



Strategic Contracting Cecelia Benford

AFLCMC/WNSK

(937) 713-2066

cecelia.benford@us.af.mil

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Disclaimer: The information provided herein represents the Government's best understanding of the procurement as of the presentation date. This information should be considered preliminary and subject to change.



Background

- Top AF Acquisition Chief: Long developmental lead times not viable in today's environment
- Need to Drive Innovation, Speed & Agility
- Who?
 - Industry Partners
 - USAF Commands
 - Government Acquisition Team
- Resource constraints impact everyone

BLUF: Improve Contracting on a Strategic Level



Strategic Contracting Direction



- Streamline program execution around people, products, processes supporting: 9 MAJCOMS, 60+ programs
- Simulators of the future will be based on common architecture (requirements and standards)
- Simulators Program (SIMS) operates at a high ops tempo, in a complex and dynamic environment, sustained globally



Strategic Challenges



- USAF Commands are influenced by Industry
- SIMS responsible for providing just-in-time information and technology, leveraging new and capable suppliers, industry investment, time and resources; all while meeting National defense strategic goals
- Making “Industry Day” Valuable
- Developing truly cross-enterprise solutions/systems – as “one size does not fit all”



Proposal Objectives



- Improve proposal quality while reducing proposal cycle time
 - "Acquisition agility"
 - Speed with discipline
- Obtain required acquisition outcomes
- Strengthen relationships
 - Create a "teaming" culture amongst stakeholders

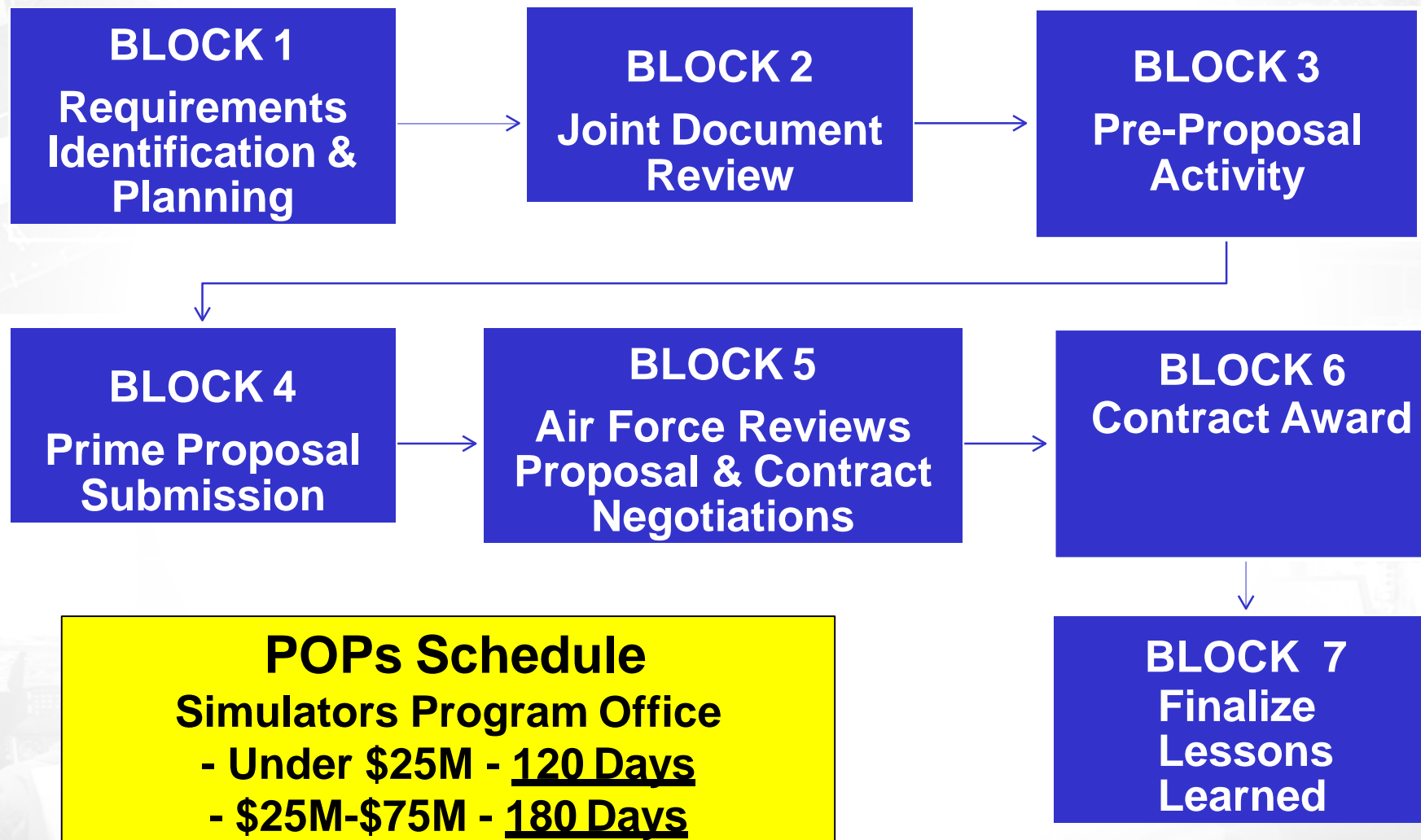


Partnering on Proposals



- Process developed and supported by the Air Force and Contractors
- Employs multiple acquisition reform doctrines to streamline acquisitions
- Address proposal quality concerns based on a structured process and an active team environment

7 Block Process





Initiatives Tackled to Date



- Proactive requirements forecasting
- MAJCOM validated requirements, Partnering on Proposals (PoPs) Initiative
- Contract Actions Tracker for RFP through contract award
- Comprehensive requirements package
- Surge resources to meet parallel source selections and other contract actions
- Sharing Lessons Learned on Source Selections



Source Selection Focus Areas

- Competitive Procedures
 - FAR 15.3 Source Selections
 - Continuing use of FAR Part 16 procedures
 - FAR 16.505 Ordering
 - Fair Opportunity Competitions
 - Potential Flexibility
 - Streamlining Opportunities
 - Consider streamlined evaluation methodologies
 - Narrative statements
 - What is the right amount of information to request
 - Demonstrates offeror understands requirement
 - Allows Government to discern best value
 - Continuing quarterly TSA III meetings



Post Contract Award Observations



- Lack of resources after contract award result in “late-to-need” requirements
- Slow start to contract “Transition” periods
- Post award issues may drive recompetition
- Reevaluating contracts impacts program execution and constrained manpower



Lessons Learned



- Establishing criteria that provides credit for increased value
- Firm Fixed Incentive Price Contracts may provide better performance
- Pre-Priced Options may not be exercised if contractor not performing
- Need to consider quality measurement systems for all contracts
- Develop Post Award Conferences that focus on execution issues

Key Takeaways

- Only committed people, processes, products will achieve speed with discipline
- Actively participate in Industry Days
- Partnering on Proposals - getting on contract on time, with all parties getting what they agreed to
- Contractors and Government must be willing to discuss agile solutions; not business as usual
- Focus on contract execution as well as getting the contract





What Else?



- Partnering with industry on Innovation
 - Utilize Other Transaction Authority e.g. prototypes to provide greater capabilities in less time to warfighter
 - Requesting ideas through AFLCMC (ACI) Consortium Initiative, SBIR III and Fed Biz Ops
- TSA IV
 - Initial planning has begun
 - Looking to award at the end of CY22
 - Planning an Industry Day at I/ITSEC this year
 - Potential look: developing, building, sustaining subsystems with a new threat environment
 - Requires a wider array of contractors



Questions?