



*Mr. Pete Marion*  
*Customer Support Executive*

CSG

TRAINING & SIMULATION INDUSTRY SYMPOSIUM 2008



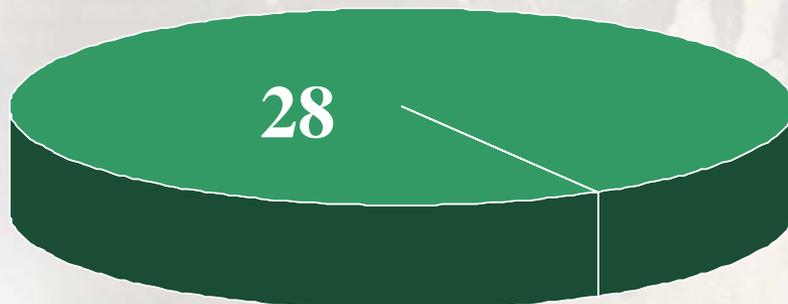
# Agenda



- ❑ Execution of Last Year's Opportunities
- ❑ Funding Trends & Assessment
- ❑ STOC II Update
- ❑ Strategic Forum Survey
- ❑ TSIS Rules of Engagement

# How Accurate Were Our Projections?

Opportunities Briefed at TSIS 2007 = 44  
FY 2008 Opportunities = 28

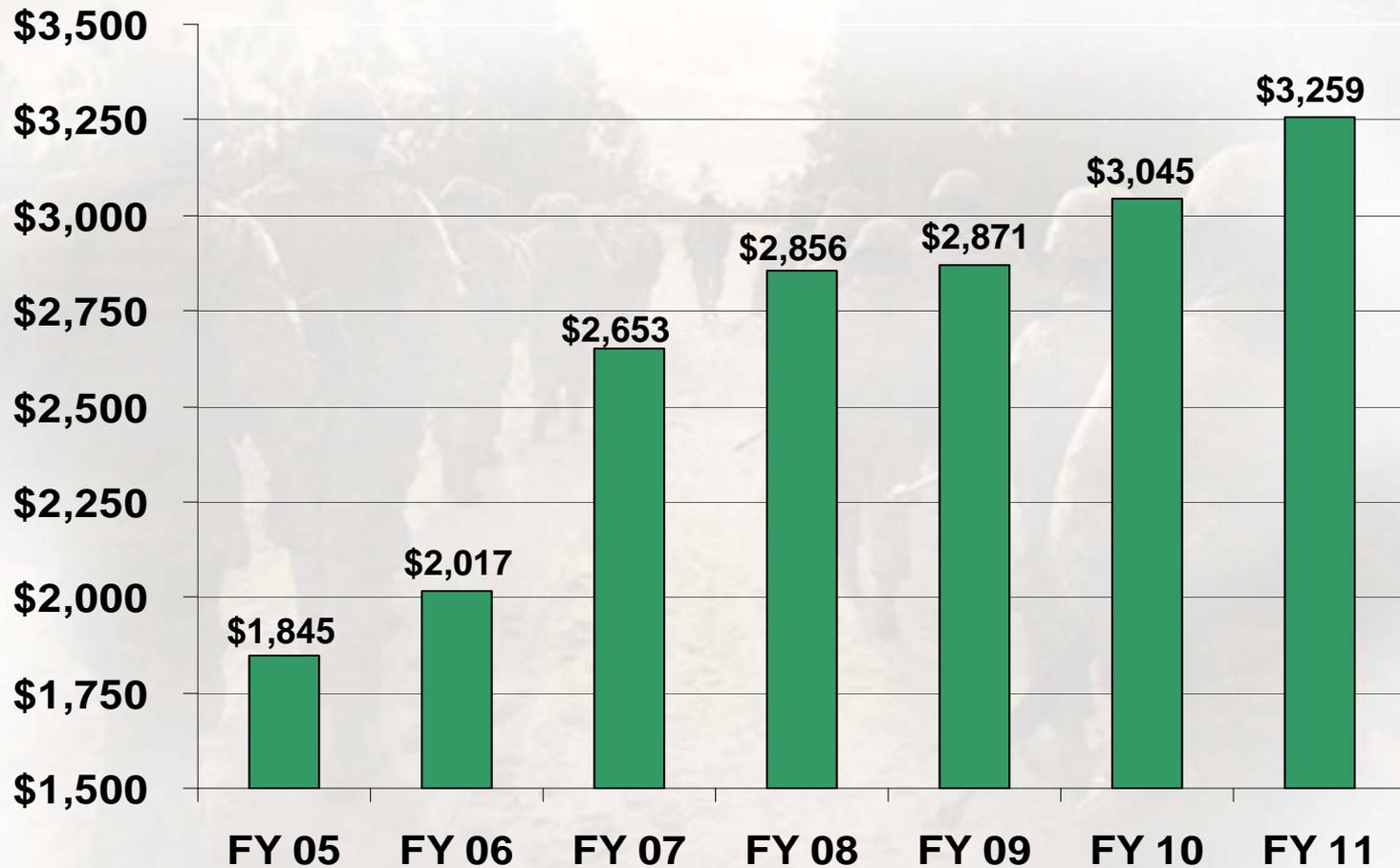


