



TRAINING & SIMULATION

INDUSTRY SYMPOSIUM



Renaissance Orlando Resort • 10-11 June 2009

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INDUSTRY SYMPOSIUM



Mr. Pete Marion
Customer Support Executive

Customer Support Group



Agenda



- **TSIS Rules of Engagement**
- **Execution of Last Year's Opportunities**
- **Funding Trends**
- **Implementation**



Rules of Engagement



- **Questions & Answers at the end of the day.**
 - Questions should be posed on note cards and collected.
 - Briefers cannot respond verbally to questions on programs that are in an ongoing competition.
 - In those cases, written questions can be taken and responses posted to the web.

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How Accurate Were Our Projections?



Opportunities Briefed at TSIS 2007 = 39

Actual FY 2008 Opportunities = 22



56%

Source Selected = 3

Contracts Competed = 5

Contracts Awarded = 14



FY09 OPA Decrement



- **Result of a HQDA Budget Action – *To fix Military Pay Funding Shortfall***
- **PEO STRI impact - *\$72M in NSTD (OPA)***
- **No payback expected from HQDA**
- **FY 09 Overseas Contingency Operations (OCO) budget may offset some of the cuts – *Be ready!***
- **May happen next year also– *Early Obligation Essential!***
 - Need requirements and BOIPs in place (Government)
 - Need solid proposals (Industry)



