSTIN BARNES AND BES PEO/DIRECTOR, MR. RICHARD T. ALDRIDGE, SES |
| 1045 – 1215 | BUSINESS SYSTEMS DIVISION (HIB) |
| 1215 – 1300 | ACQUISITION SUPPORT OFFICE (HID) |
| 1300 – 1415 | LUNCH (ON YOUR OWN) |
| 1415 – 1515 | BES PANEL: THEME: COLLOBRATIVE DIALOGUE – “CREATING A WIN/WIN ENVIRONMENT” • BES DIRECTOR (BES TRANSPARENCY) • SMALL BUSINESS (FY GOALS/PROJECTIONS) • CONTRACTING (PROPOSALS) |
| 1515 – 1530 | CLOSING REMARKS • BES PEO/DIRECTOR, MR. RICHARD T. ALDRIDGE, SES |

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DIRECTORATE



OPENING REMARKS

Col Michael W. Jiru, Jr.
BES Deputy Director

May 25, 2016 Vendor Industry Day



U.S. AIR FORCE



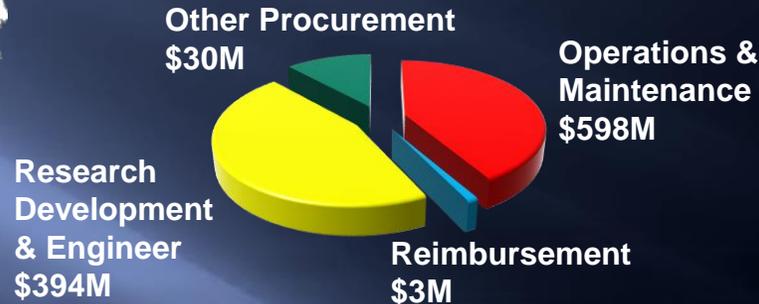
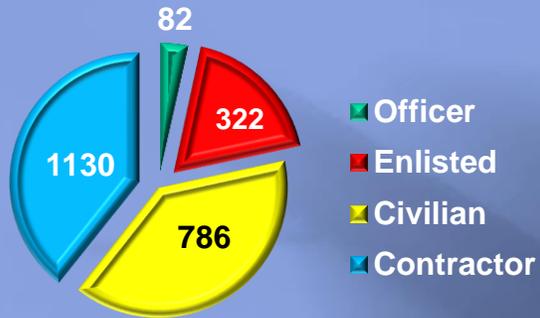
AFPEO BES Overview

BES PORTFOLIO
2,320 PERSONNEL

162 PROGRAMS
ACROSS 4 STATES

ANNUAL PORTFOLIO VALUE
\$1.025B

55 STAKEHOLDERS



| | | |
|----------|------------------|------------------|
| AF/A1 | AFMC/A60 | Joint Staff (J8) |
| AF/A1PP | AFMC/A8 | NSA |
| AF/A1X | AFMC/FMR | OSD AT&L |
| AF/A30 | AFMC/FMRS | SAF/A6 |
| AF/A4 | AFMC/PK | SAF/A6P |
| AF/A4IS | AFMC/PKY | SAF/A6PPF |
| AF/A4LE | AFMSA/SG | SAF/AQ |
| AF/ARLX | AFNIC | SAF/AQC |
| AF/A5R | AFPC | SAF/AQCI |
| AF/A5XW | AFPEO/CM | SAF/AQRS |
| AF/A7CRT | AFPOA | SAF/AQXI |
| AF/SG6 | AFSC/LGPM | SAF/FM |
| AF/SGD | AFSPC/A3 | SAF/FMBR |
| AFC2C | AFSPC/A6 | SAF/FMP |
| AFIA | AFSPC/A60 | SAF/FMPT |
| AFMC/A4 | DFAS | SAF/US(M) |
| AFMC/A4D | Joint Staff (J4) | USTRANSCOM |
| AFMC/A4N | Joint Staff (J7) | 24 AF |
| AFMC/A4N | | |

MISSION AREAS

- | | |
|-------------------|----------------|
| Civil Engineering | Logistics |
| Communications | Transportation |
| Contracting | Infrastructure |
| Finance | Personnel |
| Medical | Operations |
| IT Services | Munitions |



MISSION

Rapidly acquire, operate, sustain, and enable flexible war-winning business systems capabilities

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AFPEO BES Division Overview



ACQUIRE * OPERATE * SUSTAIN * ENABLE

Logistics Systems Division (HIA)

Business Systems Division (HIB)

Enterprise Services Division (HIC)

Enterprise Accounting & Management Division (HIG)

Human Resources Systems Division (HIP)

Enterprise Applications & Integration Division (HIQ)

Operations Division (HIZ)



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HUMAN RESOURCES SYSTEMS DIVISION
AFLCMC/HIP

May 25, 2016 Vendor Industry Day



Human Resources Systems Division



- **Development Activities:** One ACAT I & Two ACAT III programs
- **Sustainment Activities:** Personnel systems & web applications for Active Duty, Guard, Reserve & Civil Service



- Co-located w/ AF/A1 FOAs (AFPC, FMO & AFPOA) to collaboratively plan, develop & sustain HR IT systems
- Funded primarily by AF/A1 (RDT&E & O&M)

***HR Systems Division executes the full software life cycle –
developing and sustaining IT solutions
that provide personnel services for every Airman***

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Legacy Systems Portfolio



■ Legacy Military Applications (Leg Mil)

- Military Personnel Data System (MilPDS): Authoritative system of record for transactional personnel actions & hosting personnel data for all Active Duty, Guard, Reserve & Retired Military
- Automated Records Management System (ARMS-LC): Repository & document management system for official military personnel documents
- AF Promotions System (AFPROMS): Supports Active Duty, Reserve & ANG selection boards

■ AF Web Applications

- 20 web apps including all modules (74) of the Virtual Military Personnel Flight (vMPF)
- 42 Stand-alone Windows apps



Acquisition Portfolio



- **Development Programs – Two ACAT III Programs**
 - **Electronic Board Operations Support System (eBOSS) – FOC: 3QFY16**
 - State-of-the-art Total Force electronic board application & graphical user interface to provide a customer friendly experience for retrieval, viewing & scoring of all board operations
 - **Service Oriented Architecture (SOA)**
 - A set of standards-based web services to facilitate the processing of HR data in lieu of expensive & redundant point-to-point interfaces



Acquisition Portfolio Cont'd



- **Development Programs – One ACAT I Program – Planned RFP Release: 1QFY17**
- **The Air Force Integrated Personnel and Pay System (AFIPPS)**
 - Web-enabled Enterprise Resource Planning (ERP) software solution that integrates multiple existing AF personnel & pay processes into a single, self-service system for the AF military components (Active Duty, Guard, & Reserve)
 - Leverages existing Military Personnel Data System (MilPDS) & Oracle E-Business Suite (EBS)
 - Request for Information published on NETCENTS-2 App Service Small & Large Business Vehicles & FedBizOps
 - Acquisition strategy in development

Acquisition Program Manager – David Desforges, david.desforges.1@us.af.mil; 210-565-3651

Contracting Officer – Mark DeLaRosa, mark.delarosa@us.af.mil; 210-565-4328

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AFIPPS Program Overview



■ AFIPPS is a fully integrated personnel & pay system

- Aligns w/ SECAF “3-1” align the 3 components (Active Duty, Guard & Reserve) into a Total Force
- Oracle ERP COTS software minimizes customization & additional development
- Reduces data collection burden, enhances readiness & support for Service Members & families

■ Mission

- Provide decision-makers w/ immediate, accurate & integrated HR information
- Provide Airmen w/...
 - Single record of personnel/pay service throughout AF career
 - Access to personnel/pay information from anywhere in the world
 - Improved customer service experience

■ Goals

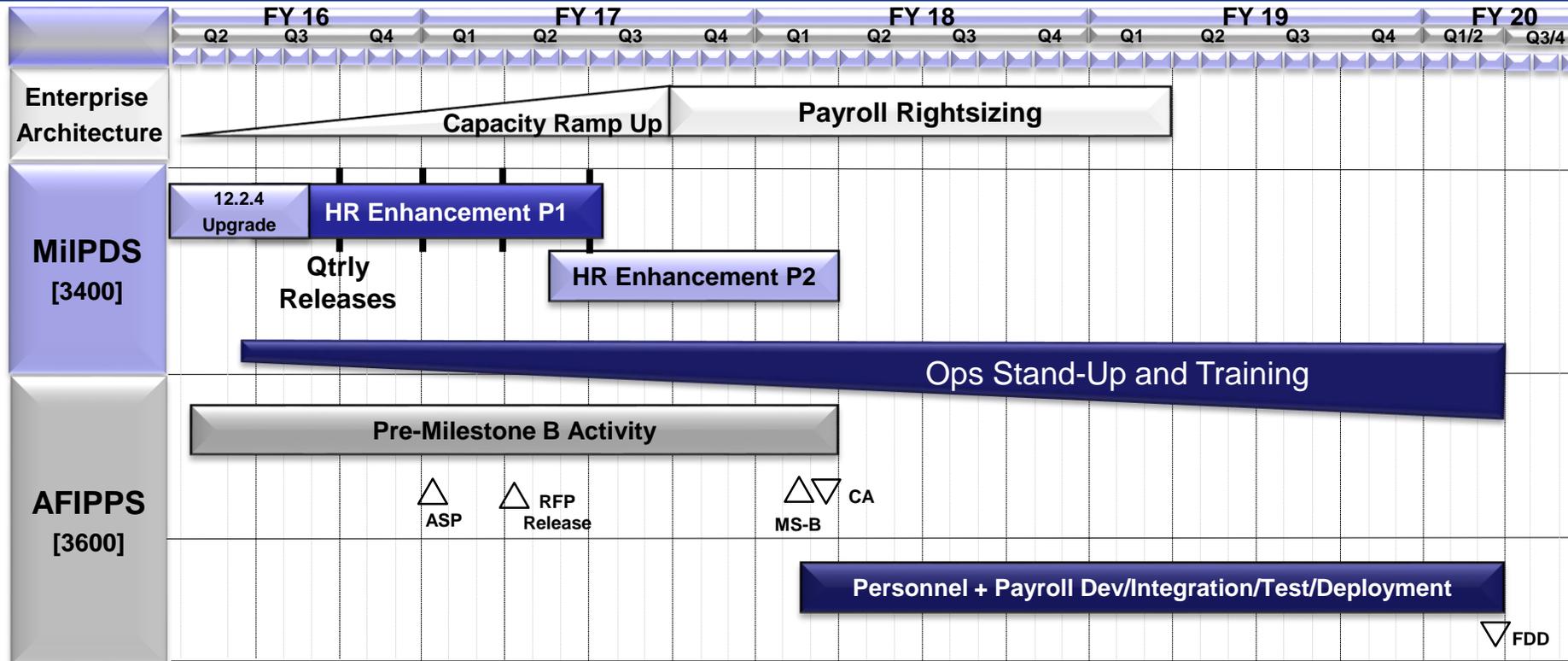
- Support streamlined, integrated personnel/pay for military Total Force
- Increase pay timeliness & accuracy for our Airmen
- Improve visibility & efficiency of Air Reserve Component (ARC) augmentation process cycle
- Reduce cost of personnel/pay business operations & systems sustainment
- Sustain long-term MilPay auditability & enable financial management improvements



