

Small Business - Tara Wagner

Question: Under the Question it should reference SDVOSB instead of SOUOBS?

Answer: For a complete understanding of what is being proposed, please review the NDAA FY13, Title 26 - Industrial Base Matters, Part IV - Transparency in subcontracting, Section 1651 Limitation on subcontracting.

Business Operations Office (BOO) - Scott Pulford

Q: Will PEO STRI publish the results of the banding methodology for industry review?

A: No. It is FOUO and cannot be released. It will be visible in program actions. If a program continues to procure end item systems, it is probably in Band 1, if a program no longer procures end item systems, but continues to conduct life-cycle support activities (tech refresh, P3I, etc) then it is probably Band 2. Anything less than that is most likely a Band 3 or 4.

PM ConSim - Jerry Sirmans

Q: If PM CREW Served Weapons fails to fund you in time to support the CROWS Appended Trainer RFP, will the RFP date be pushed back or cancelled altogether?

A: The RFP release date will be moved to the right until we receive funds to complete preparations for the RFP. The RFP will not be released unless we have affirmation that the funding is available for the award.

Q: ALOTT - Will this be procured outside of STOC?

A: ALOTT is still in the market research phase and thus the determinations as to whether or not it will be a set-aside, procured in or outside of STOC, etc. have not yet been made.

Q: How much of IOC solution do you want to carry over for FOC solution?

A: Since we're still working with the user representative to define the requirements we cannot say how much of the present capabilities will meet them. We have got to get stable requirements first.

Q: Has a decision been made yet on whether ALOTT will be a SB set aside or not?

A: ALOTT is still in the market research phase and thus the determinations as to whether or not it will be a set-aside, procured in or outside of STOC, etc. have not yet been made.

Q: When will a decision be announced?

A: We have not scheduled any meetings to make this determination; however, when we do schedule them, we will share the planned dates during the next available PALT mtg. The decision itself will be posted via STRIBOP.

PM TRADE – COL Flanagan

Q: With no resolution to the HITS EXCON Program announced award - how does AMITS fit into this discussion?

A: AMITS is the future for home station instrumentation once awarded. The Target award date is April 2013. Until then, PM TRADE intends to leverage all existing contracts to meet published fielding dates for HITS.

Q: Can you give us a POC/URL to get a copy of the FASIT documentation?

A: Go to the Portal, (www.ltzportal.org), register and you can download FASIT and any one of the 50,000+ files.

Q: Are AMITS and CTC IS MOD intended to interoperate?

A: No.

Q: What is the status of the Air-Ground Integration (AG-I) posted to STRI BOP under sources sought?

A: A Final RFP will be posted 22 June and anticipate contract award 12 August. See the latest TSIS slides for details.

Q: What does the AMITS program mean for the HITS EXCON program still under protest?

A: Once GAO renders a final decision on the OCI issue, we will move forward accordingly.

Engineering - Rob Miller

Q: Do you have funding to address the gaps identified? If so, what is your budget?

A: PEO STRI does not have funds to specifically address the gaps identified. The gaps inform industry and Government agencies to help guide Science and Technology programs. They do not have a specific effort tied to each. The gaps may eventually lead to funded programs within the Army's Research and Development Community including the Simulation Training and Technology Center.

Q: You mentioned 80 or 90 technology gaps. Is a complete listing available on your website with more details?

A: We do not have the full list available yet. It is our intent to include that list at <http://www.peostri.army.mil/ABOUTUS/TILO.jsp>. Look for a full list within the next 60 to 90 days.

Foreign Military Sales – Mark Pye

Q: Are Non US companies, i.e. UK, permitted to take part in FMS/FMF opportunities?

A: Generally, yes. Non US companies can partake in Foreign Military Sales contracts, except for Products/Services being procured with US dollars (like FMF, GPOI etc.), where there are some limitations. Offshore procurements for regular FMS actions using money that originated with the US Government (like FMF) may require that more than half of the value be produced in the US. If a county however elects to use their National Funds (FMS) for products/services, foreign companies may compete for these US contracts and the offshore procurement rule does not apply. Pseudo FMS buys are done under the same limitations as any US Government contract (such as the Buy America Act), and use appropriated funds. As with most US Government competitive contracts, in pseudo FMS procurement both US and non-US firms may generally compete.

Q: Regarding export control, is the time required to get State Department approvals considered in the POP?

A: A Letter of Offer and Acceptance (an FMS case) covers the delivery of the products/services being provided under the Arms Export Control Act.

Therefore, a contractor must not submit for an ITAR/Export to deliver the products and services covered under a specific case/contract. The exception I know is for Depot Level and higher maintenance - ITAR approval must still be obtained.