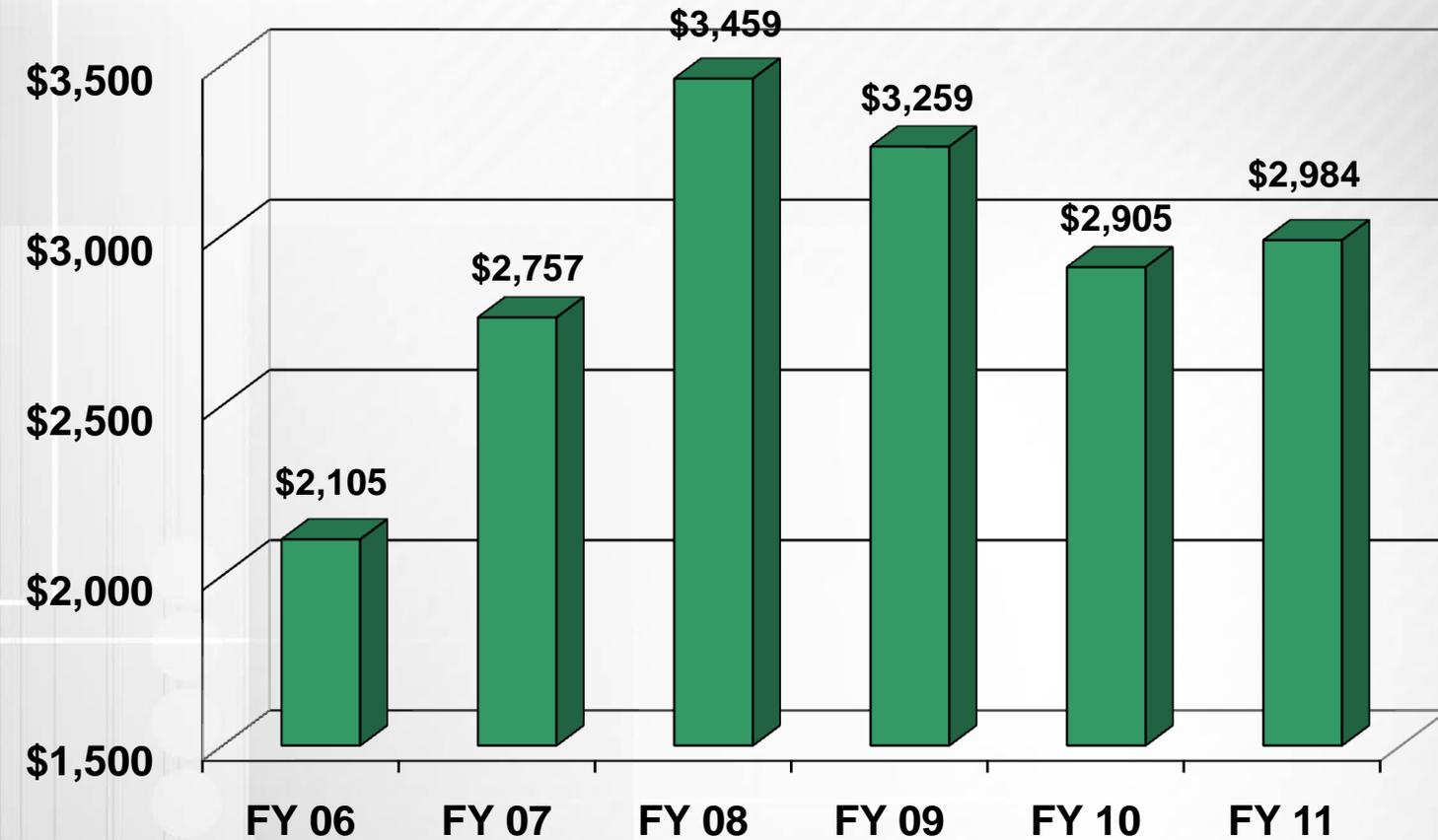
Budget Realities



- **FY09 – Don't expect any further decrements at this time**
- **New administration is relooking the Defense budget**
 - We took some hits in FY10 and throughout the POM
 - FY11-15 POM not locked
- **FY10 President's Budget: base budget and OCO are on same budget request**
 - Congress can treat the OCO request just like the base budget - earmarks, not critical for the war effort, etc.
 - Most likely we will see a continuing resolution
 - When funding arrives we will need to be able to execute quickly



