The forecast data is for planning purposes, does not represent a presolicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.
AGENDA

– ACC-APG Organizational Information
  – Statistics & Customers
  – Workload & Personnel
  – Service Contract Spend
  – Protests
  – Implementation of Better Buying Power: LPTA vs. Tradeoff
  – FY16 Priorities
– Responsive Strategic Sourcing for Services (RS3)
– Army Strategic Sourcing
– Army Superior Supplier Incentive Program
ACC-APG FY15 STATISTICS

– Approximately 36,000 actions executed for $11B
(including grants and classified contract actions)

– Contract action statistics:

<table>
<thead>
<tr>
<th>Vendor State</th>
<th>Actions</th>
<th>Obligations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Virginia</td>
<td>8093</td>
<td>$2,933,905,429</td>
</tr>
<tr>
<td>Massachusetts</td>
<td>1810</td>
<td>$1,194,458,397</td>
</tr>
<tr>
<td>Maryland</td>
<td>2819</td>
<td>$860,618,125</td>
</tr>
<tr>
<td>New Jersey</td>
<td>1901</td>
<td>$744,413,526</td>
</tr>
<tr>
<td>New York</td>
<td>1198</td>
<td>$666,506,925</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fund Type</th>
<th>Obligations</th>
<th>Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>OMA</td>
<td>$3,110,129,803</td>
<td>7,187</td>
</tr>
<tr>
<td>OPA</td>
<td>$1,845,878,379</td>
<td>1,980</td>
</tr>
<tr>
<td>RDT&amp;E (Army)</td>
<td>$1,431,161,408</td>
<td>7,011</td>
</tr>
<tr>
<td>FMS</td>
<td>$706,797,209</td>
<td>1,000</td>
</tr>
<tr>
<td>RDT&amp;E (Defense)</td>
<td>$685,344,822</td>
<td>1,991</td>
</tr>
<tr>
<td>Aircraft Procurement, Army</td>
<td>$366,568,575</td>
<td>297</td>
</tr>
<tr>
<td>Defense Working Capital Fund, Army</td>
<td>$274,118,922</td>
<td>5,595</td>
</tr>
<tr>
<td>Procurement, Defense-wide</td>
<td>$266,314,608</td>
<td>402</td>
</tr>
<tr>
<td>OTHER</td>
<td>$1,145,781,334</td>
<td>4,537</td>
</tr>
</tbody>
</table>
ACC-APG FY15 CUSTOMERS

$10.999B Obs 36,073 Actions

Other Customers Include:
Across ACC-APG
Dept Air Force
Army Materiel Cmd
Dept of Defense
Dept of Navy
Army Sustainment Cmd
PEO EIS
NAVAL AIR SYS CMD
NGB
TACOM
Div A
DISA
Missle Defense Agcy
Div B
NAVAL SEA SYS CMD
Div D
ARMY Acq Spt Ctr
PEO STRI
Adelphi
Corp of Engineers
Belvoir
PEO Ammo
PEO CS&CSS
Natick
MEDCOM
PEO CS&CSS
Bureau of Med and Surgery
RTP
DARPA
Tenant
AMSA
MEDCOM
Huachuca
TRADOC
Edgewood
CMA
PEO ACWA

45% ASA(ALT)
32% AMC
23% OTHER

Customers as Percentages of Obligations
Contracting - Years of Experience Distribution

**Early Career**
0-10 yrs of exp
ACC-APG (FY12) 58.8%
ACC-APG (FY14) 55.7%
DoD 27.7%

**Mid Career**
11-20 yrs of exp
ACC-APG (FY12) 14.5%
ACC-APG (FY14) 17.2%
DoD 17.6%

**Senior Career**
20+ yrs of exp
ACC-APG (FY12) 26.7%
ACC-APG (FY14) 27.1%
DoD 54.7%

---

Experiential Deficit
ACC WORKLOAD AND PERSONNEL

Obligations

Normalized ACC Spend (in constant FY14 Dollars)
Total ACC Personnel Authorizations
ACC Civilian Only Authorizations

