

NGB Industry Day



Charlie Baldwin
Deputy Chief of Staff
Army National Guard

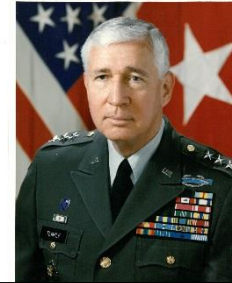
30 April 2018

UNCLASSIFIED

Welcome to Temple ARNG Readiness Center (TARC)!



- Former Women's College taken in 1942 under the War Powers Act
 - Became home of Army Signal Intelligence Service
 - Cracked Japanese codes during WWII; Russian codes afterwards as part of NSA
 - INSCOM established here in 1977
 - In 1989 property split between DoS and Guard
- TARC 1 completed 1992
 - Approx. 1,500 workers
 - Previously NGB was in 5 separate locations
- TARC 2 built in 2011
 - Approx. 1,200 workers
- TARC is home to the ARNG Directorate and the support staff to Chief, NGB





Leadership of the National Guard



National Guard Bureau, led by General Lengyel, supports the Army and Air Force Secretaries and Chiefs of Staff, and Secretary of Defense and Chairman, Joint Chiefs as the primary combat reserve of the Army and the Air Force and the first military responder in the homeland.



Chief
National Guard Bureau
Gen Joseph L. Lengyel

**(member of the Joint
Chiefs of Staff)**



Vice Chief
National Guard Bureau
LTG Daniel R. Hokanson



Director
Army National Guard
LTG Timothy J. Kadavy



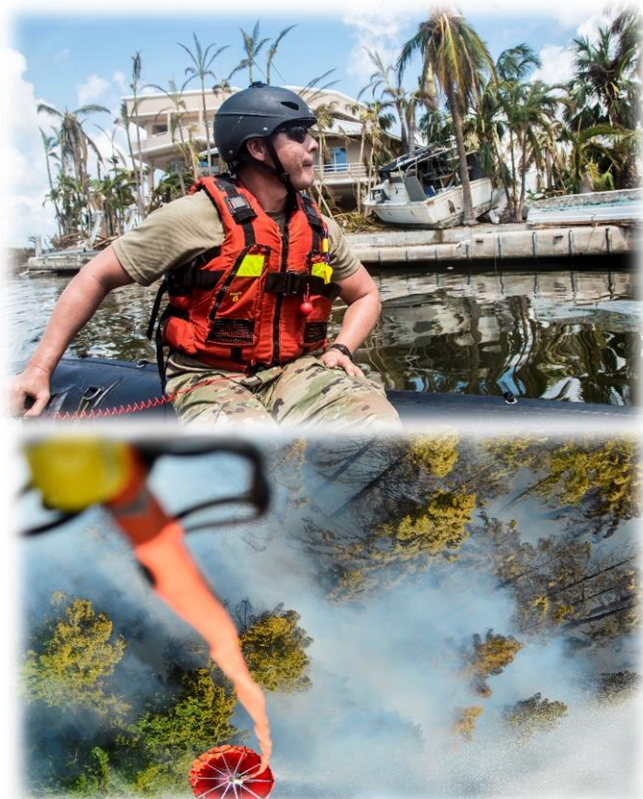
Director
Air National Guard
Lt Gen L. Scott Rice

Agenda



- Senior Leader Presentation – LTG Timothy Kadavy, Director, ARNG
 - Colonel Keith MacDonald, Vice CDR, ANGRG
- Welcome – Ms. Melissa Cossentino
- NGB Vendor Visit Procedures – Ms. Melissa Cossentino
- Contracting Structure and Metrics – COL Patrick Staesina
- Small Business Overview – Mr. Harry F. Shank III
- Contract Forecast for FY18-FY19 – COL Patrick Staesina
 - Branch 1 A/G/J-1 - Recruiting: Mr. Scott Welcheck
 - Branch 2 - Bldg Svcs & Staff Augmentation: MAJ Ellieth Rodriguez
 - Branch 3 A/G/J-2/3/4/5 - Intel, Operations, Log, Planners: LTC Lydia Jensen
 - Branch 4 - IT, Construction, A&E, Environmental: Ms. Theresa Glasgow
 - ARNG Contract Offloads: LTC Paul Metzdorff
 - ANG Contract Offloads: LtCol Kelly Traynham
- NGB Contracting Trends and Tips – COL Patrick Staesina
- Questions and Answers – COL Patrick Staesina

Army National Guard 4.0



LTG Timothy J. Kadavy
Director, Army National Guard

30 April 2018

The ARNG Evolutionary Response



Is this an evolutionary or revolutionary change?

- Strategic Reserve
- **All Volunteer Force**

ARNG 1.0

1973 - 1983

801/402/240

- Vietnam Hang Over
- Total Force Policy/ Abrams Doctrine
- Large Active Component
- Cold War

- All Volunteer Force
- Strategic Reserve but **portions operational for Desert Shield / Desert Storm**
- **Limited Modernization**

ARNG 2.0

1984 - 1991

780/425/360

- Reagan Era Build Up
- Tiered Readiness
- One Army Standard
- 39 days + KPUP
- Active Component RIF
- Cold War Ends

- All Volunteer Force
- Strategic Reserve but portions operational for rotational missions
- **1993 Offsite – ARNG Combat Reserve**

ARNG 2.5

1992 – 2001

610/422/310

- AC RIF – “Peace Dividend”
- e-Bde/ FSP
- Round-out Concept
- Title 11

- All Volunteer Force
- ARNG Combat Reserve
- **Enhanced DSCA**
- **CSTs / GMD**
- **Operational Force for Predictable Rotational Missions during Wars**
- **Increased Modernization**
- **Increased PME / CTC Rotations**

ARNG 3.0

2001- 2017

490/350/205

- GWOT
- Mob/ Deploy
- Increased Homeland Defense
- ARFORGEN Model
- NORTHCOM

- All Volunteer Force
- ARNG Combat Reserve
- Enhanced DSCA
- CSTs / GMD / **Cyber**
- Increased Modernization
- Increased PME / CTC Rotations
- **Operational Force for Rotational Missions OTW**
- **Operational Reserve for Short-notice Contingency Ops**

ARNG 4.0

2017 +

476/343/199

- Persistent Conflict
- OPLANS
- 49/54 Days
- ODT
- 4 +1
- Ready and More Ready
- Warfighter Culture
- Smaller Active Component

Authorized End Strength(k)₆
AC/ARNG/USAR

AIR NATIONAL GUARD

Industry Day

Colonel Keith G. MacDonald

Vice Commander, Air National Guard Readiness Center

30 April 2018

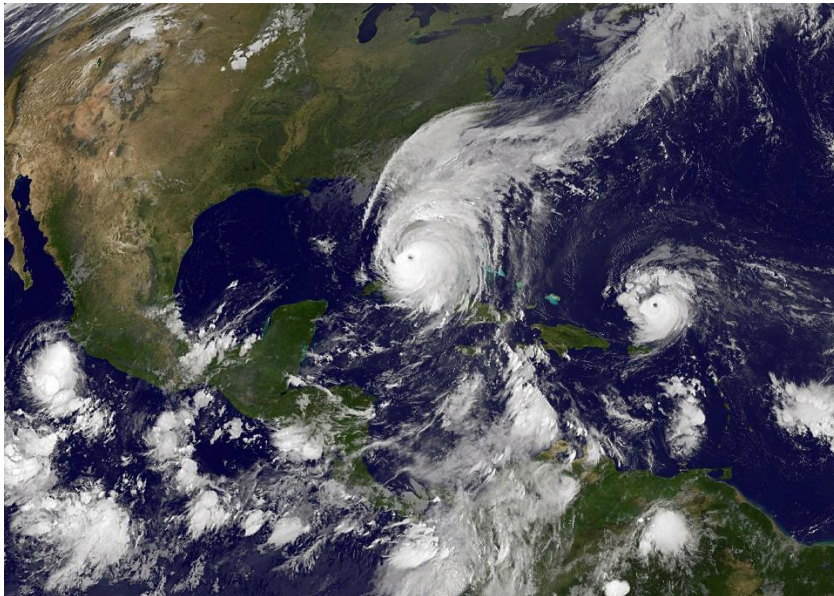
This Briefing is **UNCLASSIFIED**

21ST CENTURY GUARD AIRMEN

- Strategic Environment
- Air Force Equipment
- Air National Guard and Reserve Equipment Account
- ANG and Industry



- 2 + 3 Threats
- DOMOPS
- Budget

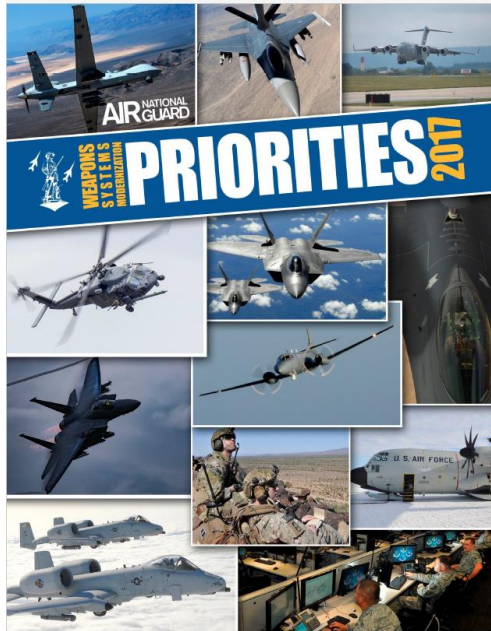
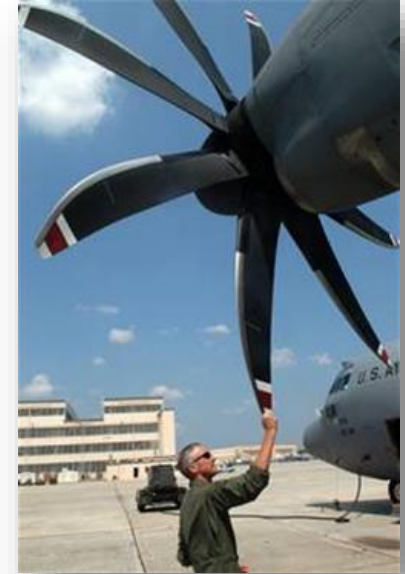