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Proposed AFIPPS Strategy



- HR Enhancement Phase 1**
- Pay Case Reductions
 - Refresh Business Analytics
 - CAC Initial Capability

- HR Enhancement Phase 2**
- Initial Force Structure/Training
 - Cont'd Pay Case Reductions
 - CAC User Ramp-up

- End-to-End Pers/Pay Integration**
- Operations FOC
 - Finance/Disburse Integration
 - Workflow / Self-service Pay FOC
 - Pay error reduction

Strategy Delivers Near-Term Value While Acquisition Planning Underway



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AFIPPS



Description

- Provide integrated personnel & pay capabilities for Active Duty, Reserve, & Guard personnel
 - Improve pay timeliness & reduce pay errors
 - Provide global, 24/7 access to personnel & pay data

*Anticipated Milestone Dates:

- | | |
|----------------------|-----------|
| RFI | 2Qtr FY16 |
| Program Industry Day | 1Qtr FY17 |
| Draft RFP Release | 1Qtr FY17 |
| RFP Release | 2Qtr FY17 |
| Contract Award | 1Qtr FY18 |

Acquisition Strategy Planning

Contract Type: TBD
Current Contract Expiration: N/A
PoP: TBD
Acq Approach: TBD
NAICS Code: 541511
Incumbent: None

Activity: Development

Customer: HAF/A1 & SAF/FM

Total Contract Cost: \$50M

Program Manager:

- Mr. David Desforges, 210-565-3651
david.desforges.1@us.af.mil

Contracting Officer:

- Mr. Mark DeLaRosa, 210-565-4328
mark.delarosa@us.af.mil

Unique Requirements/Risks/Challenges

- Oracle EBS payroll implementation experience required
- System will be implemented in DISA DECC
- Challenge: Reconciling vendor desire to use Agile development methodology vs. Acquisition process requirements that fit into a Waterfall development methodology
- Risk: New payroll interfaces

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Oracle E-Business Suite Training



Description

- Provide training on Oracle EBS functionality for AF
 - Develop overview video & assist AFIPPS FMO w/ Change Management efforts
- *Anticipated Milestone Dates:**
- | | |
|------------------------|-----------|
| ▪ RFI | N/A |
| ▪ Program Industry Day | TBD |
| ▪ Draft RFP Release | N/A |
| ▪ RFP Release | 3Qtr FY16 |
| ▪ Contract Award | 4Qtr FY16 |

Acquisition Strategy Planning

- Contract Type:** TBD - FFP
- Current Contract Expiration:** N/A
- PoP:** Sep 16 – Sep 19 (One year base period plus two 1 year option periods)
- Acq Approach:** NC-2 App Service Small Business
- NAICS Code:** TBD – 541511
- Incumbent:** N/A

Activity: Development

Customer: AFPOA, PMO, HAF/A1 and SAF/FM

Total Contract Cost: ~ \$2M

Program Manager:

- Mr. David Desforges, 210-565-3651
david.desforges.1@us.af.mil

Contracting Officer:

- Mr. Mark DeLaRosa, 210-565-4328
mark.delarosa@us.af.mil

Unique Requirements/Risks/Concerns

- Oracle certified trainers required
- Training delivered in San Antonio & Washington DC

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Human Resources Systems Division



Delivering support to every Airman...everyday

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DIRECTORATE



LOGISTICS SYSTEMS DIVISION
AFLCMC/HIA

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HIA Enables Mission Ready A/C & Weapons Employment



Supply Systems

ILS-S

Munitions

CAS

Transportation

CMOS

Aircraft Maintenance

IMDS CDB, PAMS, EMOC,
TBA, MSAT

Vehicle Operations

OLVIMS

Technical Data

ETIMS, ATOS, JEDMICS,
TMSS

Depot Asset Mgt

AFEMS, SCS

Requirement Sys

IMCS, RMS, CSWS-DE, MP&E,
LMDB

Spares Computation

WSMIS

Depot Maintenance

DMSI, DMLS

Contract/Procurement

PRPS





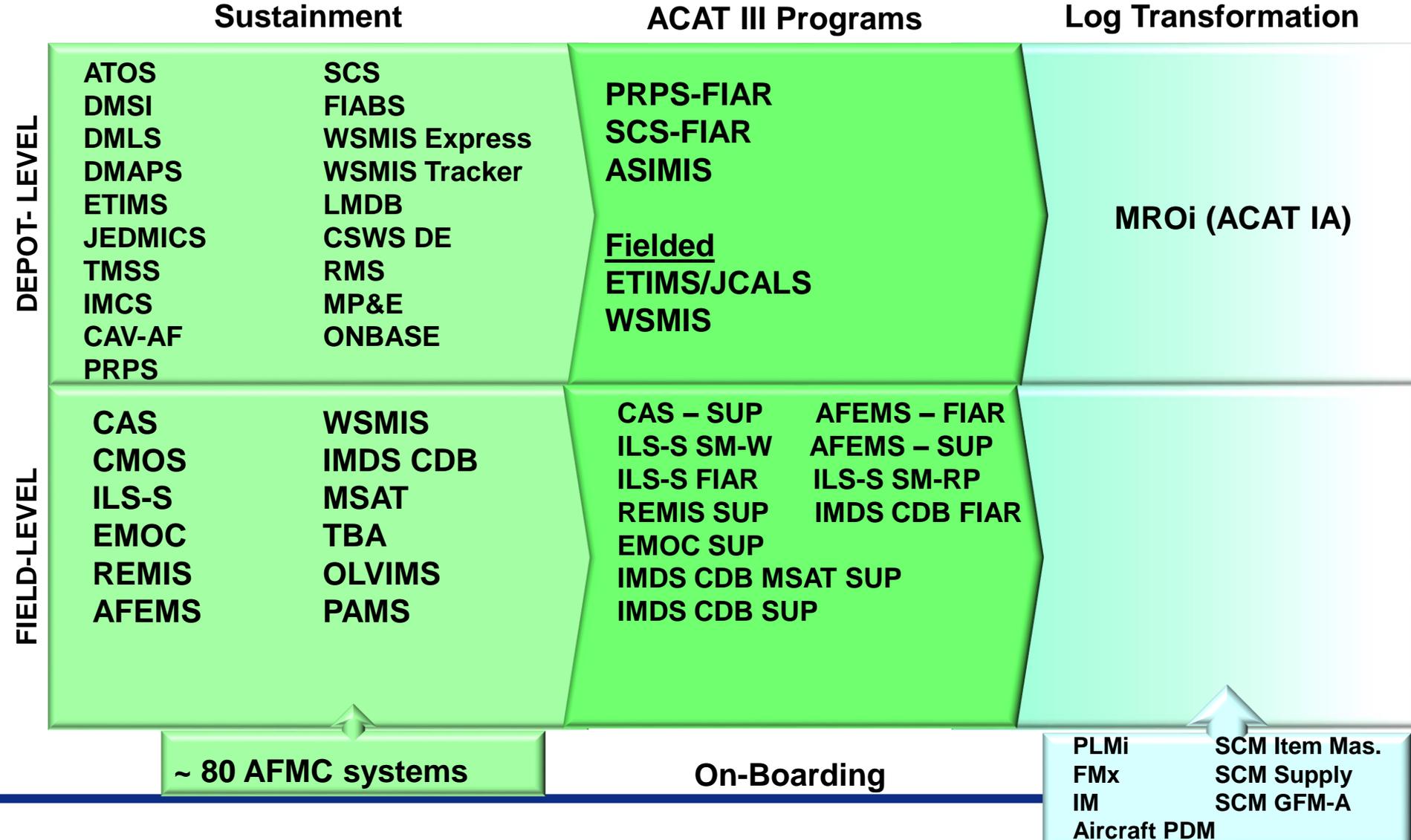
U.S. AIR FORCE

HIA at a Glance



By the Numbers...

- 33 Major Systems
- 108 Subsys/Apps
- 815K Customers
- 50M Lines of Code
- 21 S/W Languages/scripts
- 1762 Interfaces
- 809.6M User Trans/yr
- 6.7B Sys Trans/yr
- 7.5B Total Trans/yr
- 86 S/W releases/yr
- 17 Source Selections/yr
- 382 Contract Actions/yr
- 24/7 World-Wide Ops Spt





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Today's Engagement



System Overview:

- Integrated Maintenance Data Systems (IMDS) Maintenance Scheduling Application Tool (MSAT) Software Upgrade Program (SUP)
- IMDS Central Database (CDB) SUP
- Commercial Asset Visibility (CAV) AF

How You Can Help HIA:

- Continue successful support to warfighter
- New technologies
 - Infrastructure risk reduction, architecture upgrade, cloud migration, FDCCI, etc.
- Communication w/ Industry
 - What are we doing well/poorly?
 - What can we do better?

