

PEO  
**STRI**

# TRAINING & SIMULATION

## INDUSTRY SYMPOSIUM



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# Agenda



- Acquisition Center Vision/Mission
- Organization
- HCA Operational Environment
- Business Statistics
- Major Contracting Vehicles
- Initiatives
- Current Challenges

# Vision & Mission Statements



**Vision:** Serve as an Acquisition and Contracting Center of Excellence that focuses on customer satisfaction; promotes innovative and flexible business practices, calculated risk-taking, empowerment, and partnering with industry; and, emphasizes diversity in the workforce and professional development.

**Mission:** Provide sound business advice and tailored contracting & acquisition solutions to acquire a variety of products/services managed by PEO STRI in support of the U.S. Army and the Nations security.





# HCA Operational Environment

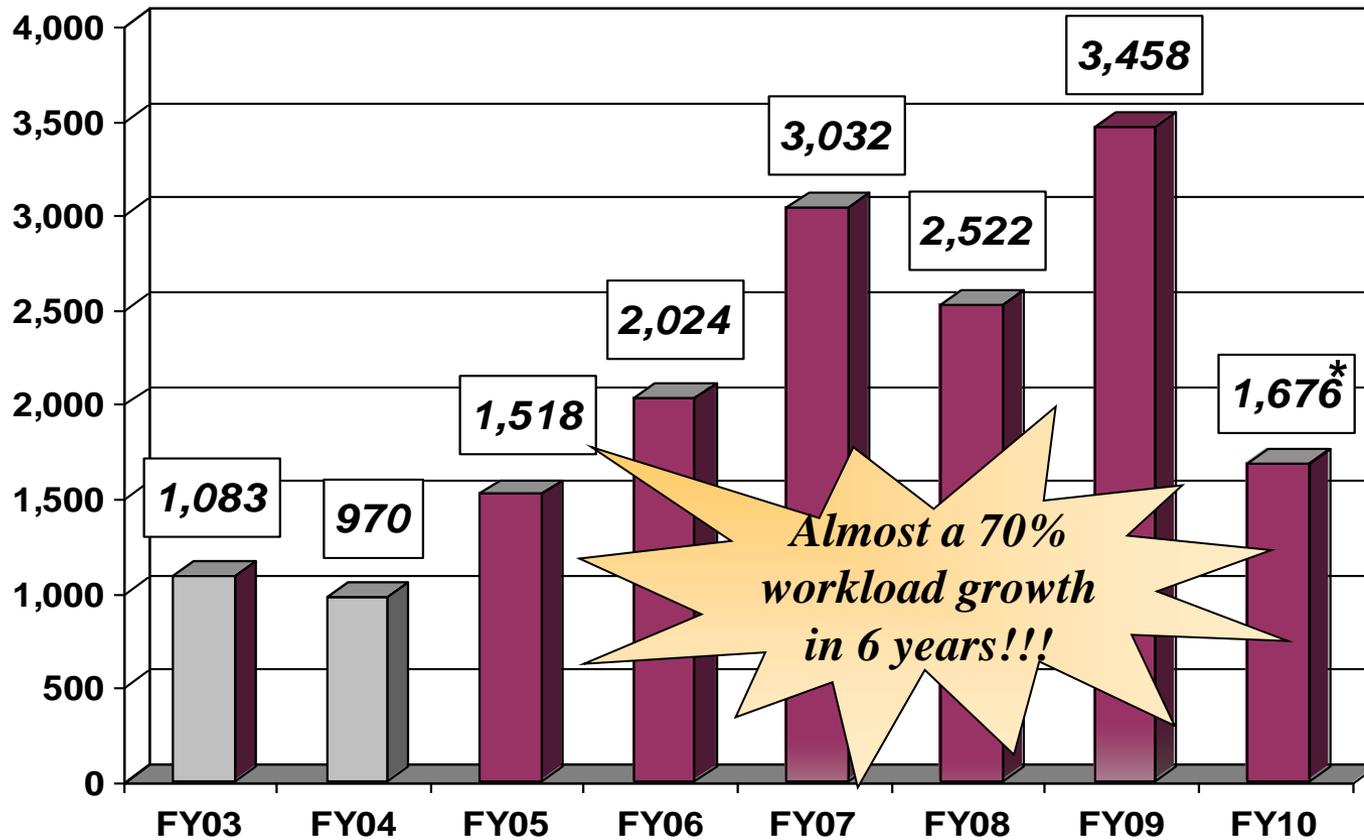


- **Sole Source Delegations:**
  - ✓ HCA authority up to \$11.5M
  - ✓ DASA(P) concurrence required for procurements \$11.5M - \$78.5M
  - ✓ Army Acquisition Executive (AAE) required for procurements >\$78.5M
- **Service Acquisition Strategy Decision Authority:**
  - ✓ <\$250M PARC
  - ✓ >\$250M < \$500M HCA
  - ✓ >\$500M DASA(P)

