



TRAINING & SIMULATION

INDUSTRY SYMPOSIUM



Renaissance Orlando Resort • 10-11 June 2009

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Mr. Jim Godwin
STOC II Staff Support

**Acquisition Support Office,
Customer Support Group**



AGENDA



- Current Opportunities “working”
- Interim Solution Status
- Contract Opportunity System (COS) Status
- Contract “Selection Process
- STOC II Cost of Business (CB) Fee
- External Customer Process
- Task Order 001 Feedback

Current Opportunities “Working”



- 17 Sources Sought Notices Posted
- 14 are in various decisions steps as to next COA
- Three are in RFP phase



Interim Solution Status



- STOC II User's Guide posted to STRI-BOP
- Individual templates (e.g., SSNs, RFIs, RFPs) posted to STRI internal website
- Interim document-posting/exchange solution in development; no good solution evident
- PKI-ECA process in development; usefulness dependent upon resolving exchange solution
- Interim Workflow working (70%)

COS Status



- Workflow diagrams/functionality requirements still in development
- Expect “Design” phase to begin between 15 and 30 June 2009
- Anticipate “Develop” phase to begin OA Aug 09
- Anticipate “Test” phase to begin OA Nov 09
- Anticipate “Implement” phase OA Jan 10

STOC II Implementation Update

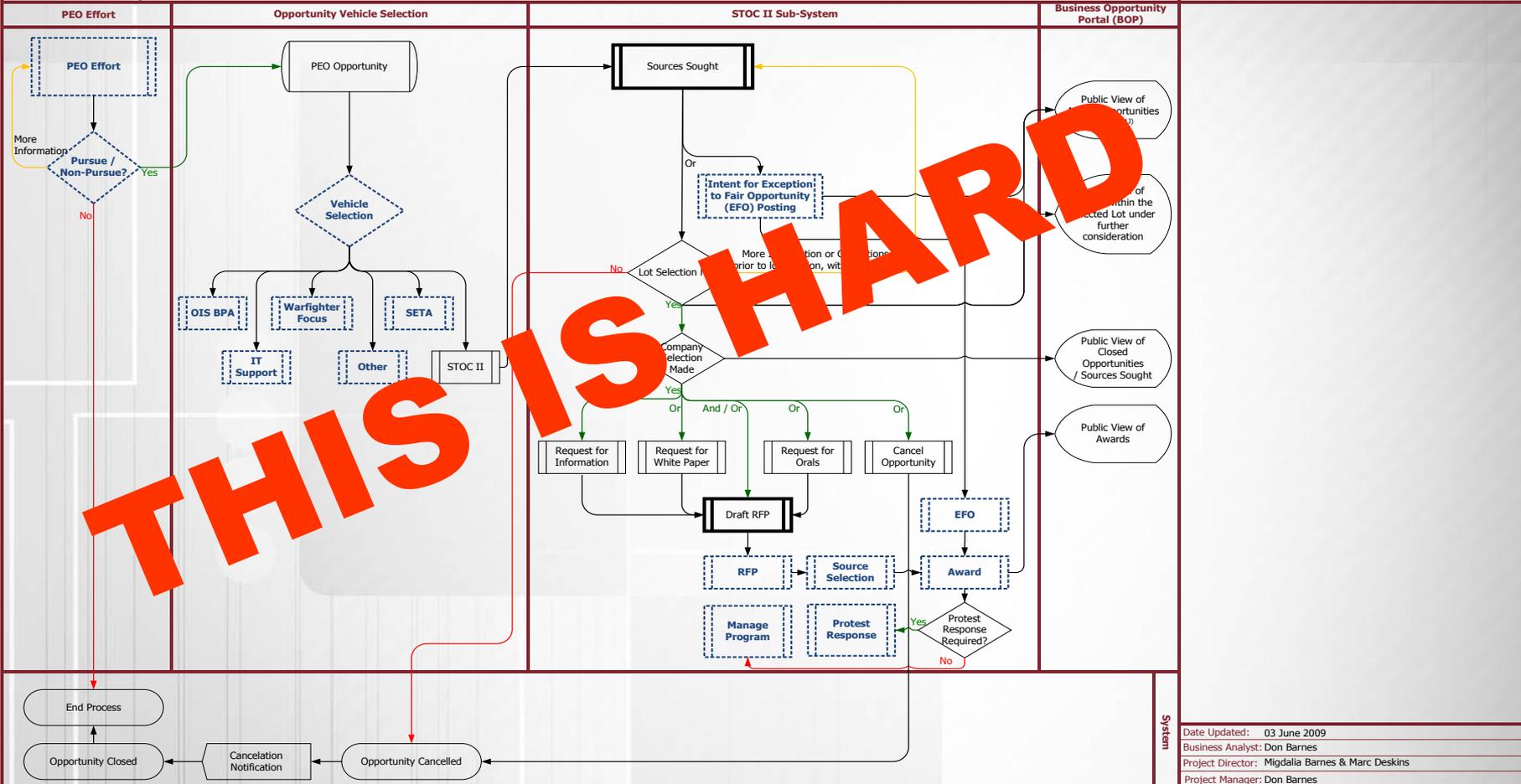


PEO STRI Opportunity Process -STOC II High Level Process



Project Name:	STOC II	Sponsor(s):	Rob Reyenga, BOO Executive Pete Marion, Customer Support Group Executive	Subject Matter Experts(s):	Ms. Tara Wagner; Mr. Thomas Bunch; Mr. Mark St. Moritz; Mr. Jim Godwin	End User Community:	PEO STRI Executives PEO STRI Customer Support Group PEO STRI Program Managers STOC II Primes and other designated end users
System Name:	PEO STRI Enterprise Business System (EBS)	Process Owner(s):	Cory Youmans	Customer(s):	PEO STRI Contracts; PEO STRI Program Managers		

Business Process Name: STOC II Opportunity and Award Process



THIS IS HARD

Mission

System

Date Updated: 03 June 2009
 Business Analyst: Don Barnes
 Project Director: Migdalia Barnes & Marc Deskins
 Project Manager: Don Barnes

Legend:	Black Arrow Next Process Step	Orange Arrow Request More Information	Red Arrow No / Denied	Green Arrow Yes / Approval	Undefined Process
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Contract “Selection” Process



- STOC II is the “product” contract vehicle of choice
- PMs have indicated 87% of their product acquisitions will go on STOC II
- Exceptions (e.g., FAR prohibits an IDIQ within an IDIQ; scope) must be justified in writing and approved by the PARC or PEO