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IMDS CDB MSAT SUP



Description

- Subsuming the functionality of MSAT into IMDS CDB
- Setting up & optimizing a server environment (Capacity Services) for this functionality as part of IMDS CDB

*Anticipated Milestone Dates:

- | | |
|---------------------|-----------|
| ▪ RFI | 1Qtr FY16 |
| ▪ Draft RFP Release | 3Qtr FY16 |
| ▪ RFP Release | 3Qtr FY16 |
| ▪ Contract Award | 4Qtr FY16 |

Acquisition Strategy Planning

Contract Type: FFP

Current Contract Expiration: N/A

PoP: Not to exceed 24 months

Acq Approach: NC-2 App Service Small Business

NAICS Code: 541511

Incumbent: N/A

Activity: Development

Customer: AF/A4LM

Total Contract Cost: \$2-6M

Program Manager:

- Capt William Griffin, 334-416-3093
william.griffin.14@us.af.mil

Contracting Officer:

- Ms. Shaneka Brown, 334-416-4600
shaneka.brown@us.af.mil

Unique Requirements/Risks/Concerns

- PMO open to Agile or Traditional BPD methodologies
- This task includes hardware set-up of a new environment & the full re-write of an Access database “system” in C#

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IMDS CDB SUP



Description

- The functional community is in initial Problem Statement development
- Seeking to reduce tech debt & increase functionality

Acquisition Strategy Planning

Contract Type / Acq Approach: TBD

Current Contract Expiration: N/A

PoP: FY19 – 21

Incumbent: None

Activity: Development

Customer: AF/A4LM

Program Manager:

- Mr. Ronnie Rolph, 334-416-6229
ronnie.rolph.1@us.af.mil

Contracting Officer:

- Mr. Maurice Griffin, 334-416-6099
maurice.griffin.4@us.af.mil

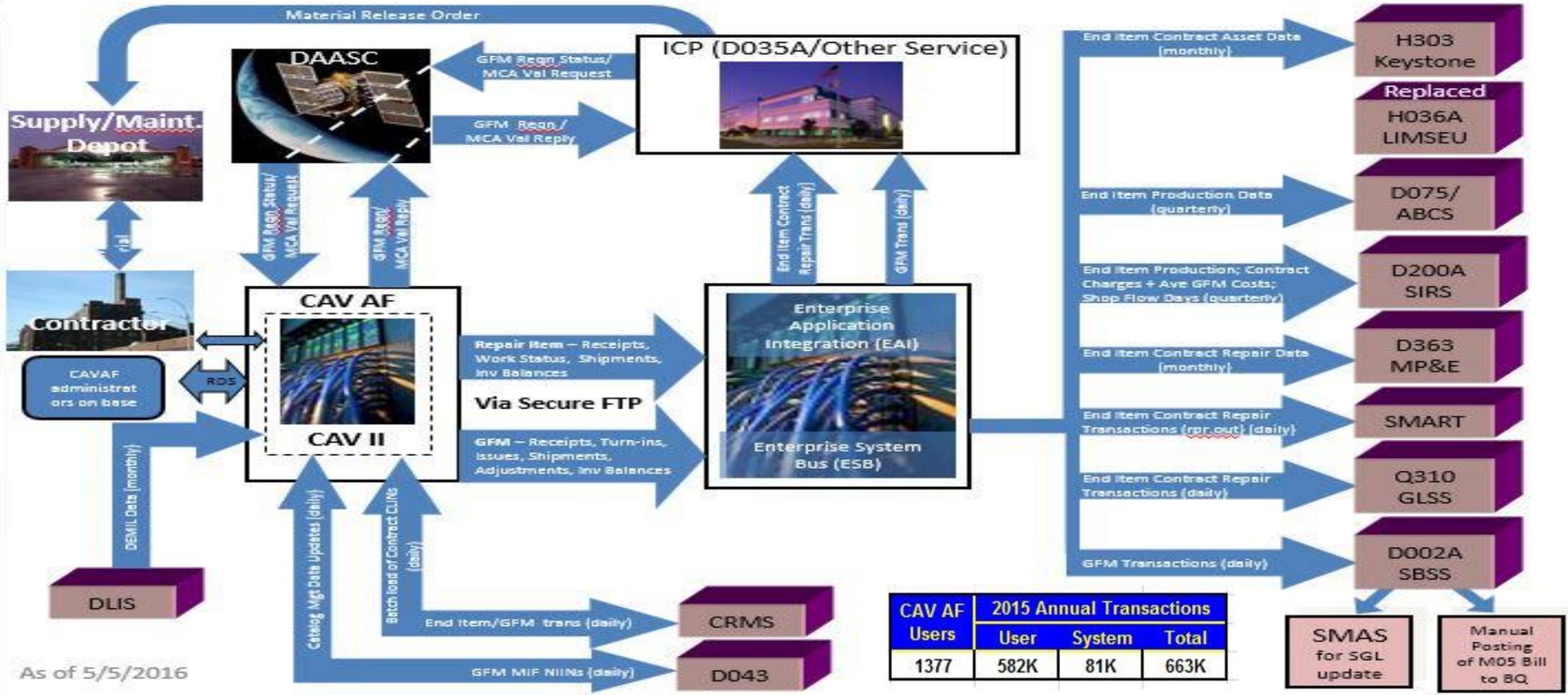
Unique Requirements/Risks/Concerns

- Goals:
 - Modernization of underlying technical infrastructure/language (e.g. reduce or eliminate COBOL & UNISYS mainframe dependence)
 - Functional enhancement to achieve end-user based ROI
- Possible approaches under consideration:
 - Code Roll
 - Wrapping Code
 - Incremental Re-write
 - Re-host
 - Multiple smaller projects/contracts or integrated
 - Agile or waterfall development
- Background considerations:
 - Approach must compliment Field Maintenance Capability Initiative SDDP outcomes
 - Positive overall program ROI

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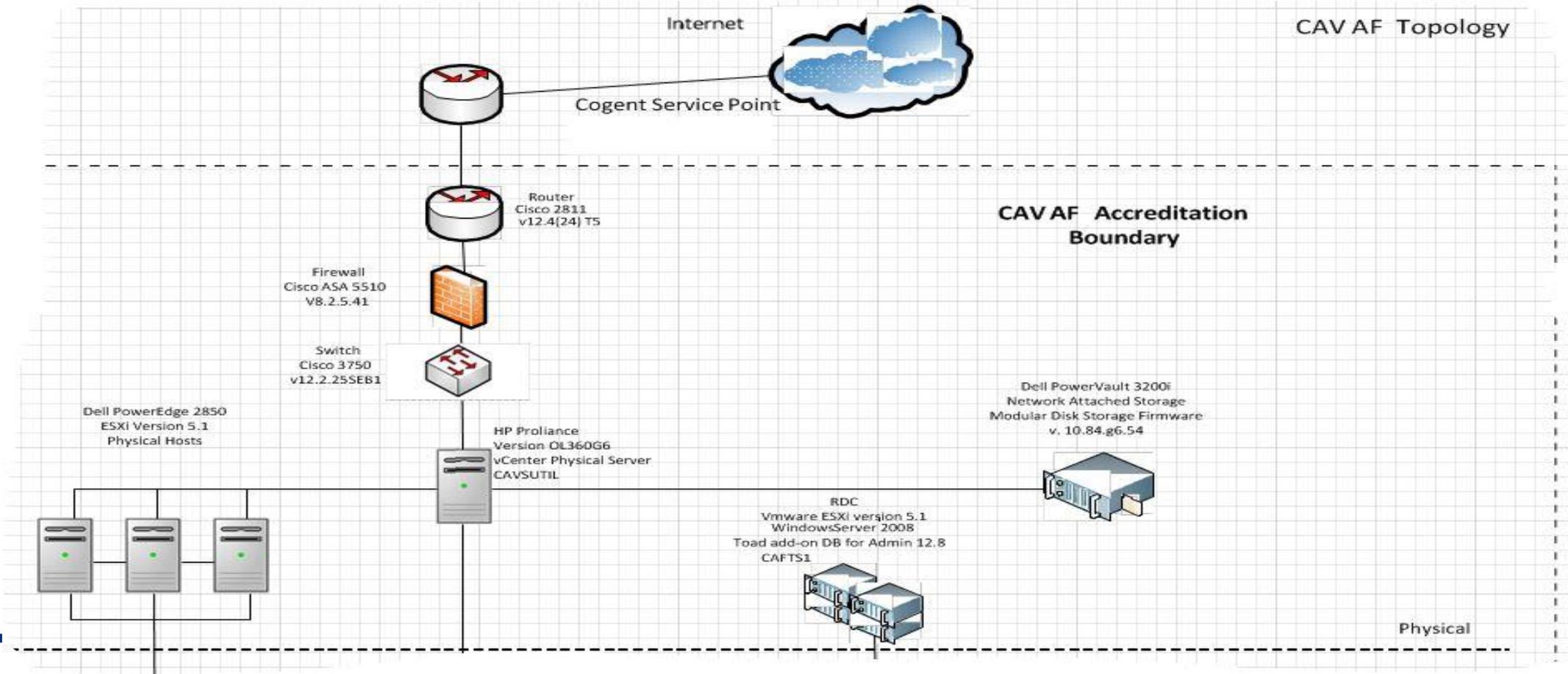
CAV AF Data System Relationships



Unique CAV AF Requirement



- The CAV AF system is hosted in a commercial .com environment. The system cannot operate within a .mil environment & is not permitted to be on the NIPRNET since CAV AF allows foreign nationals to access the system. Because of the restrictions for allowing foreign nationals in the CAV AF system, CAV AF is registered as a Non-DISN reauthorized ISP Connection.