- Average age: 31.1 years
 - CAF: 33 years
 - MAF: 29 years



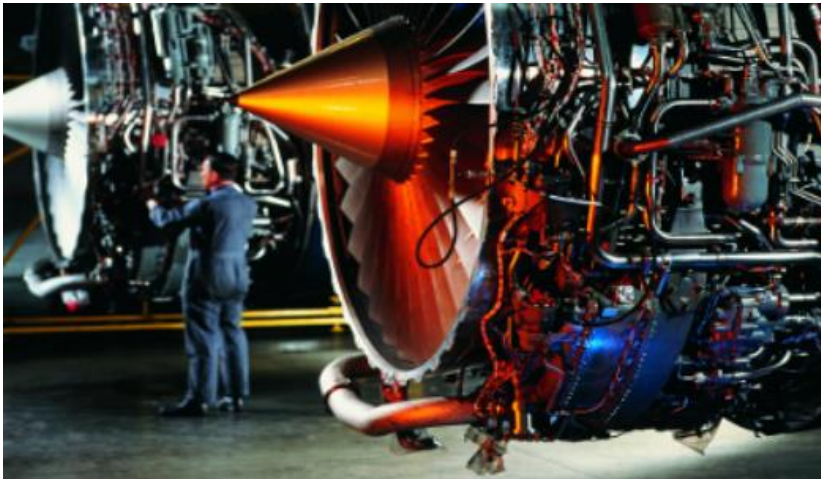
A/C	Age (Years)
A-10	36.8
F-15C	34.2
F-16C	27.7
C-130H	28.5
MC-130P	51.0
WC-130H	51.8
LC-130H	32.1
KC-135R	56.3
KC-135T	57.7
HH-60G	26.8





21ST CENTURY GUARD AIRMEN

- Cooperation
- Alignment





QUESTIONS



Expectations for Industry Day & Vendor Visit Instructions

Ms. Melissa Cossentino
Principal Assistant Responsible for Contracting

Expectations for the Day



What it is:

- Open and transparent information regarding NGB's FY18 Forecast of Opportunities
- Opportunity to ask questions – questions will be taken in writing and will be published on www.fbo.gov or <http://www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs/>
- Opportunity to dialogue with other industry representatives on upcoming requirements to facilitate teaming
- Tips and guidance on how to do business with the NGB

What it isn't:

- An opportunity for industry to present their capabilities to the Government
- Discussion on requirements already solicited or pending award
- A substitute for individual "industry days" on specific procurements
- Access to Acquisition Sensitive Information

This is NGB's second annual Comprehensive Industry Day – we fully intend on continued dialogue with industry, as well as continued refinement of the methods and content of information presented

Vendor Visit Purpose



Protect the Integrity of the Procurement Process and Ensure Fair and Equal Treatment to Contractor Personnel

- Background
 - Contractors either under contract with duty location at TARC or former NGB military/civilian personnel were “driving-by” NGB personnel to market products/services or use existing relationships to discuss programs, potentially leading to advanced information on upcoming programs/procurements
 - Potential existed for inadvertent transfer of procurement sensitive information that could afford contractors unfair competitive advantages and negative publicity to the organization
 - CNGB directed development of a CNGBI to govern contractor visit requests
 - The Directorate of Acquisitions is the proponent for the CNGBI

CNGBI – Contractor Visits



- Applicability
 - ARNG, ANG, and Joint Staff military and civilian personnel
- Policy
 - Conduct Government business in a manner above reproach **with complete impartiality and without preferential treatment**
 - Ensure no unauthorized commitment occurs obligating NGB to fund activities
 - Prevent and avoid appearance of and actual conflicts of interest in relationships between government personnel and contractors
 - Enforce ground rules for visits and product demonstrations when the contractor intent is to initiate or expand business with the NGB
 - Remind that expenditure of public funds requires the highest degree of public trust and impeccable standards of conduct of federal personnel

There should be **NO** reluctance to make full public disclosure of actions



Disclosure of Government Information



- NGB personnel shall take all precautions against releasing information not generally available to the public concerning a known, valid requirement
- Prohibitions of federal employees include:
 - Preferential treatment to any individual or company
 - Disclosure of non-public information to further private interests of any individual, company, or organization
 - Disclosure of contractor bid or proposal information, or source selection information
 - Disclosure of acquisition information by members involved in the acquisition process

Examples of Acquisition Information

- Information on plans that would provide undue or discriminatory advantage to private or personal interests
- Information received in confidence from one offeror
- Information that would be protected per the Privacy Act and Information Act
- Information on internal agency communications such as technical evaluations, market research reports, acquisition strategy documents, government cost estimates, etc.



How does this apply to you?



- Ensures no conflicts of interest occur through exchanges of information **which could preclude** your company from participating in upcoming acquisitions
 - Ensure contractor personnel are informed that appointed Contracting Officers are the only individuals authorized to enter into and administer contracts
 - Avoids “inadvertent” unauthorized commitments by Government personnel who are not Contracting Officers
- Serves as basis to dispute the appearance of a conflict of interest or unfair competitive advantage
- Provides written evidence of meeting contents to protect both Industry and Government representatives
- Requires completion of a visit request form and a signed briefing agreement prior to NGB personnel scheduling meetings with contractors

Rules of Engagement



- Contractors complete a Contractor Visit Request
 - Purpose of Visit
 - Contract information – all contracts with the NGB, COR, and description
 - Presentation topics and linkage to NG priorities/programs
- Contractors sign a briefing agreement
 - Acknowledges purpose of visit is to provide corporate capability
 - Acknowledges NGB is not liable for any costs of materials/equipment loss, damage, destruction
 - Acknowledges the meeting or demonstration does not constitute an obligation on behalf of the USG
 - Releases the ability for a contractor to file a claim to seek compensation
- Contractor Visit Forms can be found online:
<http://www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs/>



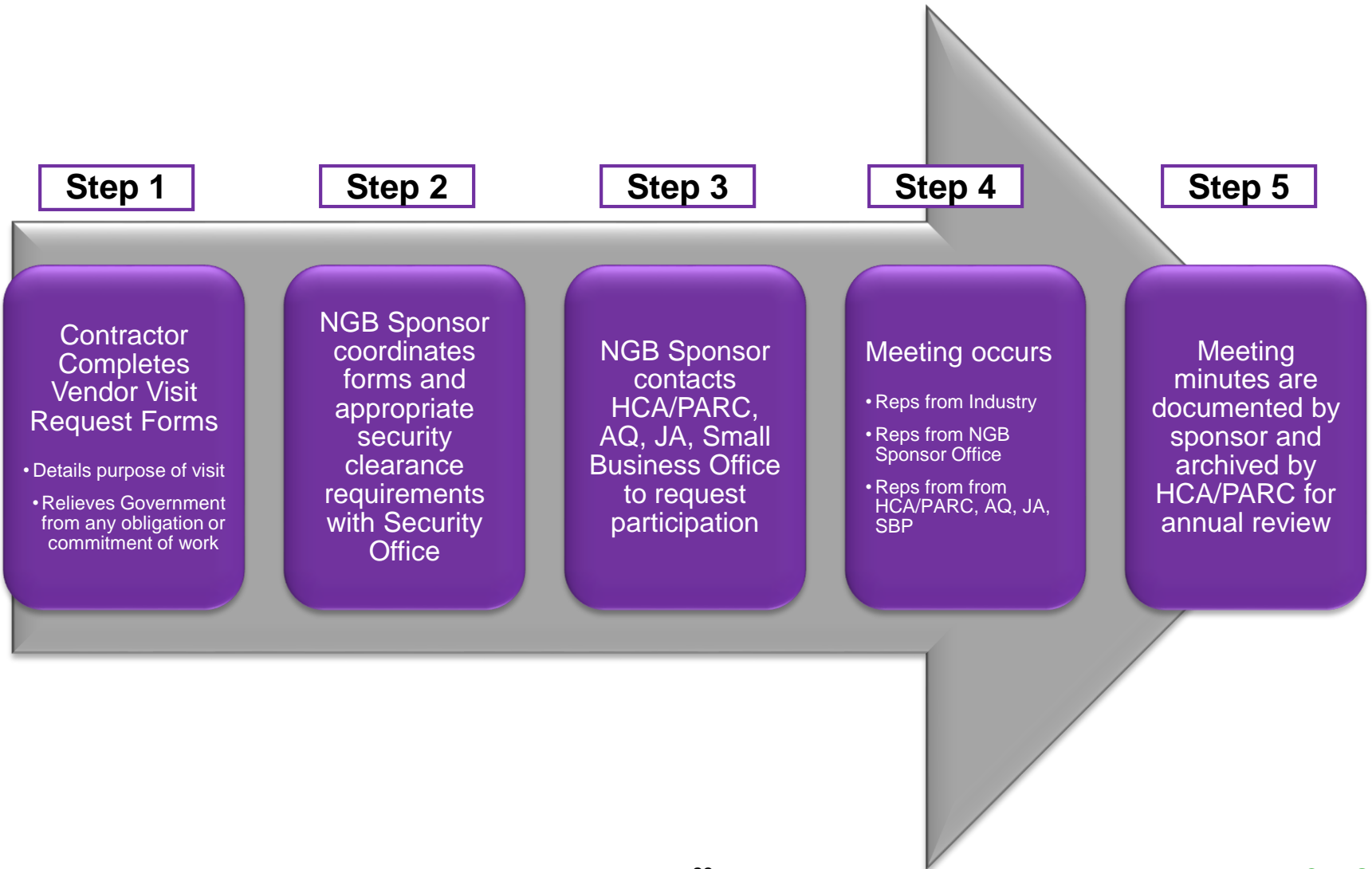
Expectations



“Do’s and Don’ts” during Visits with Industry

- Government Do’s
 - Can discuss anticipated needs of the organization in general, but must provide same information to competitors when requested
 - Be willing to meet with other contractors who provide similar products/services to avoid favoritism of one over the another if approached—consider conducting Industry Days for all interested parties to attend
 - Coordinate with JA, Contracting, and OSBP to request participation
 - Must coordinate with sponsoring Directorate Security Manager if briefings or demonstrations will involve classified information
- Government Don’ts
 - Cannot endorse contractor goods/services
 - Cannot promise to or advocate for, support, or otherwise endorse the vendor
 - Cannot discuss non-public information (FOUO, draft, pre-decisional, classified, budgetary information)

Vendor Visit Process





Questions?

