

PEO STRI



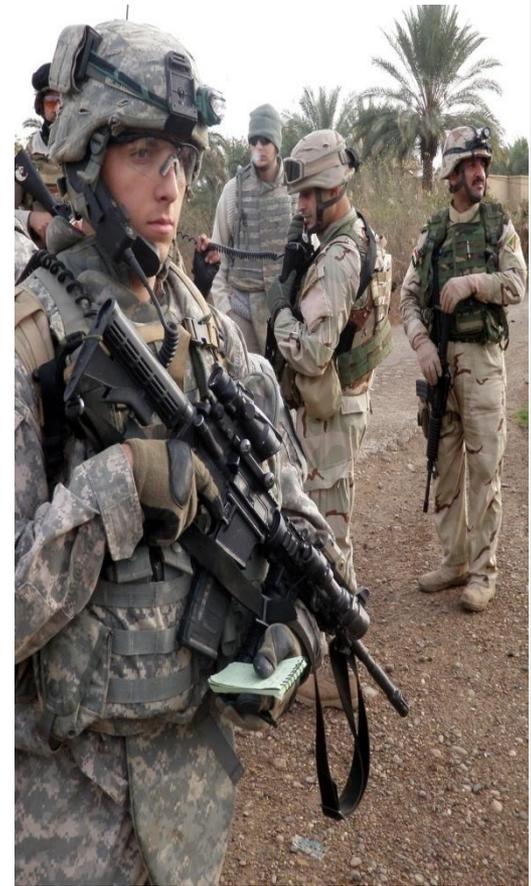
Mr. Joseph A Giunta, Jr.

Director, Acquisition Center/Principal Assistant Responsible for Contracting (PARC)

- Acquisition Center Vision / Mission
- Acquisition Center Organization Update
- Business Statistics
 - Average Procurement Administrative Lead Time (PALT) Summary
 - STOC II Update
- Opportunities
- Major Contracting Vehicles
- Initiatives
- Current Challenges

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 Nation's security.