**57%**

Contracts Competed = 16  
Contracts Awarded = 12  
Source Selected = 4



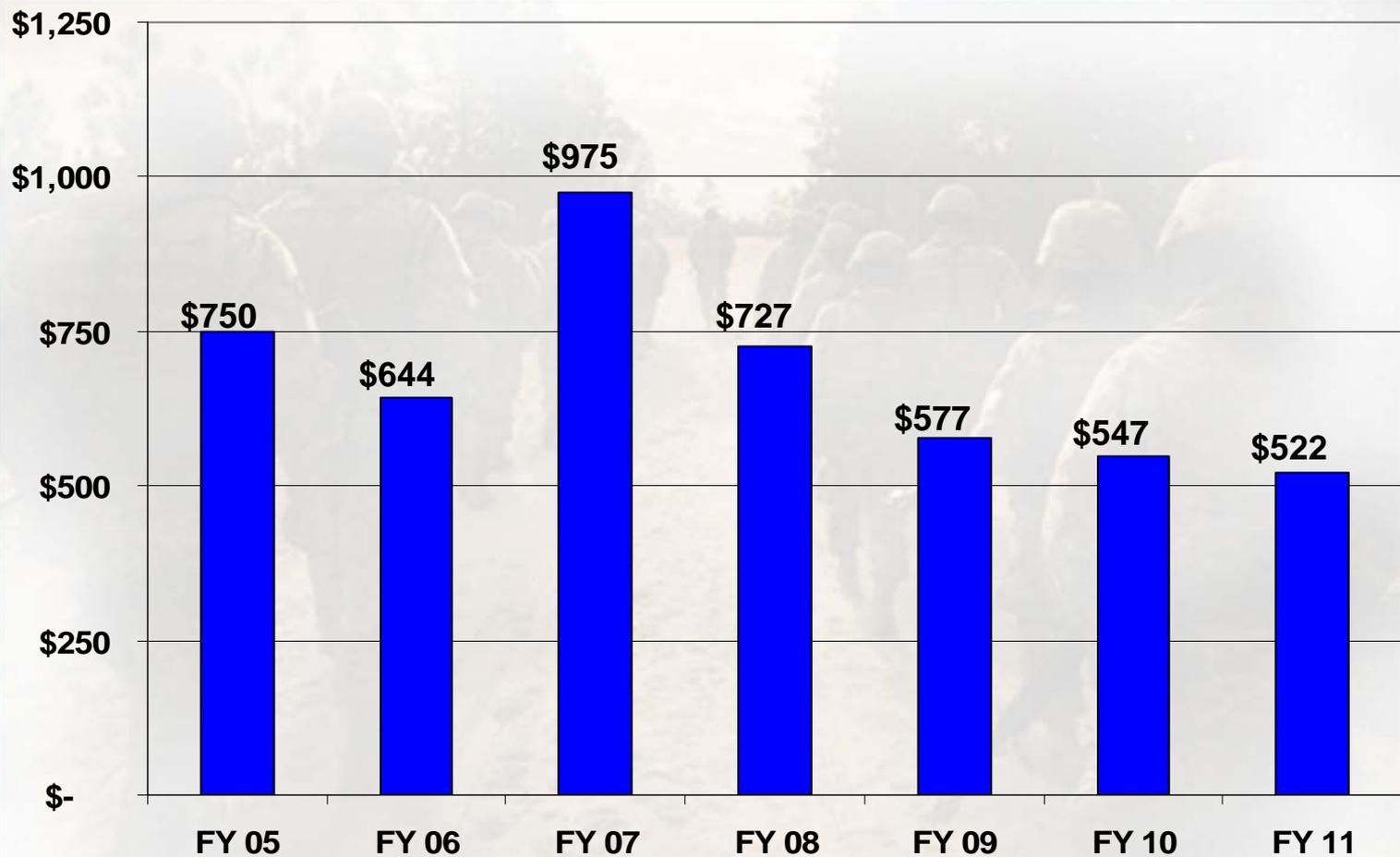
# Total Funding



Millions of Dollars

**FY08 Projection as of 1 Jun 08**

# Direct Mission Funding

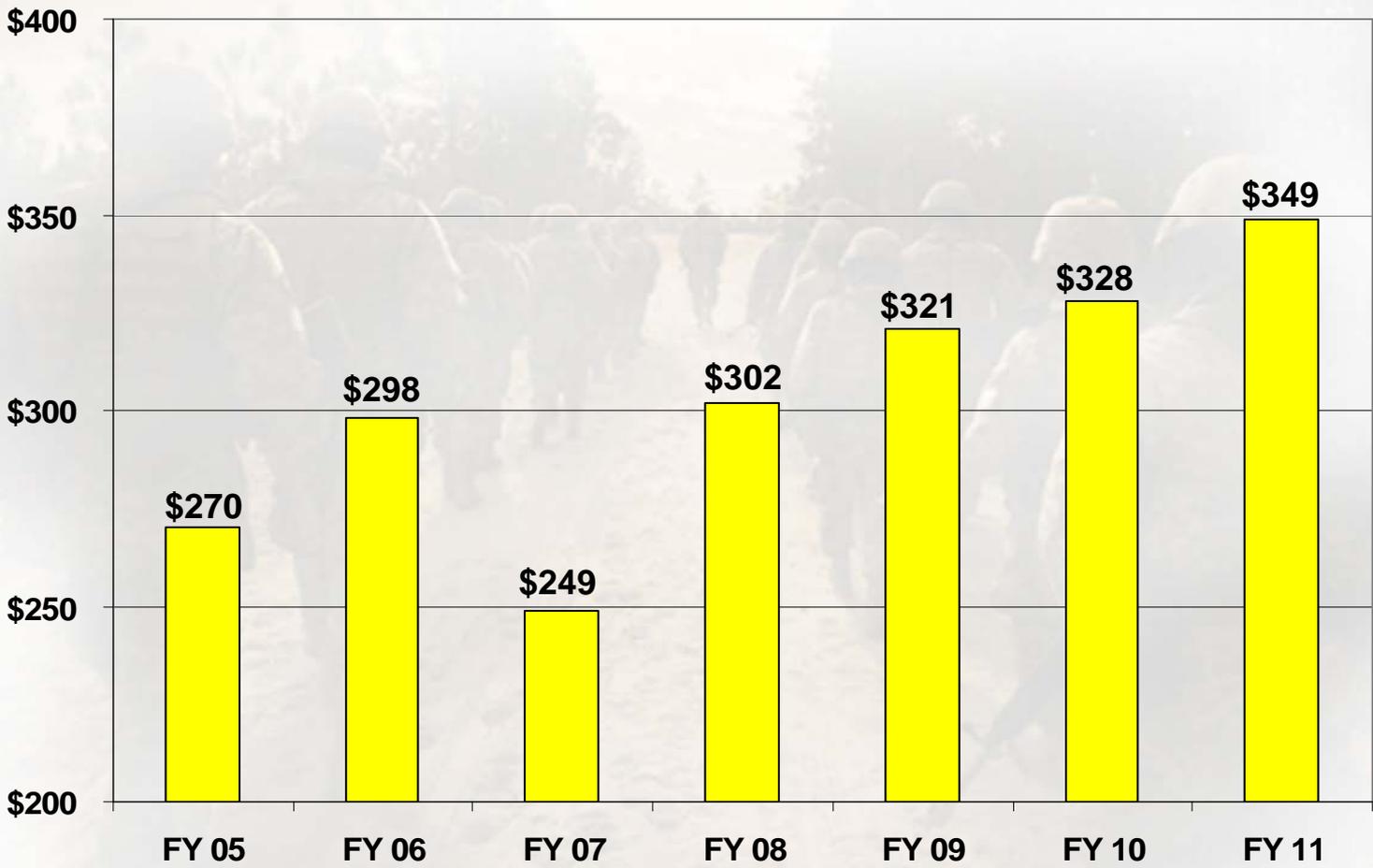


