

COMMERCIAL ENTERPRISE OMNIBUS

Support Services



Advanced Planning Briefing to Industry

Mark Hoyland, CPCM, PMP
Director, ACSS



Discussion Agenda



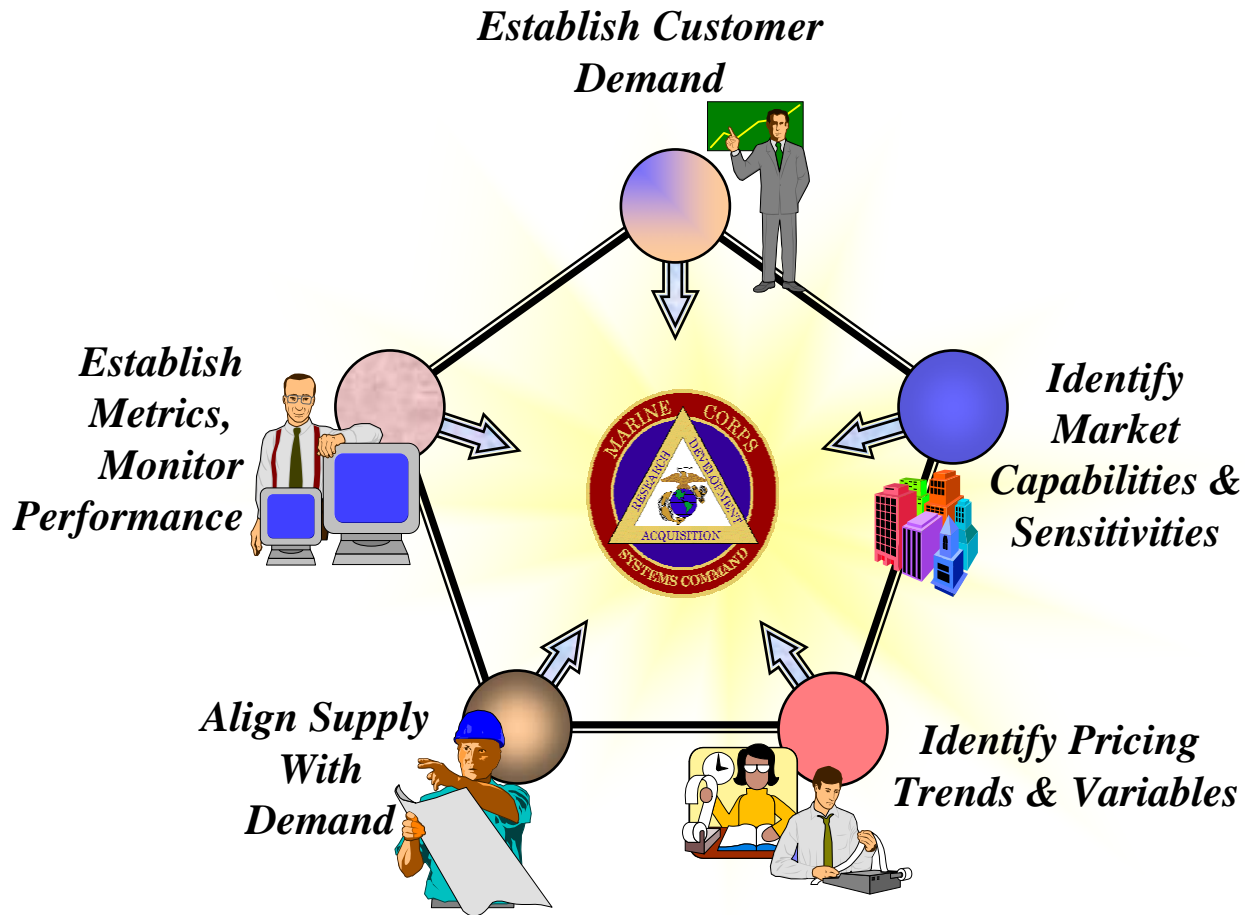
- **Overview of the CEOss Business Model**
- **ACSS Role & Responsibility**
- **Key Business Metrics**
- **eP2 Screen Shots**
- **ACSS Performance**

The logo features a wizard in a blue robe and hat, holding a wand with a yellow star. The text "Acquisition Center for Companies & Services" is written in a circular path around the wizard. Below the wizard, the word "CEOSS" is written in large, colorful, 3D-style letters.

Overview of the CEOss Business Model



CEOss Business Model





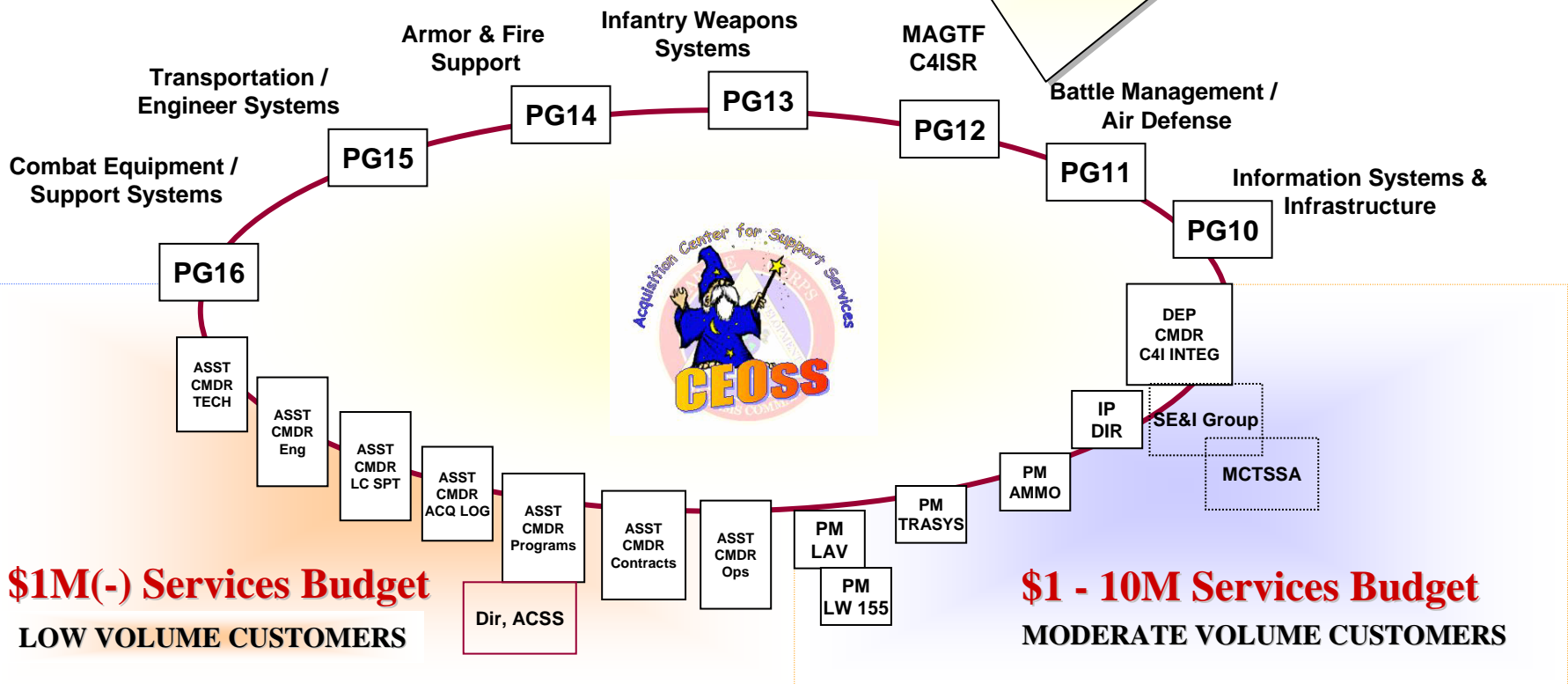
Current MCSC Organization

MCSC Customer Base

\$20M+ Services Budget

HIGH VOLUME CUSTOMERS

- ✓ \$3.6B+ Annual Appropriation
- ✓ 1300 Customers
- ✓ \$190M+ Annual Services
- ✓ 27 - Prime Vendors
- ✓ ~ 158 Participating Firms



