Acquisition Center for Support Services
COMMERCIAL ENTERPRISE OMNIBUS
Support Services

FY12 Small Business Conference

Mr. Paul Ortiz
Director, ACSS
Prior to 1997
CPFF contracts developed around individual PM office requirements

1997-2002
Single award FFP IDIQ contracts that integrated common functional disciplines

2002- Present
CEOss – FFP multiple award GSA based contracts with services grouped into functional domains
Acquisition Center for Support Services

Mission

To maintain the Acquisition Center for Support Services (ACSS) to support the Commercial Enterprise Omnibus Support Service (CEOss) Business Model as a best practice for centralized acquisition of technical and professional services for MARCORSYSCOM using a Service Center approach.
Underlying Principles

- GSA Federal Supply Schedule Awards
- GSA Blanket Purchase Agreements
- Advisory and Assistance Services
- Multi-Award competitions among BPA Holders within domains
- Maximum contract length of base year and two option years
- Streamlined Process using FAR 8.405-2 procedures
- Target award timeline of 30-40 days from RFQ release
Who Does ACSS Support?

CMC

Assistant Commander
Product Support

ASN RDA

Commanding Officer
MCTSSA
Camp Pendleton, CA

Deputy Commander
Resource Management

Deputy Commander
SIAT

Assistant Commander
Contracts

Assistant Commander
Life Cycle Logistics

Assistant Commander
Programs

Assistant Commander
Product Support

Assistant Commander
Programs

MARCORSYSCOM

JPEO
Mine Resistant Ambush Protected

PG-10
Information Systems and Infrastructure

PG-11
MAGTF C2, Weapons and Sensors dev & int

PG-12
Communications, Intel, And Networking

PG-13
Infantry Weapons Systems

PG-14
Armor and Fire Support Systems

PG-15
Ground Transportation And Engineer Systems

PG-16
Combat Equipment and Support Systems

PM Training Systems-Orlando, FL

PM Light Armored Vehicles-Warren MI

PM Light Armored Vehicles-Warren MI

PEO Land Systems

PM Ammo

PM Training Systems-Orlando, FL

PM Light Armored Vehicles-Warren MI

AMPHIBIOUS ASSAULT VEHICLE (AAV)

MARINE PERSONNEL CARRIER (MPC)

MEDIUM TACTICAL VEHICLE REPLACEMENT

LOGISTICS VEHICLE SUPPORT REPLACEMENT

JPEO Chem/Bio Defense

JPEO

AMPHIBIOUS COMBAT VEHICLE (ACV)

PEO EIS

PM AMMUNITION

PM TRAINING SYSTEMS

PM LIGHT ARMORED VEHICLES

PM MEDIUM TACTICAL VEHICLE REPLACEMENT

PM LOGISTICS VEHICLE SUPPORT REPLACEMENT

PM G/ATOR

GROUND/AIR TASK ORIENTED RADAR

PM COMMON AVIATION COMMAND AND CONTROL SYSTEM

PM LW-155 LIGHT WEIGHT HOWITZER, PICATINNY, NJ

PEO Ground Systems

PM ENTERPRISE NETWORKS

PM ENTERPRISE IT SERVICES

PM NAVAL ENTERPRISE NETWORKS

Robotic Systems

CMC

Assistant Commander
Product Support

Assistant Commander
Contracting

Assistant Commander
Life Cycle Logistics

Assistant Commander
Programs

Assistant Commander
Product Support

Assistant Commander
Programs

Commanding Officer
MCTSSA
Camp Pendleton, CA
CEOss Domain Competencies

**Specialty Engineering**
- 874 – MOBIS
- 871 – Engineering Services
- 899 – Environmental Services
- 70 – IT Services & Support
- 873 – Lab Testing & Analysis

**Business & Analytical**
- 874 – MOBIS
- 520 – Financial / Business
- 69 – Training Services

**Engineering & Scientific**
- 874 – MOBIS
- 871 – Engineering Services
- 70 – IT Services & Support

**Acquisition, Logistics & Admin**
- 874 – MOBIS
- 874 V - LOGWORLD
- 871 Engineering Services

- Qualifying GSA Schedules for Prime Vendors / Selective for Teammates
- No Restrictions on Team Member Schedules within Domains
- “Open Season” - Modify Domains
CEOss Customer Process Model

**Expedited Award Process**

Target Timeline < 30-40 Days

5 - 10 Days
- PWS/ SOW CDRL’s
- Intake, Assessment & Final reviews

5 - 10 Days
- Posting time of 5-10 days
- Response period of 5-10 days

10 - 20 Days
- Draft & Final request for Proposals

5 - 10 Days
- Source Selection
- Preparation & Source Selection 3-6 Days

5 - 10 Days
- Source Selection
- Award Documentation Preparation & Final Legal Review 2-5 days

**Requirements Definition - Generate Draft Documents, Contract, Operational Security & Final Legal Review**

**Vendor Q&A - Revisions - Post Final RFQ, Receipt of Proposals**

**Evaluation, Selection, Legal Review & Award**

Cost Estimate is basis for Funding Document

- Cost Estimate
- Evaluation Criteria, Reviews
- Requirements Identification

- Final RFQ
- Draft RFQ

- Gov’t Evaluation
- Vendor Proposal

- Single Bid 30 Day Draft Solicitation Period
- 30 Day Draft Solicitation Period

- Preparations & Final Legal Review 2-5 days
- Award
2011 Business Metrics
CEOss FY11 Domain Players