Years: 2001 to 2018

Normalized ACC Spend:
- 2001: $34,500,000,000
- 2002: $35,500,000,000
- 2003: $36,000,000,000
- 2004: $38,000,000,000
- 2005: $39,000,000,000
- 2006: $40,000,000,000
- 2007: $45,000,000,000
- 2008: $50,000,000,000
- 2009: $55,000,000,000
- 2010: $60,000,000,000
- 2011: $65,000,000,000
- 2012: $70,000,000,000
- 2013: $75,000,000,000
- 2014: $80,000,000,000
- 2015: $85,000,000,000
- 2016: $90,000,000,000
- 2017: $95,000,000,000
- 2018: $100,000,000,000

Total ACC Personnel Authorizations:
- Years: 2001 to 2018

ACC Civilian Only Authorizations:
- Years: 2001 to 2018
TOTAL SERVICE CONTRACT SPEND

Total ACC Service Contract Actions and Spend

ACC-APG Service Contract Actions and Spend
NEW SERVICE CONTRACT SPEND

ACC New Service Contract Actions and Spend

ACC-APG New Service Contract Actions and Spend
Note: Two of 29 actions protested for which ACC-APG did not take corrective action resulted in Sustainment of the protest by GAO
## ACC-APG PROTESTS (CONT.)

<table>
<thead>
<tr>
<th>Base 1: 3406 (All new competitive awards, SAT included, and task/delivery orders over $10M)</th>
<th>FY14 Protest Rate: # of protests/# of new awards</th>
<th>FY14 Corrective Action Rate: # of protests with CA taken/# of new awards</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2.94%</td>
<td>1.09%</td>
</tr>
</tbody>
</table>

| Base 2: 738 (New competitive awards over the SAT and task/delivery orders over $10M) | 13.55% | 5.01% |

### Notes:
1. Of the 51 Contract Actions protested in FY14 at ACC-APG, 5 of them were valued under the Simplified Acquisition Threshold.
2. 37.00% of all Protests had Corrective Action taken as determined necessary by the KO.
ACC-APG PROTESTS (CONT.)

<table>
<thead>
<tr>
<th>ACC-APG FY14 Protestor Information: Total Number of Protestors</th>
<th>53</th>
</tr>
</thead>
<tbody>
<tr>
<td>Protestors with more than one protest</td>
<td>28</td>
</tr>
<tr>
<td>Protestors protesting more than one contract action</td>
<td>5</td>
</tr>
<tr>
<td>Protestor protesting the greatest number of different contract actions</td>
<td>1</td>
</tr>
<tr>
<td>Protestors with five (the highest number) of protests</td>
<td>2</td>
</tr>
<tr>
<td>Protestors with four protests</td>
<td>3</td>
</tr>
</tbody>
</table>
ACC-APG FY14 IMPLEMENTATION OF BETTER BUYING POWER

LPTA
- 21.5% of new actions over $1M were LPTA
- 11 LPTA actions were recompetes of previously competed tradeoffs, with essentially same scope
  - $108.5M savings
  - 5 of 11 actions were awarded to the incumbent

Tradeoff
- 76 actions reviewed
- Tradeoff made
  - 30% of the time (23 actions)
  - Total premium paid = $42.5M (average 16.6%)
  - When tradeoff was made, 17.4% of awards went to incumbent
- Tradeoff not made (LPTA offer presented the best value)
  - 70% of the time (53 actions)
  - Total cost avoidance (difference between awardee and next in line) = $67.9M (average 9.6%) - $1.1M per contract, per contract year
  - When no tradeoff was made, 22.6% of awards went to incumbent
ACC-APG FY16 PRIORITIES

– Customer Acquisition Planning/1-n Management
– Post-Award Performance Management
– Workforce Development
– Contract Specialist Roles and Responsibilities
– Data Integrity
RESPONSIVE STRATEGIC SOURCING FOR SERVICES (RS3)  

–Knowledge based support services for requirements with Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) related needs to include:

—Engineering
—Research, Development, Test and Evaluation (RDT&E)
—Logistics
—Acquisition and Strategic Planning
—Education and Training

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.
RS3 (CONTINUED)

– RS3 will replace
  – Rapid Response-Third Generation (R2-3G)
  – Strategic Services Sourcing (S3)
  – Warrior Enabling Broad Sensor (WEBS)
  – Technical, Administrative and Operations Support Services (TAOSS)
  – Technical Information Engineering Services (TIES)
– RS3 will not replace
  – Software and Systems Engineering Services Next Generation (SSES NexGen)
  – Total Engineering and Integration Services (TEIS III)
  – Omnibus Program Engineering and Technical Support (OPETS)
  – Common Hardware Systems (CHS)
  – Global Tactical Advanced Communication Systems (GTACCS)
RS3 (CONTINUED)

