



DoD Information Analysis Centers (IAC) Multiple Award Contract (MAC) Government-Industry Day

16 Jun 2016

Source Selection Authority: Air Force PEO/CM

Program Manager & SSEB Chair: Mr. Thomas Gillespie, Director, DoD IACs

Contracting Officer: Mr. Stanley Stearns, AFICA/KD, SS Lead

Small Business Specialist: Ms. Nicole Perry, DTIC/OL, Dir. Small Business Programs



Bringing the "Think Tank" to the Battlespace

<http://iac.dtic.mil>



Agenda



Time	Event	Briefer
8:00 – 9:00	Arrival (Breakfast / Coffee in cafeteria)	
9:00 – 9:10	Admin Remarks and Conference Overview	Mr. Thomas Gillespie
9:10 – 9:40	IAC Program Background	Mr. Thomas Gillespie
9:40 – 10:20	IAC MACs Notional Acquisition Strategy	Mr. Stanley Stearns
10:20 – 10:35	Break (Coffee in cafeteria)	
10:35 – 11:05	Teaming and Small Business	Ms. Nicole Perry
11:05 – 11:15	Future Acquisition Considerations – CSIAC	Mr. Stanley Stearns
	Follow-On Contract	
11:15 – 11:45	Industry Input and Q&A	All
11:45 – 12:00	Closing Remarks	Mr. Thomas Gillespie



Information Analysis Centers Technical Area Tasks (IAC MAC)

Program Background and IAC MAC Overview Mr. Thomas Gillespie



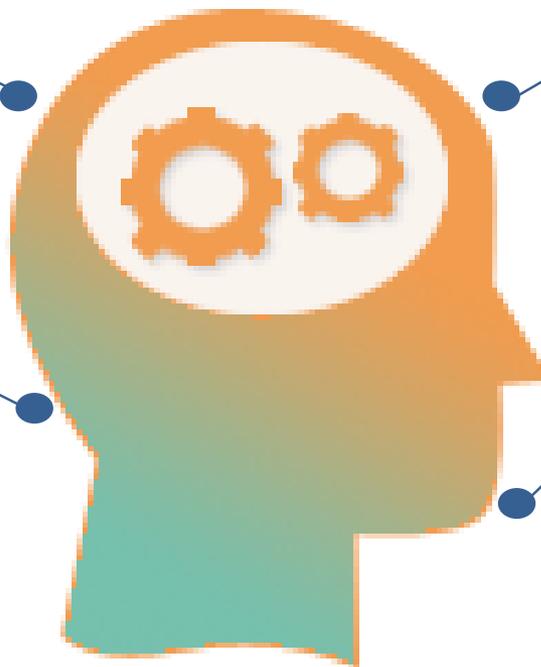
The Facts Behind the IACs

ESSENTIAL RESOURCE

For over 65 years, the IACs have served as an essential resource to affordably access technical data and analysis in support of current operations.

SCOPE OF WORK

The IAC program is composed of thousands scientists and engineers in 49 states. Through over 270 Technical Area Tasks (TATs), IACs conducted more than \$1.3 billion in FY15 for research, development, technical studies, and analysis.



RESEARCH DATA AND ANALYSIS

Through the IACs, research data is collected, analyzed, and reused to answer recurring challenges and identify long term trends and provide recommendations to the DoD research and acquisition communities.

REALIGNED FOCUS

In 2008, the IAC program announced changes to our contract structure, in response to changes in legislation requiring enhanced competition. The ongoing effort to restructure the IACs was completed in the summer of 2014, aligning to current priorities of the SecDef, including Better Buying Power.