Specialty Engineering
- **FY11 Base**: 9 Prime Awards
- **Awards**: 37 TO’s / ~$50 M
- **Avg. No. Teammates per Prime**: 23
- **Primes**: AT&T, Battelle, CSC, MTCSC, RNB, Stanley, Survive, TAIC, TSC

Business & Analytical
- **FY11 Base**: 6 Prime Awards
- **Awards**: 45 TO’s / ~$42.1 M
- **Avg. No. Teammates per Prime**: 24
- **Primes**: BAH, Flatter, Kalman, MCR, Serco, Tecolote

Engineering & Scientific
- **FY11 Base**: 10 Prime Awards
- **Awards**: 56 TO’s / ~$124 M
- **Avg. No. Teammates per Prime**: 26
- **Primes**: BAE, CACI, Camber, Centurum, DCS, GDIT, Jacobs, QinetiQ, SAIC, TASC

Acquisition, Logistics & Admn.
- **FY11 Base**: 9 Prime Awards
- **Awards**: 43 TO’s / ~$121.4M
- **Avg. No. Teammates per Prime**: 29
- **Primes**: TCG, CTC, DTI, EDO, INS/LM, L-3, Logis-Tech, Thomas Assoc., URS

FY 2011 - 34 Prime Vendors/Over 350 Participating Firms
FY11 CEOss Performance

CEOss FY11 Performance Report

| FY11 Modification Order Value | $111,894,698 |
| FY11 New Task Order Value     | $338,196,557 |
| FY11 Amount Awarded to Date   | $450,091,254 |

Domain - Task Orders

<table>
<thead>
<tr>
<th>Domain</th>
<th>Number</th>
<th>Award Value</th>
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<tbody>
<tr>
<td>ALA</td>
<td>63</td>
<td>$121,430,457</td>
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<tr>
<td>BA</td>
<td>45</td>
<td>$42,196,467</td>
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<tr>
<td>ES</td>
<td>56</td>
<td>$124,190,290</td>
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<tr>
<td>SE</td>
<td>37</td>
<td>$50,379,343</td>
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</tbody>
</table>

Total TO's for FY11: 201
Avg. Percent of Competition: average of 4 per Task Order 49%
Avg. Days in Queue: 29

FY11 Weighted Avg. Hourly Rate: $98.29

<table>
<thead>
<tr>
<th>Domain</th>
<th>Average Hourly Rate</th>
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<tbody>
<tr>
<td>ALA</td>
<td>$90.50</td>
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<tr>
<td>BA</td>
<td>$106.18</td>
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<td>ES</td>
<td>$95.57</td>
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<tr>
<td>SE</td>
<td>$102.20</td>
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FY11 SB Prime Award Volume: $5,754,146
Single Bids 2% (4 of 201)

...data as of 9Nov 11
2012 Open Season
FY2012 Domain Offerings

- 25 prime vendor position are open in 2012 in all domains

<table>
<thead>
<tr>
<th>Domain</th>
<th>Expiring BPA</th>
<th>Lg Prime Openings</th>
<th>Sm Prime Openings</th>
<th>Total Openings</th>
<th>Domain Totals</th>
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<tbody>
<tr>
<td>ALA</td>
<td>3</td>
<td>4</td>
<td>1</td>
<td>5</td>
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<td>ES</td>
<td>6</td>
<td>7</td>
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<td>BA</td>
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<td>3</td>
<td>3</td>
<td>6</td>
<td>10</td>
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<tr>
<td>SE</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td>5</td>
<td>12</td>
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- NECO/FEDBIZOPPS RFI posted:
  
  https://www.fbo.gov/index?s=opportunity&mode=form&id=d2cd9b992e9cdb8cb4799b2dd4265462&tab=core&_cview=0
### 2011-2012 Open Season Schedule

<table>
<thead>
<tr>
<th>Action</th>
<th>New Vendors</th>
<th>Existing Vendors</th>
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<tbody>
<tr>
<td>NECO Announcement</td>
<td>14-Nov-11</td>
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<tr>
<td>Open Season Workshop</td>
<td>13-Dec-11</td>
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<tr>
<td>Open RFQ to Vendors</td>
<td>25-Jan-12</td>
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<tr>
<td>ES RFQ Released/Proposals Due</td>
<td>25-Jan-12</td>
<td>23-Feb-12</td>
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<tr>
<td>BA RFQ Released/Proposals Due</td>
<td>8-Feb-12</td>
<td>12-Mar-12</td>
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<tr>
<td>ALA RFQ Released/Proposals Due</td>
<td>22-Feb-12</td>
<td>21-Mar-12</td>
</tr>
<tr>
<td>SE RFQ Released/Proposals Due</td>
<td>29-Feb-12</td>
<td>30-Mar-12</td>
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<td>BPA Modifications executed</td>
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<td>30-Jun-12</td>
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<td>New BPAs Awarded</td>
<td>1-Jun-12</td>
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<tr>
<td>New Vendor Orientation</td>
<td>20-Jun-12</td>
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<tr>
<td>FY12-13 Season Begins</td>
<td>1 June 12/Original Renewal Date</td>
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</tbody>
</table>
ACSS WEBSITE

Questions?