Millions of Dollars

Mission Funds: Funding provided by HQDA through POM process

**FY08 Projection as of 1 Jun 08**

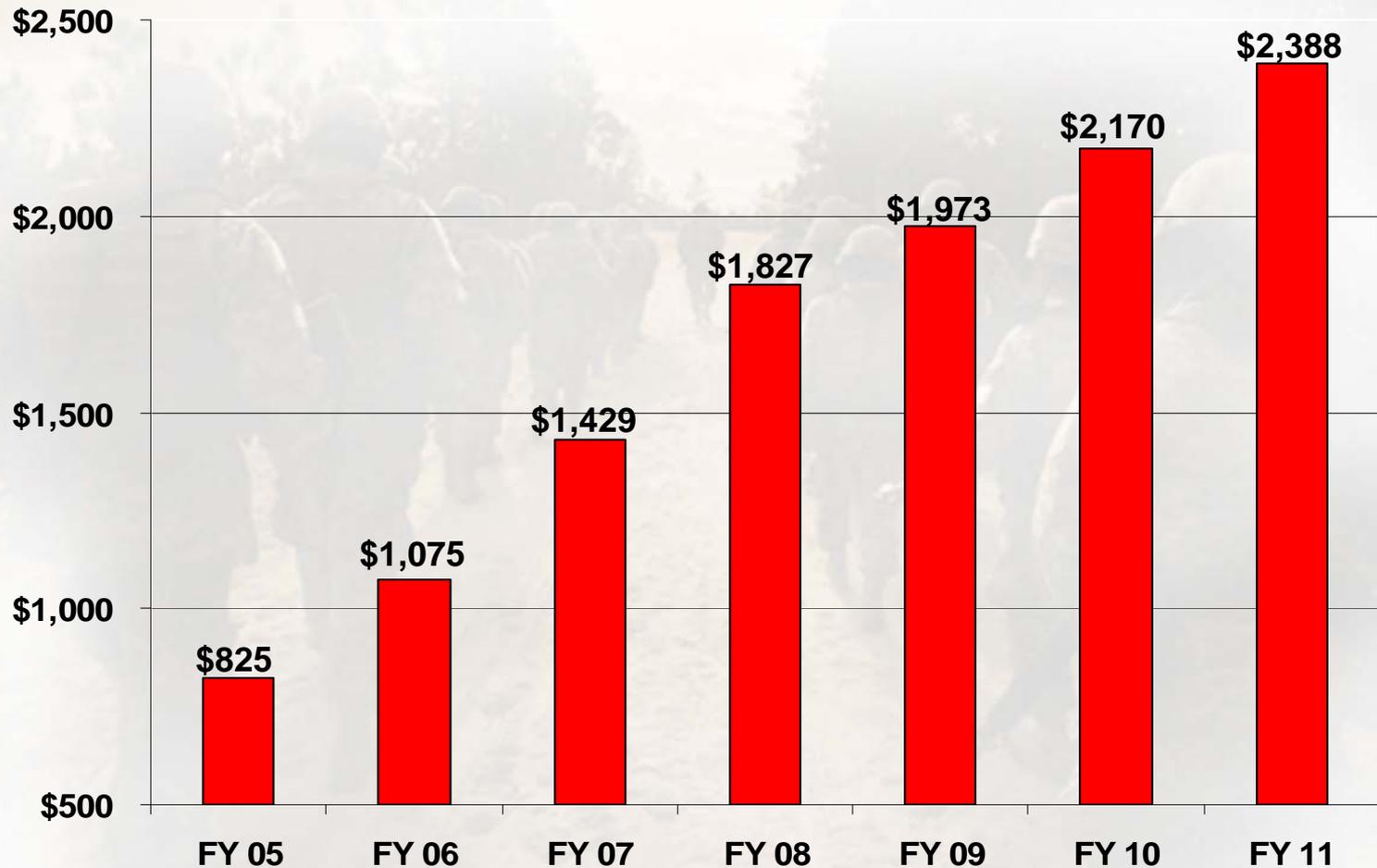
# WCLS Funding



Millions of Dollars  
WCLS: HQDA funding provided for Life-Cycle Support of fielded systems

**FY08 Projection as of 1 Jun 08**

# Support Mission Funding



Millions of Dollars

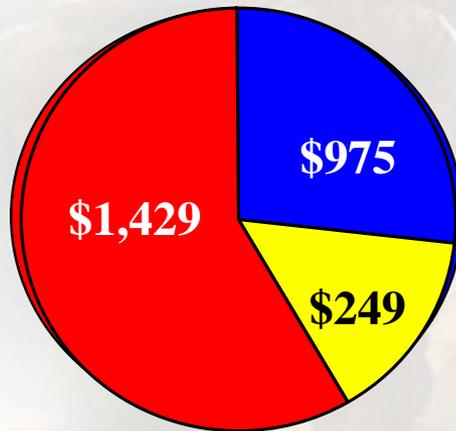
Support Mission Funds: Funding provided by external customers