CAV AF Upcoming Acquisition



| Description | Acquisition Strategy Planning |
|---|--|
| <p>*Anticipated Milestone Dates:</p> <ul style="list-style-type: none"> ▪ RFI 4Qtr FY16 ▪ Program Industry Day 4Qtr FY16 ▪ Draft RFP Release 1Qtr FY17 ▪ RFP Release 2Qtr FY17 ▪ Contract Award 3Qtr FY17 | <p>Contract Type: FFP & CPFF</p> <p>Current Contract Expiration: 26 Jul 17</p> <p>PoP: May 17 – May 26 (One year base plus four 1 year option periods)</p> <p>Acq Approach: 8(a) Competitive</p> <p>NAICS Code: 541519</p> <p>Incumbent: ARRAY Information Technology, Inc.</p> |
| <p>Activity: 8(a) Small Business</p> <p>Customer: Ms. Patricia Jordan, HQ AFMC/A4RM</p> <p>Total Contract Cost: \$7-9M</p> <p>Program Manager:</p> <ul style="list-style-type: none"> ▪ Mr. Curtis S. Carr, 937-904-0636 curtis.carr.3@us.af.mil <p>Contracting Officer:</p> <ul style="list-style-type: none"> ▪ Mr. Andrew P. McMullen, 937-257-6793 andrew.mcmullen.1@us.af.mil | <p style="text-align: center;">Unique Requirements/Risks/Concerns</p> <ul style="list-style-type: none"> ▪ Dot-com infrastructure – foreign national access ▪ Limited system documentation ▪ Joint/Navy coordination challenges ▪ Infrastructure (Hardware/Software): Contractor-hosted facility ▪ Multiple FIAR CSRDs |

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DIRECTORATE



CLOSING REMARKS

Col Michael W. Jiru, Jr.
BES Deputy Director

May 25, 2016 Vendor Industry Day



Welcome

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BUSINESS AND ENTERPRISE SYSTEMS

DIRECTORATE



OPENING REMARKS

Mr. Richard T. Aldridge, SES
PEO/Director BES

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DIRECTORATE



BUSINESS SYSTEMS DIVISION
AFLCMC/HIB

May 26, 2016 Vendor Industry Day

Business Systems

Vision

One team identity delivering business IT capabilities on-time & on-cost

Mission

Develop, sustain, & improve IT business solutions with evolving technologies to support our customers' needs through committed partnerships



Business



Legacy Financial Systems



Force Capabilities

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HIB Programs



- Acquisition App Store (AAS)
- Air Force Records Information Management System (AFRIMS)
- Core Financial Systems Support
- Enterprise Environmental Safety and Occupational Health Management Information System (EESOH-MIS)
- Global Force Management – Data Initiative (GFM-DI) Air Force Organizational Server (AFOS) Increment 2 Development & Sustainment
- Medical Readiness Decision Support System (MRDSS)
- AF Medical Omnibus Web applications Pool (AFMOWAP)
- NexGen IT

Enabling Every Airman, Everyday

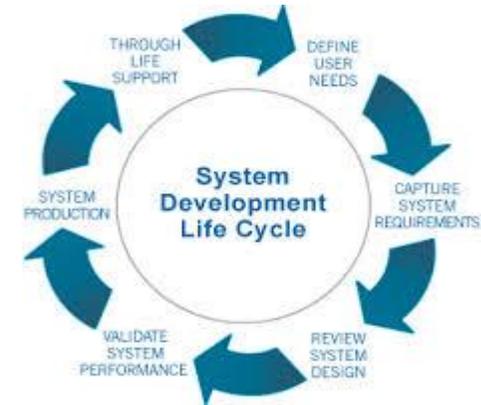
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Business Systems Branch AFLCMC/HIBB



- **Development Activities:** Two ACAT III programs
- **Sustainment Activities:** 31 programs in various stages



- Located at WPAFB within HQ AFMC; AFLCMC/HIBB collaboratively plans, develops, & sustains business systems
- Funded primarily by the Acquisition, Logistics, Finance, & Contracting communities

Develop, sustain, and improve IT business solutions with evolving technologies to support our customers needs through committed partnerships

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Acquisition App Store (AAS)



| Description | Acquisition Strategy Planning | | | | | | | | | | |
|--|--|-----------|------------------------|-----------|---------------------|-----------|---------------|-----------|------------------|-----------|---|
| <ul style="list-style-type: none">Services Oriented Architecture (SOA) implementationPMOs able to perform standardized lifecycle managementDetailed reports for OSD & AF senior leaders to make decisions <p>*Anticipated Milestone Dates:</p> <table><tr><td>▪ RFI</td><td>3Qtr FY16</td></tr><tr><td>▪ Program Industry Day</td><td>4Qtr FY16</td></tr><tr><td>▪ Draft RFP Release</td><td>4Qtr FY16</td></tr><tr><td>▪ RFP Release</td><td>4Qtr FY16</td></tr><tr><td>▪ Contract Award</td><td>3Qtr FY17</td></tr></table> | ▪ RFI | 3Qtr FY16 | ▪ Program Industry Day | 4Qtr FY16 | ▪ Draft RFP Release | 4Qtr FY16 | ▪ RFP Release | 4Qtr FY16 | ▪ Contract Award | 3Qtr FY17 | <p>Contract Type: TBD</p> <p>Current Contract Expiration: 28 Jun 17</p> <p>PoP: TBD</p> <p>Acq Approach: TBD</p> <p>NAICS Code: 541511</p> <p>Incumbent: Council For Logistics Research</p> |
| ▪ RFI | 3Qtr FY16 | | | | | | | | | | |
| ▪ Program Industry Day | 4Qtr FY16 | | | | | | | | | | |
| ▪ Draft RFP Release | 4Qtr FY16 | | | | | | | | | | |
| ▪ RFP Release | 4Qtr FY16 | | | | | | | | | | |
| ▪ Contract Award | 3Qtr FY17 | | | | | | | | | | |
| <p>Activity: Development/Operations/Sustainment</p> <p>Customer: SAF/AQXS</p> <p>Total Contract Cost: \$42M</p> <p>Program Manager:</p> <ul style="list-style-type: none">Mr. Matt Corcoran, 937-904-0010 matthew.corcoran.1@us.af.mil <p>Contracting Officer:</p> <ul style="list-style-type: none">Ms. Shonda Allen, 937-257-7603 shonda.allen@us.af.mil | <p>Unique Requirements/Risks/Concerns:</p> <ul style="list-style-type: none">Implementation & management of a Services Oriented Architecture through Agile Software Development methodologiesSoftware implementation & management in DISA environmentsSystems Integration effort for various applications & servicesOnboarding of 3rd party application/services | | | | | | | | | | |

***Information is pre-decisional only and subject change during the acquisition process**



Air Force Records Information Management System (AFRIMS)



Description

- AFRIMS facilitates records management across the AF
 - Allows electronic management & control of AF records across 50K AF records managers
 - Serves as the authoritative source for the management & control of data & information
- *Anticipated Milestone Dates:**
- RFI 4Qtr FY15
 - RFP Release 4Qtr FY16
 - Contract Award 2Qtr FY17

Acquisition Strategy Planning

- Contract Type:** FFP, CPFF, CR
- Current Contract Expiration:** 16 Feb 17
- PoP:** Feb 17 – Feb 22 (One year base period plus four 1 year option periods)
- Acq Approach:** NC-2 App Service Small Business
- NAICS Code:** 541519
- Incumbent:** Indrasoft, Inc.

Activity: IT Sustainment + Technical Refresh (Cold Fusion to Java)

Customer: SAF CIO/A6XA

Total Contract Cost: \$5-7M

Program Manager:

- Mr. William Grasso, 937-257-9572
william.grasso.1@us.af.mil

Contracting Officer:

- Mr. James D. Connell, 937-904-0205
james.connell@us.af.mil

Unique Requirements/Risks/Concerns:

- AFRIMS is a Government Off-the-shelf (GOTS) web-based application that provides the authoritative source for the management & control of data & information
- Cold Fusion to Java code conversion
- Migration from GCSS-AF to MilCloud plus

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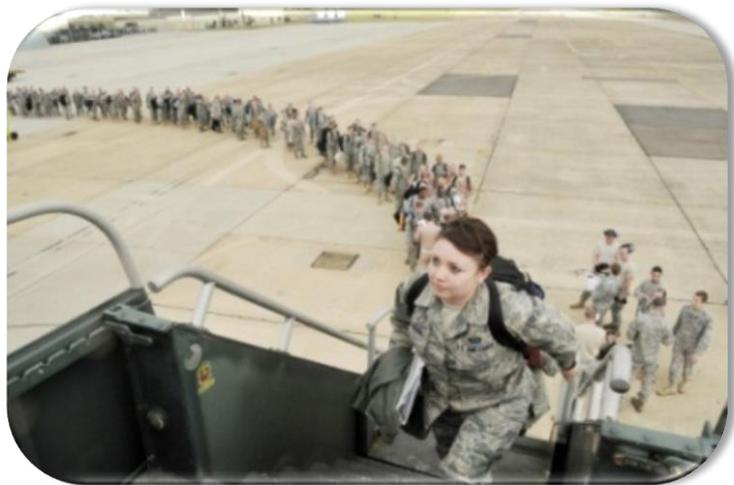
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Decision Support Systems Branch AFLCMC/HIBD



- **Development Activities:** 3 ACAT III programs
- **Sustainment Activities:** 18 sustainment programs supporting Civil Engineering, War Planning & Execution, Medical Operations, & Financial Systems
- **Annual Budget:** \$57M