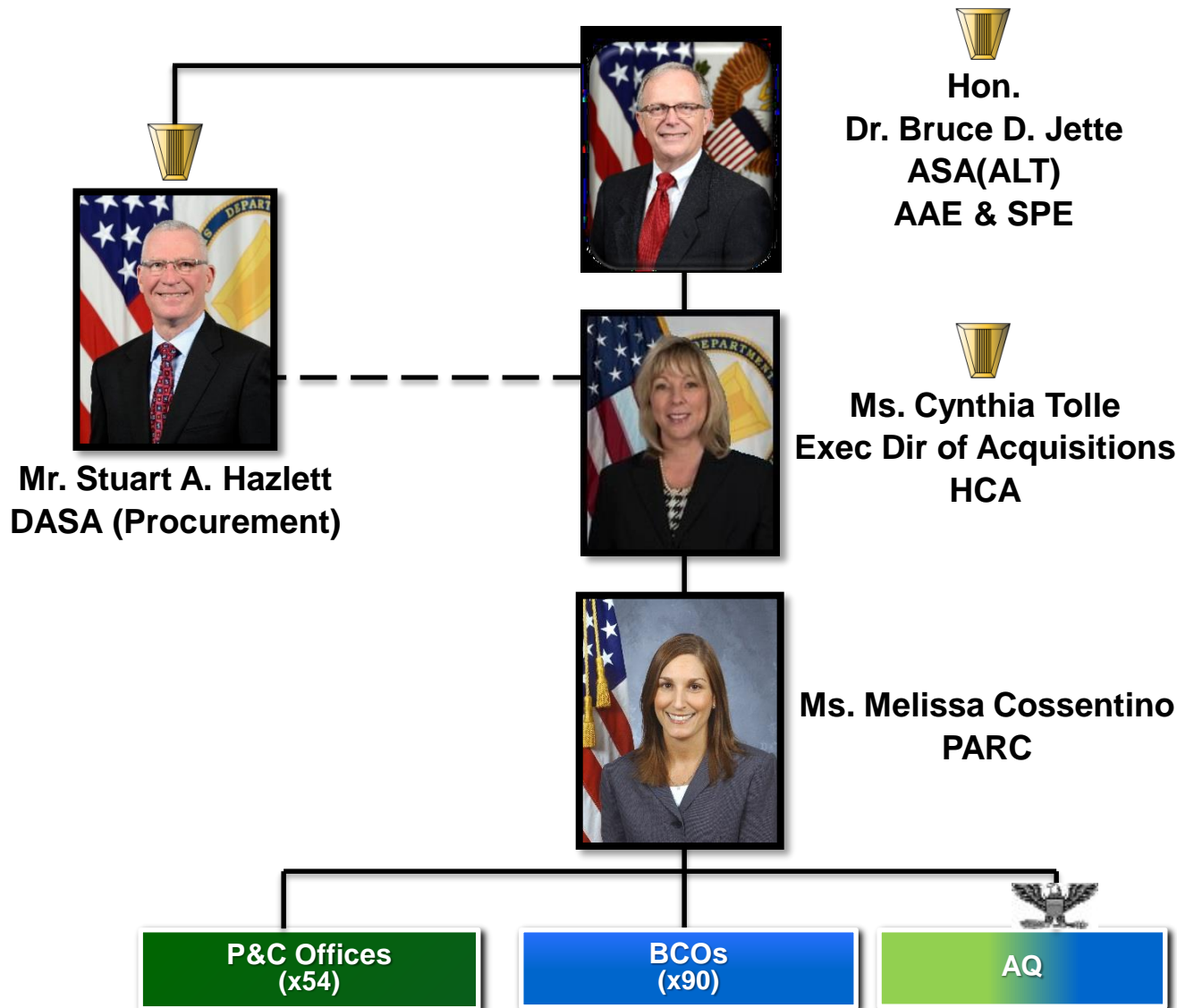
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NGB Contracting Structure and Metrics

COL Pat Staresina
NGB-AQ
30 April 2018

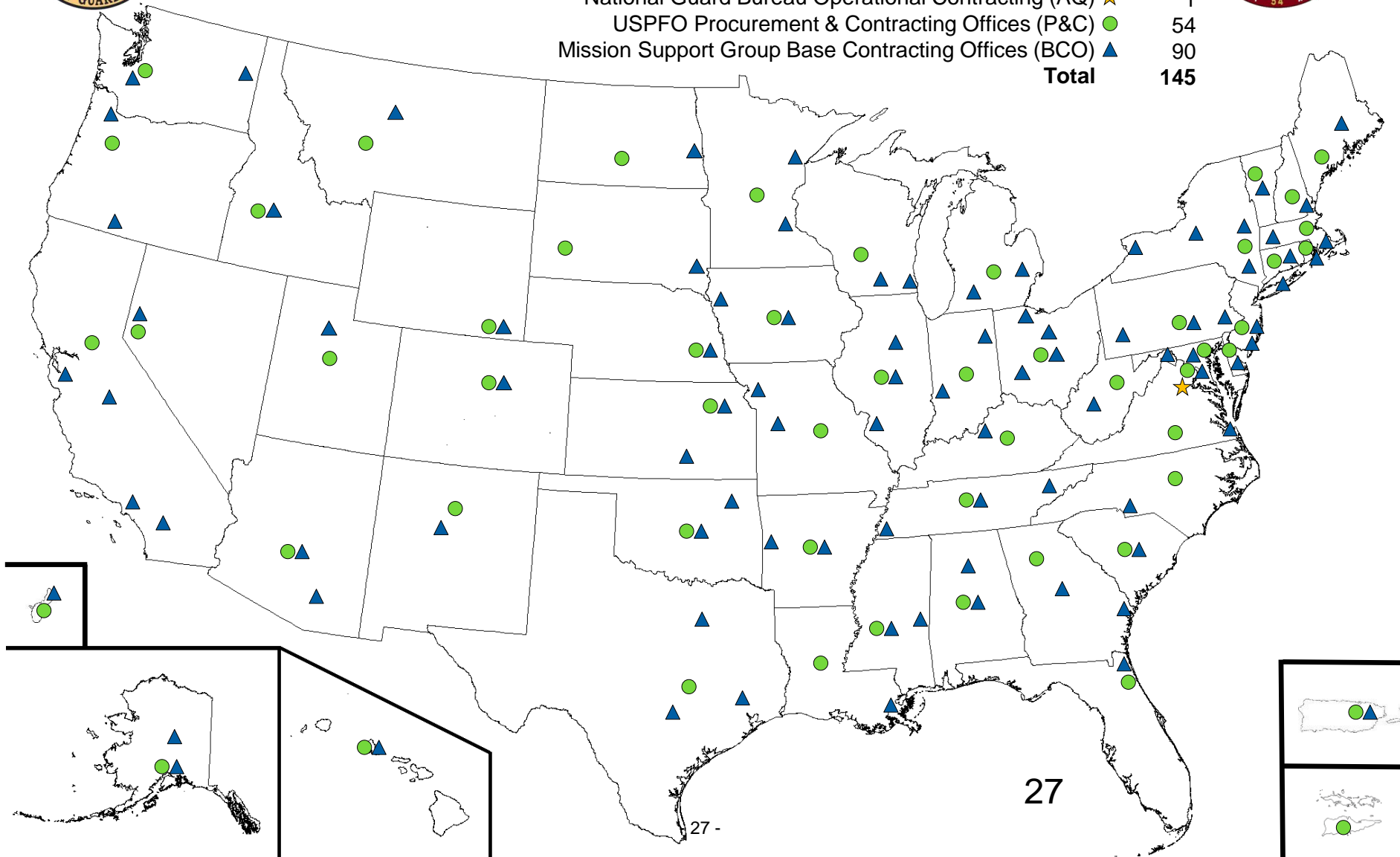
Procurement Authority & Leadership



PROCUREMENT OFFICES



National Guard Bureau Operational Contracting (AQ)	★	1
USPFO Procurement & Contracting Offices (P&C)	●	54
Mission Support Group Base Contracting Offices (BCO)	▲	90
Total		145