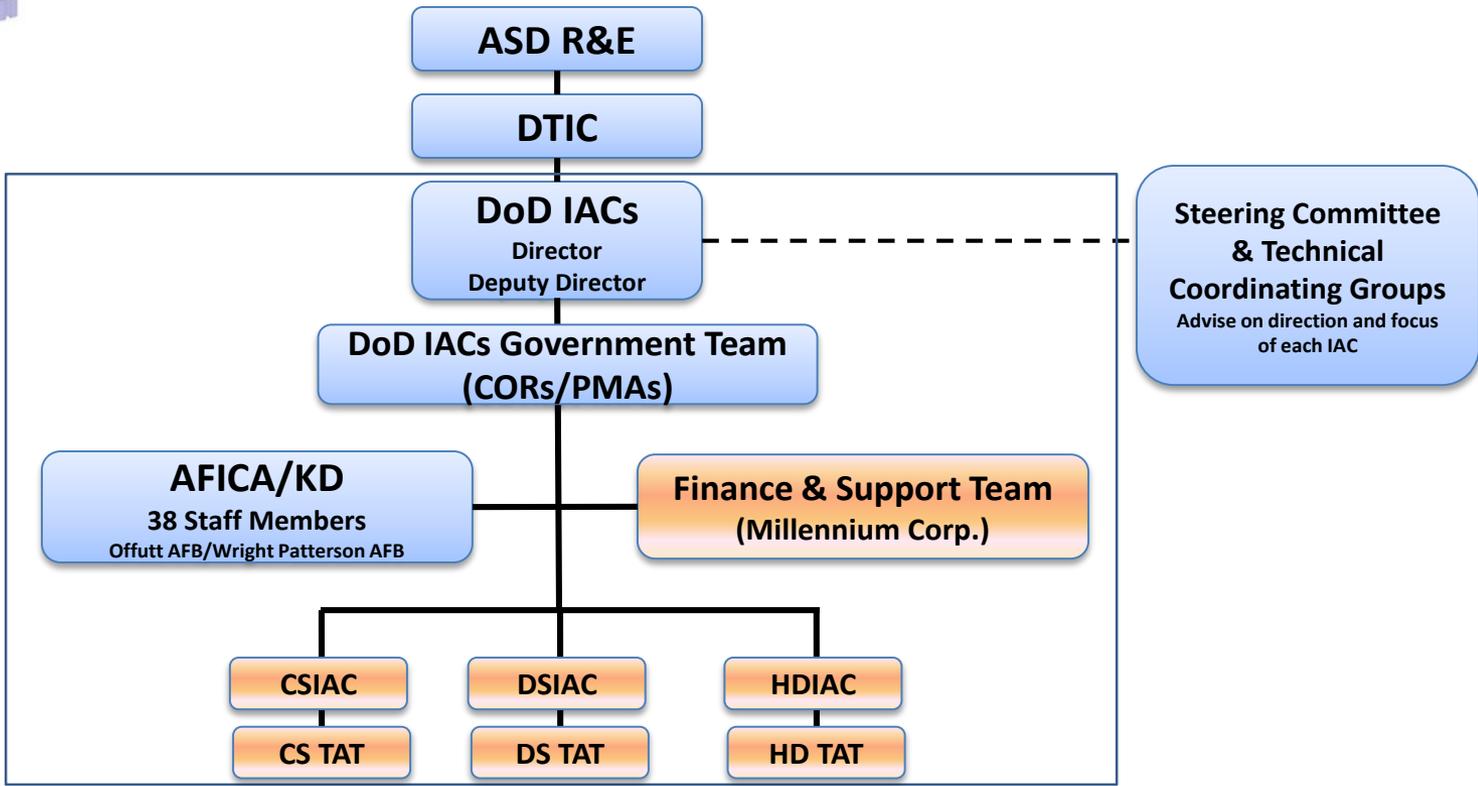
“IACs serve as a proven resource for maximizing the value of each dollar the department spends.”
– Preferred Use of DOD IAC Contracts - Memo Jan. 2015



IAC Enterprise

Diverse Team of Government, Industry and Academia

Thousands of scientists and engineers
 ~270 technical projects
 in 49 states



Contractor

Government





IAC Approach

Communities of Practice Support Technical Analysis



IAC approach moves from “data to decisions”

- IAC Basic Centers of Operation (BCOs)
 - Collect technical information in areas of DoD interest (reports, technical data, etc.)
 - Analyze information to identify trends
 - Create information products that summarize key findings, SOARs
 - Approach the above by establishing a **Community of Practice**
 - Create forums for exchanges of current information
 - Access “tacit knowledge” of technical experts (experiential knowledge not documented in formal reports) across government, industry and academia
 - Answer Technical Inquiries (< 4 hrs), Extended Inquiries (4-24 hrs), Search and Summaries (24-40 hrs), and Core Analysis Tasks (CATs)
 - CATs are less than 1 year in duration and <\$500k in cost (<\$1M for DSIAC)
- IAC Technical Area Tasks (TATs) aka Task Orders
 - Task order contracts providing technical analysis
 - Must create new Scientific and Technical Information (STI)
 - TATs can vary in length from less than a year to five years, from a few thousand dollars to over \$100 million
 - TATs are not used for staff augmentation or routine operations
 - Result in technical reports, which are provided to the IAC BCO and made available across the Defense community through DTIC databases



IAC Technical Scope

Aligning with SECDEF's Top Priorities



www.csiac.org

CSIAC

Cyber Security & Information Systems
Information Analysis Center

CSTAT

- Software Data & Analysis
- Cyber Security
- Modeling & Simulation (M&S)
- Knowledge Management & Information Sharing



www.dsiac.org

DSIAC

Defense Systems
Information Analysis Center

DSTAT

- Weapons Systems
- Autonomous Systems
- Survivability & Vulnerability
- RMQSI
- Advanced Materials
- Military Sensing
- Energetics
- Directed Energy
- Non-lethal Weapons & Information Operations



www.hdiac.org

HDIAC

Homeland Defense & Security
Information Analysis Center

HDTAT

- Homeland Defense & Security
- Critical Infrastructure Protection (CIP)
- Weapons of Mass Destruction (WMD)
- CBRN Defense
- Biometrics
- Medical
- Cultural Studies
- Alternative Energy