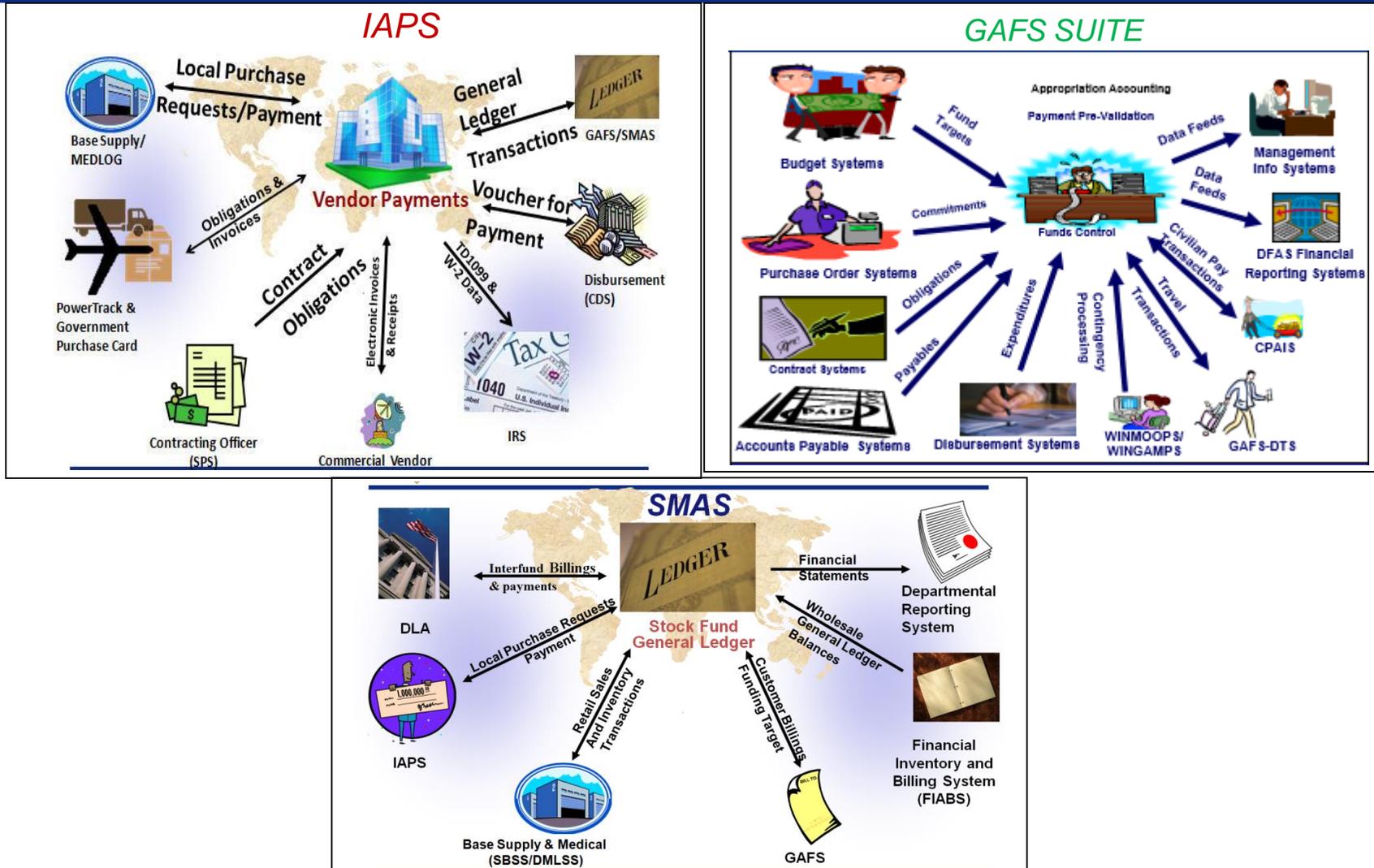


Six near term contracting opportunities!

- Core Financial Systems
- EESOH-MIS
- GFM-DI
- MRDSS
- AFMOWAP
- NexGen IT

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HIBD Core Financial Systems



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Core Financial Systems



| | | | | | | | | | | | |
|--|--|-----------|------------------------|-----------|---------------------|-----------|---------------|-----------|------------------|-----------|---|
| <p style="text-align: center;">Description</p> <ul style="list-style-type: none"> ▪ Sustainment of Core Financial Systems (GAFS, IAPS, SMAS) <ul style="list-style-type: none"> ▪ Software Development ▪ Subject Matter Expert ▪ Tier 3 Help Desk Support <p>*Anticipated Milestone Dates:</p> <table border="0"> <tr> <td>▪ RFI</td> <td>3Qtr FY16</td> </tr> <tr> <td>▪ Program Industry Day</td> <td>3Qtr FY16</td> </tr> <tr> <td>▪ Draft RFP Release</td> <td>4Qtr FY16</td> </tr> <tr> <td>▪ RFP Release</td> <td>4Qtr FY16</td> </tr> <tr> <td>▪ Contract Award</td> <td>1Qtr FY17</td> </tr> </table> | ▪ RFI | 3Qtr FY16 | ▪ Program Industry Day | 3Qtr FY16 | ▪ Draft RFP Release | 4Qtr FY16 | ▪ RFP Release | 4Qtr FY16 | ▪ Contract Award | 1Qtr FY17 | <p style="text-align: center;">Acquisition Strategy Planning</p> <p>Contract Type: FFP</p> <p>Current Contract Expiration: 31 Jan 17</p> <p>PoP: Feb 17 – Feb 22 (One year base period plus four 1 year option periods)</p> <p>Acq Approach: NC-2 App Service Small Business</p> <p>NAICS Code: 541511</p> <p>Incumbent: IndraSoft</p> |
| ▪ RFI | 3Qtr FY16 | | | | | | | | | | |
| ▪ Program Industry Day | 3Qtr FY16 | | | | | | | | | | |
| ▪ Draft RFP Release | 4Qtr FY16 | | | | | | | | | | |
| ▪ RFP Release | 4Qtr FY16 | | | | | | | | | | |
| ▪ Contract Award | 1Qtr FY17 | | | | | | | | | | |
| <p>Activity: Software Sustainment</p> <p>Customer: Defense Finance and Accounting Service (DFAS)</p> <p>Total Contract Cost: \$15.9M (3400 funds)</p> <p>Program Manager:</p> <ul style="list-style-type: none"> ▪ Mr. Frederick Hoff, 334-416-2681 frederick.hoff@us.af.mil <p>Contracting Officer:</p> <ul style="list-style-type: none"> ▪ Ms. Maria Jones, 334-416-2653 maria.jones@us.af.mil | <p style="text-align: center;">Unique Requirements/Risks/Concerns</p> <ul style="list-style-type: none"> ▪ Legacy Unisys COBOL ▪ PowerBuilder User Interface ▪ Functional Knowledge of Core Financial Processes ▪ Multiple Operating Environments <ul style="list-style-type: none"> ▪ Unisys mainframe, HP Unix Server, Windows Desktop ▪ Oracle RDMS and Unisys DMS-1100 | | | | | | | | | | |

*Information is pre-decisional only and subject change during the acquisition process

