Special Operations Forces Industry Conference

Mr. John Lyle
Deputy Director of Procurement
Competition Advocate General

Procurement
Overview

- USSOCOM’s Procurement Authority
- Statistics
- Future Competitions
- Policy Initiatives
- Acquisition Panel
USSOCOM Directorate of Procurement

Mission Statement

• Contracting Professionals Teaming With Acquisition And Industry Professionals To Rapidly Transform Acquisition Strategies Into Superior Technologies, Equipment, And Services For USSOCOM And Its Special Operations Forces

Vision Statement

• To be USSOCOM’s Contracting Provider of Choice by Delivering Competent, Rapid, Dedicated and Innovative Contracts Management
Flow Of Contract Authority

Title 10 U.S.C. 167

Commander USSOCOM

Acquisition Executive (SPE)

Director of Procurement (HCA)

Contracting Officers

Accelerating the force through streamlined Acquisition Authority
Definition: Special Operations Peculiar

- Equipment, Materiel, Supplies, and Services with No Service-common Requirement
- Items Initially Used by SOF Until Adopted by a Service
- Modifications Approved by CDR USSOCOM for Application to Items Used by Other DoD Forces
- Critically Urgent Items/Services Supporting SOF Activities as determined by the CDR USSOCOM

Source: DoDD 5100.3, “Support of the Headquarters of Combatant and Subordinate Joint Commands”, Certified Current as of March 24, 2004
USSOCOM is a Joint “Acquisition Center”
DoP Headquarters Buying Divisions

Deputy Director of Procurement, YC-1102-3

KH Division
Supports Headquarters and Components Services

SOFSA
Supports CLS Aviation MX and equipment repair contract

KI Division
Supports PEO-SRSE, PM-C4-P, PM-IN

KW Division
Supports PEOs Fixed Wing, Maritime, Preparation & Training, S&T Director

KP Division

KR Division
Supports PEO SOF Warrior
Deputy Director of Procurement
Mid-Atlantic Region, USA O6

OPCON
- Direct Support
- Procurement Authority

USASOC
Supports US Army Special Operations

USASOC
Supports US Army Special Operations

TAKO, AID
Supports Rotary Wing Acquisition & MX

RCO-Pope
Supports Other SMU Activities

SP1, SP2
Supports Other SMU Activities

RCO RDA, RCO-Bragg
Supports SMU SOF-peculiar equipment and materiel/post, camp and station

RCO Joint
Supports National Force Contingency Contracting

NSWG Gp 1
NSWG Gp 4
MARSOC

NSWG Gp 2
DEVGRP
SOCCENT
FY04-FY10 Procurement Activity Levels

Total Dollars ($M)

FY04 | FY05 | FY06 | FY07 | FY08 | FY09 | 2Q09 | 2Q10
--- | --- | --- | --- | --- | --- | --- | ---
$1,827 | $1,695 | $2,080 | $2,432 | $2,680 | $2,793 | $1,066 | $1,086

- Does not include Gov't Purchase Card and Oversees Contingency Operations actions & dollars (USSOCOM Authority Obs Only)

- 8,296 Actions
- 9,736 Actions
- 12,523 Actions
- 13,498 Actions
- 14,386 Actions
- 5,506 Actions
- 5,452 Actions
Fiscal Year 2009 USSOCOM Spend

FY09 FPDS-NG Spend: $2.218 B

- **Knowledge Based Services**
  - Amount: $876.9M
  - Includes:
    - Prof, Admin, Mgmt Support
    - Educational Services
    - Linguist & Language Training
    - Automated Info Sys Services

- **Equipment Related Services**
  - Amount: $430.0M (SOFSA)

- **RDT&E**
  - Amount: $142.8M

- **Facility Related Services**
  - Amount: $3.6M

- **Transportation Services**
  - Amount: $0.4M

- **Medical Services**
  - Amount: $4.1M

- **Construction Services**
  - Amount: $0.4M

- **Goods**
  - Amount: $760M

- **Services**
  - Amount: $1,458M
Operational Contracting Support (OCS)