MAC TAT FY 15 Historical Information (see RFI)

TABLE 1 - FY 15 IAC MAC TAT AWARDS												
Scope Family	< \$5M		\$5M to \$10M		\$10M to \$50M		\$50-\$100M		Over \$100M		TOTAL	
	Value	#TATs	Value	#TATs	Value	#TATs	Value	#TATs	Value	# TATs	Value	#TATs
Cyber Security & Information Systems (SNIM)	\$6,779,582	2	\$ -	0	\$184,399,753	7	\$ -	0	\$ -	0	\$191,179,335	9
Homeland Defense and Security*	\$ 8,588,613	3	\$5,256,015	1	\$371,697,636	13	\$ -	0	\$ -	0	\$385,542,264	17
Defense Systems	\$ 16,935,581	7	\$ 57,456,083	7	\$1,205,240,148	36	\$ -	0	\$ -	0	\$1,279,631,812	50

TOTAL FY15: \$32,303,776 12 \$ 62,712,098 8 \$1,761,337,537 56 Total: \$1,856,353,411 76

*Homeland Defense figures include 6 CBRN TATs below

Total under \$10M and % of total \$:	\$ 95,015,874	5%
Number and % of total number under \$10M:	20	26%
Avg TAT value under \$10M:	\$ 4,750,794	

Avg. TAT Value: \$ 24,425,703

TABLE 2 - FY 15 IAC MAC TAT AWARDS - CBRN Scope Only												
Scope Focus Area	< \$5M		\$5M to \$10M		\$10M to \$50M		\$50-\$100M		Over \$100M		TOTAL	
	Value	#TATs	Value	#TATs	Value	#TATs	Value	#TATs	Value	# TATs	Value	#TATs
CBRN Defense	\$3,491,581	1	\$ -	0	\$166,324,595	5	\$ -	0	\$ -	0	\$169,816,176	6

TOTAL FY15: \$3,491,581 1 \$ - 0 \$166,324,595 5 Total: \$169,816,176 6

Avg. TAT Value: \$ 28,302,696



Ceiling Concerns for Current HD & DS MACs



- Memo signed by Mr. Ginman (DPAP) and Mr. Shaffer (ASD(R&E)) in Jan 2015 designated IAC MAC contracts “vehicles of first choice” for DoD Research & Development efforts (see next slide)
- Average Task Order values significantly higher than under previous “legacy” contracts, even on an annual basis
- This has resulted in a higher than anticipated ‘IDIQ ceiling burn rate’ for two of the three MACs:
 - **Defense Systems (DS TAT) was awarded June 2014 with a \$3B ceiling**
 - Projected to run out of DS TAT Ceiling by 4th Quarter 2016
 - J&A for ceiling increase of \$3.9B to enable ordering until follow-on contract is in place, circa 1 Oct 2018, in process
 - **Homeland Defense (HD TAT) was awarded May 2014 with a \$900M ceiling**
 - Projected to run out of HD TAT Ceiling by March 2017
 - J&A for ceiling increase of \$500M to enable ordering until follow-on contract is in place circa 1 Oct 2018, in process



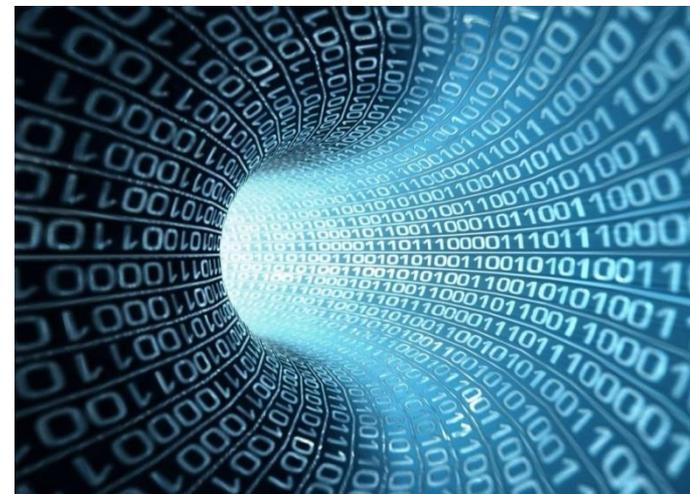
Cyber Security Technical Area Tasks (CS TATs)



CS TATs is an Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contract for Research & Development (R&D). Five year period of performance started 1 Dec 2015 with a \$5B ceiling.