About NGB-AQ



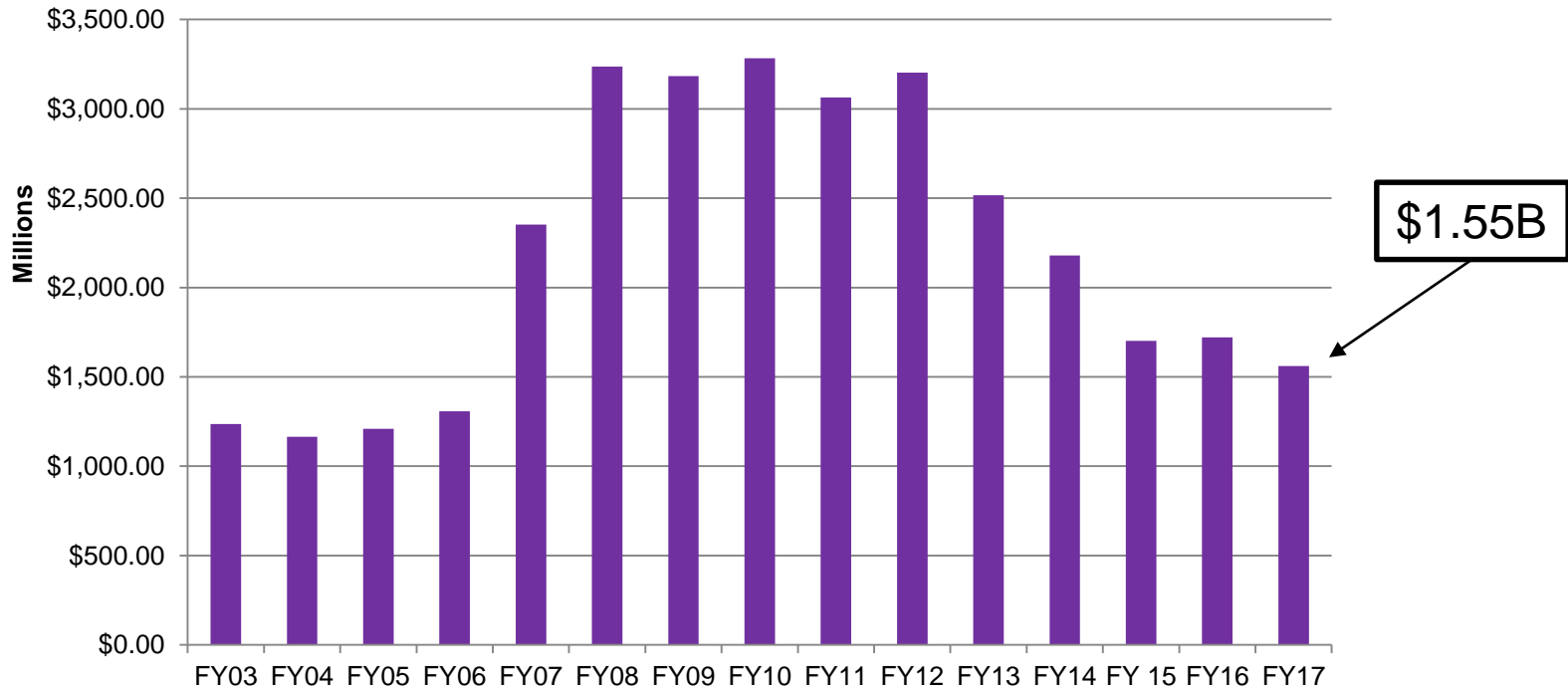
- NGB Operational Contracting Division (NGB-AQ)
- Under the direct supervision of the NGB Head of Contracting Activity (HCA).
- AQ is one of 55 Contracting offices in NGB – plus 90 Air Base Contracting Offices
- Supports the contracting requirements of:
 - Army National Guard (ARNG) Headquarters requirements.
 - Air National Guard (ANG) Headquarters requirements
 - NGB Joint Staff and NGB Senior leadership
 - Supports some contracting consolidated requirements that cross multiple states (i.e. Survivor Outreach)
 - Provides some special contracting support to the states (i.e. Construction & A&E)
- Awards approximately a third of all contract \$ for NGB
- AQ Contracts primarily for services.
 - No Research and Development (R&D)
 - No Large “Procurement” Contracts



Contract Obligation Historical Data (1 of 2)



NGB \$ Obligated

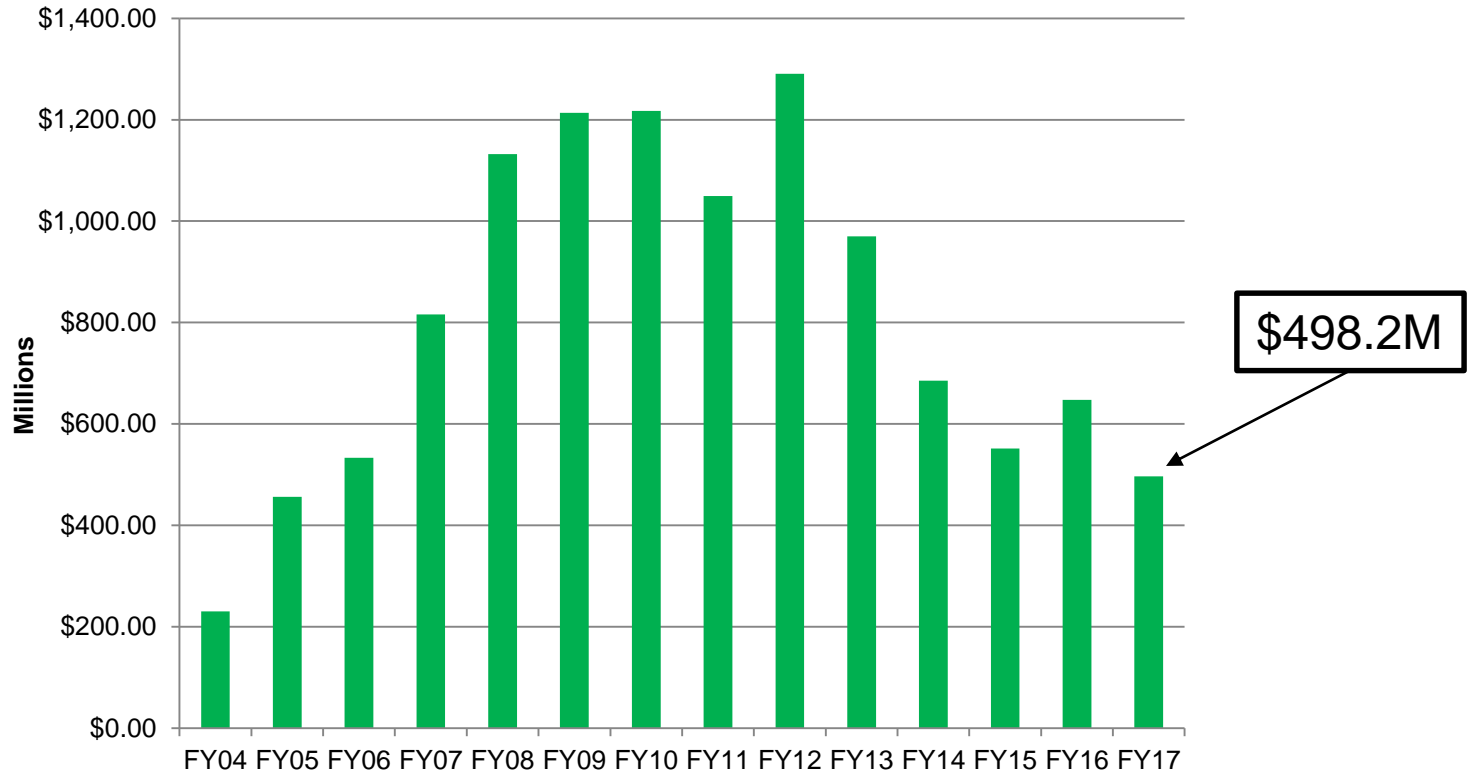




Contract Obligation Historical Data (2 of 2)



\$ Obligated in NGB-AQ

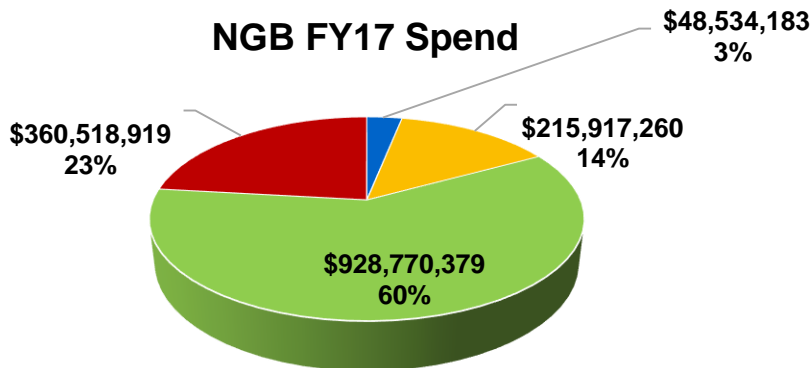




FY17 NGB Portfolio



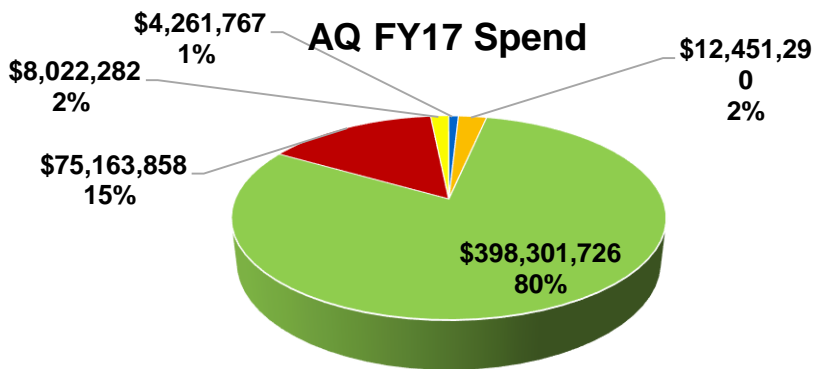
NGB FY17 Spend



■ AE ■ Construction ■ Services ■ Supplies

NGB FY17 Dollars

FY 17 Spend		
AE	\$ 48,534,183	3%
Construction	\$ 215,917,260	14%
Services	\$ 928,770,379	60%
Supplies	\$ 360,518,919	23%
Total	\$ 1,553,740,742	100%



■ AE ■ Construction ■ Services ■ Supplies ■ R&D

AQ FY17 Dollars

FY 17 Spend		
AE	\$ 4,261,767	1%
Construction	\$ 12,451,290	2%
Services	\$ 398,301,726	80%
Supplies	\$ 75,163,858	15%
R&D	\$ 8,022,282	2%
Total	\$ 498,200,923	100%



AQ Competition and Small Business Goals



NGB Socio-Economic Goals	FY 17 Goals	NGB FY17 Actual	AQ FY17 Actual	FY18 & 19 Goals
Competed Actions	77.11%	81.05%	84.18%	77.11%
Small Business	63%	79.88%	77.61%	70%
Small Disadvantaged Business	23%	38.49%	45.09%	20%
Service-Disabled Veteran-Owned Small Business	10%	15.21%	22.66%	9%
Woman-Owned Small Business	14%	24.54%	33.39%	15.5%
HUBZone	7.5%	6.54%	7.13%	7%



NGB Industry Day

30 April 2018

Mr. Harry F. Shank, III
Acting Director, NGB Office of Small Business Programs
(703) 601-6765
harry.f.shank.civ@mail.mil