PM ITTS - Rick Copeland

Q: Are EW training or T&E assets needed for the Ft Bliss/White Sands NIE events? Jammers needed? Portable threat emitters? Non-kinetic cyber attack?

A: Both threat injection jammers and open air jammers were provided for NIE 12.2 and are planned for future NIEs. Threat Computer Network Operations tools and operation of those tools were provided for NIE 12.2 and are also planned for future NIEs. All of these Test and Evaluation assets are in PM ITTS' Threat Systems Management Office project portfolio.

TEACH – Jeff Simons

Q: You said past performance is critical - is past performance with PEO STRI a plus?

A: It is not necessary to have had business with PEO STRI in the past...it is not relevant criteria. Having experience in Army training, however, is relevant.

Q: What actions will be taken to protect current subs on WFF during competitions for TEACH given RTSC position/knowledge?

A: The government is not in a position nor is it appropriate for the Government to interfere in business relationships where we do not have privity of contract as in the case of subcontractors.

Q: When will the draft RFP for TEACH be released?

A: How many days prior to release of the final depends on our ability to release key documents iteratively as they mature. As a minimum, however, we intend to give out a draft 30 days prior to formal release.

Q: Previously, we were told TEACH RFP in early 2013, i.e., January. Now it appears it is in 1QFY13, i.e., Oct-Dec 2012. Which is it?

A: Jan 2014 was mentioned during one of the PALT's, but in the context/caution that we would not release during a Holiday period, per PEO STRI policy, and that the RFP could slip into Jan if this occurs. Our current target remains 1QFY13.

Q: When you say "\$600M-\$800M annual", is that the total or an estimate per awardee?

A: \$600-\$800M/annum represents our current expenditure in training services which we used to project an estimated contract ceiling. The annual expenditure does not represent a per awardee projection.

Q: Do you desire to see only primes responding to the basic IDIQ MAC contract? Do you want to see our potential subs and team structure? Would you prefer to see subs only on DOs?

A: We do not anticipate requiring primes to necessarily and explicitly identify their respective teaming agreements. We do, however, expect offeror's to demonstrate and gain the Government's confidence on how they will be postured with requisite expertise to accomplish the full range of tasks. Similarly, an offeror's past performance should address the ability to manage large-scale ID/IQs.

Q: What NAICS code do you anticipate releasing TEACH under? If undecided, what are the candidates?

A: We have not yet finalized. How we setup any partial set-aside could have an impact on the NAICS selection. If you have seen our RFIs, you would see we have been investigating the use of 611430 (Education sector) as a potential best fit candidate, but it truly isn't yet decided.

Q: Is there OCI with WFF prime on TEACH?

A: No, nor is one anticipated. RTSC admittedly may have a competitive advantage, but the Government does not perceive there to be an OCI or an unfair competitive advantage. The Government will be diligent in preparing the RFP to ensure that an unfair advantage is not present.

Q: Could you please elaborate more on "available to Foreign Military Sales"?

A: The contract vehicle can be used to satisfy FMS request/cases related to training services.

Q: Do you anticipate the acquisition involving sample task orders?

A: The RFP will likely have a blend of both real and sample task orders. Samples may be used to explore elements of an offeror's approach that may not have been evident through the real task orders.

Q: When you say "5-9 awards" is that the total? I.e. does that include any small business awards?

A: 5-9 represents a total intent. However, it is not a hard and fast range. The Government reserves the right to make more or less awards as meets the Government's needs/interests. The range is being shared so potential offeror's can determine their relative interest in responding to the RFP.

Q: Although small business is not yet finalized, can you share more details? What options were considered? What options are still on the table? What option is front runner?

A: We are currently collecting data so we can make an informed decision. We are analyzing with an eye to supporting some type of partial set-aside and remain open to varying options (e.g. separate SB LOT with full task scope; separate SB LOT with selected tasks; reserved seats). The data analysis will help lead us to the most appropriate strategy. No option is currently a front runner.

Q: What is the timeline for finalizing small business strategy? Does "really close" mean days, weeks or months? What has to happen to finalize?

A: We are within 30-45 days of developing our approach. However, the approach will only be a proposed approach until approval is gained through SBA and OSD.

Acquisition Center – Joe Giunta

Q: Does your PALT average include protest duration (for those program awards that were protested)?

A: Our formal PALT does not include protest for tracking and managing purposes. However, from an acquisition strategy, it is always considered. We plan to be successful. In the future, we will have an automated tool to assist the PEO STRI leaders/workforce in tracking PALT.