Total Funding



Millions

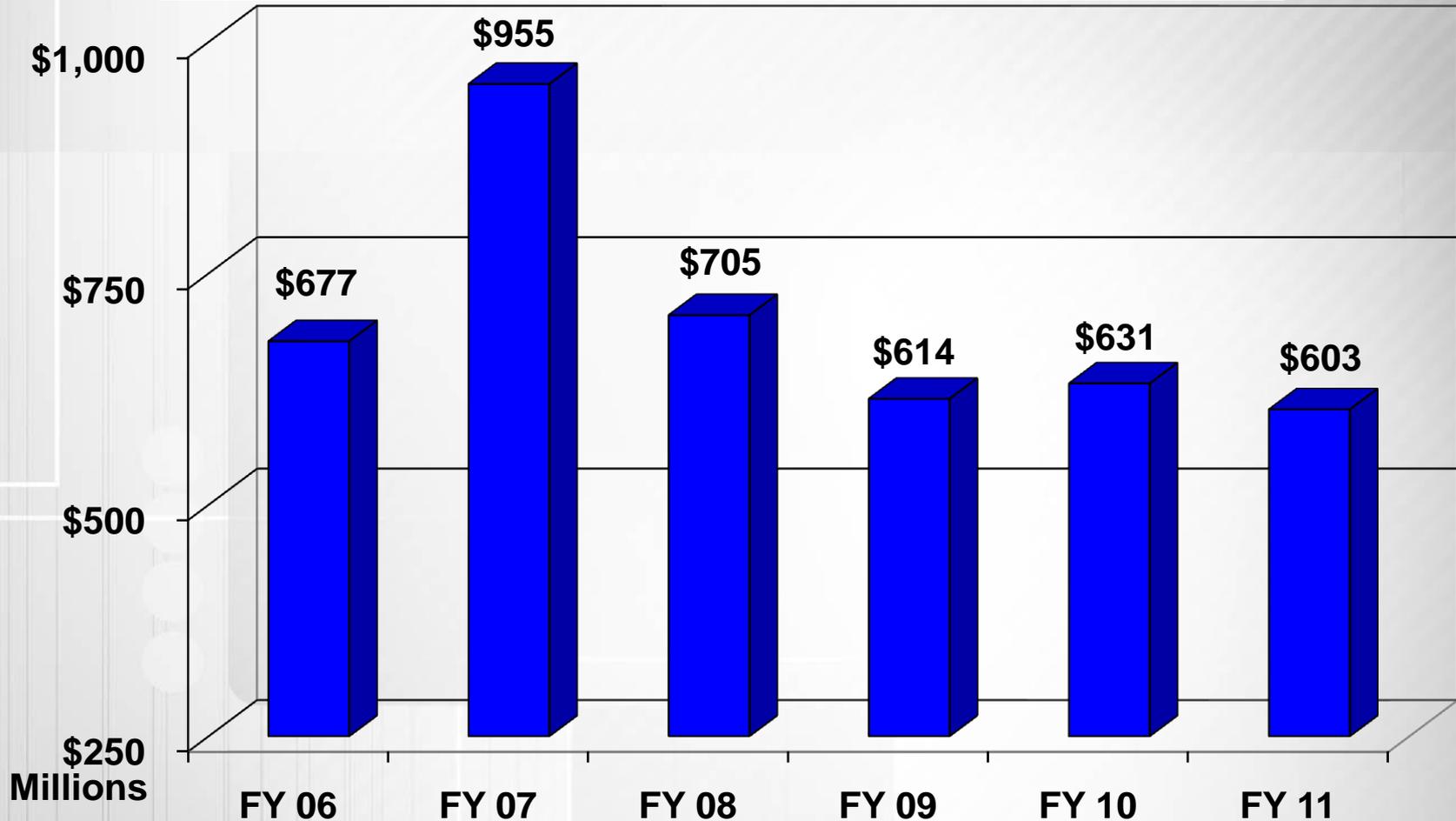
Projections as of 1 Jun 09



Direct Mission Funding



Mission Funds: Funding provided by HQDA through POM process



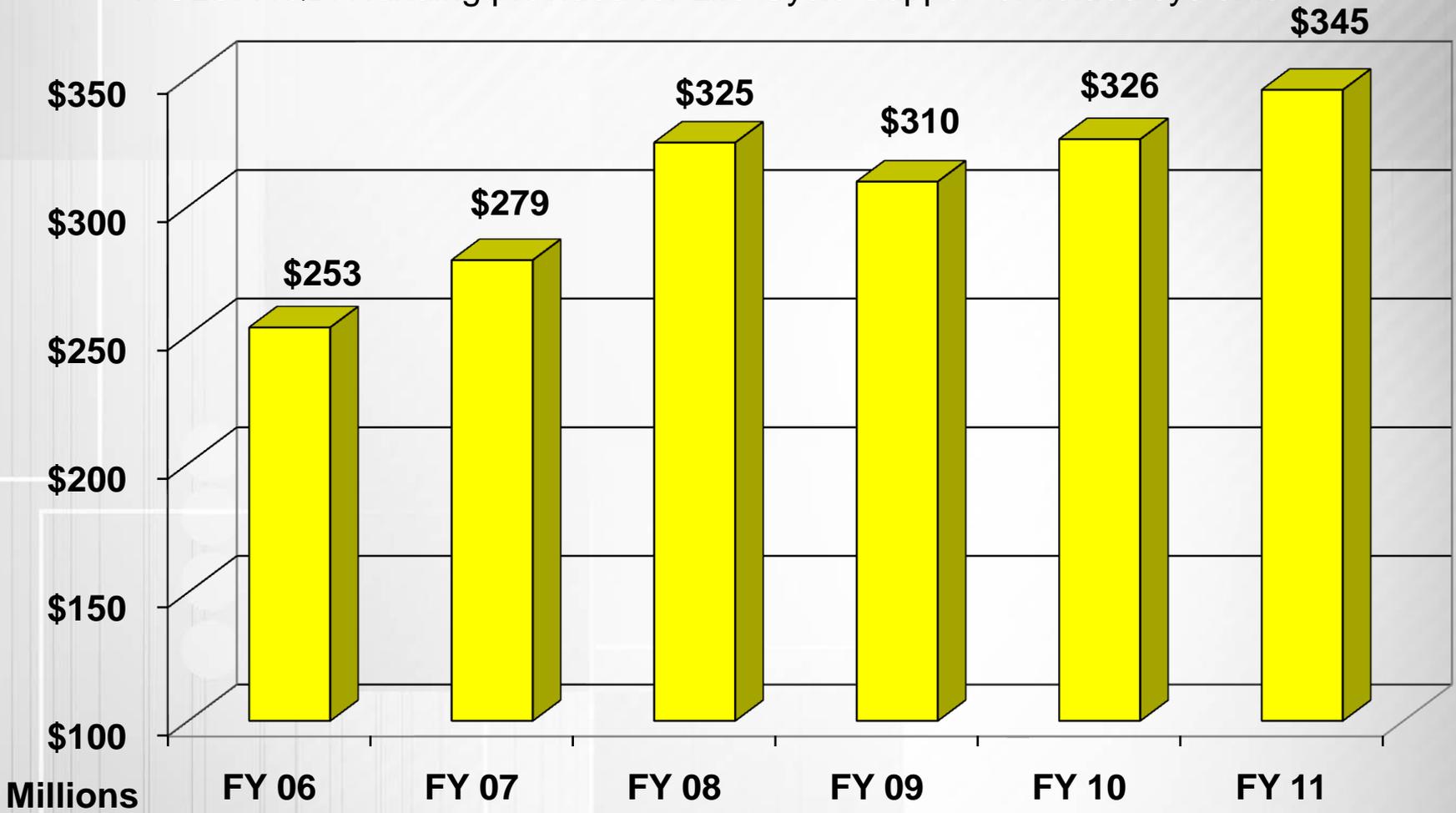
Projections as of 1 Jun 09