It includes the following scope focus areas:

- Cyber Security
- Software Data & Analysis
- Knowledge Management & Information Sharing
- Modeling & Simulation



CS TATs Full & Open awardees:

- Alion Science and Technology
- Battelle Memorial Institute
- Booz Allen Hamilton
- Exelis (Harris Inc.)
- Georgia Tech
- MacAulay-Brown, Inc.
- ManTech
- Northrop Grumman
- Tasc
- Wyle

SB awardees are:

- *Barbaricum*
- *BRTRC*
- *DSA*
- *Pro2Serve*
- *SMS*
- *Solers*

POC: dtic.belvoir.iac.mbx.csc@mail.mil
 Brian Stricker, Contracting Officer
 Jennifer Heddings, COR



Homeland Defense & Security Technical Area Tasks (HD TATs)



HD TATs is an Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contract for Research & Development (R&D) and/or Advisory & Assistance Services related to R&D efforts. Five year period of performance started 1 May 2014 with a \$900M ceiling.

It includes the following scope focus areas:

- Homeland Security and Defense
- Critical Infrastructure Protection (CIP)
- Weapons of Mass Destruction (WMD)
- Chemical, Biological, Radiological, Nuclear (CBRN) Defense
- Biometrics
- Medical
- Cultural Studies
- Alternative Energy

POC: dtic.belvoir.iac.mbx.csc@mail.mil
Brian Stricker, Contracting Officer
Melinda Rozga, COR



HD TATs awardees are:

- Battelle Memorial Institute
- Booz Allen Hamilton
- Jacobs Technology, Inc.
- Leidos, Inc.
- MacAulay-Brown, Inc.
- *National Security Info. Associates (small)*
- MRI Global
- Scitor Corp.
- *Strategic Analysis Inc. (small)*
- TASC, Inc.
- URS Federal Services
- Wyle Laboratories, Inc.



Defense Systems Technical Area Tasks (DS TATs)



DS TATs is an Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contract for Research & Development (R&D) and/or Advisory & Assistance Services related to R&D efforts. Five year period of performance started 23 June 2014 with a \$3B ceiling.

It includes the following scope focus areas:

- Advanced Materials
- Autonomous Systems
- Directed Energy
- Energetics
- Military Sensing
- Non-lethal Weapons and Information Operations
- Reliability, Maintainability, Quality, Supportability, and Interoperability (RMQSI)
- Survivability and Vulnerability
- Weapons Systems

POC: dtic.belvoir.iac.mbx.csc@mail.mil
Todd Imhoff, Contracting Officer
Glenda Smith, COR



DS TATs awardees are:

- Alion Science and Technology
- Battelle Memorial Institute
- Booz Allen Hamilton
- *EOIR Technologies, Inc. (small)*
- Georgia Tech Research Institute
- MacAulay-Brown, Inc.
- Mantech TSG-2 Joint Venture
- *Prescient Edge Corp. (small)*
- *Strategic Analysis Inc. (small)*
- TASC Inc.
- URS Federal Services
- Wyle Laboratories, Inc.

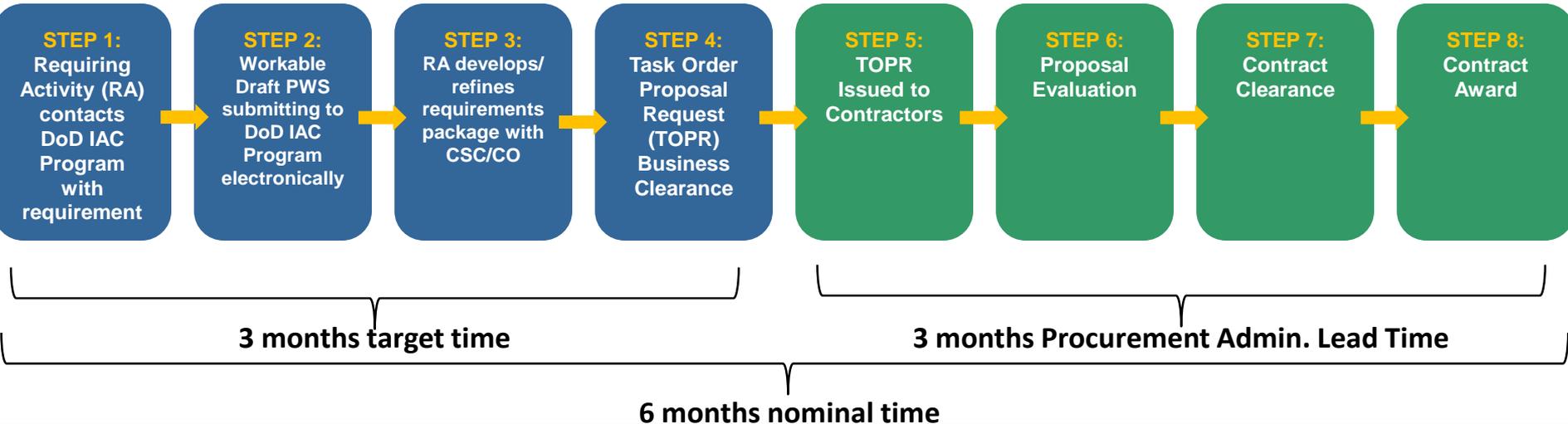


Multiple Award TAT Contracts Ordering Process



- Customers submit a Requirements Package to the DTIC IAC PMO in accordance with the Task Order guidelines.
- The IAC PMO and Contracting Office will review the requirements package to ensure compliance, completeness and applicability to the IAC Program goals.
- The Contracting Office solicits proposals from prime contractors through a RFP.
- The Contracting Office awards the Task Order to the winning contractor.