Q: When are the PEO STRI PALT Update sessions held (date/time/locations) and where is this information posted?

A: The next three sessions are scheduled for 19 June, 10 July, and 21 Aug 2012. The monthly targeted date is the 3rd Tuesday of every month, held at PEO STRI (PIII/ Room 321 A&B). We post the date, time and location of the PALT Update sessions in advance via FEDBIZOPS and the STRIBOP.

Q: Will you open STOC II vehicle to qualify additional offerors? If so, when?

A: It is a consideration and we look at it continually. Paragraph H25 of the STOC II Basic IDIQ permits the government on an annual basis to consider the addition of prime contractors as deemed necessary to sustain the competitive environment. At this time we do not anticipate a competition for this purpose. However, non STOC II contractors may still participate as a subcontractor to a STOC II prime.

Q: What is the process to "formally" request a review of the STOC II MAC to potentially add new members? Ms Rosacia indicated it was feasible to do so.

A: Again, it is a consideration that we look at on a continuous basis. We want to ensure that the entire PEO STRI contracting portfolio is healthy and we believe that today we have the right mix of contracts in place to support our mission requirements and we do not see a need to compete STOC II at this time.

Q: What methods does PEO STRI use to calculate small business goals? Is it just direct money to small business or TIER 1 subcontracted money via large business prime or both? Overall, accounting for all money flowing thru PEO STRI, what percentage of small business money goals have been achieved? If PEO STRI hasn't met small business goals, what is the plan to achieve? How will this affect STRI's major contract vehicles in place and soon to be in place?

A: Our small business goals are directed by HQDA. However, we look at each and every procurement on its own merits to make a small business determination/decision.

Q: You have not mentioned Cost as an Independent Variable (CAIV). Are these procurements no longer performed?

A: Yes, they are. Some of the programs where CAIV was applied: OneTESS, RRRP and OneSAF.

Q: You stated that a "call in" capability for the PALT/PARC updates is a bad idea. Would you reconsider if you could "vet" the industry member desiring this access prior to the event? This limitation is a huge disadvantage for those members outside the state.

A: The dynamic we have created at our PALT Updates is very positive and it is working. We don't want to accept the administrative burdens of maintaining minutes, coordinating teleconference access, etc...within the Government. We want to focus our resources on execution. However, we make the PALT Updates open to all Industry partners and announce the sessions a quarter in advance through both FEDBIZOPS and the STRIBOP. Again, the PALT Update venue is working based on Industry and Government feedback from across our community. We do not want to risk the success we are having by changing the dynamic that has been established over the last 11 months.

Q: What are your thoughts about available ceiling vs dollar awarded to date? Do you envision a way to increase use of available ceiling?

A: We consider what the appropriate contract ceiling is on each and every procurement based on the requirements we are trying to address (product and/or service). Requirements will always drive what contract ceiling determination/decision is best to support the requiring activity.

Q: What acquisition strategy was changed as a result of the PALT session and industry feedback? Why was it changed? What made it better?

A: Most recently we made changes to an acquisition strategy in support of the PM CATT Medical Simulation program. The specific procurement was known as the Instructor Support System (ISS) which was originally combined with the Virtual Patient System (VPS). This combined requirement was going to be competed full and open outside of the PEO STRI STOC II MAC. As a result of the Government/Industry exchanges during the PALT Update sessions we separated the combined requirements and competed the ISS on STOC II as a small business set-aside. It was recent awarded.

Q: Specifically, what have you done to decrease award time?

A: We initiated the PALT Update venue to improve Government/Industry communications, we established an internal PALT Policy/Metrics to assist in managing our procurements. We have increased our contracting activities staffing. And, we have established a Source Selection Advisory Team (SSAT) to provide consistent training, capture and share source selection lessons

learned and establish common and consistent contracting/acquisition business processes and procedures.

Source Selection Advisory Team – Ginger Rosacia

Question: Is the SSEB process implemented at the Delivery Order or Task Order level, or is there a dollar threshold at which this process is triggered?

Answer: The SSEB process is used in all FAR Part 15 and 16 competitive procurements. There is not a dollar threshold; however the size of the team varies based on the size, scope, and complexity of the program.

Question: What has been the range (%) of higher priced awards in recognition of technical superior bids? Are there guidelines for these % values for money?

Answer: Best value is decided on an individual basis for each program, by each Source Selection Authority (SSA). There is not a pre-set range determination. The technical superiority must warrant the price premium and there must be funding available or anticipated for the award.

Question: Has NAWCTSD considered implementing an evaluation process (to include evaluator training) similar to this PEO STRI process? Alternatively, could NAWCTSD describe their process if there is one similar to this PEO STRI model?