FY08 Projection as of 1 Jun 08

# Funding Trends

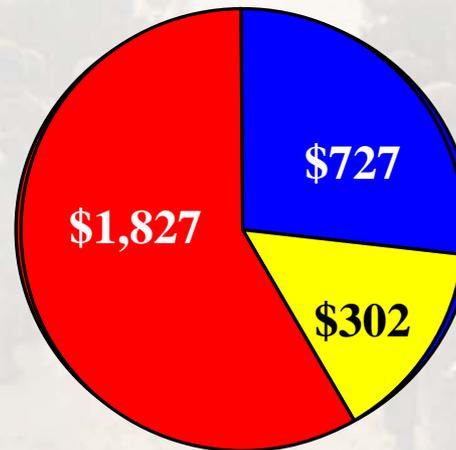


**FY 2007**



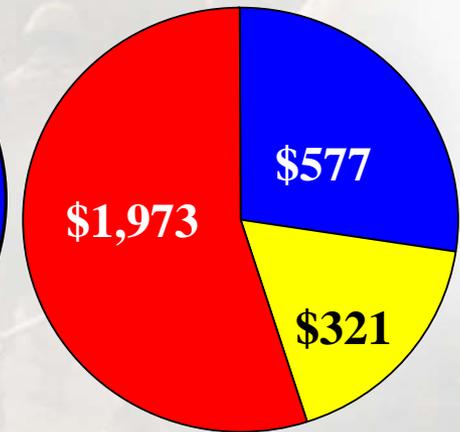
**\$1,653**

**FY 2008**



**\$2,856**

**FY 2009**



**\$2,871**



Support Mission

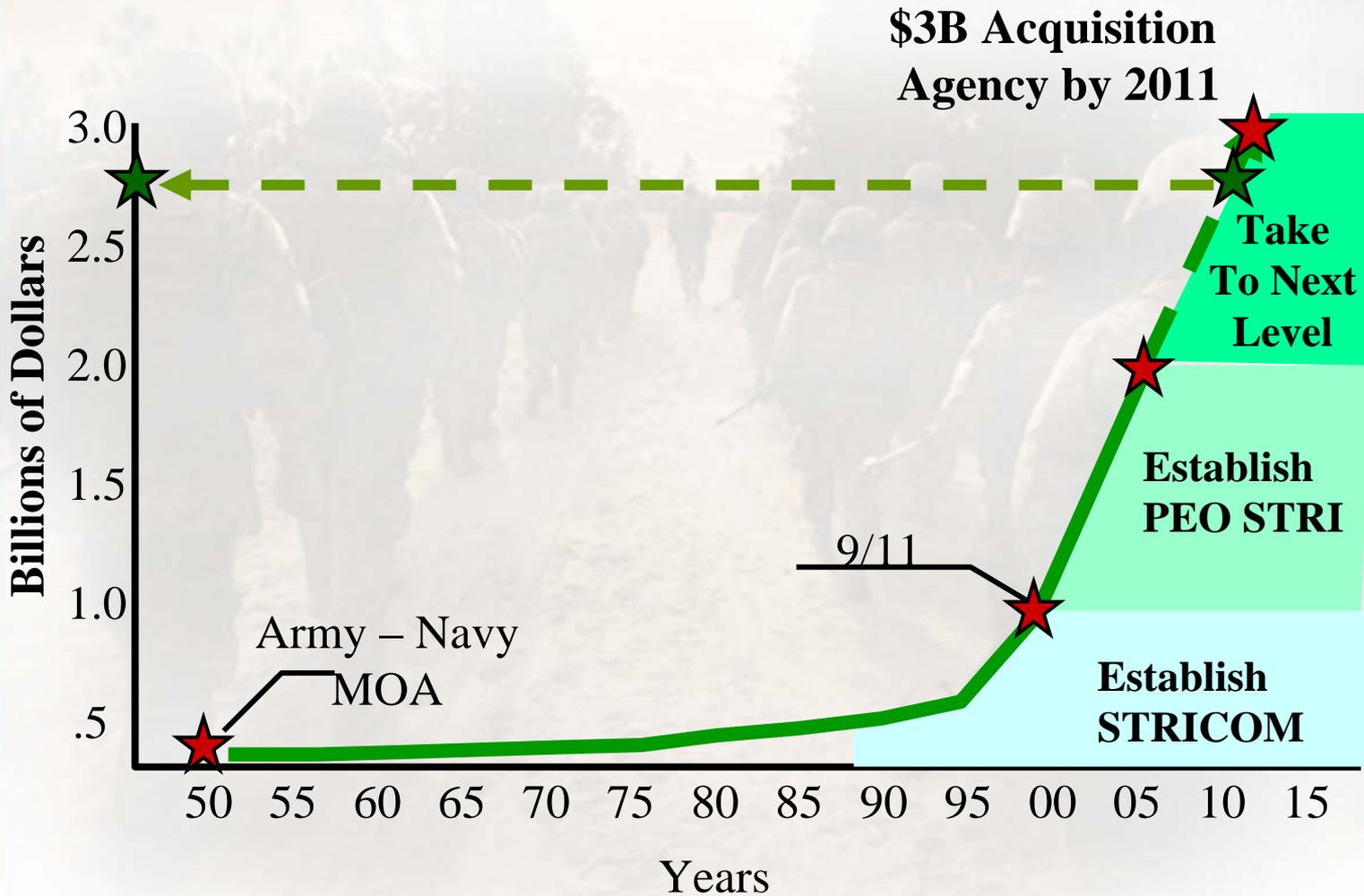


WCLS



Direct Mission

# Funding Trends



# Successes



## ❑ **Set Conditions for Success:**

- ☑ Establish new charter which broadens our mission.
- ☑ Seek AAE direction for system TADSS development.
- ☑ Establish Head of Contracting Activity (HCA).