Contracting Office enters
process here





IAC Multiple Award Contracts

Customer Shared Direct Cost (CSDC)



- All customers who use the IAC MACs will pay a user charge called a Customer Shared Direct Cost (CSDC). CSDC covers contract use, plus assisted acquisition services (IAC Customer Support Cell and DoD contracting office).
- The CSDC rate, currently 1.9%, is a percentage of the task order (TAT) obligated funds amount
- The charge is reviewed annually and set by the IAC Reimbursable Review Board (IRRB) – staffed by OSD Comptroller, OASD(R&E), OSD CIO and OSD OGC
- Most TATs are incrementally funded – CSDC collected only on funds obligated



Information Analysis Centers (IAC)

IAC MACs Notional Acquisition Strategy Mr. Stanley Stearns



Acquisition Overview

IAC MAC



IAC MAC Objectives -- Continue the IAC Program's Unique Ability to:

- As part of DTIC's mission, carry out DoD Directive 3200.12, "DoD Scientific and Technical Information (STI) Program (STIP)" to serve as subject matter centers of excellence and specialized subject focal points.
- Comply with DoD mandate to offer R&D technical area task services, under the IAC program, to the DoD S&T community IAW DoD Manual 3200.14, "Principles and Operational Parameters of the DoD Scientific and Technical Information Program: General Processes", Mar 14.
- Ensure DoD's Scientific and Technical Information (STI) is collected, analyzed, synthesized/processed, and disseminated IAW DoD STI Program requirements.
- Maximize the value of each dollar spent by the Department (typically generating 8-10% savings award values vs IGCEs) through TAT competitions.
- Enable the technical sharing, collaboration and synergy between TAT contractors and BCOs, an essential part of the DoD IAC program.
- Support DTIC customers, government wide, as an efficient and accessible DoD resource to affordably deliver technical research, scientific and technical analyses in support of warfighting, security and operational needs.
- Enable participation of qualified small businesses, as prime and subcontractors, in all IAC contracts.



Why One IAC MAC Contract?

- **Supports Better Buying Power.** Combining the HD, DS, & CS MAC into one MAC complies with Better Buying Power by improving affordability, productivity, and standardization within defense acquisitions
- **Reduces Contract Award Time.** One award process vice three will reduce amount of time contracting and program offices spend on pre-award actions in the long run
- **Reduces Problem of Scope Ambiguity.** Three MACs with different but overlapping scope areas have created confusion for both customers and program/contract offices
- **One IAC MAC would retain the Research Analysis & Development Industrial Base.** Contractor overlap across all focus areas, existing contracts (See next slide)
- **Employ Similar Strategy.**
 - Pursue contract structure that will continue to have Full and Open/Unrestricted and Small Business Set-Aside pools
 - Adopt best practices from other similar IDIQ contract vehicles



Why One IAC MAC Contract?

(Con't)



- One IAC MAC contract would retain the Research Analysis & Development Industrial Base
 - A total of 25 different contractors w/ 10 contractors overlapping across MACs
- Industry and Government would benefit by reducing resources (e.g. proposal creation, multiple evaluation teams, etc.) compared to individual MAC acquisitions

Homeland Defense TAT
\$900M Exp 5/19
CONTRACTORS LIST

Battelle
 Booz Allen
 MacAulay Brown
 TASC
 Wyle
 Strategic Analysis
 URS
 Jacobs
 MRI Global
 NSIA
 Leidos
 Scitor

Defense Systems TAT \$3B
Exp 6/19
CONTRACTORS LIST

Battelle
 Booz Allen
 MacAulay Brown
 TASC
 Wyle
 Strategic Analysis
 URS
 Alion
 Georgia Tech
 Man Tech
 EOIR
 Prescient Edge

Cyber Security TAT \$5B
Exp 11/20
LB CONTRACTORS*LIST

Battelle
 Booz Allen
 MacAulay Brown
 TASC
 Wyle
 Alion
 Georgia Tech
 Mantech
 Exelis (ITT)/Harris
 Northrop Grumman

*6 SBs not listed



IAC MAC

Technical Scope and Requirements

- **Objectives**
 - Draw from and build on technical focus areas' knowledge bases
 - Conduct studies, evaluations, and analyses
 - Promote standardization in technical focus areas across DoD and the S&T communities
- **Scope**
 - Matrix represents technical focus areas with types of tasks across each area

Focus Area Examples	Technical Development	Evaluation	Plans & Frameworks	Implementation	Research & Analysis	Training (non-routine)	O&S Developmental Analysis	SME	Technical Conferences & Meetings
Software Data & Analysis									
Survivabilty									
Weapons Systems									
CBRN Defense									