National Guard Small Business Impact



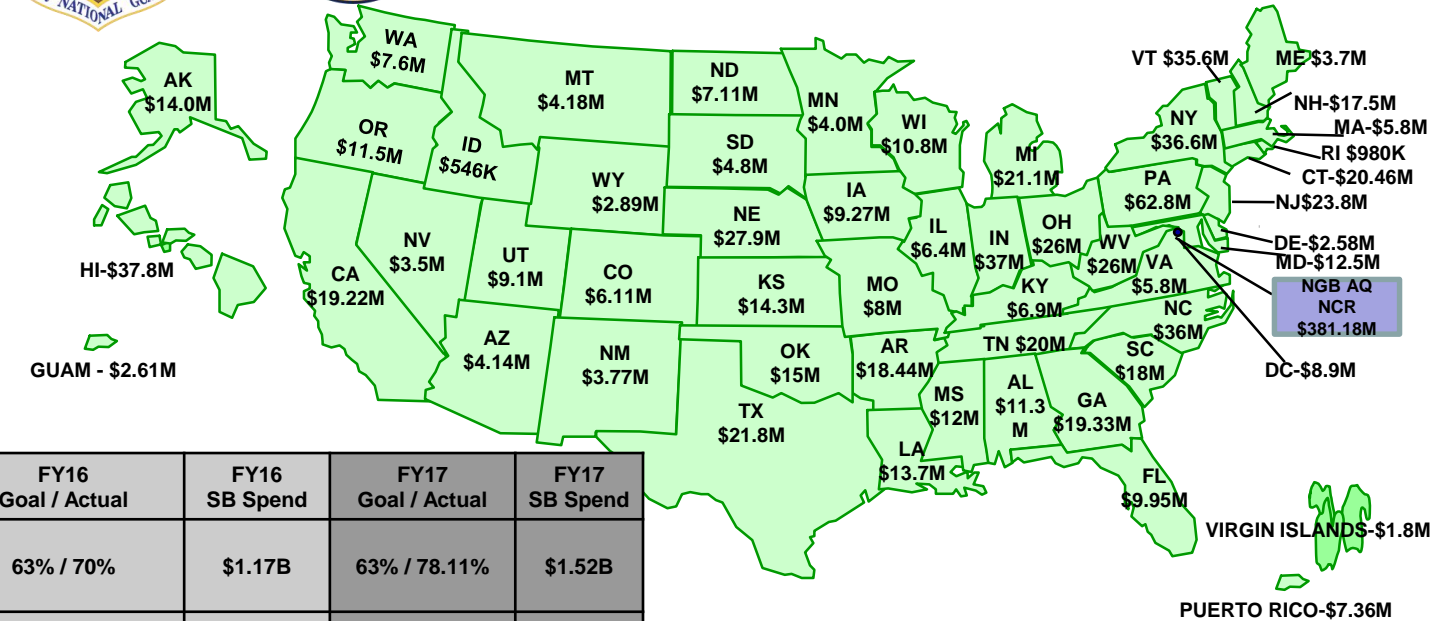
- **FY08-FY17**
 - **Over \$16.4B in contracts awarded to Small Businesses across the 54**
 - **Over 390K contract actions**
- **Strong commitment to the SB Program throughout the National Guard**



National Guard Small Business Impact



Small Business is BIG Business in the National Guard!



	FY16 Goal / Actual	FY16 SB Spend	FY17 Goal / Actual	FY17 SB Spend
Small Business	63% / 70%	\$1.17B	63% / 78.11%	\$1.52B
SDB	23.00% / 37.90%	\$642M	23% / 39.84%	\$602.52M
SDVOSB	10.00% / 15.56%	\$263M	10% / 13.82%	\$208.97M
WOSB	14.00% / 17.27%	\$291M	14% / 21.47%	\$324.66M
HUBZone	7.50% / 7.55%	\$127M	7.50% / 6.23%	\$94.19M

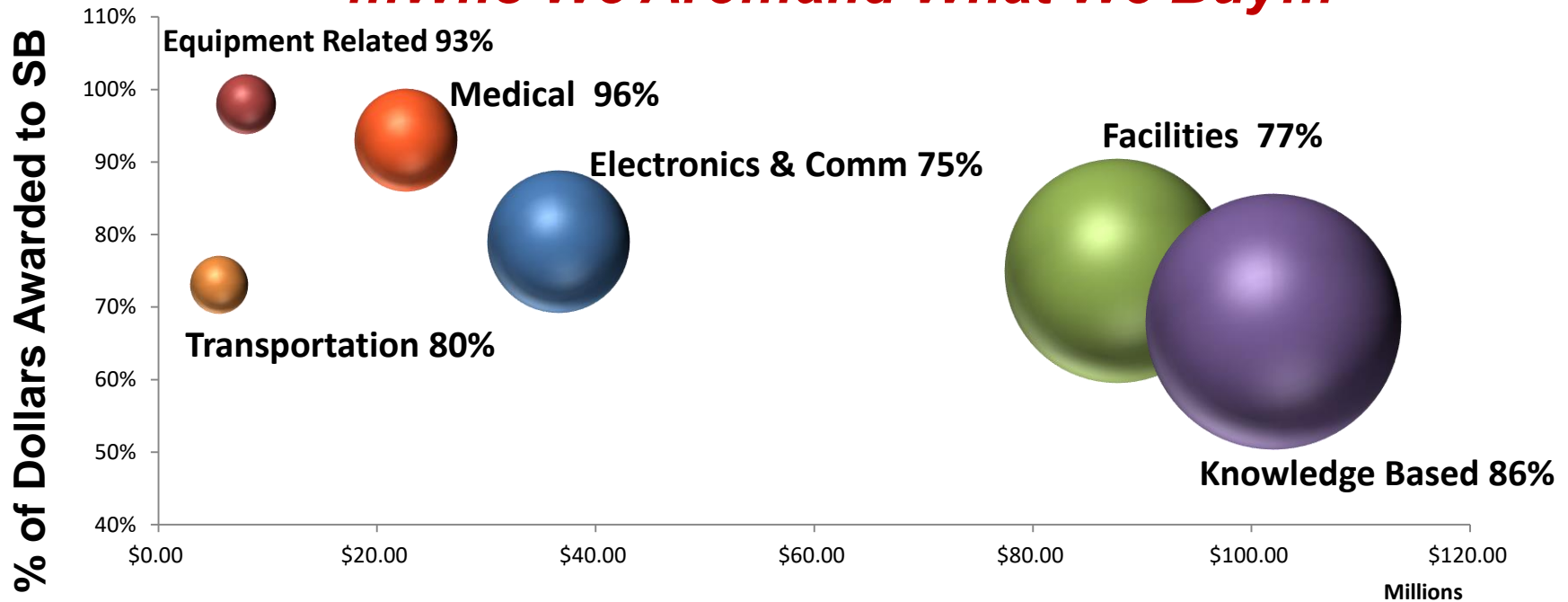
As of November 2017

...not just meeting goals...
building the industrial
base...

Taxonomy of Services



...Who We Are...and What We Buy...



NGB FY17 Federal Spend

Type of Service	Small Business Dollars	Total Dollars
Electronic & Communication Services	\$63,161,671.73	\$83,353,592.92
Facility Related Services	\$259,548,243.23	\$334,181,828.75
Knowledge Based Services	\$375,853,751.59	\$436,047,652.59
Equipment Related Services	\$23,970,375.43	\$25,767,973.24
Medical Services	\$58,338,411.82	\$60,626,769.75
Transportation Services	\$15,363,995.60	\$19,168,683.90

National Guard Contracting Opportunities



How to Find National Guard Opportunities...<https://www.fbo.gov>

The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, there is a navigation menu with tabs for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below the menu is a search bar with the text "Search more than 26,200* active federal opportunities". A blue box with white text and a downward-pointing arrow is overlaid on the search form, containing the text "Use the 'Advanced Search Form'". The search form includes several dropdown menus: "Posted Date: Last 90 Days", "Set-Aside Code: Any", "Place of Performance: Any State or Territory", and "Type: Any". There are also input fields for "Keyword / Solicitation #" and "Agency:". A "Search" button is located below the form. To the right of the search form, there is a "RECOVERY" section with a "SEARCH RECOVERY OPPORTUNITIES" button and a "SEARCH RECOVERY AWARDS" button. Below that is an "FBO RECOVERY REPORTS" section with links for "Click here for Opportunities" and "Click here for Awards". At the bottom of the search form, there is an "ATTENTION" icon and text: "Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the FBO Buyers Guide. Do not upload ANY classified materials to FBO."

Visit the National Guard Bureau's Small Business Programs website to view the Acquisition Forecast to view opportunity in each State & Territory <http://www.nationalguard.mil>

National Guard Contracting Opportunities



Step 1: Select "Specific Agency/Office/Locations"

Agency/Office/Location(s):
 All Agency/Office/Locations Specific Agency/Office/Locations

Specific Agencies / Offices*:
Type in a partial agency name below and then choose a match to add it to your selection.
To remove a choice from your selection press the [X] icon on the left.

National Guard
Department of the Army/National Guard Bureau

To specify office locations, click the button below. You will lose any saved selections

Recovery and Reinvestment Act Action:
 Yes No [ignore]

Keywords or SOL#:
Enter a keyword or solicitation number to search all opportunity data.

Step 2: Type in "National Guard"

Agency/Office/Location(s):
 All Agency/Office/Locations Specific Agency/Office/Locations

Specific Agencies / Offices*:
Type in a partial agency name below and then choose a match to add it to your selection.
To remove a choice from your selection press the [X] icon on the left.

Department of the Army/National Guard Bureau

To specify office locations, click the button below. You will lose any saved selections

Step 3: A list of National Guard offices is generated.

Office Location:
search here

- National Guard Bureau/CRTC-ALPENALGC OFFICE, MICHIGAN AIR NATIONAL GUARD
- National Guard Bureau/National Guard Bureau, CIO Contracting Office
- National Guard Bureau/National Guard Bureau, Contracting Support
- National Guard Bureau/National Guard Bureau, Support Contracting
- National Guard Bureau/National Guard Bureau, Systems & IT Branch
- National Guard Bureau/NGB DET 11



How to Find National Guard Opportunities...<https://www.fbo.gov>

How to Do Business with the National Guard



<http://www.nationalguard.mil>
National Guard Office of Small Business Programs...
.....Visit our website often for information updates.....