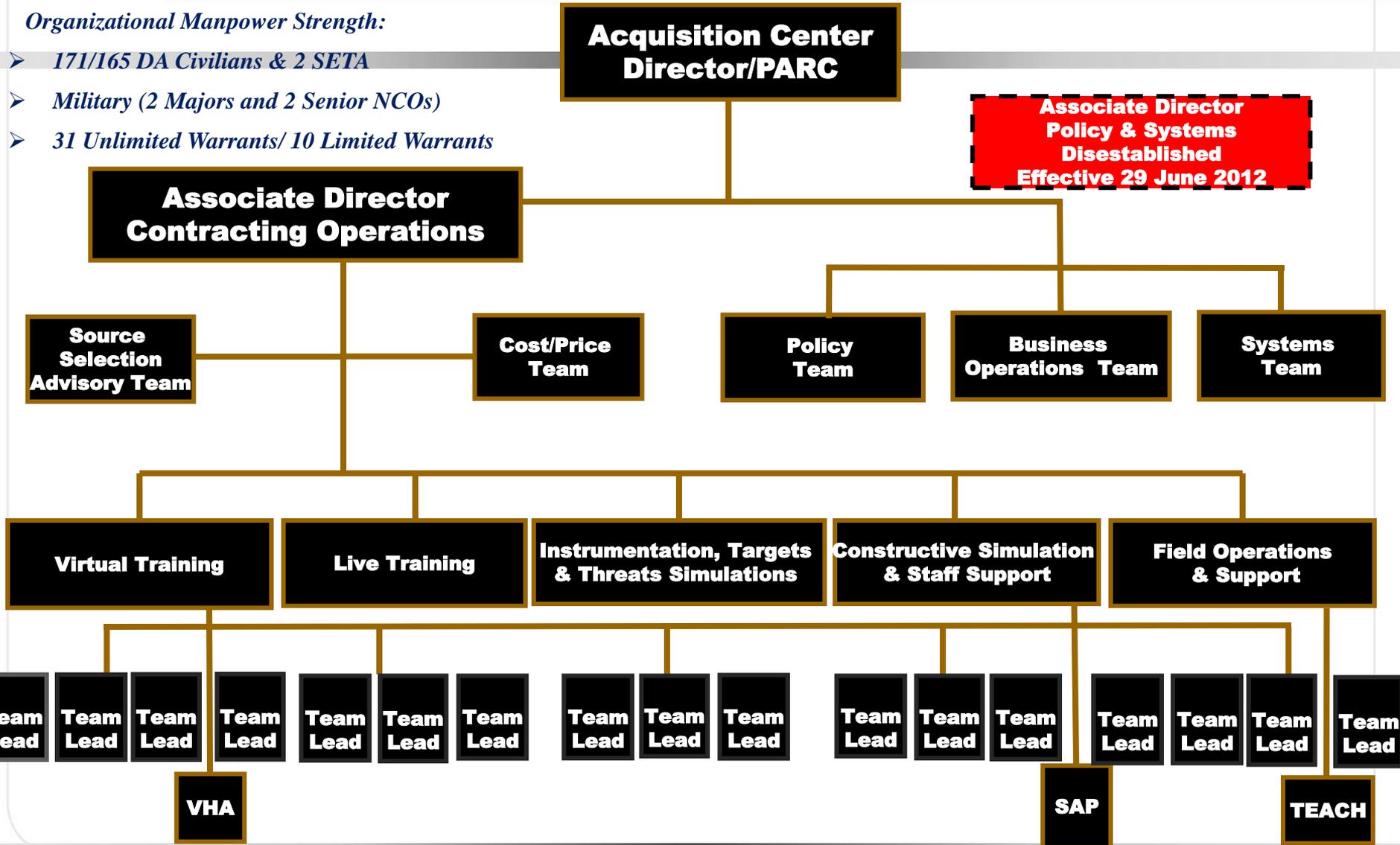




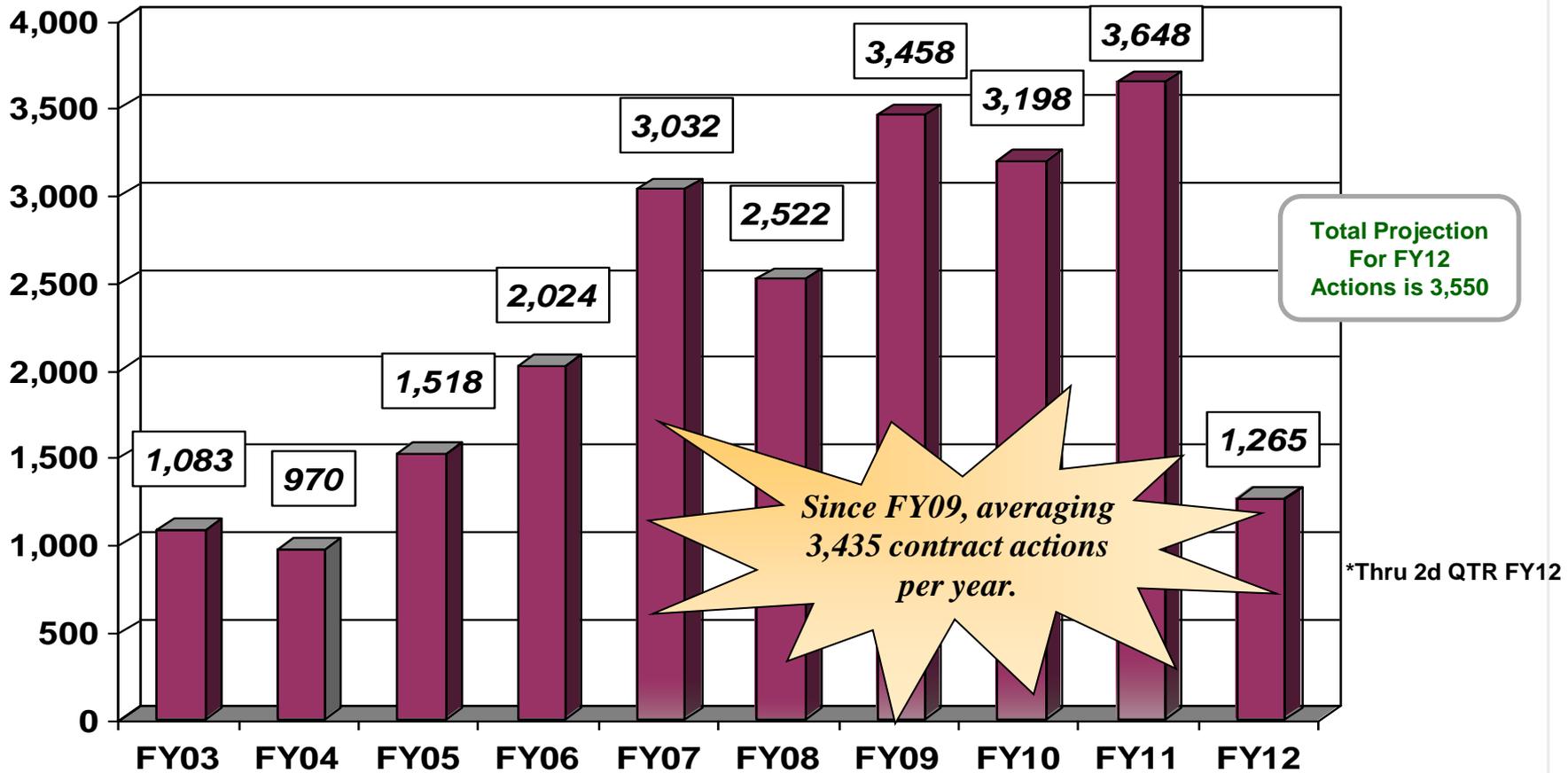
Acquisition Center Organization Update

Organizational Manpower Strength:

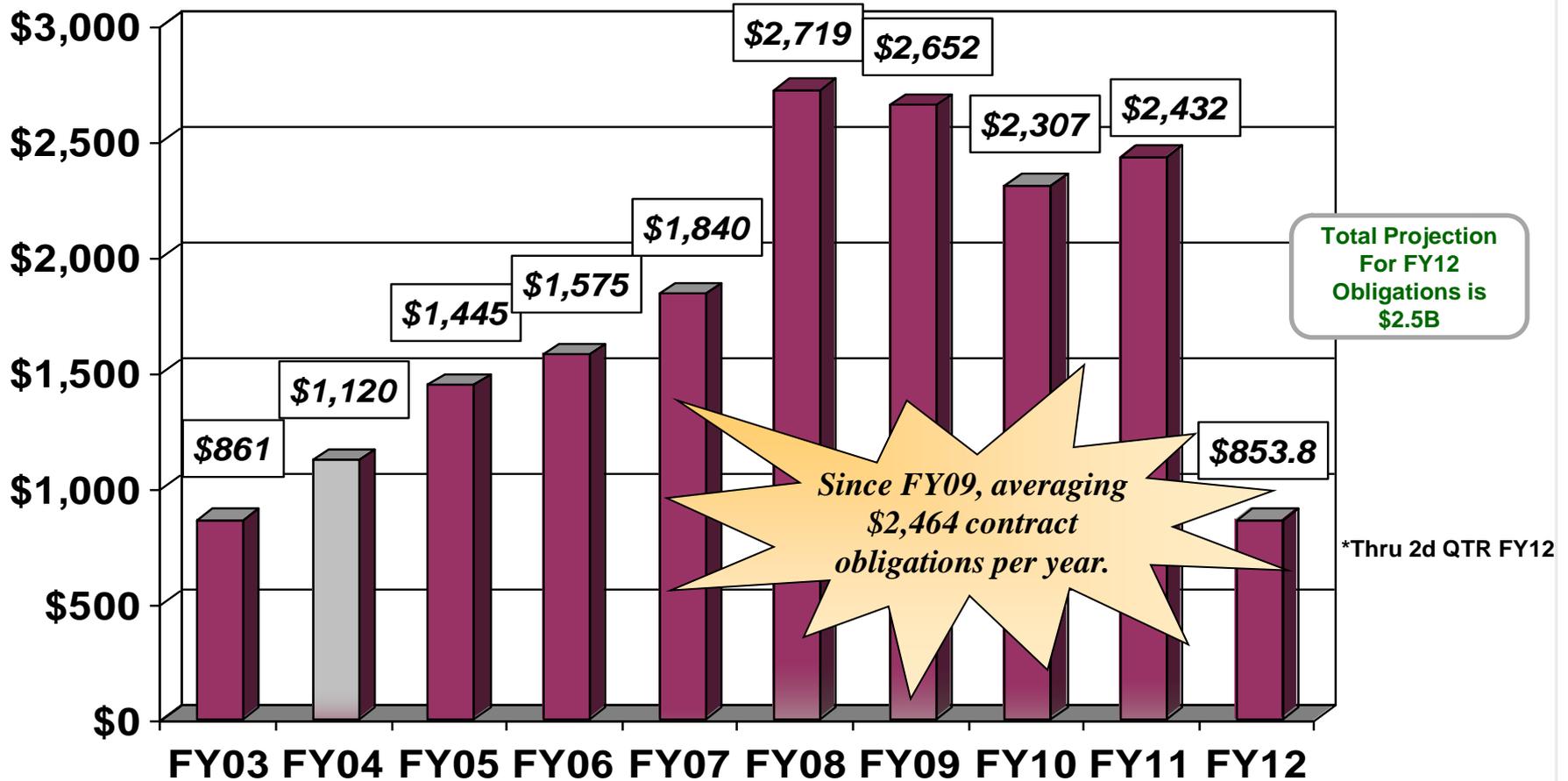
- 171/165 DA Civilians & 2 SETA
- Military (2 Majors and 2 Senior NCOs)
- 31 Unlimited Warrants/ 10 Limited Warrants