Answer: Both NAWCTSD and PEO STRI are required to comply with the DOD Source Selection Procedures Guide. In addition to the DOD guidance, NAVAIR, including NAWCTSD source selection activity, is governed by a formal NAVAIR instruction approved by the NAVAIR Head of Contracting Activity. An overview of this process was presented to industry at the 28 Sep 2011 NDIA/NAWCTSD IPT meeting. Any further general inquiries on this topic should be referred to NAWCTSD via the NDIA Central Florida President, Ms. Amy Motko.

Question: Will user proponents be represented in source selection evaluation and/or SSEB/SSAC?

Answer: Yes, when possible, the customer or user is on the SSEB.

Question: What are the most common errors companies make in proposal content or structure? What do the best proposals contain that makes them superior?

Answer: Common errors: Offerors did not follow RFP instructions, i.e. submit wrong format, late, incomplete proposal, etc.; Proposal statements are general and don't address the specific evaluation criteria; Subcontractor information submitted separately is late; Diagrams and written proposal contradict each other; Lack of information provided in the technical and/or cost proposal; Proposal references current system or capability without supporting rationale for proposed approach.

Superior proposals: Are clear and understandable. The proposal is easy to follow and indicates collaboration among all functional areas. Diagrams, if used, help to clarify or support the written proposal. Any best value features clearly describe the benefit to the Government and demonstrate the feasibility of the approach.

Question: What were the types of (27) contracts (service, product) that were surveyed in the assessment to determine the number of Best Value (BV) awards based on tradeoff versus Low Price Technically Acceptable (LPTA)? Were these open competitions or Task Orders under STOC, WFF (Warfighter Focus), CARTS, etc? Were small business set-aside(SBSA) contracts also included?

Answer: The 27 contracts were all competitive procurements for services and/or products conducted under Full and Open, STOCII, or CARTS. The competitive SBSAs were also included. WFF was not included since it is a single award IDIQ.

Question: What role does the PCO play in determining the acquisition strategy, i.e. Fixed price, CPFF, or T&M? Who ultimately decides this?

Answer: The PCO has final determination of contract type, based on information gathered from the technical team.

Question: Why is BV (Trade-off [TO] or LPTA) made at Step #6 in your briefing and not at Step #1 or shared with industry? At AAR, is reasoning behind BV decision ever shared with industry?

Answer: The TO or LPTA method is determined during the acquisition planning phase and industry is notified of the specific BV method in the solicitation and/or draft solicitation. This is a good time for industry to comment on the use of TO versus LPTA if you believe one is more appropriate for the specific procurement. Step #6 is the Source Selection Authority's decision on the successful offeror, based on the BV method chosen early in the procurement.

Question: How is the SSA determined and what Government official is normally made the SSA?

Answer: In accordance with FAR 15.303(a), the contracting officer is designated as the Source Selection Authority, unless the agency head appoints another individual for a particular acquisition. At PEO STRI, this decision is based on several factors to include, but not limited to, dollar threshold, mission criticality, or high visibility. For procurements over \$500M, the SSA is determined by the DASA(P).

Question: Who determines the SSA?

Answer: The SSA is determined in accordance with FAR 15.303(a) and PEO STRI AI012 "Source Selection Process."

Question: At what level (dollar) is an SSAC required?

Answer: The DOD Procedures require an SSAC for all FAR Part 15 procurements over \$100M. SSACs may also be used at the SSA's discretion.

Question: Does LPTA source selection follow the same process described for Best Value?

Answer: LPTA and TO are two methods of BV. LPTA and TO both follow the same evaluation process described for BV.

Question: In LPTA, where is the evaluation of the contractor's demonstrated ability to perform (i.e. past performance)?

Answer: PP is required to be evaluated in all negotiated competitive procurements over the simplified acquisition threshold unless the Contracting Officer documents the reason PP is not an appropriate evaluation factor for the acquisition. In LPTA, PP is evaluated on an acceptable/not acceptable basis.

Question: What logic goes into the choices to man SSEB (technical expertise, independence, user representation)?

Answer: The SSEB is tailored to each acquisition and includes appropriate contracting, legal, logistics, technical, user, and other expertise to ensure a comprehensive evaluation of offers. Consideration is given to the level of experience, technical knowledge, and availability of the evaluators, as well as the complexity of the program.

Question: What factors are considered in determining best value trade-off vs LPTA? For LPTA, are all proposals evaluated for technical acceptance or just enough until the first technically acceptable is achieved with the lowest price?