WCLS Funding



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

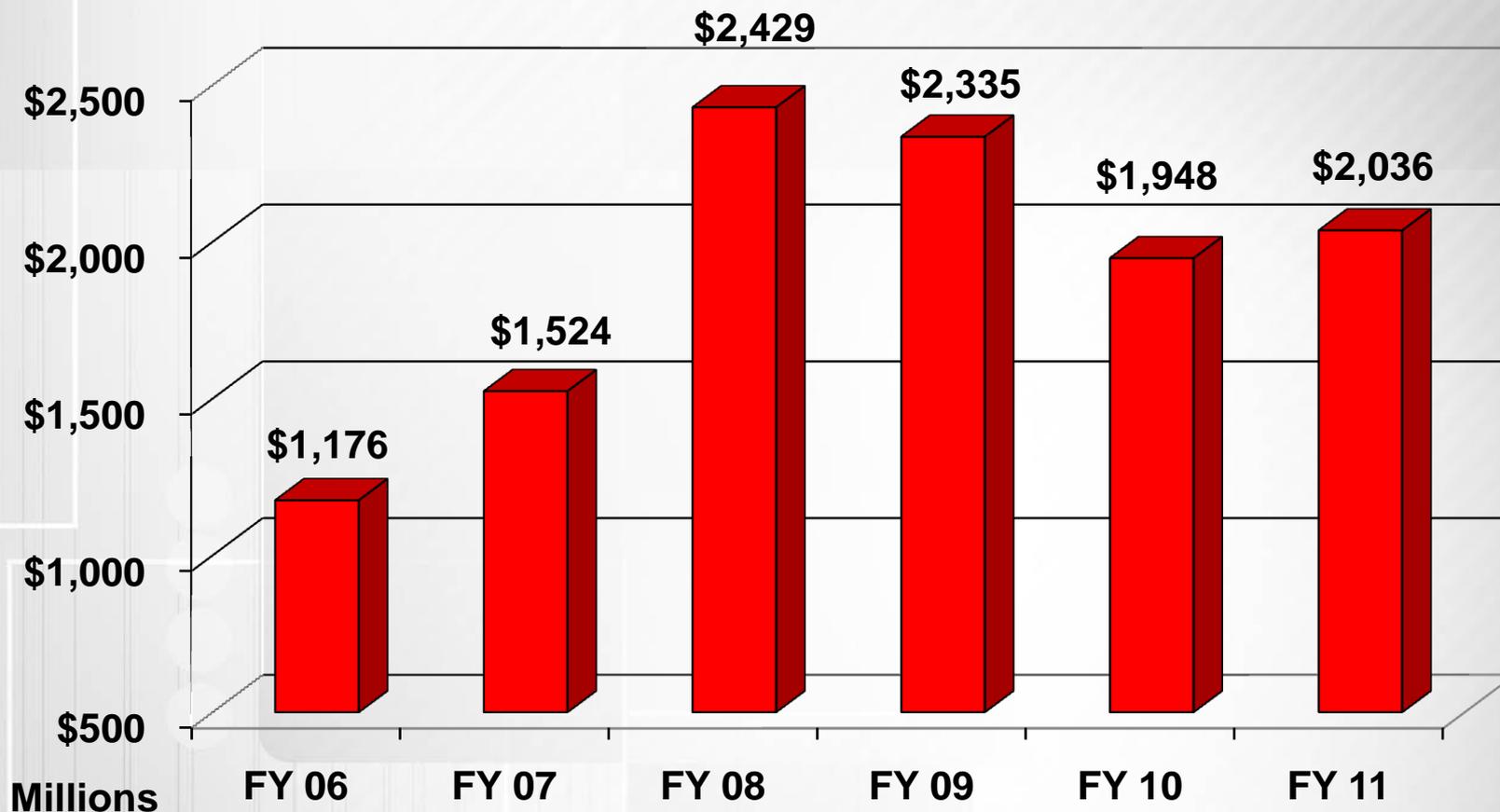


Projections as of 1 Jun 09

Support Mission Funding



Support Mission Funds: Funding provided by external customers



Projections as of 1 Jun 09