\$1M(-) Services Budget

LOW VOLUME CUSTOMERS

\$1 - 10M Services Budget

MODERATE VOLUME CUSTOMERS



Guidance & Objectives



Overarching Procurement Guidance

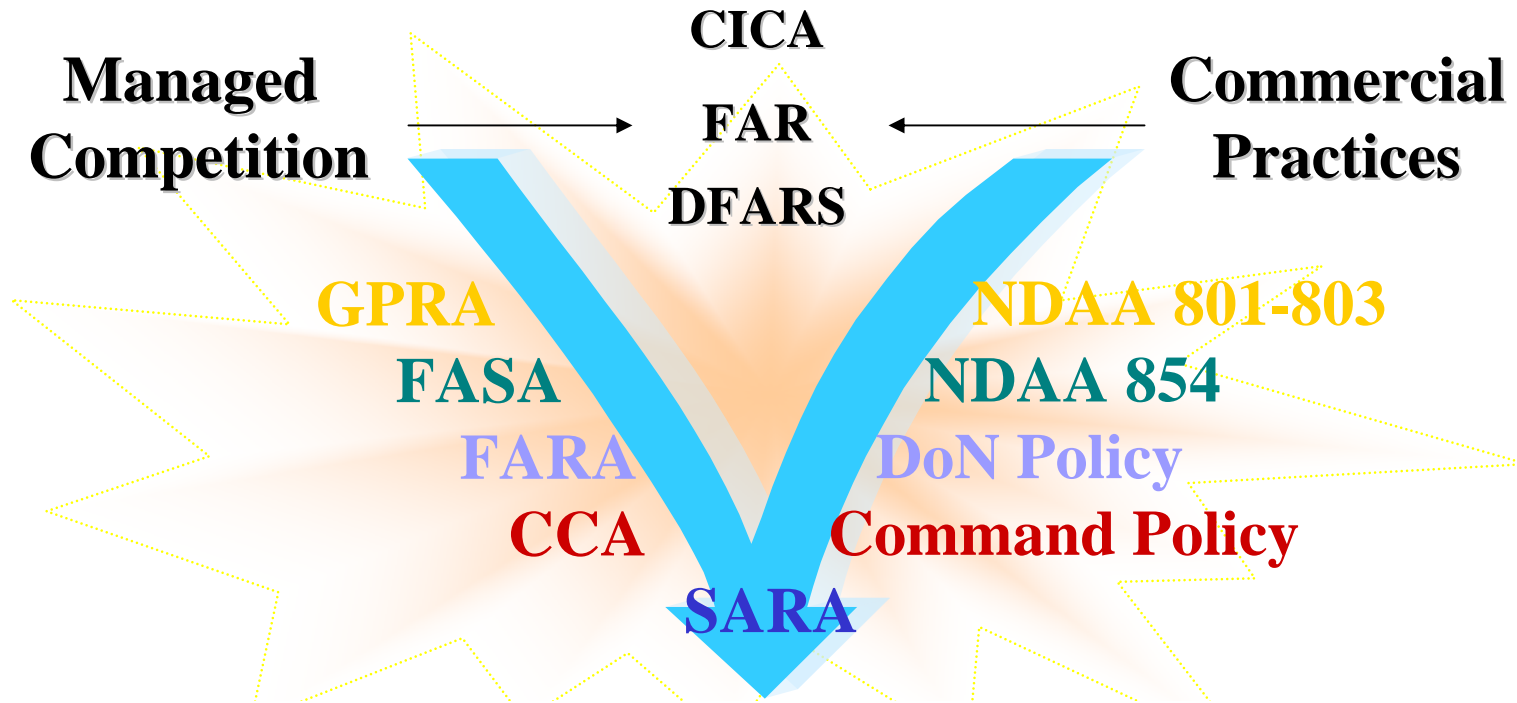
- Focus on the Command Mission - Outcome *v.* Process
- Future Buying Practices governed by Commercial Rules
- Performance / Results Focus not Control / Oversight
- Leverage Pricing Dynamics of the Marketplace

MCSC Objectives

- Baseline a Command Business Model
- Enhance Competitive Business Climate within the Region
- Reward Performance / Mitigate Risk - Quantify Results
- Customer-centric / Regulatory Compliant



Actions & Process Flow



BPA's are competitively Awarded using "two-step" Process
All Task Orders are competed among Domain Prime Vendors
 Price / Performance-based Acquisition Practices Applied
 eP² Web-based e-Commerce for Solicitation / Awards
 Annual "Open Season" for new Prime Awards



Customer Requirements

- Government Customers
 - Operating Efficiency
 - Fast Cycle Time to Award
 - Ease of Use / Availability
 - Strong Vendor Base
 - Continuity of Work
 - Competition
- Industry Customers
 - Operating Efficiency
 - Cash Flow / Capitalization
 - Facilities / Resource Pool
 - Market Share
 - Continuity of Work
 - Dynamic Teaming
 - Unrestricted Relationships
 - Long-Term Strategies
 - Commercial Model
 - GSA Rate Schedule
 - Performance Driven