Doing Business with the National Guard

- What is the National Guard Small Business Program?
- How to do business with the National Guard
- Helpful tips - Marketing the National Guard
- FY-14 NGB Top NAICS

Business Opportunities

- FY 2017 - FY 2023 NGB Acquisition Forecast (Jan. 23, 2017)
- DoD Procurement Awards
- FBO.gov Search Guide
- Top 10 NAICS by Office

Vendor Visit and Product Demonstration Forms

The forms below are to request an onsite visit with the National Guard various Divisions of the National Guard Bureau. The information provided in these forms is for informational purposes only. If you receive a receipt of this information we will schedule time to meet to discuss any business opportunities that may exist. Kindly use your company letterhead and email ng.ncr.ngb-armg.mbx.ngb-OSBP@mail.mil

- [Vendor Visit Attachment 1 Enclosure B](#)
- [Vendor Visit Attachment 2 Enclosure C](#)
- [NGB Vendor Library Form](#)



- ...Monthly Industry Training Sessions...
-Vendor Library ...
- ...FY18-FY20 Opportunity Forecast...
- ...Vendor Visit Forms & Instructions...

Conclusion



**Office of Small Business Programs
111 South George Mason Drive
Temple Army National Guard Readiness Center
Arlington, VA**

**NGB.OSBP@mail.mil
(703) 601-6765**



AQ National Guard Requirements



AQ-C Contracting Branches

Building Services
Staff Augmentation
MAJ Ellieth Rodriguez

J/G/A 2,3,4,5
LTC Lydia Jensen



Recruiting
J1/G1/A1
Mr. Scott Welcheck

Systems / IT
Environmental
Construction
Ms. Theresa Glasgow

Business Process Review – LTC Leafay Jones



Branch 1 Requirements

Mr. Scott Welcheck

AQ-C Branch 1 Requirements



Requirement Name: Youth Challenge Program – Trainers (YCP-T)

Customer: NG/J1

Contracting Officer: Mr. Welcheck

Description:

Operating 40 programs in 29 states, the District of Columbia and Puerto Rico, YCP is a voluntary 17 ½ month Dropout Recovery program to help at-risk youths earn their H.S. diploma or GED. YCP provides a military model to help in education and skills development, and after graduation to help in additional schooling or in the military.

Acquisition Strategy: 8(a) GSA Competition

Contract Type: FFP

Period of Performance: Base plus four option years

Value: \$5-10M

Projected Milestones

- Draft RFP: 2 Jul 18
- RFP: 16 Jul 18
- Pre-proposal Conference: TBD
- Award: 15 Sep 18

AQ-C Branch 1 Requirements



Requirement Name: Drug Demand Reduction Program (DDRP)

Customer: NG/Chief Surgeon

Contracting Officer: Mr. Welcheck

Description.

Provides support to the Air National Guard to administer the drug demand reduction program in the 54 States/Territories and the District of Columbia.

Acquisition Strategy: Competitive (TBD)

Contract Type: FFP

Period of Performance: Base plus four option years

Value: NTE \$50M

Projected Milestones

- Source Sought: Jul 18
- Draft RFP: Oct 18
- RFP: TBD
- Pre-proposal Conference: TBD
- Award: FY 2019

AQ-C Branch 1 Requirements



Requirement Name: Strength Maintenance Training Center (SMTTC) Technical Services Support

Customer: G1 (Recruiting)

Contracting Officer: Neal Dedicatoria

Description:

The purpose of this contract is to provide SMTTC educational services for Training, Training Management, and Training Development. Services include instructing TRADOC approved Program of Instructions (POIs) for 13 resident courses and non-resident sustainment training.

Acquisition Strategy: 8(a), GSA / Competitive Award

Contract Type: FFP

Period of Performance: One-year base period and four one-year options

Value: \$20-30M

Projected Milestones

- Source Sought: 25 Jan 18
- Draft RFP: Mar 18
- RFP: Jul - Aug 18
- Award: Nov/Dec 18

AQ-C Branch 1 Requirements



Requirement Name: Data Analyst Services

Customer: G1 (Recruiting)

Contracting Officer: Neal Dedicatoria

Description:

The purpose of this contract is to provide Analytics Services in support of ARNG recruiting Efforts.

Acquisition Strategy: 8(a), GSA /
Competitive Award

Contract Type: FFP

Period of Performance: One-year base
period and four one-year options

Value: \$20-30M

Projected Milestones

- Source Sought: Sep 17
- Draft RFP: May 18
- RFP: Jun 18
- Award: Sep 18



Branch 2 Requirements

MAJ Ellieth Rodriguez

AQ-C Branch 2 Requirements



Requirement Name: Acquisition Management Office (AMO) Project Management Office

Customer: ANG-CCY

Contracting Officer: Ellieth Rodriguez

Description: ANG AMO serves as the single focal point to coordinate and manage acquisition programs across ANG Readiness Center (ANGRC) directorates. The ANG AMO requires project management support to assist the customers with the acquisition lifecycle management activities.

Acquisition Strategy: Competitive 8(A)

Contract Type: FFP

Period of Performance: Base year plus four one-year options

Estimated Value: \$6-8M

Projected Milestones:

- RFI: Jun 18
- RFP: Jun 18
- Pre-proposal Conference: TBD
- Award: Sep 18

AQ-C Branch 2 Requirements



Requirement Name: J8 Force Structure
Resource and Assessment Support
Services

Customer: NG-J8

Contracting Officer: MAJ Mike Wade

Description: Resource and Data Analysis to support the integration of NGB Issues and capabilities in COCOM organizational performance, resource planning, advocacy and operational mission execution.

Acquisition Strategy: Fair Opportunity
(Task Order on OASIS)

Contract Type: FFP

Period of Performance: Base year plus
four one-year options

Estimated Value: \$20-30M

Projected Milestones:

- RFI: Jun 18
- RFP: Aug 18
- Pre-proposal Conference: TBD
- Award: Apr 19

AQ-C Branch 2 Requirements



Requirement Name: Military Construction (MILCON) Professional Support Services

Customer: I&E

Contracting Officer: Ellieth Rodriguez

Description:

Provides for various advisory assistance services to the ARNG I&E Division and across the 54 states and territories.

Acquisition Strategy: GSA 8(a) competitive

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$10M-\$20M

Projected Milestones:

- Source Sought: Feb 18
- Draft RFP: May 18
- RFP: May 18
- Award: Aug 18

AQ-C Branch 2 Requirements



Requirement Name: NGB Shuttle Services

Customer: Facilities

Contracting Officer: Mr. Stokke

Description:

Provides shuttle services from the TARC to Crystal City and the Pentagon

Acquisition Strategy: 8(a) Set-Aside

Contract Type: FFP

Period of Performance: Base Year plus Four One-Year Options

Value: \$5M-\$10M

Projected Milestones:

- Source Sought: Dec 17
- Draft RFP: Apr 18
- RFP: May 18
- Award: Aug 18



Branch 3 Requirements

LTC Lydia Jensen

AQ-C Branch 3 Requirements



Requirement Name: Career Military Field Training Services (CMFTS)

Customer: G3 Training

Contracting Officer: TBD

Description:

Provides for various training advisory assistance services to the ARNG G3 Training and across the 54 states and territories.

Acquisition Strategy: GSA 8(a) competitive

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$10M-\$20M

Projected Milestones:

- Source Sought: TBD
- RFP: May 18
- Award: Aug 18

AQ-C Branch 3 Requirements



Requirement Name: Military Construction (MILCON) Professional Support Services

Customer: I&E

Contracting Officer: TBD

Description:

Provides for various advisory assistance services to the ARNG I&E Division and across the 54 states and territories.

Acquisition Strategy: SB competitive

Contract Type: FFP

Period of Performance: Base plus 4 Option years

Value: \$10M-\$20M

Projected Milestones:

- Source Sought: TBD
- Draft RFP: Mar 18
- RFP: May 18
- Award: Aug 18

AQ-C Branch 3 Requirements



Requirement Name: Logistics Systems Training Services

Customer: G4

Contracting Officer: MAJ Jonathan Lehmann

Description:

Provides for G4 training services to the Professional Education Center (PEC) location.

Acquisition Strategy : GSA 8(a) competitive

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$1M-\$5M

Projected Milestones:

- Source Sought: TBD
- RFP: May 18
- Award: Sep 18

AQ-C Branch 3 Requirements



Requirement Name: Logistics Integration Services

Customer: G4

Contracting Officer: MAJ Jonathan Lehmann

Description:

Provides for various advisory assistance services to the ARNG G4 Training and across the 54 states and territories.

Acquisition Strategy: GSA 8(a) competitive

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$1M-\$5M

Projected Milestones:

- Source Sought: Jan 18
- RFP: May 18
- Award: Sep 18

AQ-C Branch 3 Requirements



Requirement Name: Master Planner Services

Customer: I&E

Contracting Officer: MAJ Jonathan Lehmann

Description:

Provides for various advisory assistance services to the ARNG I&E Division and across the 54 states and territories.

Acquisition Strategy: SB GSA OASIS

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$1M-\$5M

Projected Milestones:

- Source Sought: Feb 18
- RFP: May 18
- Award: Aug 18

AQ-C Branch 3 Requirements



Requirement Name: MISHAP Prevention

Customer: SE

Contracting Officer: Lisa Loverde

Description.

The Mishap Prevention Campaign is a consolidation of safety supply, services, and training requirements. Support for the Mishap Prevention Workshop, Executive Leadership Summit, Safety Training Courses (including OSHA), vehicle safety campaigns, safety awards and incentives, mishap reporting and safety hot topics will be a continuing requirement.