IAC MAC Scope



IAC MAC

Early Notional Strategy

Requirements

- Technical Area Tasks
 - All 22 focus areas currently within the HD, DS, and CS contracts will fall under the IAC TAT MAC
 - Separately funded orders for studies, complex analysis, engineering and technical services that generate scientific and technical information
 - RDT&E or advisory and other services
 - 3 award pools: 1) SB Set Aside for TATs below a specified amount - 21 scope areas, 2) Unrestricted/F&O – 21 scope areas, and 3) CBRN scope area due to bio level III lab requirement
- Top Secret Facility clearance required prior to contract award

Acquisition Strategy Planning:

- Source Selection Authority: AFPEO/CM w/ OSD Peer Reviews
- Estimated Award Date: 1 Oct 2018
- Contract Value: \$28B ceiling limit
- Contract Type: Multiple Award IDIQ w/ capability for CPFF, CPIF, FFP-LOE , and FFP orders. (99%+ of TATs are CPFF)
- IAC TAT Ordering Period: 10 Years (2 Year Base + 4 two-Year Options)
- IAC TAT Ordering: Orders issued/awarded by AFICA/KD

Information Analysis Center MAC (IAC MAC) (10 Year Contract, ~\$28B Ceiling)

CBRN Defense
(Biosafety level 3)

21 Tech Areas
(Full & Open)

21 Tech Areas
(SB Only, \$\$ Limit)



IAC MAC



Acquisition Strategy Considerations

- Full and Open Competition (F&O) with Small Business Set-Aside
 - Seeking to award 10 F&O and 4 SB contracts; CBRN Defense likely to be a separate 3rd pool (F&O) – potential for three award pools
 - Task Orders below a \$ threshold to be automatic SB set-aside, threshold determined IAW market research results
- NAICS Code
 - 541712, R&D in Physical, Engineering, & Life Sciences (Except Biotechnology)
 - 1000 employee small business size standard
- Contract Type
 - Multiple Award IDIQ with capability for both cost reimbursement and fixed-price orders
- Contract Length
 - 10 years (2 year Base + 4 two-year Options)
- \$28B Ceiling
 - Cumulative total for all contractors, all years – max. Task Orders awarded
- \$2.5K Minimum Order Guarantee
 - Management Reporting Requirement for Base Period only (FFP CLIN)



IAC MAC

Acquisition Strategy Considerations



- Organizational Conflict of Interest with IAC BCO prime contractors
 - BCO prime contractors can hold IAC TAT contract but will be unable to bid as prime/subcontractor on TATs in their scope area, e.g., cyber
 - BCO contractors serve as “trusted agents”
- DCAA-confirmed adequate accounting system for CPFF
 - Information for Contractors, DCAA Pamphlet No. 7641.90 (www.dcaa.mil/dcaap7641.90.pdf)
- Small Business Set Aside Pool
 - Small Businesses can compete for SB pool and/or F&O pool awards
 - Will have to identify as part of proposal
 - SB Pool TAT Competitions
 - FAR 52.219-14, Limitations on Subcontracting: At least 50% of the cost of contract performance incurred for personnel performed by SB contractor
 - F&O Pool TAT Competitions
 - FAR 52.219-14 rule not applicable



IAC MAC



Acquisition Strategy Considerations

- Best Value Tradeoff Source Selection Process (Price & Performance) (*tentative*)
 - Technical (Acceptable / Unacceptable)
 - Evaluation of primary focus areas with Sample Task Orders, additional focus areas with technical narrative
 - Management approach (will include small business utilization)
 - Past Performance
 - Cost/Price



Industry Input

Developing a “Workable” Approach

- Examples of specific questions for which we are seeking industry input:
 - For large and small businesses, what is a 'reasonably achievable' percentage you could accomplish for small business subcontracting, in terms of % of Govt dollars obligated, based on your company's demonstrated past performance record?
 - For small businesses, what would you recommend as the maximum ceiling price for each Task Order that could be used to make a determination for establishing an automatic small business set aside dollar threshold on this vehicle
 - Do the contemplated strategies present barriers to small business participation and/or competition – either at the prime or subcontractor level? If so, what are some alternatives that would remove these?
 - Are small businesses planning to form teaming agreements to pursue these opportunities (traditional prime/sub arrangements as well as joint ventures and mentor-protégé agreements) – if not why not?
 - See *DoD Guidebook for Facilitating Small Business Teaming Agreements* at: http://www.acq.osd.mil/osbp/doing_business/index.htm



Industry Input

Developing a “Workable” Approach

- Bottom Line Up Front

- The Government is **very receptive** to industry input/feedback on the contemplated strategies
- Desired input includes elements of acquisition strategy, as well as post-award execution
- Are there **best practices** / samples of approaches used on other successful programs/contracts, especially with respect to source selection/proposal evaluation approaches and ordering procedures, that would optimize **opportunities for small businesses**?
- Are there best practices / samples of approaches... that would **facilitate cost and/or time savings** at either the IDIQ level or Task Order level?
 - *The IAC program has incorporated input from industry in shaping the acquisition strategies and post-award ordering processes on past acquisitions: CS TATs, DS TATs and HD TATs and all three IAC BCO contracts and plans to continue doing so on future awards*



Industry Input

REQUEST FOR INFORMATION



PART ONE – COMPANY/ORGANIZATION OVERVIEW

In each question below please provide a detailed summary for your answers, when requested, and adhere to page length limitations.

