Training and Simulation Industry Symposium
16-18 June 2020

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Simulators Program Division
AFLCMC/WNS (WPAFB)
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AGENDA

• Simulators Overview
• Simulators Roadmaps
• Contracting Timelines
• Simulators Focus Areas
• Pitch Days
• Summary
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

**Contract Clearance Level Delegation:**

**PEO Programs:**

<table>
<thead>
<tr>
<th>Contract Value:</th>
<th>PEO and Other Contracting Program Clearance Approval Authority (Excluding AFTC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$&gt;1B</td>
<td>DAS(C)/ADAS© for Business Clearance Only</td>
</tr>
<tr>
<td>$250M &lt; $1B</td>
<td>SCCO</td>
</tr>
<tr>
<td>$100M &lt; $250M</td>
<td>One level below SCCO (ex. Chief of Contracting for Directorate/Division)</td>
</tr>
<tr>
<td>$5M &lt; $100M</td>
<td>Two Levels Below the SCCO (Chief of Contracting Division/Branch)</td>
</tr>
</tbody>
</table>

**ACS Actions <$100M:**

<table>
<thead>
<tr>
<th>Contract Value:</th>
<th>ACS Approval Authority</th>
</tr>
</thead>
<tbody>
<tr>
<td>$&gt;50M - &lt;500M</td>
<td>Chief of the Contracting Office and Deputy Chief of Contracting, Simulators Program Office</td>
</tr>
<tr>
<td>$&gt;25 - &lt;50M</td>
<td>NH-4 Branch Chiefs</td>
</tr>
<tr>
<td>$&gt;5M - &lt;25M</td>
<td>NH-3 Section Chiefs</td>
</tr>
</tbody>
</table>

**Additional Notional Timelines:**

<table>
<thead>
<tr>
<th>Days:</th>
<th>Additional Notional Timelines</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 Days</td>
<td>Notional Timeline for PPO</td>
</tr>
<tr>
<td>55 Days</td>
<td>UCA Award</td>
</tr>
<tr>
<td>180 Days</td>
<td>UCA Definitization</td>
</tr>
<tr>
<td>20 Days</td>
<td>PR Generate Mod</td>
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</tbody>
</table>

**WNS Notional Milestones & Timeframes**

*Assumes Competitive and Sole Source

<table>
<thead>
<tr>
<th>Milestone</th>
<th>&lt;$5M</th>
<th>$5M - $25M</th>
<th>$25M - $50M</th>
<th>&gt;$50M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Requirements to RFP</td>
<td>30 Days</td>
<td>30 Days</td>
<td>60 Days</td>
<td>60 Days</td>
</tr>
<tr>
<td>RFP to Proposal</td>
<td>30-45 Days</td>
<td>45-90 Days</td>
<td>60-90 Days</td>
<td>60-90 Days</td>
</tr>
<tr>
<td>Proposal to Tech Eval Complete</td>
<td>10 Days</td>
<td>15-30 Days</td>
<td>30-60 Days</td>
<td>30-60 Days</td>
</tr>
<tr>
<td>Tech Eval Complete to Begin Negotiations</td>
<td>10-20 Days</td>
<td>15-30 Days</td>
<td>30-45 Days</td>
<td>45-90 Days</td>
</tr>
<tr>
<td>Begin Negotiations to Complete Negotiations</td>
<td>10-15 Days</td>
<td>10-60 Days</td>
<td>30-60 Days</td>
<td>30-60 Days</td>
</tr>
<tr>
<td>Total Run to Contract Award</td>
<td>70-120 Days</td>
<td>95-240 Days</td>
<td>165-285 Days</td>
<td>180-330 Days</td>
</tr>
</tbody>
</table>

**Process Goals**

<table>
<thead>
<tr>
<th>AFLMC</th>
<th>&lt; 370 Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACS</td>
<td>Sole Source $10m - $500M &lt; 250 Days (UCAs excluded)</td>
</tr>
<tr>
<td></td>
<td>Competitive $10M - $1B &lt; 200 days</td>
</tr>
</tbody>
</table>

**AFCMC Process Goals**

- **Sole Source**
  - $10m - $500M: 250 Days (UCAs excluded)
  - Competitive: $10M - $1B: 200 days

**Contract Value:**

- **ACS Approval Authority:**
  - Chief of the Contracting Office and Deputy Chief of Contracting, Simulators Program Office
  - NH-4 Branch Chiefs
  - NH-3 Section Chiefs

**Days:**

- 15 Days: Notional Timeline for PPO
- 55 Days: UCA Award
- 180 Days: UCA Definitization
- 20 Days: PR Generate Mod
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
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
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
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