Kettle Math



Question: How come there is always more funding projected than value of opportunities briefed?

Answer: Kettle Math



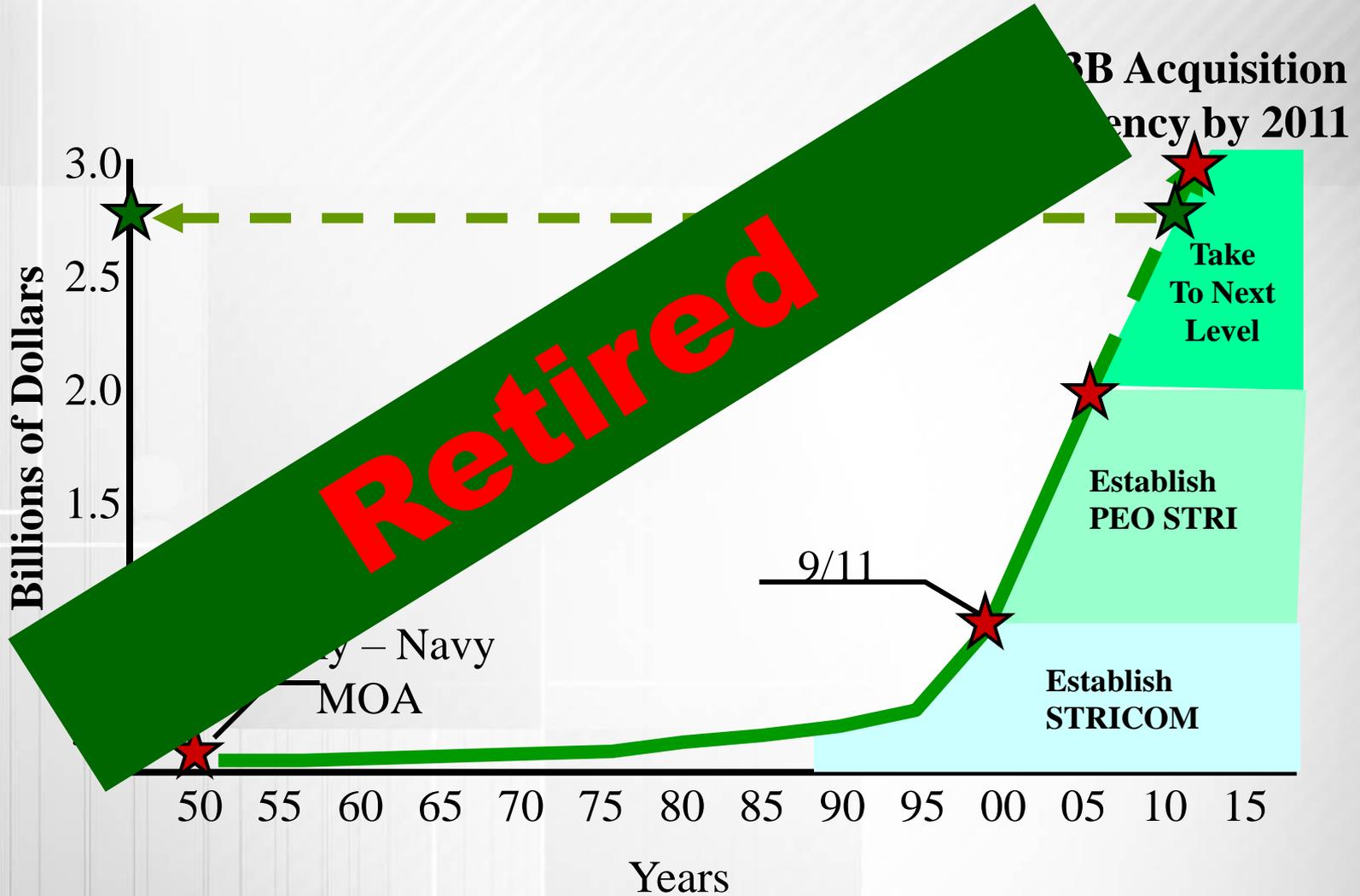
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Funding Trends

