

Rocky Mountain NDIA Small Business Committee - Services Subcommittee -

March 2, 2010

RMC Small Business Committee Charter

- Champion NDIA top small business issues within Rocky Mountain Chapter (RMC) region
- Liaison with NDIA Small Business Division on issues relevant to RMC small business members
- Liaison with RM Government organizations and Prime Contractors on small business issues
- Outreach on benefits of small business to National Defense
- Facilitate communication of legislative issues among regional small business

NDIA/CSA AFSPC SB Focus Panel Charter

- Identify areas where AFSPC is falling short of meeting small business contracting goals
- Identify acquisition models in use by other services to increase SB contracts
- Identify areas where there are qualified SB primes that could benefit AFSPC's programs
- Provide recommendations to SBA on changes to acquisition strategy that could result in more SB contracts and meeting AFSPC's SB Goals

Services Subcommittee Meeting Objectives

- Identify Key Issues In Services Efforts
- Scope Issues
 - Bite Sized
 - Mix of Near Term and Far Term
- Discuss Issues and Frame Possible Responses
- Prioritize Effort
- ID Action Lead

Potential Issues

- Improved Access to Information, Technical Personnel, and Decision Makers
- Response to Other Efforts to Reduce SBSAs
- Selection Methods: Best Value vs. Price Past Performance Tradeoff (PPT) or Lowest Cost Technically Acceptable (LCTA)
- Unbundling: Alternatives to Large Multiple Award IDIQs and other large contracts
- Limitations on Subcontracting: Changing the 50% rule
 - SB Subcontracting Requirements w/in SBSA (WO, SDVO, 8(a))
- Set Asides for Portions of Larger Efforts: Will this work? A model for other effort?
- Size Standards applied to NAICS (Push to National, Make input to local SB Reps)
- Acquisition Timeliness: Does everything need to be late and take forever?
- Proposal Expense and Complexity (Sunk cost vs. ROI)
- CPARS for Subcontractors
- Multi Step Procurement
- Insourcing impacts to contracts
- Protest Environment
- Acquisition by LB
- OCI Concerns
- Lack of Data to support decisions

Improved Access to Information, Technical Personnel, and Decision Makers

- Discussion Items
 - Needs:
 - Base and Bldg Access for at least one rep per company
 - Org Charts and Rosters
 - Access to Technical Folks until Final RFP release
 - FAR Enforcement
 - Education (Anatomy of a Competition)
 - Sponsored Visits
 - LRAE Distribution
 - Previous NDIA Study and recommendations. Why didn't this work?
 - Proposed approach:
 - Competition Advocate Shared among Peterson and Schriever
 - High/Low approach.
 - Hit Hard all Contracting Offices Directors (SMDC, 850th, 50th, 21st, HQ AFSPC)
 - Hit all SB reps
 - Hit J4/A4/G4
 - Use NDIA GOs to get access to senior leadership
 - Lead: Wolfard. Support: Selby, PTAC, Mr. Hurtado, Mr. King, Cronk

Response to Other Efforts to Reduce SBSAs

- Approach: Return and Report progress in RM Meetings
- Lead: Bate, Support: Samora

Selection Methods: Best Value vs. Price Past Performance Tradeoff (PPT) or Lowest Cost Technically Acceptable (LCTA)

- **Approach:**
 - Encourage GOVT to reserve right at TO level to select method most appropriate for effort.
 - Engage GOVT Contract individuals and policy makers in discussion
- **Lead: Miller Support: Dryden, Daigre, Veazey**

Unbundling: Alternatives to Large Multiple Award IDIQs and other large contracts

- SMC is developing separate SE&I contracts for different areas (PNT/GPS, MILSATCOM, etc.) Is this a good idea and will it work here? Can we get to Single award? Is that a good thing?
- Delete Issue as Long Term Problem (Doesn't meet scope rules)