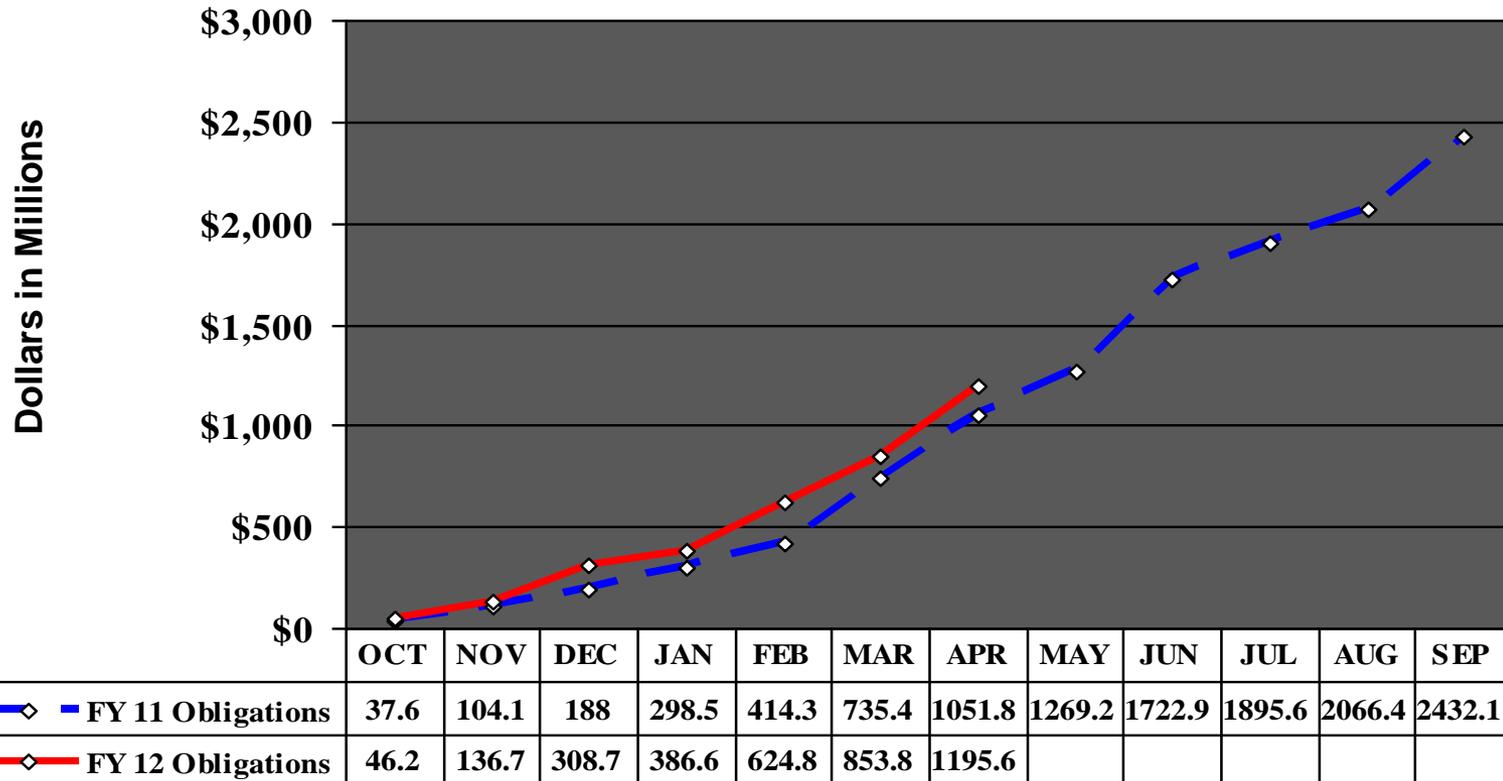
Number of Contracting Actions



Obligations in \$M



FY11 vs FY12 Contract Obligations



Source: Army PD2 Database

Average PALT Summary

Since Inception (1st Quarter FY11) Thru 23 May 2012

Type Action	# of Reports	PALT Average
Multiple Award Contracts (130 days)	28	239
Competitive Acquisitions (258 days)	15	237
Non-Competitive Acquisitions (206 days)	18	154
Single Award Delivery/Task Orders (30 days)	93	40

Note: Threshold over \$1M.