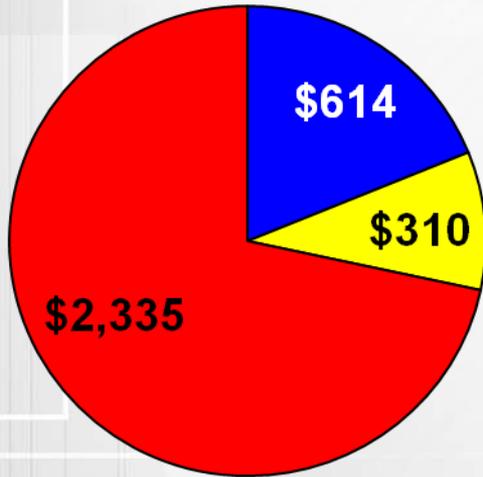




Funding Trends

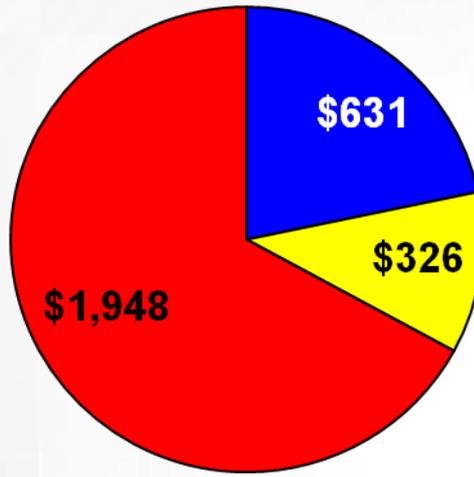


FY 2009



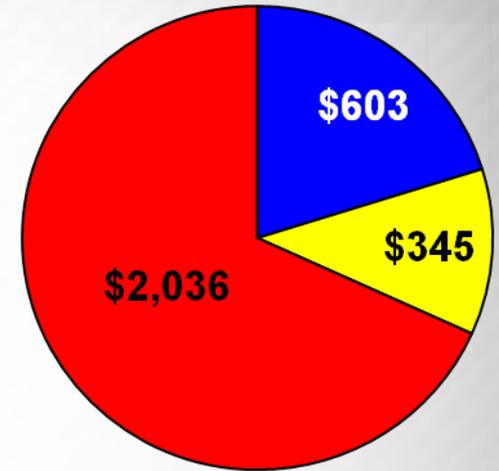
\$3,259

FY 2010

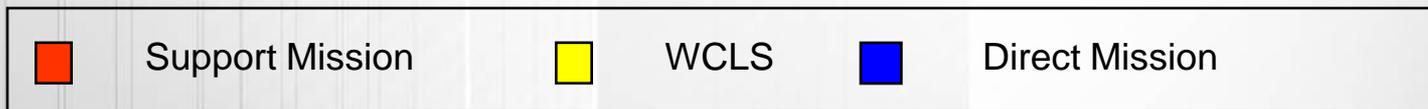


\$2,905

FY 2011



\$2,984



Projections as of 1 Jun 09

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Implementation



- **Core Contracts at PEO STRI:**

- STOC II – in place
- Warfighter FOCUS – in place
- SETA – recompetete underway

✓ Other contract vehicles as appropriate



Warfighter Outreach

Business Process

- Establish MOAs with PEO/PMs
- Assign a Customer Advocate to each PEO
- Customer Advocate follows each program effort through its life-cycle
- Entry POC:
 - John McCombs, Warfighter Outreach Office,
John.J.Mccombs@us.army.mil, (407) 384-3785

System TADSS Implementation



- Ends, Ways, Means, (EWM) Strategic Plan
- PEO to PEO Memoranda of Agreement (MOA)
- Staffing Recommendation to Support Implementation Requirement
- Customer Advocate Role
- Summary

PEO STRI Strategy Map - 2009

PEO Vision: The Center of Acquisition Excellence Providing Simulation, Training and Testing Solutions for the Nation.