ACSS role – *Harmonious Balance*



*Customer Cycle Time v.
Vendor Profitability*

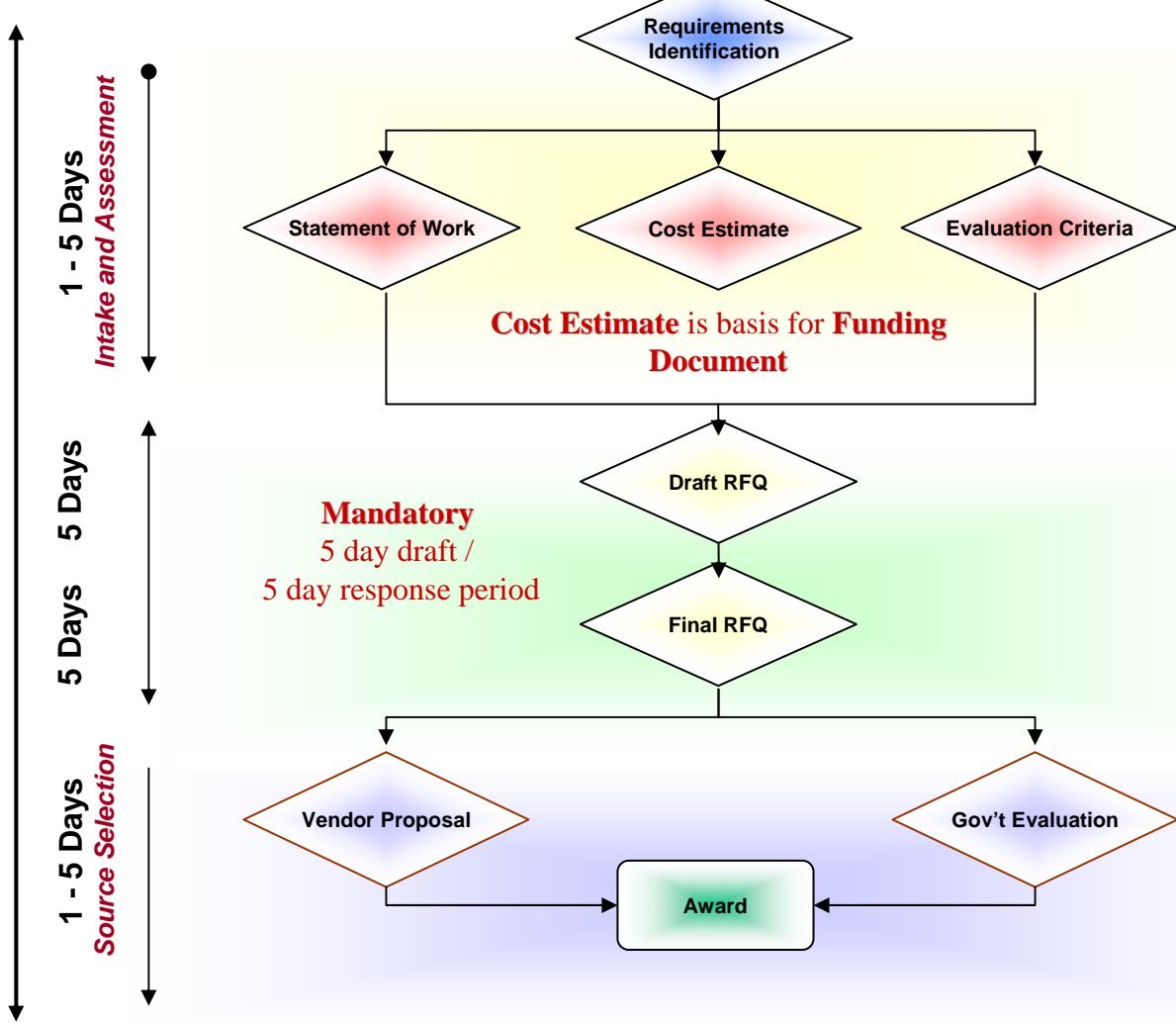




CEOss Customer Process Model

Expedited Award Process

Target Timeline <20 Days



1 - 5 Days
Intake and Assessment

5 Days
5 Days

1 - 5 Days
Source Selection

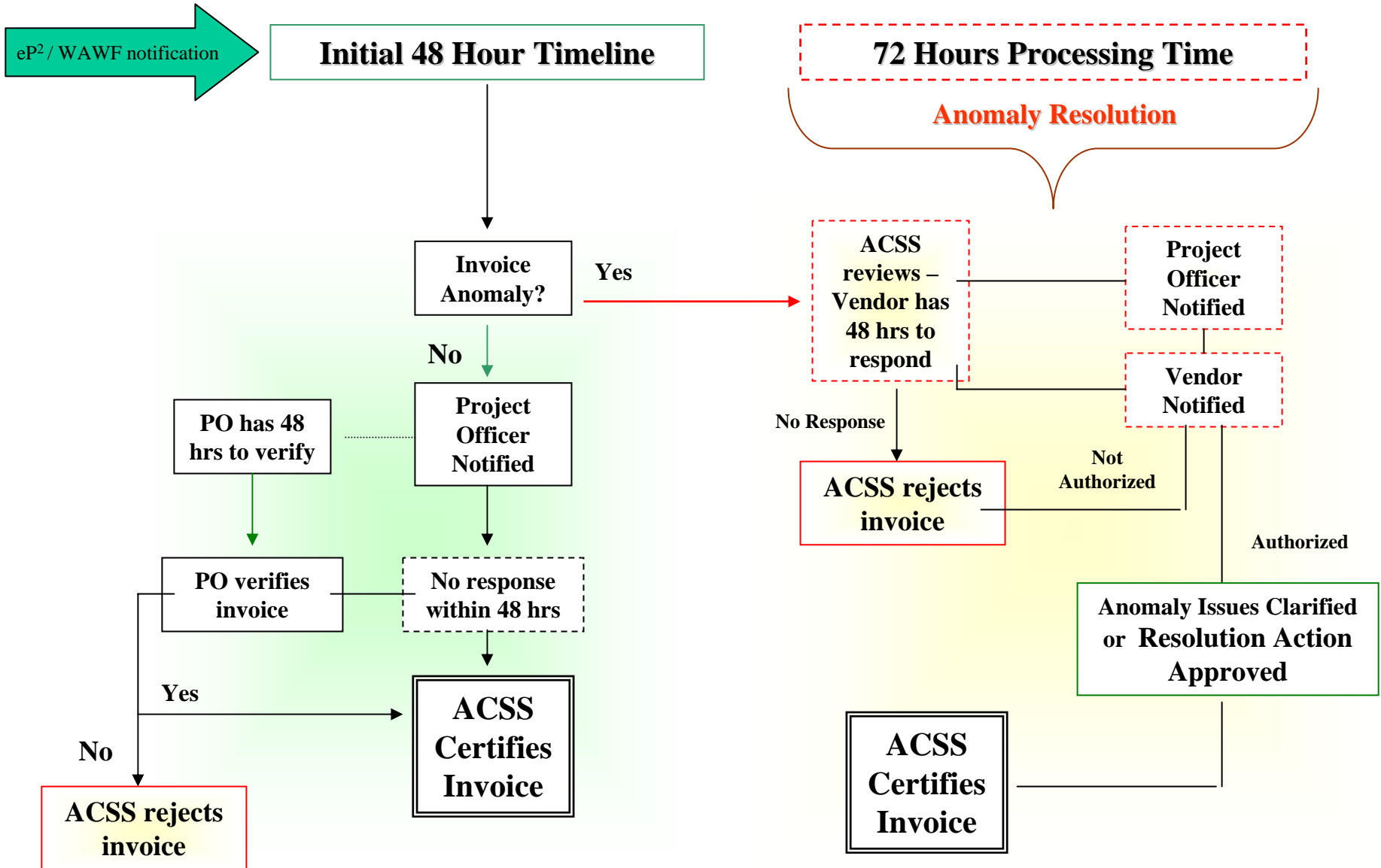
Requirements Definition - Generate Draft Documents