Acquisition Strategy: TBD

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$5M - \$10M

Projected Milestones:

- Source Sought: Mar 18
- RFP: Jun 18
- Award: Sep 18

AQ-C Branch 3 Requirements



Requirement Name: J3/7 Analysis and Administrative Services

Customer: NG-J3/7

Contracting Officer: TBD

Description:

Provides the necessary level of administrative, professional, and technical services required to facilitate the overall objectives of the Domestic Operations Directorate and Force Development Directorate (J3/7)

Acquisition Strategy: TBD - SB

Contract Type: FFP

Period of Performance: One year base plus four one-year options

Estimated Value: \$10M-\$15M

Projected Milestones

- RFI: Jun 18
- RFP: Sep 18
- Award: Dec 18

AQ-C Branch 3 Requirements



Requirement Name: NGB Joint Staff's Joint Exercise Program (JEP), Chairman's Exercise Program (CEP), and National Exercise Program Capstone Exercise (NEPCE) Program Support Contract

Customer: NG-J3/7

Contracting Officer: Lisa Loverde

Description:

To provide JEP, CEP, NEPCE Exercises Program Support Services in the areas of: Exercise Design, Planning, Preparation, Execution and Post Exercise Support Services

Acquisition Strategy: TBD

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Estimated Value: \$3M-5M

Projected Milestones:

- RFI: Apr 18
- RFP: Jul 18
- Award: Nov 18

AQ-C Branch 3 Requirements



Requirement Name: J55 Plans
Division/Strategic Planning Analysis

Customer: NG-J55

Contracting Officer: TBD

Description:

Services to assist/support with developing, promulgating and implementation of policy, strategy, concepts and plans related to war fighting, peacetime international activities and the federal and state homeland security and civil support missions of the National Guard.

Acquisition Strategy: 8(a) Set-Aside
Competition

Contract Type: FFP

Period of Performance: Base year plus 4
one-year options

Estimated Value: \$15-20M

Projected Milestones:

- RFI: May 18
- RFP: Aug 18
- Award: Feb 19

AQ-C Branch 3 Requirements



Requirement Name: J8 Force Structure
Resource and Assessment Support
Services

Customer: NG-J8

Contracting Officer: TBD

Description: Resource and Data Analysis to support the integration of NGB Issues and capabilities in COCOM organizational performance, resource planning, advocacy and operational mission execution.

Acquisition Strategy: TBD

Contract Type: FFP

Period of Performance: Base year plus 4
one-year options

Estimated Value: \$20-30M

Projected Milestones:

- RFI: Jun 18
- RFP: Aug 18
- Award: Apr 19



Branch 4 Requirements

Ms. Theresa Glasgow

AQ-C Branch 4 Requirements



Requirement Name: System Administration

Customer: A2

Contracting Officer: Theresa Glasgow

Description.

Provide Systems Administrator (SA) services for the ANG intelligence organization's mission systems and common user communication computer systems. SA services include administration and maintenance of a reliable operation of an intelligence, surveillance and reconnaissance (ISR) unit's mission systems; especially multi-user computers, such as servers.

Acquisition Strategy: NETCENTS

Contract Type: Task Order/FFP

Period of Performance: Base year plus 4 one-year options

Value \$15M - \$20M

Projected Milestones:

- Source Sought: 17 Oct 17
- RFP: 30 May 18
- Award: Sep 18

AQ-C Branch 4 Requirements



Requirement Name: Configuration Management Support

Customer: A2

Contracting Officer: Theresa Glasgow

Description:

Provide Configuration Management (CM) services for the ANG intelligence organization's mission systems and common user communication computer systems at eighteen (18) ANG unit locations. CM services include administration and maintenance of a reliable operation of an intelligence, surveillance and reconnaissance (ISR) unit's mission systems; especially multi-user computers, such as servers.

Acquisition Strategy: NETCENTS

Contract Type: Task Order/FFP

Period of Performance: Base year plus 4 one-year options

Value: \$10M - \$15M

Projected Milestones:

- Source Sought: Oct 17
- RFP: TBD
- Award: TBD

AQ-C Branch 4 Requirements



Requirement Name: Cyber Operations Support

Customer: A6

Contracting Officer: Theresa Glasgow

Description

Provides cyber ops contract support for NIPR/SIPR enterprise network services at the Network Operations & Security Center (NOSC), McConnell AFB KS. Support provided: directory services, vulnerability management, messaging, storage, virtualization, boundary protection, infrastructure, Area Processing Centers (APC) & Information Technology Service Management (ITSM).

Acquisition Strategy: NETCENTS

Contract Type: Task Order/FFP

Period of Performance: Base year plus 4 one-year options

Value: \$10M – \$15M

Projected Milestones:

- Source Sought: May 18
- RFP: Jul 18
- Award: Sep 18

AQ-C Branch 4 Requirements



Requirement Name: Systems Integration Engineering and Staff Support

Customer: A6

Contracting Officer: Theresa Glasgow

Description.

Provides contract information technology (IT) engineering support for over 60 DOD, AF and ANG projects, to include the ANG migration to the Joint Information Environment (JIE). Engineers provide high-demand/low-density expertise on secure and non-secure data, voice and video systems and networks crucial to ANG air, space and cyberspace ops.

Acquisition Strategy: NETCENTS

Contract Type: Task Order/FFP

Period of Performance: Base year plus 4 one-year options

Value: \$10M - \$25M

Projected Milestones:

- Source Sought: May 18
- RFP: Jul 18
- Award: Sep 18

AQ-C Branch 4 Requirements



Requirement Name: IA & RMF Operations

Customer: CCYC

Contracting Officer: Theresa Glasgow

Description.

Provides required oversight to ensure network compliance. Builds and maintains requirements for maintaining Risk Management Framework directed tasks to mitigate vulnerabilities and maintain compliance of our local and remote network hardware, applications and IT software

Acquisition Strategy: NETCENTS

Contract Type: Task Order/FFP

Period of Performance: Base year plus 4 one-year options

Value: \$2M - \$5M

Projected Milestones:

- Source Sought: May 18
- RFP: Jul 18
- Award: Sep 18

AQ-C Branch 4 Requirements



Requirement Name: Joint Services Support (JSS) System Services

Customer: NG/J1P

Contracting Officer: Theresa Glasgow

Description:

JSS is the main portal to support a multitude of programs that provide specific services to this unique Guard and Reserve community. These programs include Yellow Ribbon, Strong Bonds, and Employer Support of the Guard and Reserve (ESGR).

Acquisition Strategy: 8(a) Competition

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$25M-45M

Projected Milestones

- Source Sought: May 18
- RFP: Jul 18
- Award: Sep 18

AQ-C Branch 4 Requirements



Requirement Name: Full Time Support Management Control System (FTSMCS) Services

Customer: ARNG/HRM and NG/J23/CD

Contracting Officer: Theresa Glasgow

Description:

FTSMCS provides its users the ability to readily access full-time manning, budget execution, leave tracking/processing, data collection, and make it available to decision makers in a form for critical ARNG and NG-J32 wide decision.

Acquisition Strategy: Competition – Small Business set-a-side

Contract Type: FFP

Period of Performance: Base year plus 4 one-year options

Value: \$10M-15M

Projected Milestones

- Source Sought: May 18
- RFP: Aug 18
- Award: Dec 18

AQ-C Branch 4 Requirements



Requirement Name: Environmental Engineering, Professional and Technical Support Services (EEPTSS)

Customer: Army/Air Environmental

Contracting Officer: Theresa Glasgow

Description:

The services include the full range of environmental services including environmental restoration and clean-up services (ER); environmental quality (EQ); environmental planning (EP); natural resources (NR) and cultural resources (CR)

Acquisition Strategy : Full and Open Multiple Award IDIQ

Contract Type: FFP

Period of Performance: One-year base period and four-one year option periods

Estimated Range \$200M - \$250M inclusive of option periods (Across all contract holders)

Projected Milestones:

- RFP: 4th Qtr FY18
- Pre-proposal Conference: 1st Qtr FY19
- Award: 2nd Qtr FY19



Army National Guard

Assisted Acquisition (AA)

Requirements

LTC Paul Metzdorff
Chief, Acquisition Program Management Office
(703) 607-7534



AA Requirements



Requirement Name:
Signals Intelligence (SIGINT) Training

Customer: G2 Intelligence and Security

Organization: TBD

Description:
SIGINT trainers, mentors, and evaluators to provide intermediate equipment training to Soldiers throughout the 54 States and territories on tactical SIGINT systems (including Prophet, LLVI, IEWTP).

Acquisition Strategy : TBD

Contract Type: FFP

Period of Performance: One-year base period and four one-year option periods

Value: \$6-10M

Projected Award: Sep 2018



AA Requirements



Requirement Name: Processing, Exploitation, and Dissemination (PED) Information Technology (IT) Support

Customer: G2 Intelligence and Security

Organization: TBD

Description:

Installation, equipment support, and maintenance on IT equipment in support of PED operations at ARNG Expeditionary Military Intelligence Battalions (E-MIBn) sites.

Acquisition Strategy : TBD

Contract Type: FFP

Period of Performance: One-year base period and four one-year option periods

Value: \$6-10M

Projected Award: Sep 2018



AA Requirements



Requirement Name: Application Migration Program

Customer: G6 Communications and Automation

Organization: TBD

Description:

ARNG G6 requires this service to provide cloud computing resources which are necessary to meet the requirements of the Army's Data Center Consolidation Plan. ARNG will migrate all critical and mission essential applications over to a new approved enterprise hosting location ASAP.

Acquisition Strategy: TBD

Contract Type: Reimbursable or FFP

Period of Performance: One-year base plus four one-year option periods

Value: \$3-6M

Projected Award: FY 2018



AA Requirements



Requirement Name: Asymmetric Threat Training Support Program (ATTSP)

Customer: G3 Training

Organization: TBD

Description:

The ARNG G3 requires this service to provide training facilitators responsible for layout, maintenance, lane reset, simulations development, training aids, and devices and simulator operator / controller / maintainer / trainer, for the Live training on the IED-Defeat (IEDD) home station training Lane Expertise. Responsible for enhancing the unit's training during live environment exercises through every phase of each mission.

Acquisition Strategy : Task Order

Projected Award: Aug 2018

Contract Type: FFP

Period of Performance: One-year base period and four one-year option periods

Value: \$6-10M

AA Requirements



Requirement Name: Virtual Trainer Maintenance (VTM)

Customer: G3 Training

Organization: TBD

Description:

Virtual Trainers (VT) provide individual/ crew training for un-stabilized platform gunners in preparation for live-fire qualifications and certification. VT's address the Army National Guard's unique training constraints of time, distance, and availability of suitable ranges by providing a low-cost, transportable Home Station training capability.