## ❑ **Expand Infrastructure and shape the Workforce:**

- ☑ Hire contracting and legal staff to support new HCA.
- ☑ Develop processes and procedures IAW Army Acquisition policies and regulations.
- ☑ Enhance professional certification of workforce ~ 83%.
- ☑ New markets will require new “core competencies.”
- ☑ Take advantage of industry “best practices.”

# In Progress

## Faster, Streamlined and Innovative Acquisition

### Processes:

- Provide responsive acquisition support to Warfighters.
- Increase portfolio of available contract vehicles.
- Collaborate with System PMs for TADSS development.
- Anticipate increased requirements from GWOT and OGA.

### Legal Staff

- One new legal counselor
- Two new legal counselors in bound

### Be an Acquisition Center of Excellence:

- Provide full spectrum acquisition support.



# Challenges

## Contracting Staff

- Open and Continuous Positions
- “Acquisition Academy” Class 08-1
- Mentoring and Coaching



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# STRI Omnibus Contract II (STOC II)



PEO STRI's IDIQ for procuring training and testing simulation, simulator and instrumentation products and services – follow-on to STOC I

- ❑ One domain: Primarily products-based; services included
- ❑ \$17.5B ceiling
- ❑ Broad base of Providers
  - Full and Open Lot
  - Small Business Set Aside Lot
- ❑ Providers selected on their competence, ability to form and manage teams in response to specific DO/TOs
- ❑ Currently in evaluation; expect to award in late September, October of this year

# STOC II Execution



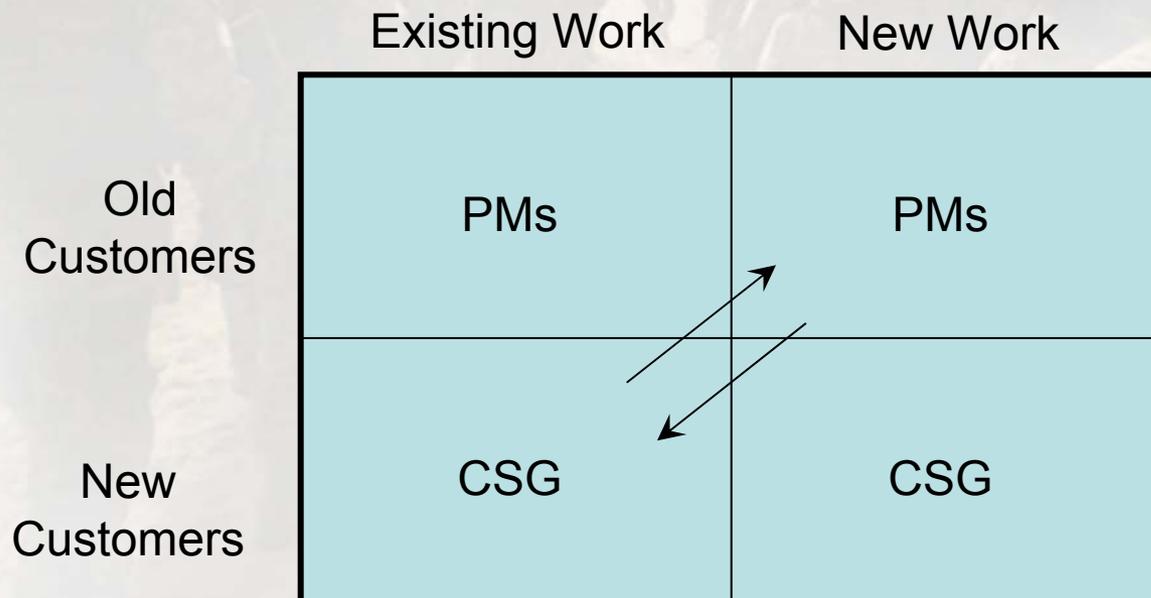
## Role of the CSG

- ❑ The “Challenge,” Part 1: How do “Customers” (e.g., Army, DoD, DHS, et al) “access” PEO STRI?
  - Contact PMs with whom they are currently working
  - Contact Senior Leadership/Front Office
  - Industry referrals, recommendations, suggestions
  - Guess
- ❑ Customers rely, in large measure, upon known POCs within PEO STRI to provide solutions or refer them to another PM; process is too often informal and “word-of-mouth”.
- ❑ Results are solutions optimized for a PM but not necessarily for the Customer or Warfighter.