Cost of Business (CB) Fee



- BLUF: Depends!
- Generally, 2%
- Fee only applies to first \$20M (annually)
- For requirements under \$3M, a set dollar amount applies (\$60K)
- Fee can vary contingent upon the amount of direct labor the customer elects to fund
- Negotiable with Pete Marion



External Business Process



- Entry POC:
 - John McCombs, Warfighter Outreach Office,
John.J.Mccombs@us.army.mil, (407) 384-3785
- Opportunity development assigned to a Customer Advocate with the Outreach Office
- If accepted, PEO STRI retains administrative control (to include SSA, COR); if not assigned to a STRI PM for management, the external customer retains operational control (e.g., TPOC)

Task Order 0001 Feedback

(1 of 13)



Issue	Yes	No	No Comment
1. Post all opportunities to STRI BOP?	93	18	1
2. Email alerts to new postings?	76	0	36
3. Better ways to notify primes than STRI-BPO?	31	79	2
4. Post Primes selected for further consideration to STRI-BOP?	81	25	6
5. Issues with 3-5 day response window for SS Notices?	56	55	1
6. Should Primes overtly decline interest in SS Notices?	40	66	6

Task Order 0001 Feedback

(2 of 13)



Issue	Yes	No	No Comment
7. Cost of PKI a problem?	5	103	4
8. Limits on number of users having access?	20	69	23
9. PKI holder can “commit” the company?	90	16	6
10. Concern over CS/PCO access to posted responses?	12	99	1

Task Order 0001 Feedback

(3 of 13)



Q.1. Post Opportunities to STRI-BOP?

- Post to Primes only.
- Some concerns over “gaming,” teaming and the Government getting the best price offer.
- Post to public site only after a Lot and a selection for further consideration determination is made.

Q.2. Email alerts to new postings

- Yes, to include any changes; clearly identify what’s changed.
- Send alerts to all users.
- Include a “link” to the new posting.
- 24 hour reminder notice.

Q.3. Better ways to notify primes than STRI-BOP?

- Post to FedBizOpps also.
- Send to a company site vice specific user.

Q.4. Post Primes selected for further consideration to STRI-BOP?

- Mixed; most OK with concept.

Q.5. Issues with 3-5 day response window for SS Notices?

- Many prefer a longer posting; from 5-20 business days, with 5 being the most common.

Q.6. Should Primes overtly decline interest in SS Notices?

- Yes, to the extent it would allow them to provide feedback to the Government.

Q.7. Cost of PKI a problem?

- Mostly no.
- * The Government will not sponsor CAC for STOC II access.
- * Can't use password and ID as an alternative to PKI or CAC.