Vendor Q&A - Revisions - Post Final RFQ

Evaluation & Award

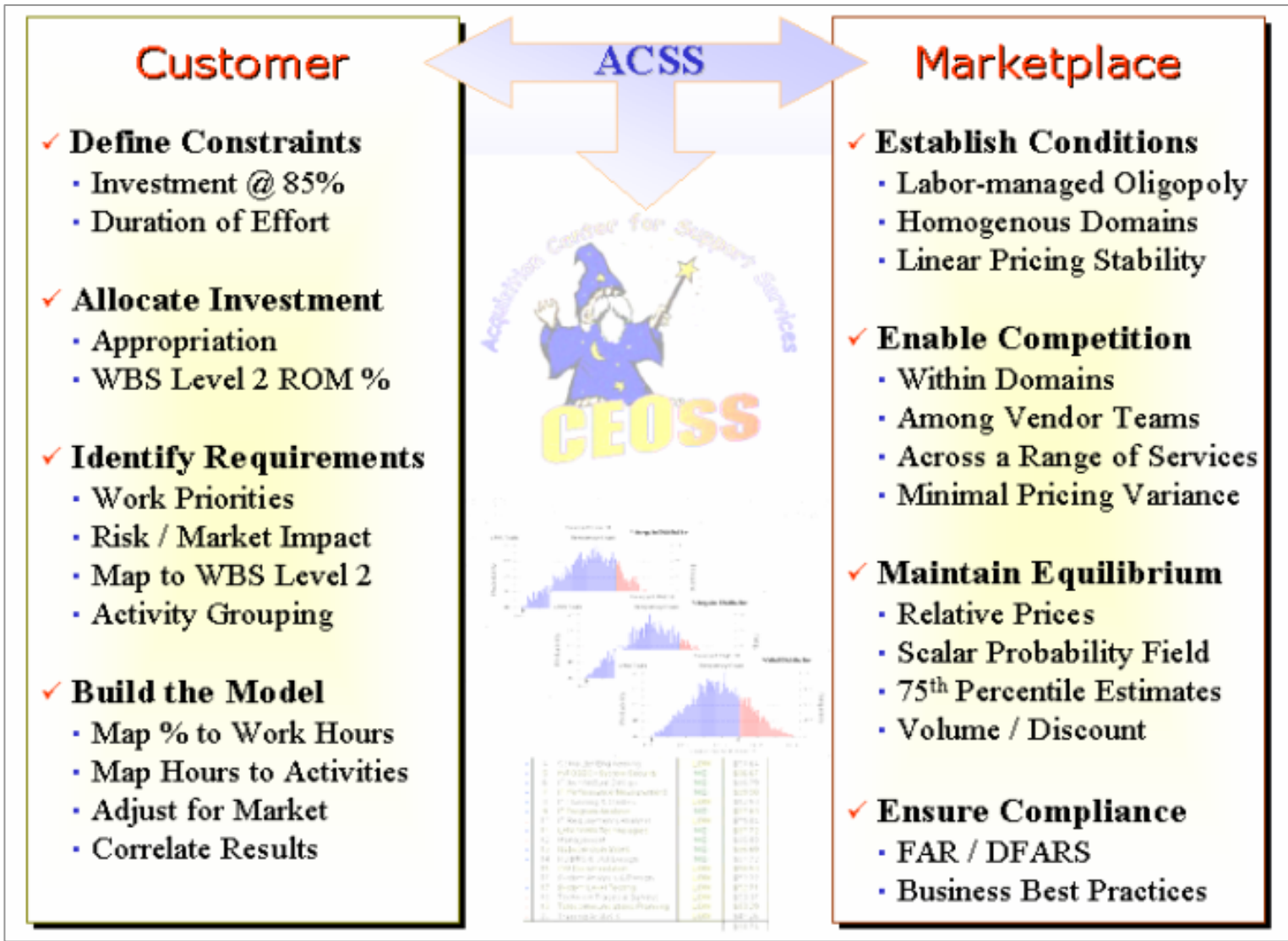


CEOss Industry Process Model





CEOss Business Model



ACSS Role & Responsibility

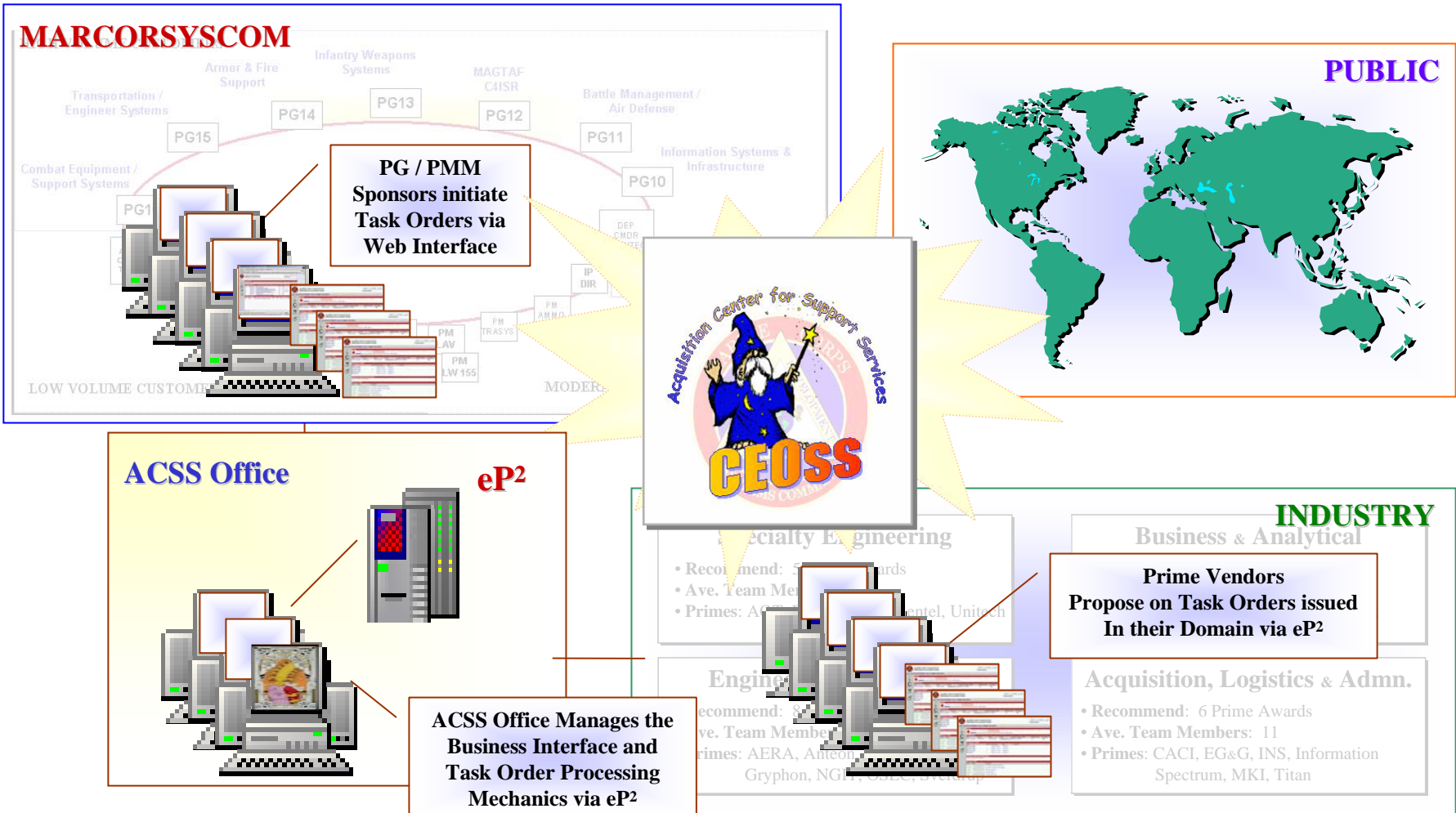


The logo features a wizard in a blue robe and hat, holding a wand with a yellow star. The wizard is positioned in the center, with the text "Association of Chemistry Teachers" arched above and "GEOSS" in large, colorful letters below. The letters "GEO" are yellow and "SS" are orange.

GEOSS



ACSS Interfaces





CEOss Domain Competencies

DOMAINS

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 / Adjust Incumbent Teams & Rates



'Open Season' Assessment Process

1

Engineering & Scientific

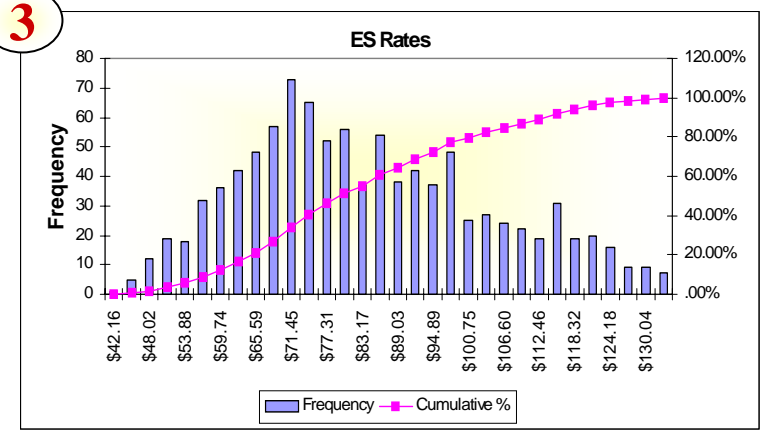
GSA Schedule 874 – MOBIS
 GSA Schedule 871 – Engineering Services
 GSA Schedule 70 – IT Services & Support

Prime Submission	Size	Scd.
	SB	871
	LB	871
	LB	871
	LB	871
	LB	871
	SDB	871
	SDB	871
	LB	70
	LB	871
	SB	871
	LB	70
	SB	70
	SB	871
	SB	70
	SDB	70
	LB	871
	SDB	70
	LB	871

2

Vendor / Size	Weak	Adequate	Strong	
	0%	18%	82%	86.60%
	0%	23%	77%	86.60%
	0%	27%	73%	86.60%
	0%	41%	59%	80.00%
	0%	64%	36%	73.30%
	0%	73%	27%	66.60%
	5%	91%	5%	53.30%
	5%	95%	0%	53.30%
	36%	59%	5%	46.60%
	36%	59%	5%	33.30%
	27%	73%	0%	33.30%
	32%	68%	0%	26.60%
	41%	59%	0%	20.00%
	64%	36%	0%	6.60%
	64%	36%	0%	6.60%
	77%	23%	0%	0.00%

3



4

ES Domain Rankings			
80%	70%	60%	50%
4	5	6	8

Cumulative →



CEOss Sampling Methodology

1. STATEMENT OF WORK/STATEMENT OF CONTRACT	CONTRACT CODE	TYPE OF WORK
2. CONTRACT NUMBER/PROJECT NUMBER	CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL
3. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL
4. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL
5. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL
6. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL
7. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL
8. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL
9. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL
10. CONTRACTOR/AGENCY/ACTIVITY	PROJECT/OPERATIONAL	PROJECT/OPERATIONAL

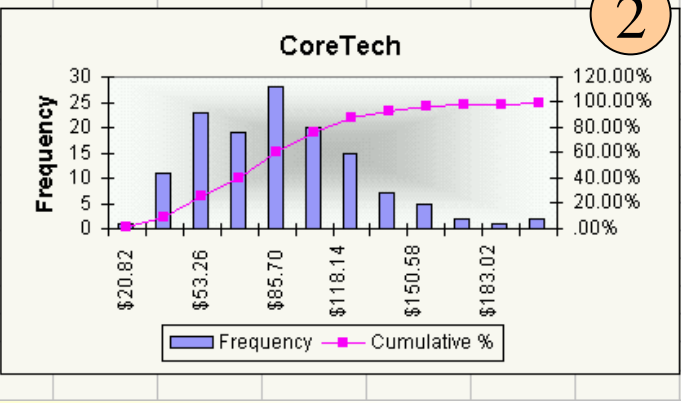
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Some business improvement solutions are actually...
...and are universal

MOBIS

Rate	Count	Rate	Count
Internal/General Specialist I	805.04	Internal/General Specialist I	5749.12
Internal/General Specialist II	882.01	Internal/General Specialist II	5009.00
Internal/General Specialist III	586.12	Internal/General Specialist III	5088.70
Database Administrator I	537.51	Database Administrator I	5782.48
Database Administrator II	583.30	Database Administrator II	5170.88
Database Analyst I	508.02	Database Analyst I	5791.58
Database Analyst II	584.00	Database Analyst II	5077.20
Database Analyst III	570.25	Database Analyst III	5552.00
Audio/Visual Production Specialist	574.00	Audio/Visual Production Specialist	5305.00
Complex Graphics Specialist	542.15	Complex Graphics Specialist	5337.20
Graphic Artist	587.01	Graphic Artist	5760.20
Graphic Designer	577.51	Graphic Designer	5620.00
Illustrator I	583.00	Illustrator I	5702.50
Illustrator II	533.00	Illustrator II	5413.52
Image Writer	542.15	Image Writer	5337.20
Technical Writer I	574.00	Technical Writer I	5305.00
Technical Writer II	584.01	Technical Writer II	5315.20
Technical Writer III	533.24	Technical Writer III	5409.52
Technical Writer IV	542.15	Technical Writer IV	5337.20
Video Technician	537.25	Video Technician	5333.70
System Operator I	582.26	System Operator I	5743.00
System Operator II	581.26	System Operator II	5090.24
System Operator III	589.37	System Operator III	5156.50
Network Engineer I	582.00	Network Engineer I	5741.00
Network Engineer II	582.50	Network Engineer II	5079.20
Network Administrator I	577.37	Network Administrator I	5029.56
Network Administrator II	581.25	Network Administrator II	5400.00

