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AFLCMC... Providing the Warfighter's Edge



Training and Simulation Industry Symposium 16-18 June 2020

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AGENDA



- **Simulators Overview**
- **Simulators Roadmaps**
- **Contracting Timelines**
- **Simulators Focus Areas**
- **Pitch Days**
- **Summary**



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SIMULATORS ACQUISITION



- Most programs use TSA III, IDIQ Contract for awards

Small Business

- Aero Simulation
- Aerospace Training Systems Partners, JV
- Aviation Training Consulting, LLC
- Bowhead
- CTE, JV
- CymStar
- Delaware Resource Group of Oklahoma
- DLPI, JV
- Fidelity Technologies Corporation
- Logistics Services International, Inc.
- Nakuuruq Solutions
- Nova Technologies

Unrestricted

- The Boeing Company
- CAE USA
- Cubic Defense Applications
- FlightSafety Services Corporation
- General Dynamics Information Technologies
- HII MIS
- L3 Technologies
- LB&B Associates
- Lockheed Martin, RMS
- Northrop Grumman Technical Services
- Raytheon Technical Services Company
- TRU Simulation



EXECUTION PLAN FORECASTING



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Contract Clearance Level Delegation:

PEO Programs:

<u>Contract Value:</u>	<u>PEO and Other Contracting Program Clearance Approval Authority (Excluding AFTC)</u>
≥ \$1B	DAS(C)/ADAS© for Business Clearance Only
≥\$250M < \$1B	SCCO
\$100M < \$250M	One level below SCCO (ex. Chief of Contracting for Directorate/Division)
\$5M < \$100M	Two Levels Below the SCCO (Chief of Contracting Division/Branch)

ACS Actions <\$100M:

<u>Contract Value:</u>	<u>ACS Approval Authority</u>
>\$50M - <\$100M	Chief of the Contracting Office and Deputy Chief of Contracting, Simulators Program Office
>\$25M - \$50M	NH-4 Branch Chiefs
>\$5M - \$25	NH-3 Section Chiefs

Additional Notional Timelines:

<u>Days:</u>	<u>Additional Notional Timelines</u>
15 Days	Notional Timeline for PPO
55 Days	UCA Award
180 Days	UCA Definitization
20 Days	PR Generate Mod

Process Goals

AFLCMC	≤ 370 Days	
ACS	Sole Source	\$10m - \$500M ≤ 250 Days (UCAs excluded)
	Competitive	\$10M - \$1B ≤ 200 days

WNS Notional Milestones & Timeframes

*Assumes Competitive and Sole Source

Milestone	<\$5M	\$5M - \$25M	\$25M - \$50M	>\$50M
Requirements to RFP	30 Days	30 Days	60 Days	60 Days
RFP to Proposal	30-45 Days	45-90 Days	60-90 Days	60-90 Days
Proposal to Tech Eval Complete	10 Days	15-30 Days	30-60 Days	30-60 Days
Tech Eval Complete to Begin Negotiations	10-20 Days	15-30 Days	30-45 Days	45-90 Days
Begin Negotiations to Complete Negotiations	10-15 Days	10-60 Days	30-60 Days	30-60 Days
Complete Negotiations to Contract Award	10-30 Days	10-30 Days	15-30 Days	15-30 Days
Total Run to Contract Award	70-120 Days	95-240 Days	165-285 Days	180-330 Days



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SIMS CONTRACTING INITIATIVES UPDATE



- Proactive requirements forecasting is a joint effort
- MAJCOM validated requirements change as priorities change
- Stabilize comprehensive requirements package upfront
- Partnering on Proposals (PoPs) can work on all efforts
- Surge resources to meet parallel source selections and other contract actions
- Strategic contracting to include pre-priced options and more efficiently allocate resources
- Other Transaction Authority for studies and prototyping opportunities



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SOURCE SELECTION FOCUS AREAS



- Competitive Procedures
 - FAR 15.3 Source Selections
 - FAR Part 16 procedures
 - FAR 16.505 Ordering
 - Fair Opportunity Competitions
 - Consider streamlining opportunities
 - 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
- Planning for TSA IV underway



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Better Source Selection Evaluations



- Changing evaluation of how contractor provides resources after contract award
- There is no magical perfect “Transition” period
- Would like industry input on how you prepare in advance for “Transition” periods
- Post award issues may drive recompetition or option period extensions
- Continue to reevaluate contract execution and impacts to program execution
- Sharing Lessons Learned on Source Selections
- Joint Source Selection Decision/Business Clearance Briefs



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SUMMARY – EXECUTING THE STRATEGY



- 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