# Business Statistics



## Number of Contracting Actions

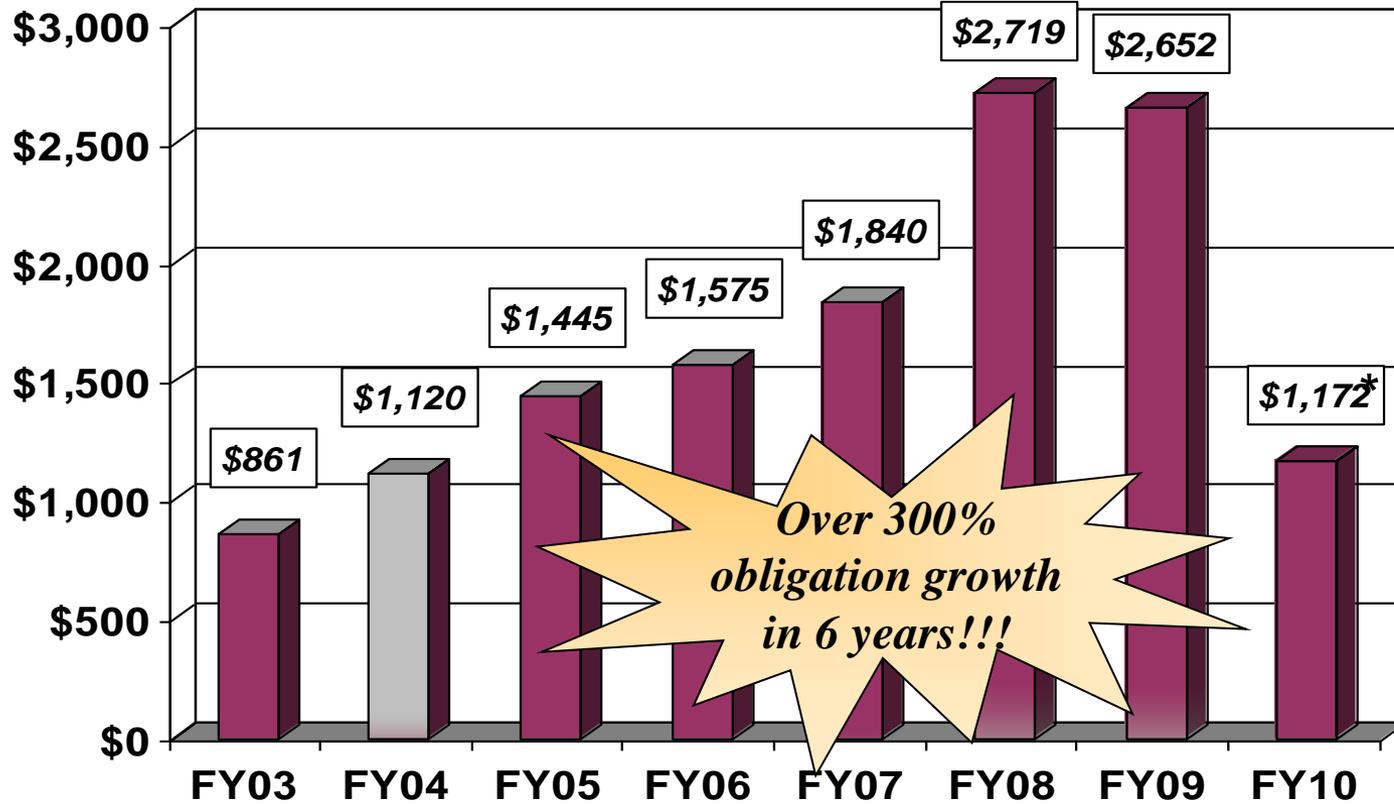


\* Thru 30 April 2010

# Business Statistics



## Obligations in \$M

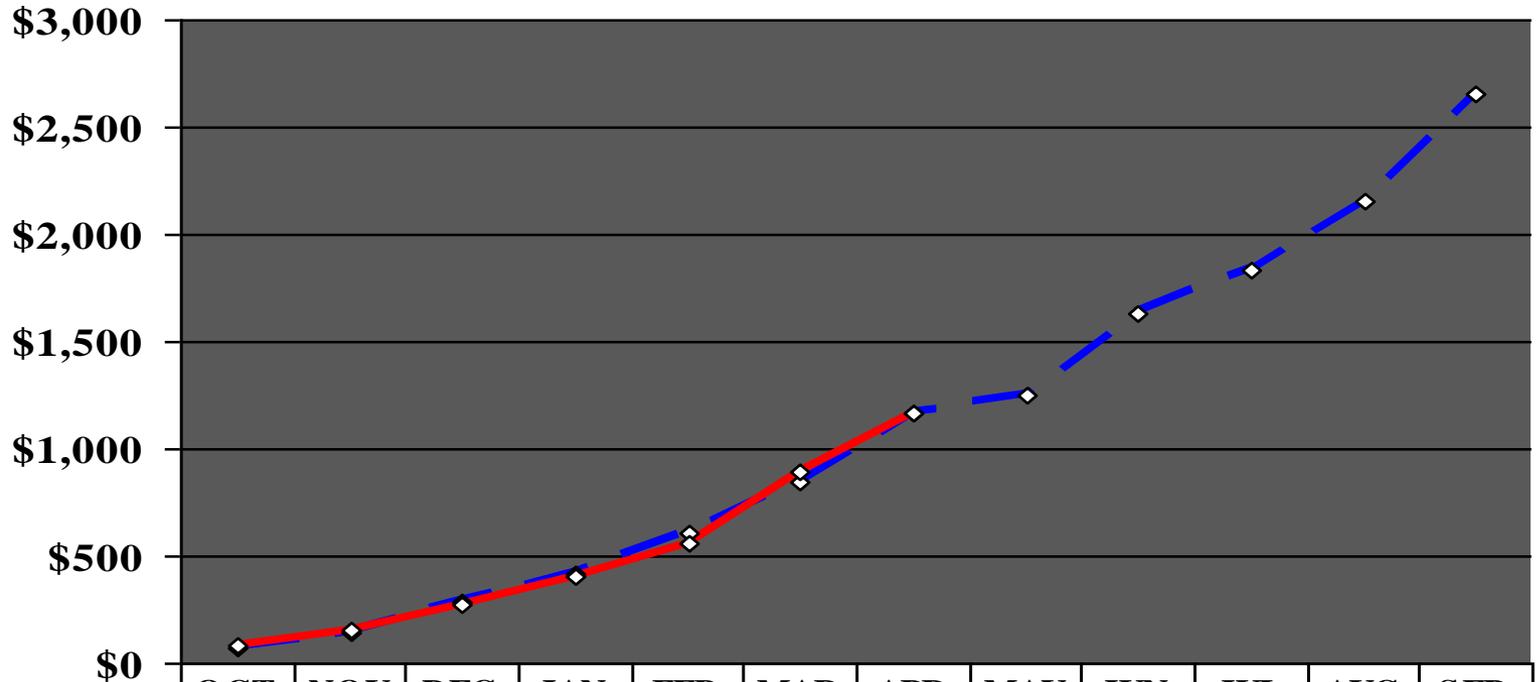


\* Thru 30 April 2010

# Business Statistics



Year to Year Comparison (\$ in Millions)



|                   |      |       |       |       |       |       |        |        |        |        |        |        |
|-------------------|------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|
| FY 09 Obligations | 77.1 | 144.6 | 289.1 | 414.6 | 612.2 | 848.9 | 1166.8 | 1249.8 | 1634.9 | 1834.1 | 2160.4 | 2652.9 |
| FY 10 Obligations | 81.2 | 150.3 | 274.5 | 405.1 | 553.7 | 898.5 | 1171.6 |        |        |        |        |        |