Q.8. Limits on number of users having access?

- Company decision.

Q.9. PKI holder can “commit” the company?

- Yes; needs to be in pdf and signed by an authorized company representative; PKI holder is a “conduit”.

Q.10. Concern over CS/PCO access to posted responses?

- OK; should not have access prior to prime indicating submittal is final
- Would like to make changes to submitted data up until close date
- Problem of everyone waiting until close DTG to submit

Task Order 0001 Feedback

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Other Comments

- Would like to provide “comments” back to the Government in regard to “no bid” decisions
- File size limitations (see comment, previous slide, in regard to last minute submittals)
- Need a Q&A option for all phases
- Would like a “Teaming” Site
- * NO reimbursement for B&P (generally)
- * Virus-infected submittals: treated as a non-compliant submission

Task Order 0001 Feedback

(8 of 13)



Wire Frames?

- CBT for use of the STOC II site?
- Explanation of the Acquisition Strategy Decision?
- Search function; key words; sort by opportunity, etc.
- Discrete commands to download or print by “eaches” or all
- Suspense times clearly marked as EST
- If RFI-type information is requested during SSN phase, site needs to intuitively support attachments
- Browse button to enable ease of document upload
- Back buttons, return to dashboard, etc.

Task Order 0001 Feedback

(9 of 13)



Government response to a PKI compromise?

- First security violation: reduce # of approved PKI-ECA or CAC holders. Repeat offenses: loss of access to the STOC II COS.
- Post to PEO STRI website; indicate a security breach; include the contractor name, use potential embarrassment as an incentive.
- Lock out the user and company for a period of time.
- Unannounced spot inspections.
- Prime must have a training program; strict policy regarding use of the system; strong employee repercussions for security compromises.
- Reward Primes via financial means for good performance.
- "3 strikes and you are out;" terminate contract.
- Each compromise should be treated on a case specific basis due to various levels of compromise.

Subcontractor submission of proprietary data through a Prime?

- Subcontractors should provide password protected cost-price packages directly to the Prime who will subsequently electronically submit via the Government's site by the required deadline.
- Use private encryption keys; share keys discreetly between STRI and the subcontractor for access to sub-contractor supplied documentation.
- Grant limited subcontractor access to the portal to upload their submissions; send submissions via email directly to the PCO; or hard copy sealed packages sent directly to the PCO.
- Create a space in the Prime's dashboard where a Subcontractor POC is identified; the CS/PCO makes direct contact with the POC for a sealed package; use SharePoint or other COTS for a Subcontractor can submit a sealed package for integration into COS.

Task Order 0001 Feedback

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Limit responses to Technical and Cost/Price?

- Consider a Prime's performance from all CPARS, especially for similar contracts/efforts; limiting PP evaluation to only STOC II means valuable information under other contracts will not be considered.
- Don't artificially restrict the PEO's ability to ask about the subcontractor(s), especially when they play a critical role in the program.
- Consider the full team capabilities in evaluating technical approach and cost-price estimate; this approach favors the large Primes in Lot 1 over the smaller Primes; teaming is an important consideration.
- Provide the option for the Prime to incorporate Past Performance from its key subcontractors in the Prime's response.
- The Prime's ability to manage complex programs may also need to be a significant evaluation criterion.

Other Comments?

- Will we be allowed to mark our RFI responses as proprietary?
- The Government needs to include OCI information with the Sources Sought Notice so that primes can make an appropriate bid decision.
- No easy way to identify potential teaming partners on a SSN. Suggest a "town hall" concept be included in the PKI/CAC Portal flagging companies looking for teaming partners.
- Consider offering a WinZip (.zip) format containing all pertinent attachments for any given SSN, RFI, RWP, ROP or RFP.
- File sizes can easily reach 50MB and this number will only get larger as the use of graphics and eventually multimedia expands. The upload links to the COS need to support the upload of large files in a reasonable time.
- Relocate the formulation of the Acquisition Strategy / Plan to follow the RFI in the workflow process.

Task Order 0001 Feedback

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Other Comments? (cont'd)

- How or will Sole Source efforts be differentiated from competitive efforts?
- If the government does not have enough information from the SSN to make an acquisition strategy decision, then the RFI must clearly so indicate to the potential respondents.
- Use the SSN as a vehicle for Primes to comment on the solicitation, as well as provide information on significant changes in the company that might be relevant to the solicitation.



Questions?

- We'll answer the easy ones now!
- We'll answer the hard ones Thursday at the PEO STRI end of day Q&A.
- We'll answer the really hard ones on the STOC II BOP.