- USSOCOM has a world-wide OCS mission
- On Average 20 Contingency Contracting Officers deployed—force multipliers
- Increased Oversight
- Industry Awareness:
  - Synchronized Pre-deployment Operational Tracker (SPOT)
  - Theater Business Clearance (TBC)
FY10 Competition by Quarter

Achievement

Q1: 34.1%
Q2: 31.8%
Q3: 31%

OBLIGATED: $277M
COMPETED: $94M

GOAL

Competition % calculation is adjusted for fair opportunity
# Upcoming Major Source Selections

<table>
<thead>
<tr>
<th>TITLE</th>
<th>EST AWARD VALUE</th>
<th>EST/ACT RFP RELEASE</th>
<th>EST AWARD DATE</th>
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</thead>
<tbody>
<tr>
<td>Special Operations Forces Support Activity (SOFSA)</td>
<td>$5B</td>
<td>30 Jun 10 (Amd 11)</td>
<td>1-Jan-11</td>
</tr>
<tr>
<td><strong>Intelligence Quick Reaction Capability (QRC)</strong></td>
<td>$500M</td>
<td>25-Jun-10</td>
<td>1-Oct-10</td>
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<tr>
<td>USSOCOM Linguist Contract</td>
<td>$500M</td>
<td>11-May-10</td>
<td>3-Sep-10</td>
</tr>
<tr>
<td>Shallow Water Combat Submersible (SWCS)</td>
<td>$140M</td>
<td>24-Mar-10</td>
<td>30-Aug-10</td>
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<tr>
<td><strong>SOF Information Technology Enterprise Contracts (SITEC) (EITC Re compete)</strong></td>
<td>$3B</td>
<td>27-May-10</td>
<td>3-Jan-11</td>
</tr>
<tr>
<td><strong>Precision Sniper Rifle (PSR)</strong></td>
<td>$100M</td>
<td>26-Mar-10</td>
<td>30-Aug-10</td>
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<tr>
<td>Language Training</td>
<td>$250M</td>
<td>1-Oct-10</td>
<td>1-Feb-11</td>
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Policy Initiatives

- OSD Standard Source Selection Guide
- Operational Contracting Support
- Organizational Conflict of Interest
- Business Systems Rule
  - Withhold of Financing Payments for Deficiencies
  - Corrective Action Timeline
- OSD Peer Review Process
- Management of Multiple Award Contracts
Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contracts (MACs)

- **What is a MAC?**
  - A basic IDIQ contract awarded to more than one contractor
- **What is Fair Opportunity?**
  - Awardees under a MAC are given the opportunity to bid on multiple requirements for all task/delivery order requirements over $3,000
Fair Opportunity Orders Over $5M

- Contractors will be given:
  - Notice of the task or delivery order that includes a clear statement of the agency’s requirements;
  - A reasonable response period;
  - The significant factors and sub factors in which they will be evaluated on
  - An opportunity for a post award debriefing.
Fair Opportunity Exceptions

- The agency need for the supplies or services is so urgent that providing a fair opportunity would result in unacceptable delays;
- Only one awardee is capable of providing the supplies or services required because the supplies or services ordered are unique or highly specialized;
- The order must be issued on a sole-source basis in the interest of economy and efficiency as a logical follow-on; or
- It is necessary to place an order to satisfy a minimum guarantee
Protests for Fair Opportunity Actions

- Protests under FAR 33.1 are generally not authorized
  - Exceptions:
    - A protest on the grounds that the order increases the scope, period, or maximum value of the contract; or
    - A protest may only be filed with the Government Accountability Office when the order value is in excess of $10 million

- USSOCOM OMBUDSMAN is available to address contractor’s concerns relative to MAC
Proposal Adequacy

- What constitutes an adequate proposal?
  - FAR 15.408 Table 15-2 provides instructions for submitting cost/price proposals when cost or pricing data are required. (See USSOCOM TILO homepage for proposal adequacy checklist)

- Recommendations:
  - Industry conduct Independent Internal Reviews
  - Address how your company will provide the best value as stated in Sections L & M of the solicitation...don’t repeat boiler-plate facts about your company