# STOC II Actions & Obligations By Lot



| <b>Totals Since Inception (thru 30 April 2010)</b> |                      |                        |
|--|----------------------|------------------------|
|  | <b>Total Actions</b> | <b>Total Obligated</b> |
| <b>LOT 1- Full &amp; Open</b>                      | 61                   | \$70,542,314           |
| <b>LOT 2- Small Business Set-Aside</b>             | 9                    | \$33,024,415           |
| <b>Totals</b>                                      | <b>70</b>            | <b>\$103,566,729</b>   |

| <b>LOT I Breakdown</b> |                      |                        |
|------------------------|----------------------|------------------------|
|                        | <b>Total Actions</b> | <b>Total Obligated</b> |
| <b>Large Business</b>  | 44                   | \$63,445,539           |
| <b>Small Business</b>  | 17                   | \$7,096,775            |

\* Note: Order 0001 for the guaranteed minimum amount of the basic ID/IQ contract not reflected in the number of total actions above

|              | <b>Total Obligations by Business Size<br/>(since inception)</b> | <b>% Total Dollars Obligated</b> |
|--------------|---|----------------------------------|
| <b>Large</b> | \$63,445,539  | 61.26%                           |
| <b>Small</b> | \$40,121,190  | 38.74%                           |

# Opportunities



## 1) STOC II:

- 24 new orders
  - 14 Competitive
  - 10 Sole Source
- \$704M estimated value

## 2) Non-STOC II (excluding WFF):

- 47 new awards
  - 26 Competitive
  - 21 Sole Source
- \$856 estimated value
  - Approx. \$500M is ceiling value for ID/IQs

Note: Estimated 3<sup>rd</sup> and 4<sup>th</sup> Quarter FY 10 Awards Only.

# Major Contracting Vehicles



- **Warfighter FOCUS**
- Ceiling: \$11.2B
- PoP: 06/05/07 – 04/30/17
- Single Award ID/IQ
- L/V/C Training Operations Support



- **STOC II**
- Ceiling: \$17.5B
- PoP: 01/27/09 – 09/30/18
- Multiple Award ID/IQ
- Training Product & Services



- **SETA**
- Ceiling: \$270.5M
- PoP: 08/10/09 – 08/10/14
- Single Award ID/IQ (SB)
- Support Services



- Growth in Other Contingency Operations (OCO) ?
- Growth in Foreign Military Sales (FMS)
- Increased complexity in requirements
- Cover any unforeseen delta via contracting tool kit