Acquisition Strategy : Task Order

Contract Type: FFP

Period of Performance: One-year base with six month option

Value: \$5-7M

Projected Award: Aug 2018



Air National Guard

Assisted Acquisition (AA) Requirements

Kelly S. Traynham Lt Col, USAF
Chief, Acquisition Management
Comm: (240) 612-9676

Assisted Acquisition Requirements



Requirement Name: RPA GCS Support

Customer: A2 Intel, Surveillance & Reconnaissance

Organization: ACC-AMIC

Description:

Provide maintenance support for MQ-9 Ground Control Station (GCS) operations at the 132ATKW at Des Moines, IA; the 111ATKW at Horsham AGS, PA; 188WING at Fort Smith, AR; the 110ATKW at Battle Creek, MI; and the 107ATKW at Niagara, NY as part of the MQ-9 standups.

Acquisition Strategy : Unrestricted, Full and Open Competition

Contract Type: FFP

Period of Performance: One-year base period and four one-year option periods

Value: \$45M

Projected Milestones

- RFP Posting: Mar 2017
- Source Sought: Posted
- RFP: FA4890-16-R-0032
- Award: 1 Aug 2018



NGB Contracting Trends & Tips

COL Pat Staresina
NGB-AQ
30 April 2018



Change in DoD Contracting Focus

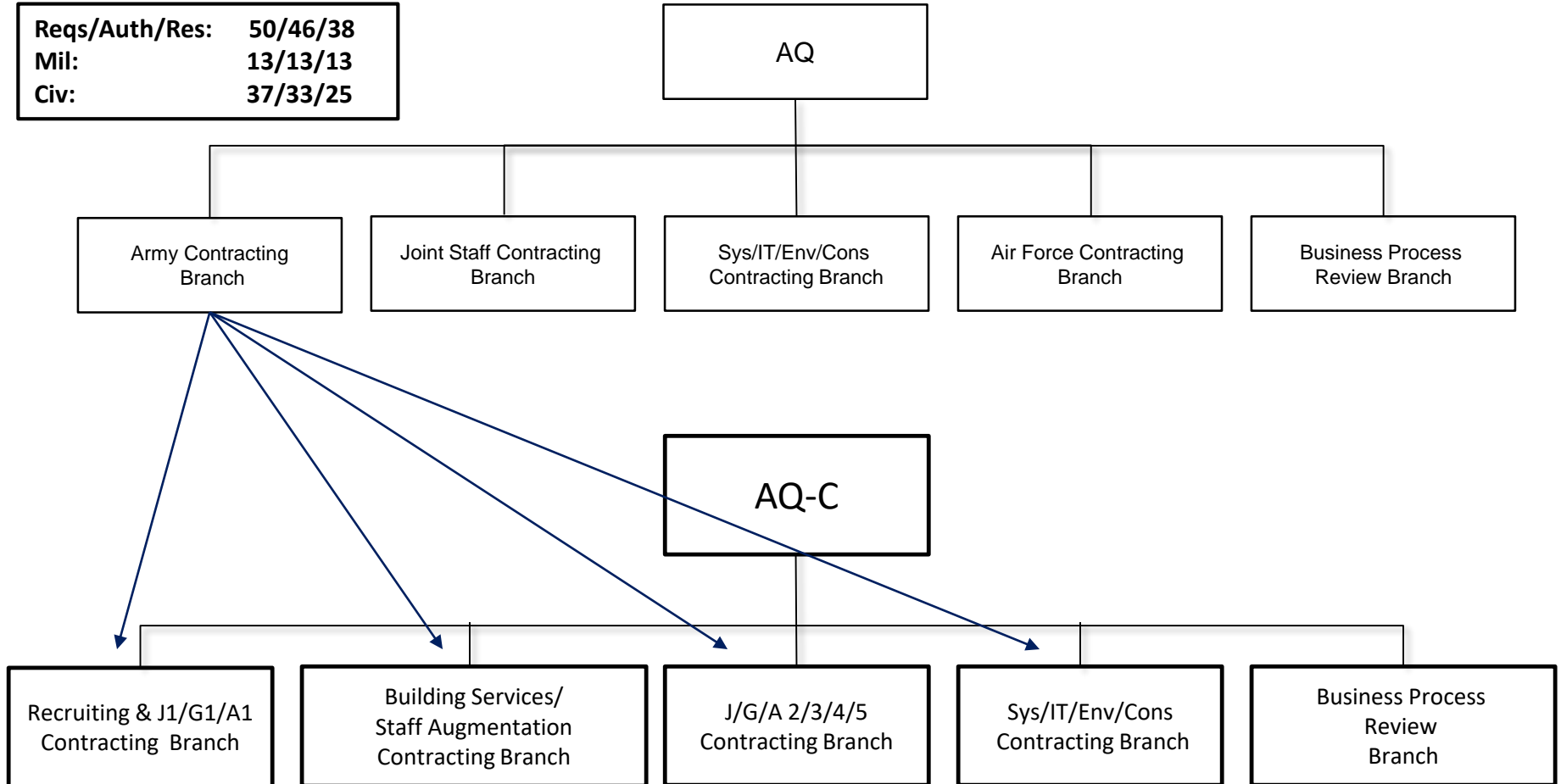


- After 9-11 – Focus on Contingency Operations and Contract Execution
- National Guard’s transition from a “Strategic Reserve” to and “Operational Force”.
- “NGB Next” - Feb 23, 2018 – Gen Lengyel issued “NGB Next” Memo providing the following guidance:
 - ✓We are one NGB.
 - ✓Air National Guard, Army National Guard & Joint Staff must be mutually supporting in all aspects
 - ✓ARNG and ANG focus on service specific program related to: training, organizing, equipping, and sustaining readiness and lethality of force.
 - ✓JS focuses on programs and policy at DoD, Joint & Interagency levels supporting CNGB.
 - ✓All 3 support 54 States and Territories to maintain readiness and deploy forces when directed.
 - ✓This will require transformation of processes and personnel at NGB.

AQ Reorganization



Reqs/Auth/Res: 50/46/38
Mil: 13/13/13
Civ: 37/33/25





General Acquisition Trends in NGB (1 of 2)



- Multiple Continuing Resolutions have impacted our funding stream.
- We are achieving a steady state in services. Very few new service requirements are being generated within NGB. However, most requirements are being refined.
- Additional scrutiny is being placed on contracts for services closely related to Inherently Governmental Functions and Personal Services.
- There is a continued effort to reduce stove-pipe solutions and reduce duplicative requirements in order to save money.
 - Establishing Strategic Contracting Initiatives Team
 - Building NGB Enterprise tools
- Continued preference for multiple-award IDIQ contracts.
- Continued *Senior Level* emphases on compliance with procurement rules and regulations.



General Acquisition Trends in NGB (2 of 2)



- Increased attention placed on security matters (DD254s, NACI, OPSEC)
- Less Sole source contracts - to include 8(a).
- Greater Small Business participation, when reasonable.
- More detailed market research (i.e. Sources Sought, RFIs, and Industry Days).
- Greater use of strategic sources (OASIS, GSA, CHES, NETCENTS, AFWay, HCATS)
- Greater long-term planning
- Greater technical oversight of IT systems contracts

Tips for Winning and Keeping Government Business (1 of 3)



- Track www.Fedbizopps.gov, www.gsaadvantage.gov, <http://www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs/> and www.fpds.gov.
- Get-in on Multiple Award IDIQ Contracts (as a Prime or Partner)
 - Requirements are competed in a smaller pool of more qualified vendors in order to reduce workload and lead time, and risk to the Government.
 - Fair Opportunity rules provide more flexibility to the Government over “Full and Open” competition – Especially in Best-Value competitions.
- Have an understanding/appreciation of NGB’s need to meet socio-economic business goals.
- Small Business Goal – 70% of all dollars obligated
- Large Businesses must execute subcontracting plans that provide opportunities to small business concerns.
- Consider partnering alternatives.
- Do not abuse small business programs (i.e. On service contracts, 50% of work must be performed by prime.)

Tips for Winning and Keeping Government Business (2 of 3)



- Make sure your firm follows solicitation instructions carefully.
- Flesh out questions and concerns during the solicitation period.
- Pay special attention to Sections L (Instructions to Offerors) and M (Evaluation Factors). Failure to respond to any factor or subfactor appropriately results in an “Unsatisfactory” rating.
- Ensure your proposals tell us what we ask for – not what you think the Government should be asking for (i.e. technical approach vs experience).
- Avoid restating government requirements/PWS in lieu of providing proposal solutions.
- Make sure pricing is competitive, even if price is the “least important factor”. Often price is the tie-breaker.
- Don’t assume that former Guardsmen automatically make the best project managers. Pay attention to qualifications.
- Make sure past-performance submittals are recent and relevant (in terms of both size and scope). Be advised, that the Government is not limited to your listed references.

Tips for Winning and Keeping Government Business (3 of 3)



- Avoid generic boilerplates in proposals (i.e. QA Plan with no specifics).
- Understand the unique organizational structure of the Guard.
- Recognize that a priority of AQ is to protect the best interest of the Government.
- Recognize that the Government is a customer. Do not treat Government contracts as an entitlement.
- Do not facilitate/encourage scope creep. A change in scope that is not executed through a modification typically results in an Unauthorized Commitment.
- Respect the formal acquisition process and the remedies provided in that process.
- Avoid Organizational and Personal Conflicts of Interest. These could prohibit your firm from bidding of future requirements.
- Fulfill contract admin requirements (i.e. subcontracting updates, CMRA reports, receipts for cost-reimbursables).
- Have strong business history (i.e. Dun and Bradstreet).
- Keep your SAM registrations and certifications current.
- If you are new to DoD Contracting, seek subcontracting opportunities. This helps, past performance, security, and process/organizational familiarity

NGB Industry Day



Questions and Answers

Thanks for Attending!!