CoreTech	Frequency	Cumulative %
\$ 20.82	1	75.00%
\$ 37.04	11	8.96%
\$ 53.26	23	26.12%
\$ 69.48	19	40.30%
\$ 85.70	28	61.19%
\$ 101.92	20	76.12%
\$ 118.14	15	87.31%
\$ 134.36	7	92.54%
\$ 150.58	5	96.27%
\$ 166.80	2	97.76%
\$ 183.02	1	98.51%
More	2	100.00%
134		



2

Company	L	M	H	Perform \$	L	M	H	Rate Count	% Rates
Core Tech	\$44.57	\$74.24	\$113.12	\$81.91	0.20	0.45	0.35	134	0.02
ValCo	\$41.67	\$68.78	\$110.03	\$77.79	0.17	0.50	0.33	645	0.10
BMA, Inc.	\$50.46	\$85.98	\$130.00	\$93.06	0.16	0.55	0.29	179	0.03
RNC, Inc.	\$37.93	\$61.38	\$110.39	\$73.57	0.17	0.50	0.33	110	0.02
GBNA	\$40.18	\$93.00	\$119.97	\$88.92	0.21	0.53	0.26	6	0.00
RDP Enterprise	\$51.81	\$82.32	\$113.03	\$87.27	0.17	0.50	0.33	121	0.02
PBR	\$56.84	\$83.32	\$128.51	\$93.73	0.17				
Alco	\$49.21	\$83.81	\$143.00	\$97.46	0.17				
Vendo	\$41.16	\$70.24	\$134.38	\$86.46	0.17				

Total Rates	6,522	Total StDev	33.65	SE / ES	2081	ALA / ES	1,580
M	\$46.20	\$78.68	\$124.23	\$87.36	0.18	0.51	0.32
S	\$4.35	\$8.40	\$14.24				

Probability - Lower Bound - # of Rates Included -

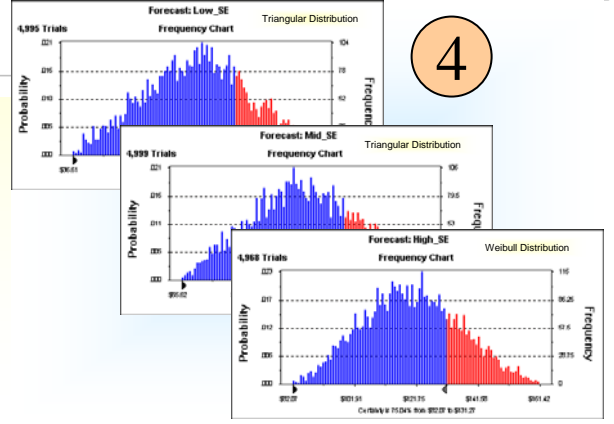
Rate \$110.05

StDev 0.416629766

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IT Task Builder Module	Rate	Count
1 3 / 4-GL Programming	MID	\$84.67
2 Administration	LOW	\$32.22
3 Application Design & Testing	MID	\$86.86
4 Computer Engineering	LOW	\$51.64
5 INFOSEC / System Security	MID	\$86.67
6 IT Architecture Design	MID	\$85.79
7 IT Performance Measurement	MID	\$89.90
8 IT Planning & Studies	LOW	\$52.53
9 IT Program Analysis	MID	\$87.63
10 IT Requirements Analysis	LOW	\$56.84
11 LAN / WAN Technologies	MID	\$87.72
12 Management	MID	\$85.83
13 Network Operations	MID	\$85.69
14 RDBMS & GUI Design	MID	\$87.72
15 SW Documentation	LOW	\$50.53
16 System Analysis & Design	LOW	\$52.22
17 System Level Testing	LOW	\$52.71
18 Technical Trades & Surveys	LOW	\$53.37
19 Telecommunications Planning	LOW	\$53.29
20 Training Analysis	LOW	\$47.26
		\$84.74



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CEOss FY06 Domain Players

Results by Domain

Specialty Engineering

- **FY05 Base:** 8 Prime Awards
- **Awards:** 86 TO's / ~\$100M / \$27M FY06
- **Ave. Team Members:** 15
- **Primes:** AOT, AT&T, Battelle, CSC, EMA
MTC, Unitech

Business & Analytical

- **FY05 Base:** 4 Prime Awards
- **Awards:** 47 TO's / ~\$42M / \$8M FY06
- **Ave. Team Members:** 12
- **Primes:** Booz-Allen, Kalman, MCR,
RCI Serco

Engineering & Scientific

- **FY05 Base:** 8 Prime Awards
- **Awards:** 114 TO's / ~\$234M / \$54M FY06
- **Ave. Team Members:** 15
- **Primes:** Anteon, BAE, DCS, OSEC, NGIT,
Jacobs-Sverdrup, SAIC, Westar

Acquisition, Logistics & Admn.

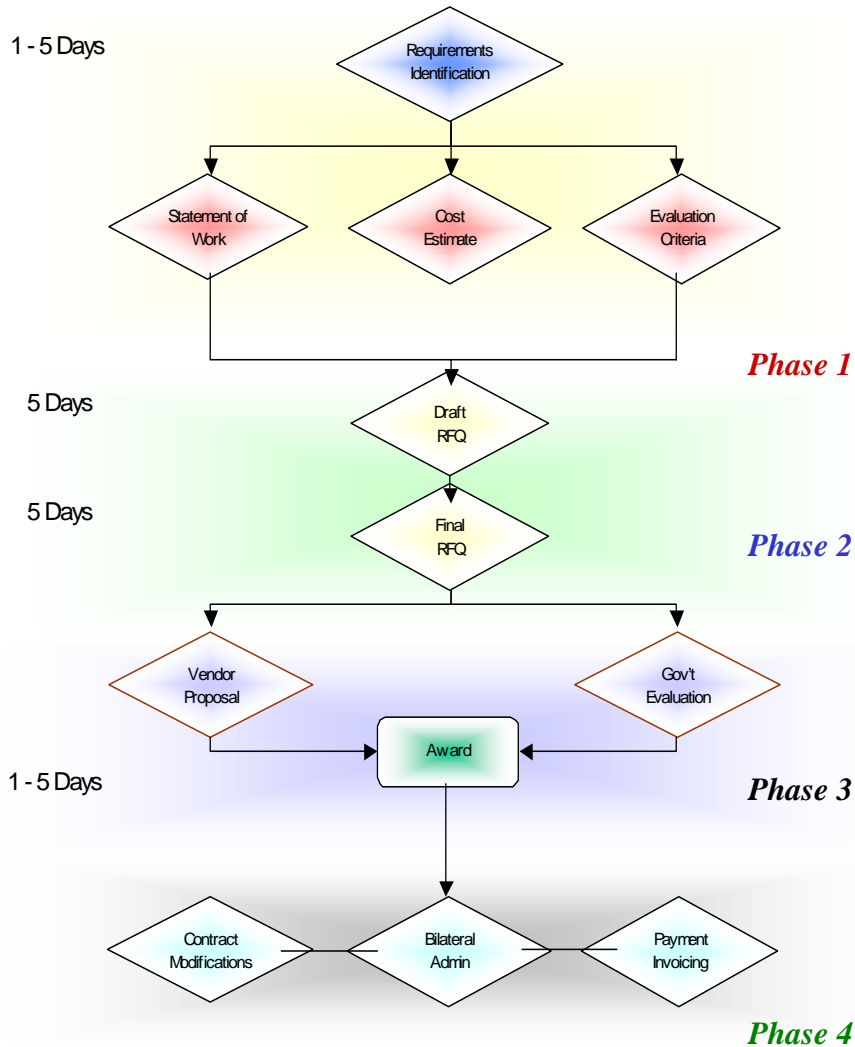
- **FY05 Base:** 7 Prime Awards
- **Awards:** 120 TO's / ~\$173M / \$55M FY06
- **Ave. Team Members:** 14
- **Primes:** CRC, EG&G, INS/LM, Logis-Tech
MKI, Thomas Associates, Titan L3