Note: Follow these steps to “check” the Check Boxes contained within: Double Left Click on Check Box, Select Properties, Select “Checked” under Default Value, Select OK.

Part One has 20 Questions that will assist the Government in determining small business Set-asides and dollar thresholds and with the acquisition strategy. It is important that BOTH Large and Small Businesses respond to the questionnaire.

NOTE: A Background document and an RFI will be posted Friday 17 June and will be due back to the Gov’t by 15 July 2016.



Industry Input

REQUEST FOR INFORMATION

PART TWO – SCOPE FOCUS AREA CAPABILITY & CAPACITY TEMPLATE

Instructions: If you are demonstrating capability/capacity to perform in either Pool 1 or Pool 2, questions 21, 22 and, (if applicable) 23 must be completed for *each* of the three mandatory scope focus areas: 1) Survivability, 2) Reliability, Maintainability, Quality, Supportability and Interoperability (RMQSI) and 3) Modeling and Simulation. Copy and complete the template for Questions 21-23 for each of the three areas.

If you are demonstrating capability/capacity to perform in Pool 3, CBRN Defense, questions 21, 22, and, (if applicable) 23 must be completed for the scope area of CBRN Defense. Copy and complete the template for Questions 21-23 for this scope area.

Part Two has 3 Questions that will be answered three times, once for each of the three scope areas. This will assist the Government in determining capacity and capability for a potential small business Set-aside.



Industry Input



REQUEST FOR INFORMATION (RFI) BACKGROUND

The RFI will also have a document that provides descriptions of all the Focus areas and important information concerning this acquisition and assist you in filling out the RFI. Below is one excerpt from the Background paper to help understand what Capacity means: Capacity means the respondent would be fully prepared to successfully perform the magnitude of effort required by this contract in at least one of the pools. The number of Task Orders and corresponding level of effort, expressed as “full-time equivalents” (FTE) that the contractor would be required to demonstrate capacity to perform, per pool, is shown in Table 1 below. A ‘full time equivalent’ is defined as one OR MORE individuals, who *when combined*, perform an average of approximately 40 hours per week for one person on a single contract. For example, one individual who charges 40 hours/week for 52 weeks/year to a single contract, after subtracting their non-billable hours (paid absences), delivers approximately 1880-1920 hours per year to that contract – this is one FTE. Four individuals who each charge 10 hours per week individually, for 52 weeks/year to a single contract, after subtracting non-billable hours for paid absences, deliver a combined amount of approximately 1880-1920 hours per year to that single contract – this is one FTE. To demonstrate capacity, respondents must show that they can successfully perform the requirements of the pool



Projected Schedule for IAC MAC



Action	Start	Finish
Early Strategy and Issues Session	24 May-16	
Industry Day	16 June -16	
Reviews – Mrkt Research SB, ASP Brief, Draft Acq Plan & RFP (Local, Legal, SB, AFICA CDP1 MIRT, AFPEO/CM)	21-Feb-15	30-Jun-16
Acquisition Strategy Panel	10-Aug-16	
Post Synopsis (Posted 1 Jul 14) and Draft RFP (Posted 3 Jul 14)	20-Aug-16	
Prepare/Finalize ASP Minutes, Acq Plan, RFP & SSP	11-Aug-16	26-Aug-16
Business Clearance Reviews – RFP, SSP (Local, Legal, AFICA CDP2 MIRT & Bus Clearance, AFPEO/CM, OSD)	27-Aug-16	24-Nov-16
RFP Issued	7-Dec-16	
Proposals Received	24-Jan-17	
Conduct Evaluations	25-Jan-17	17-Jun-17
Reviews – IEB Brief, ENs, Competitive Range (Local, Legal, AFICA CDP3 MIRT, AFPEO/CM)	24-Jun-17	23-Aug-17
Initial Evaluation Briefing	28-Aug-17	
Conduct Discussions (assumed necessary) and evaluations	29-Aug-17	22-Oct-17
Reviews – Pre-FPR Brief, Draft PAR, FPR Request (Local, Legal, AFICA CDP4 MIRT & Kt Clearance, AFPEO/CM, OSD)	29-Oct-17	28-Dec-17
Pre-FPR Briefing * (assumed necessary)	12-Jan-18	
Request Final Proposal Revisions -- Close Discussions	13-Jan-18	
Commence and complete Final Evaluations	13-Jan-18	8-Feb-18
Prepare PAR, SSDD, Contract for Offerors	13-Jan-18	3-Feb-18
Reviews – FPR Brief, PAR, SSDD, Contract for Offerors (Local, Legal, AFICA CDP5 MIRT & Kt Clearance, AFPEO/CM, OSD)	9-Feb-18	10-Apr-18
Decision FPR Briefing	16-Apr-18	
Update if necessary as a result of FPR Brief: PAR/SSDD/Contracts	17-Apr-18	27-Apr-18
Congressional Notification	27-Apr-18	1-May-18
One month for unforeseen events in acquisition cycle and 120 days (4 months) per FAR 33 for potential protest	1-May-18	1-Oct-18
Contract Award	1-Oct-18	