STOC II Update

Totals Since Inception (thru 31 March 2012)			
	Orders Issued	Total Actions	Total Obligated
LOT 1- Full & Open	56	304	\$509,120,031
LOT 2- Small Business Set-Aside	14	80	\$200,775,715
Totals	70	384	\$709,895,746

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

	Total Obligations by Business Size (since inception)	% Total Dollars Obligated
Large	\$445,718,463	62.79%
Small	\$264,177,282	37.21%



Quarterly metrics posted to STOC II webpage on STRIBOP
<https://bop.peostri.army.mil>



STOC II Funded Amount Per Contractor (Top 15) Since Inception (thru 2Q FY12)

\$264,177,282
37.2% Prime Dollars
to Small Business

Large Business Contractors	Orders Received	Obligated	Small Business Contractors	Orders Received	Obligated
Lockheed Martin	14	\$96,228,892	FAAC, Inc.	2	\$71,976,321
Cubic Simulation Systems	4	\$71,166,861	OASIS Advanced Engineering	2	\$42,091,284
L-3 Communications	4	\$59,747,104	Intelligent Decisions, Inc.	2	\$25,813,887
SAIC	7	\$42,304,340	Fidelity Technologies Corp.	3	\$21,814,915
SAAB Training USA	4	\$39,233,391	System Studies & Simulation	3	\$21,576,475
Rockwell Collins	9	\$39,014,942	Inter Coastal Electronics (ICE)	4	\$19,733,163
General Dynamics One Source	5	\$26,483,722	Cole Engineering	3	\$15,665,026
SPARTA, Inc.	2	\$23,336,735	Ahtna Support & Training	2	\$12,210,361
CSC	4	\$18,412,348	Aegis Technologies	2	\$12,055,892
AAI Corp.	2	\$13,213,690	D&S Consultants, Inc.	2	\$7,472,383
Tapestry Solutions	2	\$5,707,371	Advanced Interactive Systems	3	\$3,704,975
Booz Allen Hamilton	2	\$5,096,275	Metters Industries, Inc.	2	\$3,176,947
COLSA	2	\$3,775,558	Cymstar LLC	2	\$2,104,339
Planning Systems, Inc.	2	\$450,495	Raydon Corporation	2	\$1,436,415
UNITECH	2	\$412,428	Each Remaining KTR	1	\$2,500

- 1) STOC II
 - 10 New orders
 - 7 Competitive
 - 3 Sole Source
 - \$ 641M Estimated Value

- 2) Non-STOC II (excluding WFF)
 - 41 New awards
 - 18 Competitive
 - 23 Sole Source
 - \$ 670M Estimated Value
 - Approximately \$ 405M is ceiling value for ID/IQs

Note: Estimated 4th QTR FY12 & 1st QTR FY13 Awards Only

Major Contracting Vehicles

- Warfighter FOCUS
- Ceiling: \$11.2B
- PoP: 06/05/07 – 10/31/17
- Single Award ID/IQ
- L/V/C Training Operations Support



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



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



- Train, Educate, And Coach (TEACH) Services Contract
- Multiple Award ID/IQ
- RFI issued 25 March 2011
- Anticipate RFP release 1QFY13
- Training & Ancillary Support Services

- Continuing to establish Government / Industry Lines of Communication:
 - ✓ Established the PALT Updates to Industry in AUG 11
 - ✓ Contracting Officer and Industry “Lessons Learned” Panels
 - ✓ Joint PARC/Requiring Activity Industry Visits
 - ✓ Implemented the “Communications with Industry” Acquisition Instruction (AI) in FEB 12 in support of DoD “*myth buster*” campaign
 - ✓ Implemented the PEO STRI Public Website “Contract Award Information” in APR 11
 - ✓ Implementing STOC II Award Summary (4QFY12)
- PEO Source Selection Advisory Team (multi-functional)
- Continuing to implement PALT metrics / reviews
- Implementing Contract Management Reviews (CMR)
- Implementing an Interactive Customer Evaluation (ICE)
- Integrating the Army’s Virtual Contracting Enterprise (VCE) tool suite

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

- Continuing to implement OSD (AT&L) Better Buying Power Initiatives (BBPI)
- Continuing to execute programs at a high OPTEMPO
- Increased regulatory and policy changes across the contracting function
- DoD / Army shift in contracting activities from products to services
- Continuing to establish / institutionalize internal policies, business practices and processes & procedures (Peer Reviews, PALT, etc...)
- Continuing to operate under increased oversight requirements from OSD & HQDA and significant Congressional scrutiny
- Oversight of contract services across the PEO STRI portfolio