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EESOH-MIS

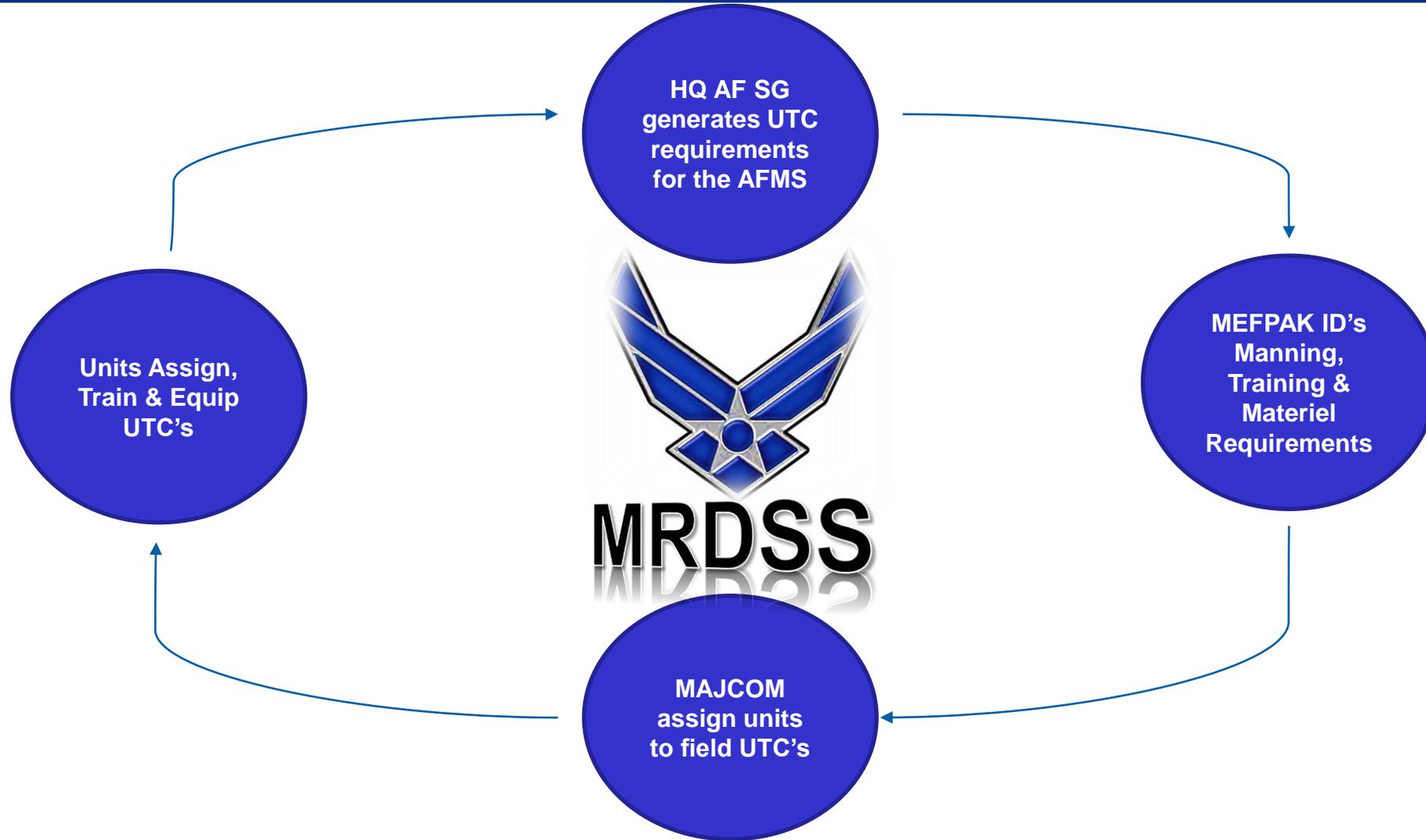


| | | | | | | | | | | | |
|--|---|-----------|------------------------|-----------|---------------------|-----------|---------------|-----------|------------------|-----------|---|
| <p style="text-align: center;">Description</p> <ul style="list-style-type: none"> ▪ Provides a full spectrum of Environmental, Safety, & Occupational Health (ESOH) data & information to PMs ▪ Consolidation of many individual ESOH areas into a single information management system <p>*Anticipated Milestone Dates:</p> <table border="0"> <tr><td>▪ RFI</td><td>4Qtr FY15</td></tr> <tr><td>▪ Program Industry Day</td><td>3Qtr FY16</td></tr> <tr><td>▪ Draft RFP Release</td><td>3Qtr FY16</td></tr> <tr><td>▪ RFP Release</td><td>3Qtr FY16</td></tr> <tr><td>▪ Contract Award</td><td>4Qtr FY16</td></tr> </table> | ▪ RFI | 4Qtr FY15 | ▪ Program Industry Day | 3Qtr FY16 | ▪ Draft RFP Release | 3Qtr FY16 | ▪ RFP Release | 3Qtr FY16 | ▪ Contract Award | 4Qtr FY16 | <p style="text-align: center;">Acquisition Strategy Planning</p> <p>Contract Type: FFP / CPFF</p> <p>Current Contract Expiration: 30 Jun 16 (Securing the use of EoS out to 31 Dec 16)</p> <p>PoP: Sep 16 – Apr 20 (One year base period plus three 1 year option periods)</p> <p>Acq Approach: NC-2 App Service Small Business</p> <p>NAICS Code: 541512</p> <p>Incumbent: CACI, Inc.</p> |
| ▪ RFI | 4Qtr FY15 | | | | | | | | | | |
| ▪ Program Industry Day | 3Qtr FY16 | | | | | | | | | | |
| ▪ Draft RFP Release | 3Qtr FY16 | | | | | | | | | | |
| ▪ RFP Release | 3Qtr FY16 | | | | | | | | | | |
| ▪ Contract Award | 4Qtr FY16 | | | | | | | | | | |
| <p>Activity: Sustainment</p> <p>Customer: <i>Primary</i> – AF Civil Engineering Center (AFCEC) (Environmental Quality (EQ) & Restoration Account (ERA)) <i>Joint</i> – Army Environmental Division</p> <p>Total Contract Cost: \$45-50M</p> <p>Program Manager:</p> <ul style="list-style-type: none"> ▪ Mr. Roger W. Zinke, 334-416-3165 roger.zinke@us.af.mil <p>Contracting Officer:</p> <ul style="list-style-type: none"> ▪ Mr. Richard Ashley, 334-416-4198 richard.ashley.1@us.af.mil | <p style="text-align: center;">Unique Requirements/Risks/Concerns:</p> <ul style="list-style-type: none"> ▪ PMO is located in Montgomery, AL; FMO is located in San Antonio, TX ▪ FFP <ul style="list-style-type: none"> ▪ Software Sustainment & Training ▪ Help Desk (LV 1-3) ▪ Data Stewarding (Chemical expertise required at FMO site) ▪ CPFF <ul style="list-style-type: none"> ▪ Agency & Data Migrations & Training (On-Site travel required) ▪ Gap Analysis (Requirement definition of potential future capabilities for follow-on development contract(s)) | | | | | | | | | | |

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Medical Readiness Decision Support System (MRDSS) Overview



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Medical Readiness Decision Support System (MRDSS)



| | |
|---|---|
| <p align="center">Description</p> <ul style="list-style-type: none"> The AF MRDSS incorporates aspects of decision support required for management, training & deployment of people & equipment from MAJCOM & USAF medical views * Anticipated Milestones Dates: <ul style="list-style-type: none"> Program Industry Day 2Qtr FY16 Draft RFP Release 3Qtr FY16 RFP Release 4Qtr FY16 Contract Award 2Qtr FY17 | <p align="center">Acquisition Strategy Planning</p> <p>Contract Type: FFP</p> <p>Current Contract Expiration: 1 Aug 16 (Securing the use of EoS out to Feb 17)</p> <p>PoP: Feb 17 – Feb 22 (One year base period plus four 1 year options periods)</p> <p>Acq Approach: 8(a) Competitive</p> <p>NAICS Code: 541511</p> <p>Incumbent: Enterprise Resource Planning International; Certified Technical Experts</p> |
| <p>Activity: Sustainment</p> <p>Customer: AF Medical Service (AFMS)</p> <p>Total Contract Cost: \$12-20M</p> <p>Program Manager:</p> <ul style="list-style-type: none"> Mr. Keith Engholm, 334-416-2617 keith.engholm@us.af.mil <p>Contracting Officer:</p> <ul style="list-style-type: none"> Ms. Maria Jones, 334-416-2653 maria.jones@us.af.mil | <p align="center">Unique Requirements/Risks/Concerns</p> <ul style="list-style-type: none"> Functional Subject Matter Experts in medical readiness/logistics support Medical Expertise Help Desk Support (Tiers 1-3) SABC for entire AF |

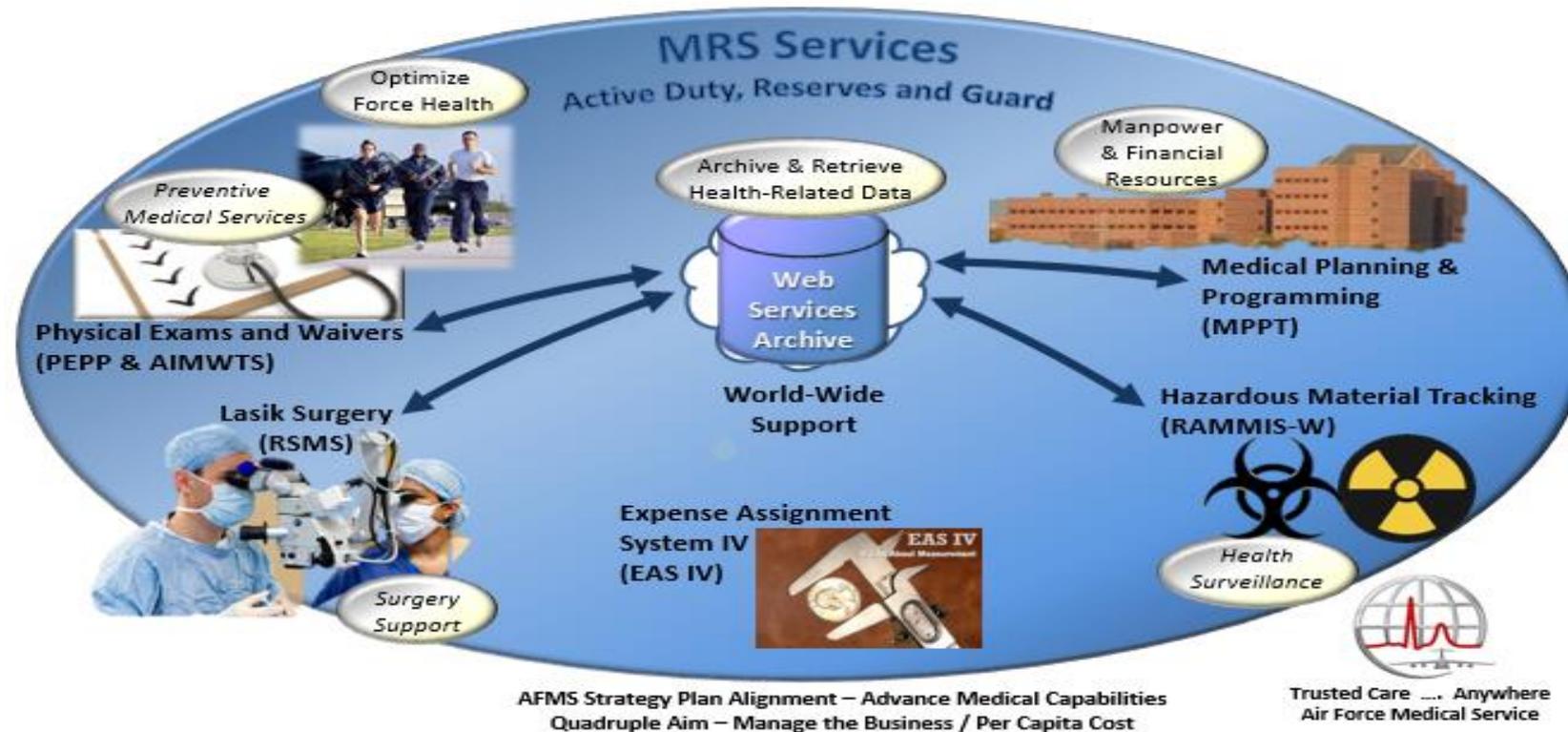
*Information is pre-decisional only and subject change during the acquisition process



AF Medical Omnibus Web Applications Pool (AFMOWAP) Overview



AF Medical Omnibus Web Applications Pool (AFMOWAP) is a suite of 5 applications used by the AF Medical Services (AFMS) to manage & track, flight waivers, flight physicals, refractive surgery applications, non-weaponized radioactive materials & medical resource planning



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AF Medical Omnibus Web Applications Pool (AFMOWAP)



Description

- Provides technical support to maintain & sustain the MRS medical applications used by AFMS to deliver healthcare to the warfighter

*Anticipated Milestone Dates:

- Program Industry Day 2Qtr FY16
- Draft RFP Release 3Qtr FY16
- RFP Release 3Qtr FY16
- Contract Award 1Qtr FY17

Acquisition Strategy Planning

Contract Type: FFP

Current Contract Expiration: 7 Sep 16 (Securing the use of EoS option to Mar 17)

PoP: Mar 17 – Mar 22 (One year base plus four 1 year option periods)

Acq Approach: 8(a) Competitive

NAICS Code: 541511

Incumbent: Enterprise Resource Planning International

Activity: Sustainment

Customer: DHA/SG6

Total Contract Cost: \$5-8M

Program Manager:

- Mr. Teofilo Benavidez, 334-416-2621
teofilo.benavidez@us.af.mil

Contracting Officer:

- Ms. Maria Jones, 334-416-2653
maria.jones@us.af.mil

Unique Requirements/Risks/Concerns

- Application migration from ColdFusion/Oracle to .NET/SQL
- ColdFusion expertise
- Medical Functional expertise

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NexGen IT



| | |
|--|---|
| <p style="text-align: center;">Description</p> <ul style="list-style-type: none"> NexGen IT is a program to replace legacy systems by configuring commercial IT products to deliver mission-focused capabilities in support of USAF Civil Engineers transformation initiatives <p>*Anticipated Milestone Dates:</p> <ul style="list-style-type: none"> RFI 4Qtr FY16 Program Industry Day 4Qtr FY16 Draft RFP Release 2Qtr FY17 RFP Release 3Qtr FY17 Contract Award 4Qtr FY17 | <p style="text-align: center;">Acquisition Strategy Planning</p> <p>Contract Type: FFP / CPFF</p> <p>Current Contract Expiration: 13 Feb 17 (Securing the use of 6 month EoS option)</p> <p>PoP: Aug 17 – Aug 22 (One year base period plus four 1 year option periods)</p> <p>Acq Approach: TBD</p> <p>NAICS Code: 541511</p> <p>Incumbent: CACI, Inc. – Federal, Alliant GWAC</p> |
| <p>Activity: Software Development/Sustainment</p> <p>Customer: AF Civil Engineering Center</p> <p>Total Contract Cost: \$60-75M</p> <p>Program Manager:</p> <ul style="list-style-type: none"> Mr. Kevin Lee, 334-416-6177 kevin.lee.18@us.af.mil <p>Contracting Officer:</p> <ul style="list-style-type: none"> Mr. Avery Brown, 334-416-5633 avery.brown@usaf.mil | <p style="text-align: center;">Unique Requirements/Risks/Concerns:</p> <ul style="list-style-type: none"> Certified IBM TRIRIGA software application expertise required Recently fielded system (1Qtr FY16) – several hundred minor requirements remain to be fielded/fixed Development requirements are still being fully definitized Sustainment services include: <ul style="list-style-type: none"> Baseline Change Requests, Compliance activities (CFO, RPIM, FISCAM, Blue Book), & Civil Engineering Help Desk support (LV 2 & 3) |

*Information is pre-decisional only and subject change during the acquisition process

Business and Enterprise Systems

ACQUISITION SUPPORT OFFICE (ASO)

INITIATIVES & NEWS FOR INDUSTRY



**Mr. Jason Hanson
Branch Chief, ASO
May 2016**



Overview



- BES Acquisition Process now implemented
- ASO New Initiatives & Policy
- New NETCENTS-2 Vendor Feedback
- Award/Competition Statistics
- BES Myth Busting
- We want your feedback

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BES Process for Acquisitions Key Points



- **Standardization is the Goal**

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

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ASO Initiatives



- “Hotwash” conducted w/ Dep PEO at the end of every Acq – provides lessons learned & collection of metrics
- Additional proposal feedback for NC-2 Vendors (more info on next slides)
- Vendor Feedback Questionnaires
- Contract Award Schedule Tool (CAST)
 - Automated schedule tool that serves as a checklist for all contract actions
- Templates for every milestone & review already created
- Quarterly Acquisition Training Workshops
 - First hand feedback from PM’s in the field working everyday issues
- Face-to-face training provided/developed & some in-work
 - Risk training, Phase I, Phase II, MFT Use

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New DBS AFMANs & Training



- **Implementation of Defense Business Systems (DBS) AFMAN 63-144**
 - Shorter Timeframe in Capability Delivery
 - Tailoring Approaches & Processes, Authority Delegation, Portfolio Documentation, Agile Acquisition
- **Revisions to AFMAN 33-402 Services Dev & Delivery Process (SDDP) – Soon to be DBS Requirements Development (DBSRD)**
 - Requirements Focus—Leverages First 3 Steps of SDDP
 - Last 3 SDDP Steps integrate/defers to New DBS AFMAN 63-144
 - Early PM & User Involvement
- **Info Tech Functional Integration Product Team (IT FIPT)**
 - Purpose: Provide input into DAWIA IT Training reqt's, cert, & professional dev opportunities
 - Courses Under Development:
 - Cloud Computing, Agile Software Acq, DBS Acq, Risk Mgmt Framework for Practitioners, Software Assurance & Supply Chain Risk Mgmt, & more...

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New DoD Source Selection Procedures



- **Effective for acquisitions w/source selection plans approved on/after 1 May 16**
 - Mandatory for Major Systems acquisitions & FAR 15 competitive acq's \$10M+
 - Revised waiver approval thresholds
 - Rating definitions
 - New risk rating, small business ratings, and performance confidence rating
 - Expanded Source Selection Team (SST) roles & responsibilities
 - PCO encouraged to discuss weaknesses, excesses, & price
 - Competitive Range Decision Document
 - Requirement to integrate proposal into resultant contract
 - SS Trainers must get refresher training annually

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New BES Policy & DoD Contract Incentive Guide



- **Draft Delegation Authority Memo & BES OI 63-5 in coord**
 - BES Delegation Authority < \$50M now delegated down to Senior Material Leader (SML) or SML-Equivalent for Non-ACAT
 - ESIS will be the gate for all Acquisitions, J&A's, Direct Awards
 - Increased potential for more flexibility post ESIS for delegation
- **New Incentive Contract Guidance**
 - In response to 1) Better Buying Power 3.0 & 2) 2014 Annual Report on the Performance of the Defense Acquisition System
 - Guidance offers "considerations contracting/acq professionals should take into account when selecting & negotiating the most appropriate contract type for a given rqmt
 - Analysis showed programs utilizing CPIF & FPIF contracts achieved better cost & schedule outcomes

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BES Vendor Communication Plan



- **Purpose:** Encourage communication exchanges w/ potential vendors at earliest point & throughout acquisition process
- **Goals**
 - Expand opportunities to attract new vendors & increase competition
 - Provide clarity of BES requirements
 - Increase PMO awareness of industry products & services
- **Engagement Events & Information Sharing**
 - BES Vendor Industry Days (VID) – Upcoming acquisitions
 - BES Vendor Exchange Forums (VXF) – Cross communication between BES leadership, BES PMOs, & industry partners
 - BES Vendor Communication Website – Listing of upcoming acquisitions, PMO contact information, policy updates, & training brochures

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NC-2 Vendor Feedback



■ Vendors will now get feedback on quality of proposals awarded at Gunter

Why:

- Feedback regarding quality of proposals needs to make its way back to the NC-2 IDIQ PM's to share w/ their vendors
- Need to emphasize quality of proposals vs. number of bids
- “Non-competitive” or “low quality” proposals cost Gov't & Industry too much time & money to evaluate/develop

How:

- Evaluation teams will provide their feedback to Deputy PEO as part of their “Hotwash” 30 days after contract award
- Feedback will be collected by ASO & provided to NC-2 IDIQ PM's

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

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NC-2 Vendor Feedback (cont.)



Proposal Rating Definitions

| | Definition | Example(s) |
|----------------------------------|--|--|
| <p>High Quality</p> | <p>Proposal <u>THOROUGHLY</u> addressed requested information in ITO/Section L w/ <u>SPECIFIC</u> detail & exhibited <u>IN-DEPTH</u> knowledge of requirements</p> | <p>Proposal was a solid candidate for award</p> |
| <p>Acceptable Quality</p> | <p>Proposal <u>MOSTLY</u> addressed requested information in ITO/Section L w/ <u>SUFFICIENT</u> detail & demonstrated a <u>GENERAL</u> knowledge of requirements</p> | <p>Proposal was a candidate but lacked full comprehensive knowledge or in-depth explanations</p> |
| <p>Low Quality</p> | <p>Proposal <u>MINIMALLY</u> addressed requested information in ITO/Section L w/ <u>MARGINAL</u> detail & demonstrated a <u>QUESTIONABLE</u> knowledge of requirements</p> | <p>Proposal was acceptable but lacked sufficient detail w/ minimal explanations</p> |
| <p>Poor Quality</p> | <p>Proposal <u>DID NOT</u> address requested information in ITO/Section L. Proposal provided <u>LITTLE TO NO</u> detail & demonstrated a <u>LACK</u> of knowledge of requirements</p> | <ul style="list-style-type: none"> -Proposal restated requirements without data to support the vendor's claims -Proposal provided generalities or vague responses regarding evaluation factors -Proposal lacked specifics & was not competitive |



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 |
| D | 2 | 2 | 0 | 1 | 5 |
| E | 1 | 0 | 3 | 1 | 5 |
| F | 1 | 0 | 0 | 1 | 2 |
| G | 0 | 2 | 1 | 0 | 3 |
| H | 4 | 2 | 2 | 0 | 8 |
| I | 0 | 5 | 0 | 0 | 5 |
| Total | 20 | 14 | 10 | 7 | 51 |
| % Avg per effort | 39% | 27% | 20% | 14% | |

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Competition/Award Statistics



- \$11.6M Avg contract award value
- 4.3 yrs Avg duration of contracts awarded
- 75% % of time that draft RFP's are released
- 110 days Avg time from RFP release to contract award
- 45 days Avg duration to evaluate proposals
- 58% FFP contracts awarded (others are a mix of FFP/Cost Plus)
- 6 Avg # of NC-2 proposals received per effort
- Percentage of Awards by BES 3-Ltr:
 - HIB – 45%
 - HIA – 40%
 - HIZ – 10%
 - HIC – 5%

Based on data collected since Aug 15; 20 Total Awards

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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: *35% 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 won 18% of the time*

Statement: “Acquisitions are shaped to benefit the Incumbent & they typically win”

Fact: *The incumbent or incumbent teamed w/ the awardee won 44% of the time*

Statement: “RFP quality is poor & lacks info about the requirement”

Fact: *DRFP's are released close to 75% 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 development 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, Bidder's 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 & 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 to be better