Teaming and Small Business

***Ms. Nicole Perry
Director of Small Business
Programs, DTIC/OL***



Why Team?



- Expand opportunities
- Take advantage of SBA affiliation rules
- Maximize complementary skills, resources, capabilities
- Minimize risks
- Fill gaps in past performance
- Eliminate barriers (e.g., support geographically dispersed requirements)
- Increase competitiveness



Selecting Teaming Partners



- Compatible contractors
- Assess team chemistry
 - Management styles, corporate cultures, strategic visions
- Assess team member capabilities
 - Business, financial, other resources
- Assess legal constraints
 - OCI issues, debarments/suspensions, qualification requirements
- All must understand terms and conditions of agreement



Ways to Find Teaming Partners



- Government Resources:
 - SBA District Offices – Business Development Specialists
 - Subnet (SBA.gov)
 - Subcontracting Opportunities Directory (SBA.gov)
 - SBA’s Dynamic Small Business Search
 - Industry Day
- External Resources:
 - FedBizopps – “Interested Vendors List” Tab on RFIs



Affiliation



- Business concerns are affiliates of each other if directly or indirectly, either one controls or has the power to control the other, or another concern controls or has the power to control both
 - Stock ownership
 - Common management
- Affiliations deals with business relationships a SB may have with other firms and how those relationships affect the size status of the SB
 - Prime-sub relationship is not at arms length
 - Business relationship outside particular contract that may cause affiliation



Joint Ventures



- Contract in joint venture's name
- Contract performance responsibility lies with joint venture
- Normally a joint venture is a small business concern when the **combined** revenues or employees of all joint venture partners do not exceed the small business size standard
- SBA excludes affiliation from joint ventures under certain circumstances



Affiliation Exemptions for Joint Ventures for set-asides other than 8(a)



- A Joint Venture of two or more small business concerns may submit an offer as a small business, without regard to affiliation, and the size standard is applied to the individual concerns rather than to the combined assets of the joint venture as long as all are small under the NAICS used and
 - The acquisition is bundled **or** consolidated at any dollar value
 - The acquisition is not bundled or consolidated and the contract value exceeds $\frac{1}{2}$ the applicable **revenue based** size standard
 - Size standard = \$31M. For exemption to affiliation rule, acquisition must be more than \$15.5M
 - The acquisition is not bundled or consolidated and the contract value (including options) exceeds \$10M for **employee based** size standard)
 - Size standard = 1000 employees. For exemption to affiliation rule, acquisition must be more than \$10M



Information Analysis Centers (IAC)

Future Acquisition Considerations – CSIAC Follow-On Contract Mr. Stanley Stearns



CSIAC Follow-On Contract



Acquisition Overview

Requirements

- Performance Based -- “what” not “how”
- Information Collection, Management and Processing, Analysis, and Dissemination of Scientific and Technical Information
- Multiple levels of technical inquiry support
- Secret facility clearance required
- Core Analysis Tasks (CATs):
 - Separate, customer funded task orders for extended inquiries, search and summary, conferences, state of the art reports, etc.
 - Limited to R&D support/S&T analysis
 - Less than \$1M (TBD) per CAT and 12 month period of performance
 - Only one open CAT order per customer

Acquisition Strategy

- 100% Small Business Set-aside, NAICS 541712, 1000 Employees
- Best Value Full Tradeoff source selection
- Contract Type – Single Award IDIQ contract with capability for both CPFF & FFP orders
- Contract Length – 5 or 6 years (TBD)
(1 or 2 year Base + 2 two-year Options)
- Estimated Contract Award Date – 4th Qtr FY17
- Draft RFP planned ~ 4th Qtr FY16
- Current Contract: FA8075-12-D-0001 (2012-2017), Quanterion Solutions Inc., \$25.9M for 60 months, includes \$15M CATs NTE amount

Follow-On Contract Value Estimate

BCO “Core” Services, per Year (DTIC Funded) – line item	\$2-3M
CATs Ceiling NTE Estimate per Year (Govt plug #) – line item	\$3M
Total Contract NTE Ceiling Price per Year	\$5-6M

*\$6M is a subset of the \$19M and includes \$750K estimate for transition



Bringing the “Think Tank” to the Battlespace

<http://iac.dtic.mil>



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Questions and Answers

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