Tentative milestones:

– Acquisition Strategy Approval – Dec 2014
– Industry Day – 16 Dec 2014
– Proposals Due – 6 May 2015
– Phase 1 Evaluations Complete – Mar 2016
– Phase 1 Contract Awards – Apr 2016
– Phase 2 Evaluations Complete & Contract Awards – TBD
RS3 (CONTINUED)

- Submit questions in writing to Katie Thompson, katherine.c.thompson4.civ@mail.mil or Ashley Keating, ashley.e.keating.civ@mail.mil
ARMY STRATEGIC SOURCING
PREFERRED SOURCES

– Preferred source process requires Army to assess and leverage existing and emerging contracts as part of market research before initiating a new contract for covered supplies/services

– Army Level Mandatory Preferred Sources Contracts
  – Computer Hardware Enterprise Software and Solutions (CHESS)
  – CHESS Information Technology Enterprise Solutions Hardware (CHESS - ITES 2H)
  – Multifunctional Devices (MFD)

– DoD Level Mandatory Preferred Sources Contracts
  – Next Generation Wireless (NexGen)
GSA OASIS

- Army agreement with General Services Administration (GSA) for One Acquisition Solution for Integrated Services (OASIS)
  - Army anticipates obligations of $500M+ under OASIS
  - OASIS is an Army Strategic Sourcing initiative for complex, integrated professional services
  - GSA provides Army training, scope reviews, etc.
- To date, ACC-APG has made 7 OASIS awards
- ACC-APG has 2+ OASIS solicitations on the street
ARMY SUPERIOR SUPPLIER INCENTIVE PROGRAM

– An extension of the Department’s Better Buying Power 3.0
– Designed to incentivize contractor performance by identifying suppliers with the highest rankings in terms of cost, schedule, performance, quality, and business relations
– SSIP uses performance data gathered through the Contractor Performance Assessment Reporting System (CPARS)
– Three Tiers of recognition, Tier 1 being recognized as the superior
– Study underway to determine feasibility of establishing a program for small business
Boeing Corporation -- Global Services & Support
Booz Allen Hamilton, Inc.
DynCorp
General Electric -- GE Aviation
Harris Corporation -- Government Communications Systems; Exelis Information & Technical Systems
Leidos Corporation -- National Security Solutions
Lockheed Martin -- Missiles & Fire Control
Northrop Grumman -- Technical Services
Raytheon -- Integrated Defense Systems
Raytheon/Lockheed Martin Javelin Joint Venture
Rockwell Collins - Government Systems
Textron - Bell Helicopter; Textron Aviation
United Technologies -- UTC Aerospace Systems
ARMY SUPERIOR SUPPLIER INCENTIVE PROGRAM – TIER 2

BAE Systems -- Electronic Systems; Intelligence & Security; Platforms & Services
Boeing Corporation -- Military Aircraft
Cubic
Finmeccanica -- DRS Technologies
General Dynamics -- Information Systems & Technology
Lockheed Martin -- Mission Systems & Training
Northrop Grumman -- Electronic Systems; Information Systems
Raytheon -- Space & Airborne Systems; Intelligence, Information & Services
Rolls Royce Corporation
Sierra Nevada Corporation
Thales-Raytheon Joint Venture
United Technologies -- Sikorsky
ARMY SUPERIOR SUPPLIER INCENTIVE PROGRAM – TIER 3

AeroVironment, Inc.
Boeing Corporation -- Network & Space Systems
Chemring Group, PLC -- Sensors & Electronics
Engility
Finmeccanica -- AgustaWestland
General Atomics Technology Corporation -- Aeronautical Systems
General Dynamics -- Combat Systems
Harris Corporation -- Exelis C4ISR Electronics & Systems
Honeywell International -- Aerospace
L-3 -- Communications Systems; Electronic Systems
Leidos Corporation -- Health & Engineering
Navistar International
Oshkosh Corporation -- Oshkosh Defense
Raytheon -- Missile Systems
Textron -- Textron Systems