ASO@us.af.mil

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BES BUSINESS AND ENTERPRISE SYSTEMS
DIRECTORATE



LUNCH

May 26, 2016 Vendor Industry Day

BES BUSINESS AND ENTERPRISE SYSTEMS
DIRECTORATE



BES PANEL

Collaborative Dialogue –

“COLLABORATING A WIN/WIN ENVIRONMENT”

May 26, 2016 Vendor Industry Day

Business and Enterprise Systems

Vendor Communications Way Ahead



Mr. Richard T. Aldridge
PEO/Director BES
May 2016

Vendor Comm Way Ahead Agenda

- BES Informational Sites
- Industry Partner Meeting Request Process
- BES Meeting Request Questionnaire



BES Informational Sites:

BES Public Website

<http://www.gunter.af.mil/events/businessandenterprisesystems/index.asp>



- **BES Vendor Communication Plan**
- **Quarterly NewsByte**
- **Reference Guide (Semi-annual update)**
- **Smart Guide (Semi-annual update)**
- **Enterprise Industry Days (VID – May/VXF – Oct/Nov)**
- **Meeting Request Questionnaire**
- **FAQs (Coming Soon!!)**
- **Industry Surveys (Collection of feedback/inputs)**

Follow us on BES Social Media Sites

Facebook

<https://www.facebook.com/AirForceBES>

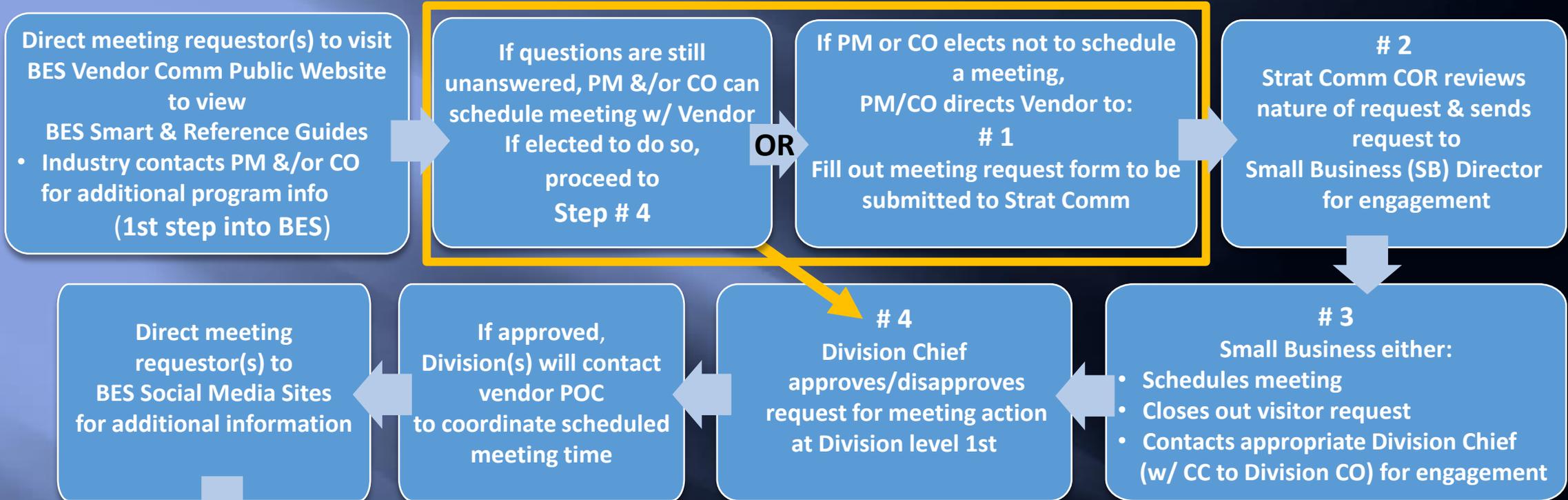
Twitter

<https://twitter.com/BESVendorComm>

LinkedIn

https://www.linkedin.com/hometrk=nav_responsive_tab_home

Industry Partner Meeting Request Process



***BES Vendor Comm Public Website:**
<http://www.gunter.af.mil/events/businessandenterprisesystems/index.asp>
Twitter: <https://twitter.com/BESVendorComm>
Facebook: <https://www.facebook.com/AirForceBES>
LinkedIn: https://www.linkedin.com/profile/public-profile-settings?trk=prof-edit-edit-public_profile

Direct further requests to
Mr. Radis Paster
radis.paster.2@us.af.mil



BES Meeting Request Questionnaire

1. Provide company's POC information for scheduling the meeting:
(Full name, phone number, and e-mail address)
2. What's the Company's name/website address?
 - a. Are you a large or small company?
 - b. Do you fit into either of the social economics categories? Specify which one?
3. Please provide list of attendees, to include titles.
4. What's the date/time of requested meeting? Alternate date/time?
5. Does the company currently hold a contract with BES?
 - a. If so, what division/program(s) do you support?
6. What is the topic of your discussion?
7. What is your expectation of meeting with BES personnel?



Submit completed form to: BESVendorComm@us.af.mil

Business and Enterprise Systems

SMALL BUSINESS OFFICE

OVERVIEW OF FY15 & FY16 SB PEO GOALS



Ms. Denise Baylor
Director of Small Business Programs
May 2016

Statutory Goals Federal Executive Agencies



Prime Contracts to Small Businesses

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

Prime Contracts to Small Businesses 2015

(Source: FPDS-NG):

| | | | |
|-------------|--------|--------|--------|
| - DoD Goal | 21.35% | Actual | 24.79% |
| - AF Goal | 16.10% | Actual | 18.87% |
| - AFMC Goal | 11.88% | Actual | 14.26% |

EXCEEDED

BES FY15 SLPE Goal/Final Comparison



| FY15 | Total \$s | SB \$s | SB% | SDB% | SDVOSB% | WO% | HZ% |
|-----------------------|-----------|----------|--------|--------|---------|-------|-------|
| FY15 SLPE Goal | \$354M | \$117M | 33.20% | 24.68% | 2.80% | 3.56% | 1.61% |
| FY15 SLPE Final | \$436M | \$176.8M | 40.54% | 27.68% | 2.14% | 7.66% | 1.53% |

FY15 Final Obligations:

Total Obligated Dollars: \$436M
Total SB Obligated Dollars: \$176.8M
Final Percentage: 40.54%

BES FY16 SLPE Goal/Final Comparison



| FY16 | Total \$s | SB \$s | SB% | SDB% | SDVOSB% | WO% | HZ% |
|----------------|-----------|---------|--------|--------|---------|-------|-------|
| FY16 SLPE Goal | \$423.8M | \$164M | 38.73% | 27.20% | 2.63% | 6.75% | 1.61% |
| FY16 TD | \$210.7M | \$57.6M | 27.31% | 20.37% | 2.30% | 5.39% | 2.64% |

Although Socio-Economic set-asides will not have goals, they will continue to be tracked

If there were goals, they would be:

SDB%: 27.2%

SDVOSB%: 2.63%

WOSB%: 6.75%

HubZone%: 1.61%

Small Business Successes



- **BES SB FY15 Goal of 33.20% was exceeded**
 - SB Goal accomplishment is 40.54%
 - BES SB obligated \$176M (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 VID & VXF events...connects industry to gov't**
- **SB Director Awards**
 - 2015 AFCEA International Person of the Year (Gov't)
 - 2014/15 SAF/SB Director's Beyond Goal Award

BES

BUSINESS AND ENTERPRISE SYSTEMS



DIRECTORATE

Contact:

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BES BUSINESS AND ENTERPRISE SYSTEMS DIRECTORATE



SMALL BUSINESS OFFICE

**BE BIG
GO SMALL**



Small Source – Right Value – Big Performance

The complex block is a graphic with a purple-to-orange gradient background. At the top, it says 'SMALL BUSINESS OFFICE' in white. Below that, 'BE BIG' and 'GO SMALL' are written in large, bold, white letters. To the right is a white rectangular box containing a hand pointing down at the words 'SMALL BUSINESS' in red and blue. At the bottom, the slogan 'Small Source – Right Value – Big Performance' is written in a white, italicized font. There are four small white oval shapes, one in each corner, resembling button indicators.

Business and Enterprise Systems

LETS TALK ABOUT PROPOSALS AFLCMC/HIK

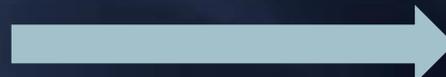


**Ms. Cynthia Crews
Director of Contracting
May 2016**

Proposal Observations/Best Practices

Observation:

- Ignoring RFP instructions
- Not addressing the selection criteria
- Making assumptions, then writing flawed proposal
- Incomplete proposals with promises to “provide upon/after award”
- Proposal describes what you’re “doing” vs. proof of what you’ve done



Best Practice:

- Create a matrix with instructions & trace proposal page/paragraph to instructions
- Add a column to the matrix to trace each selection criteria back to your proposal
- Attend industry days and/or one-on-ones
 - Explain assumption & ask for feedback
- Provide what is asked for with original proposal submission; Gov’t may award w/out discussions
- Use examples of capabilities you’ve delivered that can be validated; propose performance metrics that the Gov’t can hold you to in the resultant contract

What we've done.....

- Working with PMOs to post draft documents
 - Gives more time to understand requirements and form teams prior to RFP release
- Increased number of Industry Days, One-on-Ones
 - Gives opportunity for open dialogue, questions, address/discuss assumptions
- Increased information posted in Bidder's Library
- Increase RFP response time to 30 days (with few exceptions)
- Leaving discussions open longer to ensure your questions are answered
- Open discussions more often vs. award without discussions
- Use templates to increase standardization in RFP/Proposal format

**BES is committed to open communication!
Visit our website**

www.gunter.af.mil/events/businessandenterprisesystems/index.asp



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BUSINESS AND ENTERPRISE SYSTEMS

DIRECTORATE



CLOSING REMARKS

Mr. Richard T. Aldridge, SES
PEO/Director BES

May 26, 2016 Vendor Industry Day