PEO Mission: To provide responsive, interoperable Simulation, Training and Testing Solutions and Acquisition Services for the Warfighter and the Nation.

ENDS

1.0 - Provide simulation, training and testing products and services

2.0 - Expand beyond the traditional products and services

3.0 - Provide integrated and interoperable infrastructure

4.0 - Shape a "world class" workforce with acquisition, functional and leadership skills

5.0 - Provide a full range of contracting services for effective efficient & responsive life-cycle management

6.0 - Implement U.S. Army policy for acquisition of system training devices

WAYS

1.1 - Update and adhere to a disciplined acquisition process for the current fight and the future force

2.1 - Develop and promote extension of current Products/Services/ Components to traditional and non-traditional customers

3.1 - Develop I2AB Concept of Operations

4.1 - Perform workforce analysis

5.1 - Implement consistent policies and processes for the acquisition center

6.1 - Develop system training solution acquisition process to include internal and external environment

1.2 - Maintain and strengthen strategic alliances with stakeholders, users & customers

2.2 - Analyze, evaluate and refine the PEO customer intake and transition process

3.2 - Define I2 program synchronization efforts

4.2 - Implement methods or processes to address workforce development and use

5.2 - Determine and develop contracting vehicles and methodologies to improve PEO responsiveness

6.2 - Implement the process on a pilot program

1.3 - Improve internal and external communications vertically and horizontally

3.3 - Establish an interoperability baseline

4.3 - Develop an enterprise approach for recruiting, retaining and planning for the succession of resources

6.3 - Continue to evolve and adjust preparation and participation in support of Weapon System Reviews (WSRs)

3.4 - Define and institutionalize common components

3.5 - Define the resourcing strategy to support I2 execution

Secure resources: human, financial, facilities and technology to meet objectives

MEANS

Legend: Green – Approved, Action Teams In Process
Light Green – Engineering Pilot Approved, In Process

Blue – Complete
White – Deferred or Successor to another Way

As of June 2009



PEO to PEO MOAs

(1 of 3)



Purpose:

Defines a consistent framework / agreement in which PEO STRI will support System PEOs in the management, planning and execution of TADSS programs IAW the AAEs policy memo

Scope:

The overarching document that applies to all programs / projects between PEO STRI and System PEOs, to include all Program Level Agreements (PLA) / Subordinate MOAs (SMOA) between perspective PMs

Execution Agent:

Staffing by CSG Customer Advocates

Coordination of Signatures by Customer Support Executive (CSE)



PEO to PEO MOAs

(2 of 3)



- **MOAs have been completed with the following PEOs:**
 - ✓ Ammunition
 - Aviation
 - Combat Support and Combat Service Support
 - Command, Control and Communications Tactical
 - ✓ Ground Combat Systems
 - ✓ Intelligence, Electronic Warfare and Sensors
 - Missiles and Space
 - ✓ Soldier



PEO to PEO MOAs

(3 of 3)