Answer: LPTA is appropriate when best value is expected to result from selection of the technically acceptable proposal with the lowest evaluated price. LPTA may be used in situations where the Government would not realize any value from a proposal exceeding the Government's minimum technical or performance requirements, often for acquisitions of commercial or non-complex services or supplies which are clearly defined and expected to be low risk. At PEO STRI, all proposals are evaluated under LPTA.

Question: Contract awards are taking longer. Why do you think it takes longer? What can contractors do to aide in shortening the time?

Answer: The increased length of time it takes to make an award is partially due to additional oversight requirements. Industry can influence the procurement time frame by providing comments on the acquisition strategy and draft solicitation, to ensure the highest quality RFP's. Furthermore, contractors can submit a thorough, complete, and awardable proposal. Hence, submit your best offer first.

Question: Can you please explain the post award/announcement process? Who is notified first, what actions may occur (post award debrief, protest, etc) and when award winner is notified?

Answer: Notifying the successful and unsuccessful offerors is at the PCO's discretion, however the FAR requires "within 3 days after the date of contract award, the contracting officer shall provide written notification to each offeror whose proposal was in the competitive range but was not selected for award..."

Question: Under LPTA, if a technical deficiency is documented, what or who triggers the SSEB to hold discussions with the offeror to try to resolve the deficiency vs. fail the offeror without discussions?

Answer: If the solicitation states the Government's intent to award without discussions, there is an apparent successful offeror, and the Government would probably not realize any benefit from going into discussions, then award without discussions is typically made.

Question: (Comment) The STOCII section L&M excel format is not user friendly and hard to print.

Answer: (Response) PEO STRI is working on revising these documents and will take this into consideration.

Question: Do you have a life cycle sustainment member of your acquisition team (SSEB)?

Answer: When applicable, a logistician is included on the SSEB.

Question: How do you add new contractors to STOCII?

Answer: Paragraph H.25 of the STOCII Basic IDIQ permits the Government, on an annual basis, to consider the addition of prime contractors as deemed necessary to sustain the competitive environment. At this time we do not anticipate a competition for this purpose. However, non-STOCII contractors may still participate as a subcontractor to a STOCII prime.

Question: Increasingly, we have heard that the contract office has more say now than in the past, with regards to acquisition decisions. Have you seen an increase in discrepancies between PEO STRI and the technical customer on award decisions?

Answer: Only the SSA can make the award decision, which is based on the evaluation factors stated in the solicitation and the evaluation findings of the SSEB/SSAC.

Question: You have not mentioned Cost as an Independent Variable (CAIV). Are these procurements no longer performed?

Answer: Yes, they are. If used, CAIV is considered in the Acquisition Program Baseline. Some of the programs where CAIV was applied include OneTESS, RRRP, and OneSAF.

PM CATT - COL Espailat

Q: How firm is the funding for Games for Training II and Common Driver Trainer?

A: We have all the funding needed to go forward with the acquisition of both Games for training increment II and the CDT effort.

Q: Will your charts be released with the "real time" updates verbalized by your team?

A: Yes the charts will be update with the "Real time information".

PM Field OPS - Jude Tomasello

Q. Will there be an industry day for the AF/AFX opportunity? Any ideas on dates?

A. Yes, dates to be determined.

Warfighter Outreach Office – John McCombs

Q: In your TILO effort, when you discuss technology development and areas of interest, how do you assess whether a topic has some intellectual property limitations?

A: Based on Industry indentifying what is sensitive.

Q: Do you visit companies (STOC II Primes) only in the local area (Orlando) or will you consider nationwide visits/meetings?

A: We visit nationwide and non STOC companies in the local area.

Q: Will you also do away with PEO STRI business cards?

A: No, web only.

Q: Are you saying that Industry must go to WOO to get PMs, APMs etc? If so, why?

A: No. Established relationships will continue. New contacts will be established as we go.

Q: It has been previously stated that the government encourages open communication with Industry. Elimination of names and contact information seems to contradict the ability for open communication. Will industry be able to call into the "main" line and immediately be connected to the proper POC?

A: Communication can be continued once contact is established; only web information is restricted. Callers will leave a message and PEO STRI will respond to as soon as possible.

Q: How do we ensure that the PII initiative doesn't get in the way of legitimate government/industry communication?

A: We open as many avenues for dialog as possible and continue the contacts as we have.

Q: For each position at PEO STRI, would the government consider or explore the use of email addresses that do not contain PII? i.e. instead of first.last@us.army.mil use job.location@us.army.mil, PMCONSIM.PEOSTRI.us.army.mil

A: That is what is provided at the website generic address now, e.g., ConSim@peostri.army.mil