27 Prime Vendors / 154 Participating Firms

- ✓ **36% CEOss Vendors - Tier 1 - \$80M+ / 5+ Schedules / Active Selling Strategy**
- ✓ **36% CEOss Vendors - Tier 2 - \$30-80M / 3+ Schedules / Agency Footing**
- ✓ **28% CEOss Vendors - Tier 3 - <\$30M / 3+ Schedules / Opportunity-centric**



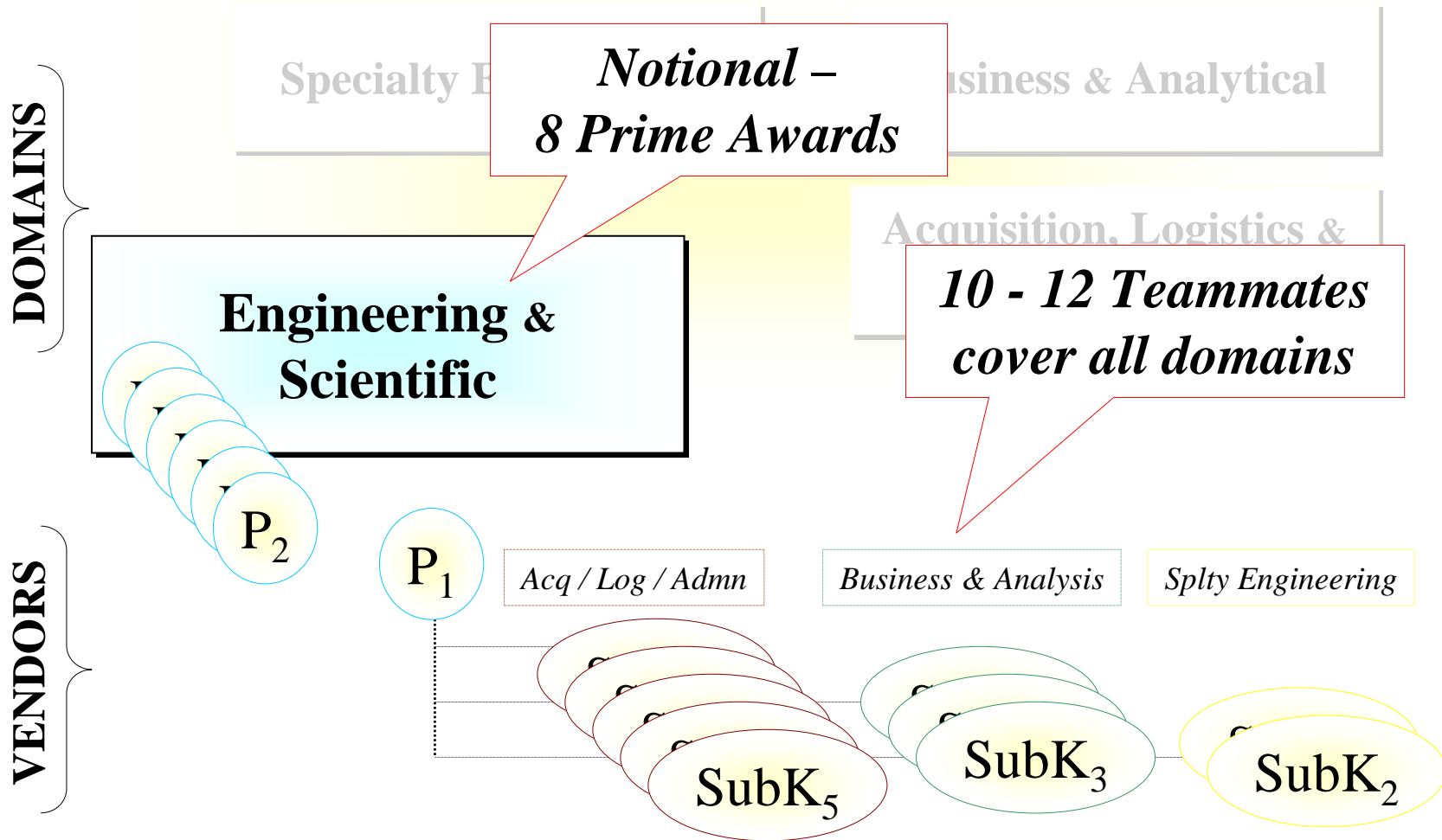
ACSS Operating Profile



- ✓ Main ACSS Constraint - **Resources**
- ✓ 5 FTEs / 2 1102 Interns / 2 Contractors
- ✓ Ave. 30-hrs./\$1,650 per Task Order
- ✓ High Concentration on Front-end
- ✓ 20-day Timeline is *Optimal*
- ✓ 55% of Cost allocated to Interns
- ✓ FY05 Operating Costs - ~\$53.95-hr.
- ✓ Invoice Processing <5-days
- ✓ DFAS Payment ~27-days
- ✓ Invoice Rejection Rates <.001%



CEOss BPA Teaming





CEOss FY06 Vendor Teams

Acquisition Logistics / Business & Analytical

Acquisition, Logistics and Admin							
EG&G	EDO	INS	MKI	Titan	Logis_Tech	Thomas Associates	CRC
Aladon	AOT	AT&T	Aladon	Anteon	ASC	Anteon	Alion
Alion	AT&T	BAE	Anteon	AT&T	AT&T	AOT	AMTI
AOT	IHS	CACI	AOT	Battelle	E-OIR	Business Plus	BRTRC
BAE	INS	CoTs	Battelle	EMA	GeoCenters	EG&G	GTRI
BAH	IR Tech	EDO	Camber	MCR Federal	Jacobs Sverdrup	ManTech	LOGIS-TECH
DCS Corp.	MTC	Professional Solutions	CSC	MKI	MKI	MTS	PDSI
MTC	MTI	Sapient	Jacobs Sverdrup	NGMS	NATC	TSC	RCI
NGMS	NGMS	Sentel	Kalman	OSEC	TSC		
OSEC	Portal Dynamics	Smartronix	MCR Federal	Patricio Ent.	Unitech		
Radian	RCI/Serco		NATC				
RCI	Sapient		NGMS				
Stanley Assoc.	SRA		PDS				
Teledyne Brown	TSC		Titan				
Westar	Unitech		Versar				
15	15	10	15	10	10	8	8
						ALA Average	11

Business and Analytical			
Kalman	BAH	RCI	MCR Federal
Anteon	Alion	Alion	AT&T
BAE	BAE	CRC	CACI
BAH	Battelle	EDO	Galorath Inc.
Battelle	CSC	EG&G	EMA
Camber	Dana Corp.	Sapient	Jacobs Sverdrup
Coalescent Tech	EG&G		Kalman
CSC	Intrepid Solutions		KPMG
DDG	Kalman		LMI
Jacobs Sverdrup	ManTech		MKI
JRAD	MKI		Titan
MCR Federal	NGMS		TSC
MKI	OSEC		Westar
NGMS	Smartronix		
Patricio Ent.	Stanley Assoc.		
	Tecolote Research		
15	16	6	13
			BA Average
			13



CEOss FY06 Vendor Teams



Engineering Scientific / Specialty Engineering

Engineering and Scientific							
Anteon	BAE	DCS	NGMS	OSEC	SAIC	Westar	Jacobs Sverdrup
Access Systems	Alion	BMH	ASC	BBNT	EMA	MTC Technologies	ASC
ADVANTRIX	AOT	EG&G	AT&T	Alion	Flatter Assoc.	MCR Federal	Battelle
AMTI	BAH	Keane Federal	BAE	BAE	Galaxy	EG&G	CSC
ATK	CSC	L3 Communications	BAH	BAH	ManTech	Wylie Labs	E-OIR
Battelle	DTI Assoc.	ManTech	Bulldog	CenGen	MIRC	SRC	Kalman
CACI	EG&G	SURVICE Engineering	EDO	CSC	OSEC	RNB	LMI
CoTs	INS	Wyle Labs	EG&G	EMA	Skylla Engineering	SURVICE Eng.	LOGIS-TECH
IM Solutions, LLC	Kalman		EMA	MTC Services	Telcom Network	Foster-Miller	MCR Federal
Kalman	MTC		Flaggshipp	SAIC	Westar		MKI
MKI	NGMS		IR Tech	Titan			NATC
O'Neill Associates	OSEC		MKI				Oracle
Robbins-Gioia	TAIC		RNB				PDSI
SDS	Tec-Masters		TAIC				STC
Sierra Cybernetics	Tecolote Research		Titan				Versar
22	15	8	15	11	10	9	15
ES Average →							13