- **Key Elements of the MOA:**

- **References:**

- AAE Policy Memo
- DAMO-TRS Gaming Memo
- VCSA TADSS and Gaming Policy Memo

- **Policy:**

- Does not change or affect existing contracts, Charters

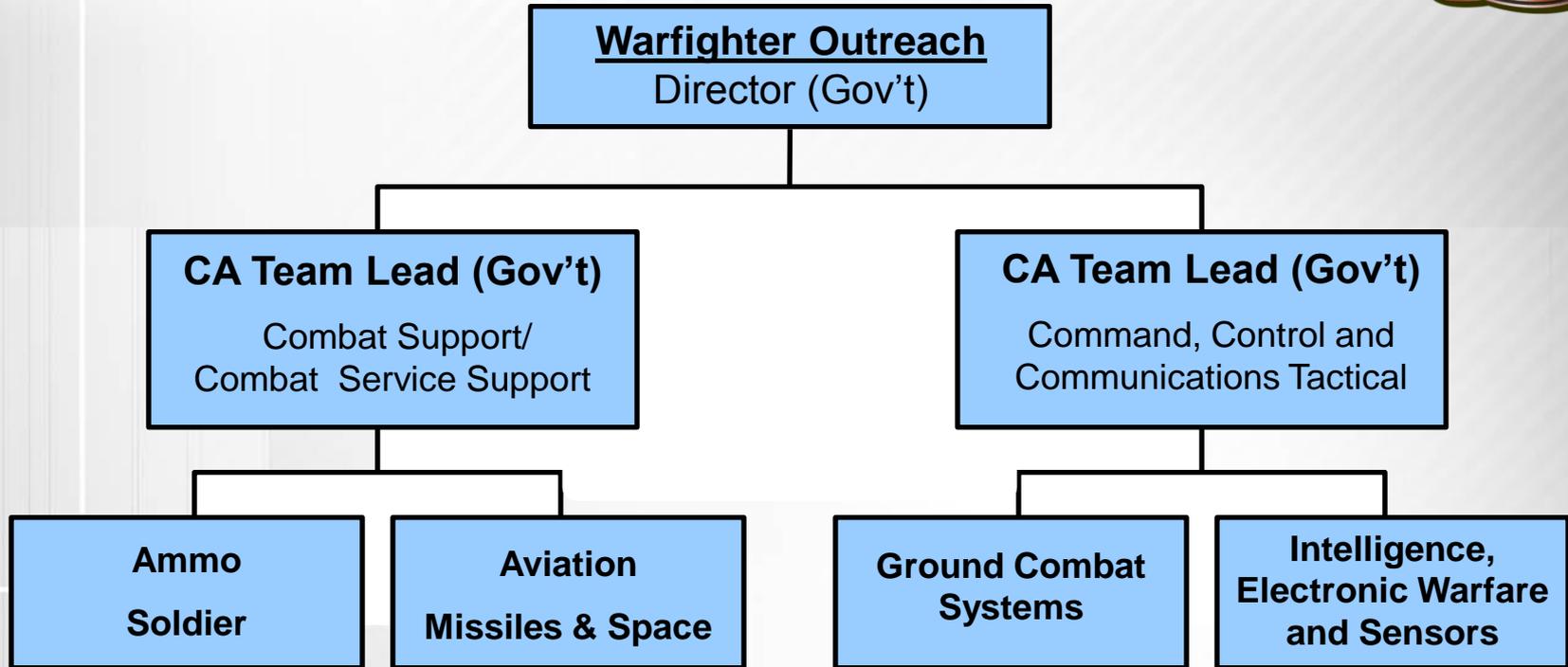
- **Process:**

- Outlines the AAE's memo for the System PEO to use PEO STRI

- **Responsibilities:**

- PEO STRI
- System PEO

System TADSS Implementation Staffing Recommendation



CAs are SMEs in LVC and acquisition process

GOAL: Single point of contact for customer alliances and establish habitual relationships



Customer Advocate Role



- Provides a single PEO STRI point of contact and serves as the customer's advocate
- Educates and assists new and established customers on doing business across PEO STRI
- Implement the processes to support the System TADSS policy as established in the PEO opportunity Process and System TADSS Process
- Support current and new Warfighter requirements
- Provide information on all products and services currently provided by PEO STRI



PEO/Industry Forum



- Last year we asked you about establishing a PEO/Industry Forum
- The initial forum will be held on 04 Aug 09
- The initial participants were chosen from STOC II awardees and are:

Small Businesses	Large Businesses
The DiSTi Corp	Scientific Research Corp
Dynamic Animation Systems	Sparta, Inc
Enterprise Information Services, Inc	Concurrent Technologies
Carley Corporation	
Raydon Corporation	

Closing



- We expect FY10 funding to be down slightly from FY09.
- 2 of our 3 core contracts are in place and the competition for the last one is underway.
- CSG Customer Advocates are working with the System PEOs to execute new MOAs and bring new opportunities to PEO STRI.
- Mr. Ken Tedeschi of the Acquisition Center will discuss our core contracts and other contracts initiatives.