# Initiatives



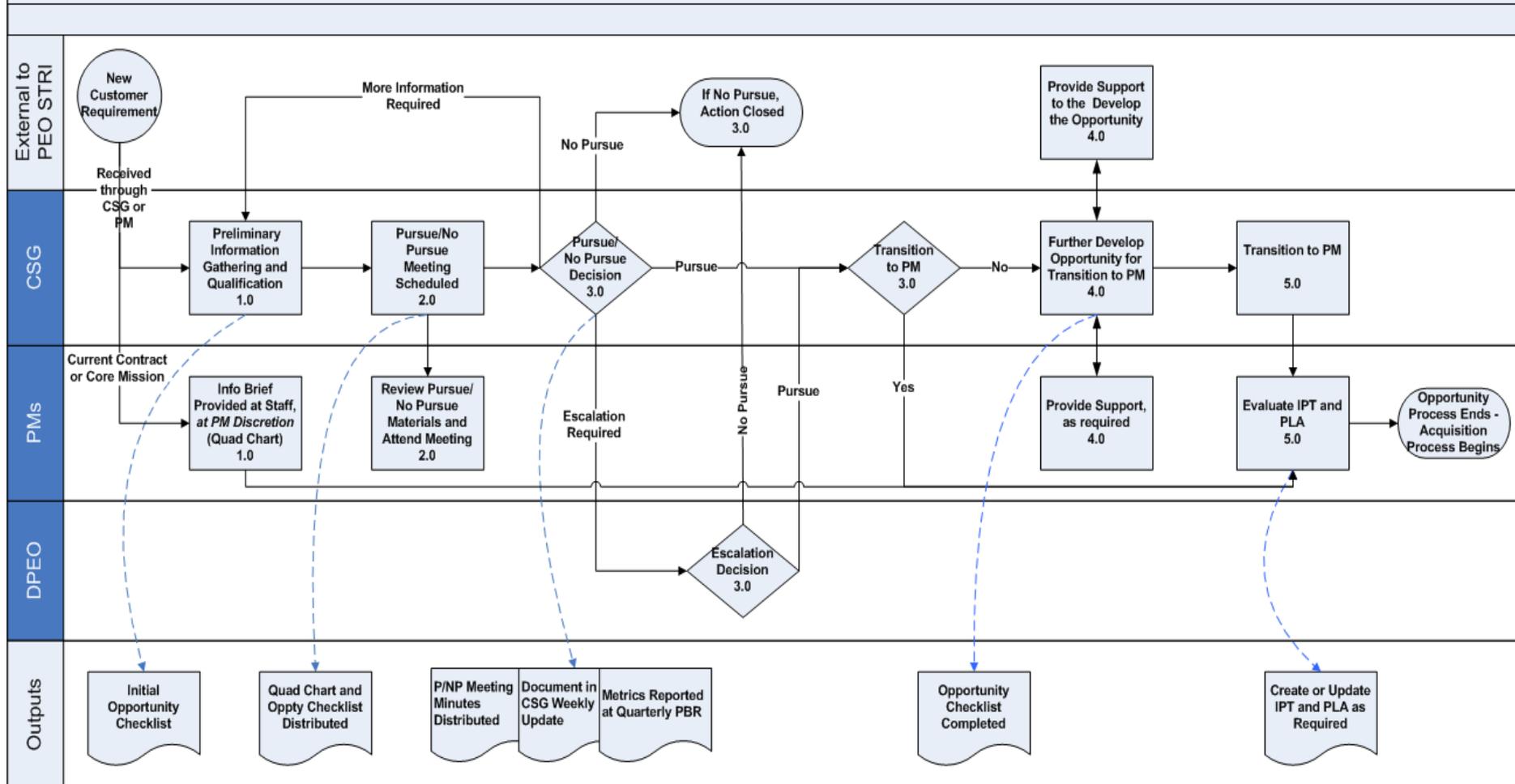
- Solicitation and Contract Review Boards (SRB/CRB) Policy Implementation
- Establish Government/Industry Lines of Communication:
  - Semi-annual Industry/PEO STRI Acquisition Center Senior Leader Forum
  - PARC Industry Visits
- STOC II Contractor Opportunity System (COS)
- Establishing a Permanent Source Selection Advisory Team
- Cost & Price Team Implementation
- Procurement Administration Lead Time (PALT) Metrics
- PEO STRI Opportunity Process (POP)

**ENDS**  
**4.0 – Promote and sustain excellence in the execution of contracting activities**

# Initiatives



## PEO STRI Opportunity Process Flow



# Current Challenges



- Significant Competition/Attrition among agencies for/of 1102 expertise:
  - Expedited Hiring Authority for Acquisition (EHAA)
  - Significant Intern Workforce
  - Experience and Training challenges
- Executing programs at record level/pace
- Increased focus to compete, compete and compete...
- Continuing growth in requirements (AAE Policy Memo)
- Increased growth & complexity in “Other Contingency Operations” (OCO) requirements
- DoD/Army shift in contracting activities from products to services
- Continuing to work on establishing and institutionalizing internal policies, business practices and processes & procedures
- Operating under additional oversight requirements at OSD & HQDA and Congressional scrutiny



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