Strategic Contracting

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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
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

BLOCK 1
Requirements Identification & Planning

BLOCK 2
Joint Document Review

BLOCK 3
Pre-Proposal Activity

BLOCK 4
Prime Proposal Submission

BLOCK 5
Air Force Reviews Proposal & Contract Negotiations

BLOCK 6
Contract Award

BLOCK 7
Finalize Lessons Learned

POPs Schedule
Simulators Program Office
- Under $25M - 120 Days
- $25M-$75M - 180 Days
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?