Specialty Engineering						
AT&T	EMA	MTC	AOT	Battelle	CSC	UNITECH
EDO	Anteon	BAE	Alion	Anteon	Alion	Anteon
Flatter Assoc.	BAE	ChemCor	BAE	BAH	BAE	BMH
GD-NS	DCS	CoTs	EDO	CSCI	BAH	CACI
INS	MCR Federal	EAI	EG&G	Jacobs Sverdrup	DST	Centuria
IR Tech	MTC Services	Intergraph	E-OIR	JRAD	GD-NS	EDO
MCR Federal	PHACIL	Lyon Valley	JRAD	Kalman	Jacobs Sverdrup	FCNI
NGMS	SAIC	NATC	MKI	MKI	Kalman	Radian
PDS	Titan	ORSA	OSEC	Patricio Ent.	K-Force	Sapient
RTSI	TSC	SimVentions	TAIC	RNB	MDA Tech	SRS
SAIC		Westar		SPA	MKI	TMG
Smartronix		Global Tech Pro		SURVICE Eng.	NS Software	
SRA				Tecolote Research	OSEC	
Titan				Titan	RNB	
					Skylla Engineering	
					SRA	
14	10	12	10	14	17	11
SE Average →						13



Key Business Metrics



CEOss Results

Through 3/24/2006

Grand Total CEOss Business to Date ⁺			
ALA -	120	33%	\$172,299,754
BA -	47	13%	\$41,288,716
ES -	114	31%	\$233,202,183
SE -	86	23%	\$98,003,549
	<u>367</u>		<u>\$544,794,202</u>
+ Including Mods			

FY03/04			
ALA	47	29%	\$48,867,013
BA	26	16%	\$13,747,367
ES	54	34%	\$94,776,548
SE	33	21%	\$28,641,215
G/Total	<u>160</u>		<u>\$186,032,143</u>

FY05			
ALA -	43	33%	\$60,455,019
BA -	15	11%	\$18,906,028
ES -	37	28%	\$74,158,389
SE -	36	27%	\$36,074,907
G/Total	<u>131</u>		<u>\$189,594,343</u>

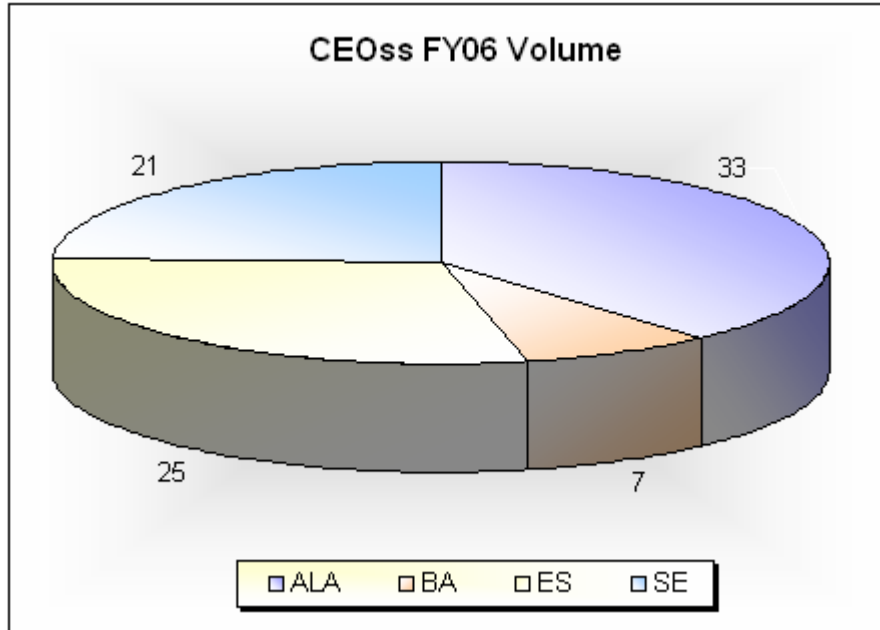
FY06 <i>thru 3/21</i>			
ALA -	30	39%	\$54,772,972
BA -	6	8%	\$7,239,084
ES -	23	30%	\$53,162,380
SE -	17	22%	\$28,620,591
G/Total	<u>76</u>		<u>\$143,795,027</u>

- Expect Annual Volume of ~140 Tasks
- FY06 Competition Levels < Anticipated
- Winning Scores >.95 Across Domains
- PI Competition very Tight
- Evaluator's more Selective
- Multiple Tasks with Tied Tech Scores –
 - Two \$1.5+M Tasks decided by <\$10 total
 - Several others Equally Close
 - Due Diligence makes the Difference
 - Proposals need to be Fine Tuned



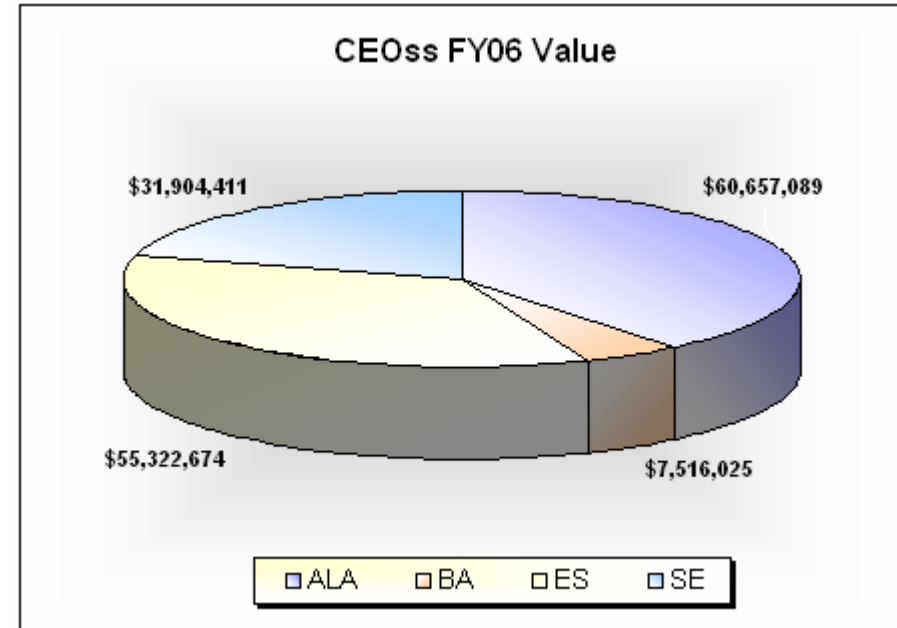
CEOss FY06 Volume

CEOss Work through 3/24



- Volume is Ahead of FY05
- More External Customers Involved
- ACSS Resources are “Tight”
- Turning Work Away due to Capacity

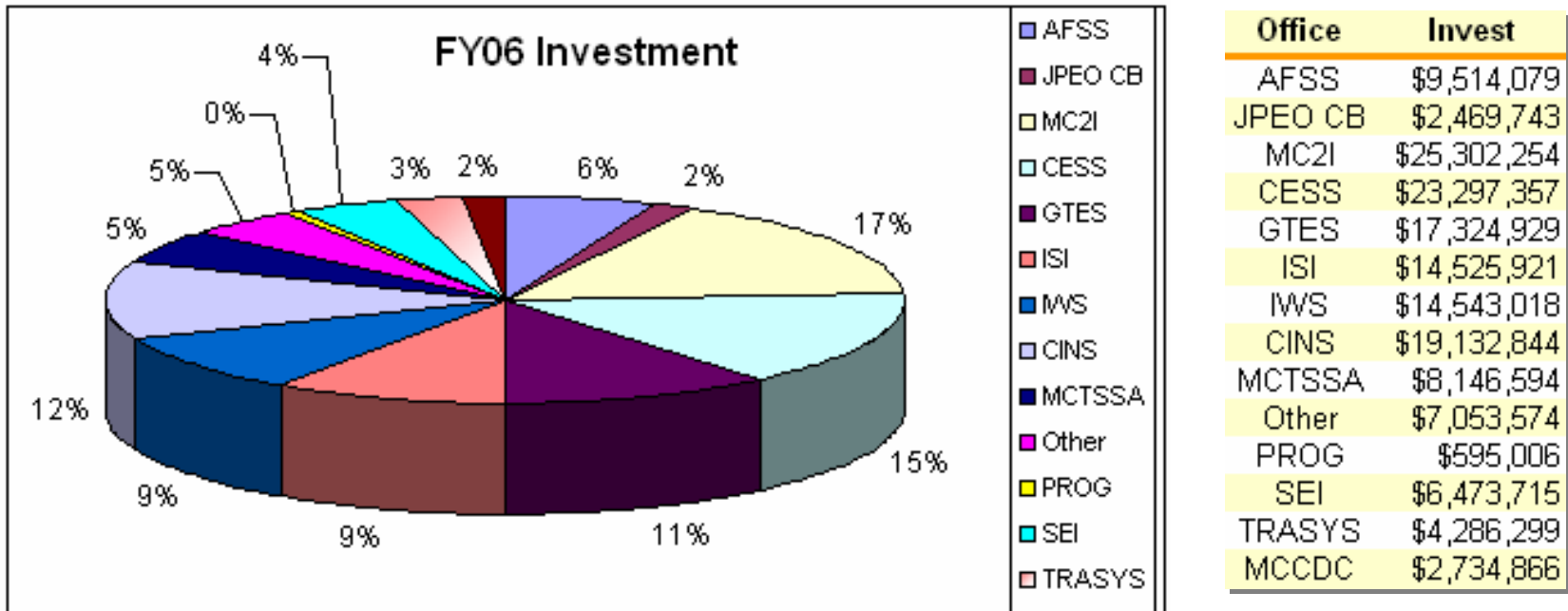
- Value is Ahead of FY05
- Likely to continue throughout the FY
- FY07 may see some Changes (<\$\$)
- Work with the PGs on your Options