# STOC II Execution (cont'd)



CSG is the primary entry point within PEO STRI for “Existing Work, New Customers” and “New Work, New Customers”.



# STOC II Execution (cont'd)



- ❑ CSG is task organizing to provide Customer Advocates (CAs) for ASA (ALT) PEOs:
  - Post names and contact information, linked to specific PEOs, on the front page of the PEO STRI web-site
  - Coordinate with PEOs to identify valid requirements
  - Meet with PM representatives to confirm “pursue/don’t pursue” decisions (All core mission requirements are “pursue”)
  - Identify and confirm available funding
- ❑ Once the PEO receives valid requirement and funding, conduct Front End Analysis to determine best COA/solution (e.g., LVT, LVT-Blend, IMI, Simulator, Simulation or Instrumentation)
- ❑ Inference is, if successful, PEO would increase the number of CAs to address other Customers (i.e., TRADOC, AMC, Reserve Component, FORSCOM, JFCOM, et al)

# STOC II Execution (cont'd)



- ❑ The “Challenge,” Part 2: How do we execute STOC II?
  - Centralize administrative oversight to ensure efficient and effective “repeatability” of the Process
  - Use templates for Customers and Primes; intent is to conduct most, if not all, STOC II usage “on-line”
  - Build a team which can leverage “lessons learned” to improve the Process
  - Use a robust data base to capture needed management information; capture data as a transparent adjunct to executing the Process
  - Establish and maintain performance metrics, especially timelines
  - Constrain RFPs to addressing NMT essential requirements
    - Tailor to specific DO/TOs
    - Don’t ask for repeat of already validated information

# STOC II Execution (cont'd)



- ❑ Upon FEA completion, assign a Lead PM for Operational Control (OPCON)
- ❑ Responsibility for the effort moves to the Lead PM
- ❑ CSG will lead developing and maintaining the process; provide standardization and consistency oversight
  - Lead PM prepares an IGCE based upon PM assessment, FEA recommendations; coordinates with Customer to secure funding
  - Lead PM prepares work statements, FAR/DFAR administrative support documents and evaluation criteria; CSG reviews for standards and consistency
  - Lead PM posts RFP for Prime proposals; accepts proposals and evaluates; CSG reviews for standards and consistency
  - Lead PM makes contract award

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# Strategic Forum Survey



The PEO is soliciting your input on establishing a PEO STRI/Industry Forum to exchange ideas and feedback as to how we are strategically aligned to support the Warfighter

- 7 question survey, Web-based and anonymous
- WiFi Hotspot available adjacent to registration desk
- Survey will remain open for two weeks – 3 July
- Results will be published on PEO STRI Website 60 days after the survey closes
- Link will be available on PEO STRI Website within TSIS presentation link

[http://www.surveymonkey.com/PEO\\_STRI\\_Strategic\\_Forum\\_Survey](http://www.surveymonkey.com/PEO_STRI_Strategic_Forum_Survey)

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# Rules of Engagement



- ❑ Organization charts and contact information are in Handout.
- ❑ Briefings focus on projected business opportunities.
- ❑ Information presented is best available at this time.
- ❑ Questions & Answers at end of the day
  - Questions should be posed on note cards and collected.
  - Several briefings are restricted from responding verbally to questions due to ongoing competition.
  - In those cases, written questions can be taken and responses posted to the web.

# Rules of Engagement



- ❑ We will provide a presentation on identified technology gaps.
- ❑ Slides will be posted on the PEO STRI website NLT 19 June 08.
  - Link to STRI web site on the NDIA website.



PEO  
**STRI**

MISSION FIRST ★ PEOPLE ALWAYS

**ARMY STRONG.**