CEOs Award Distributions

Command Investment Percentages



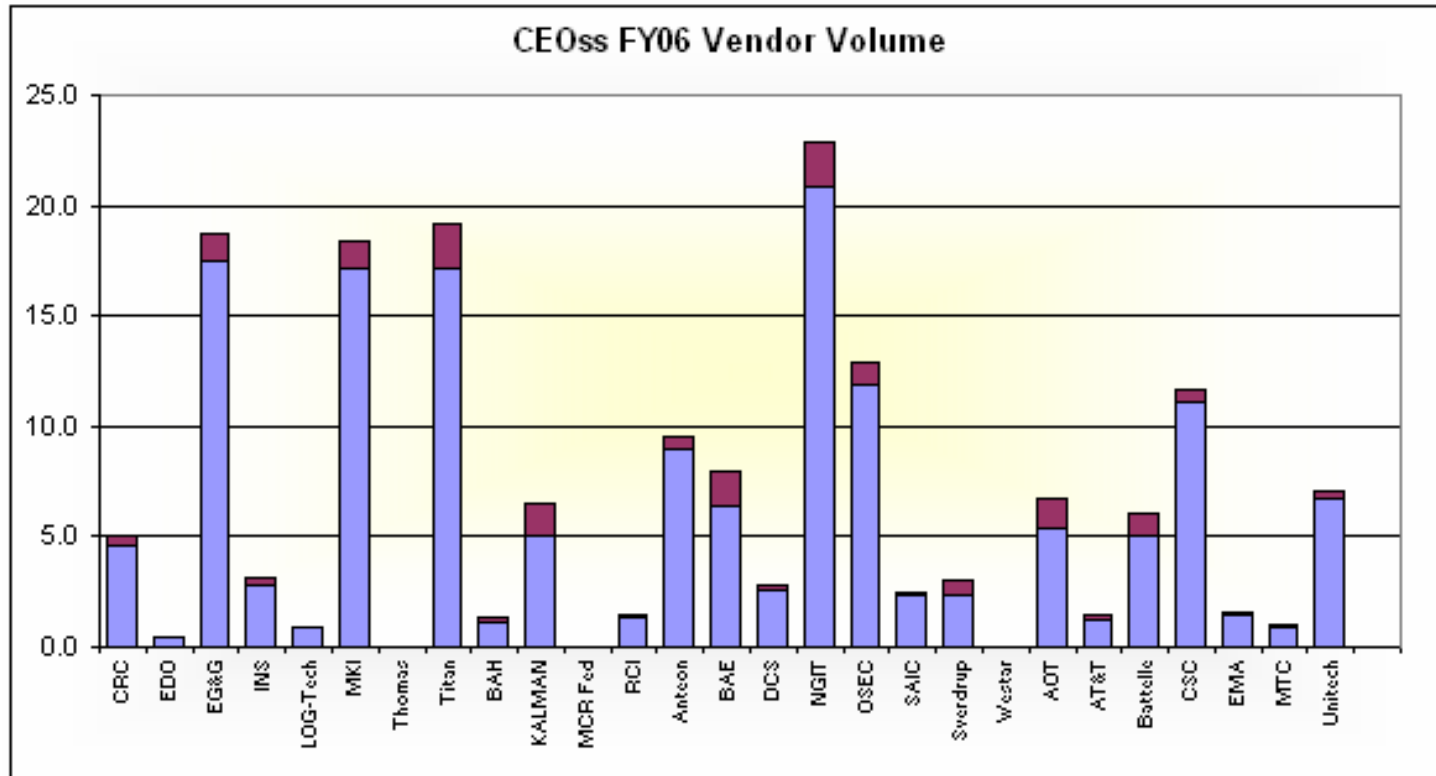
Historically -

- MC2I, CESS, CINS and GTES obligate >\$25M annually
- AFSS and IWS Efforts are Cyclical – Anticipate some Growth
- JPEO Work is Flat – Will not Expand in FY06



CEOss FY06 Market

Customer / Vendor



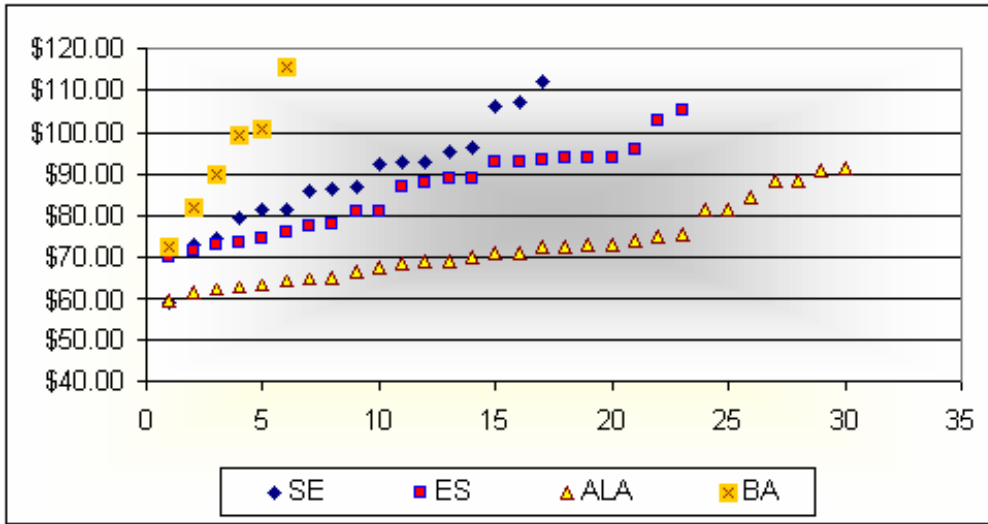
Domain	Ave. Score	Ave. Winning Score	Competition per TO
ALA	91	97	49%
BA	93	99	94%
ES	93	98	49%
SE	92	97	55%



CEOss FY06 Pricing Trends



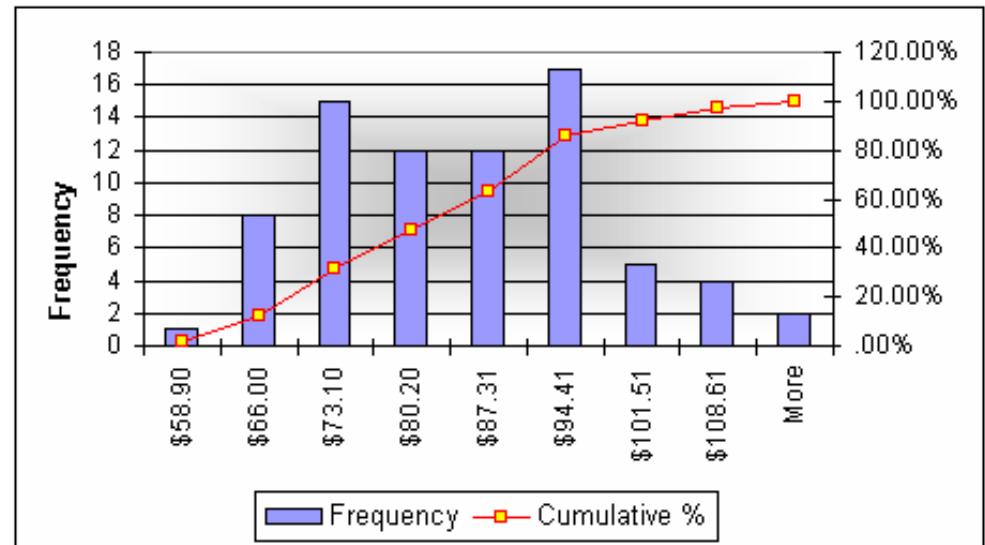
ALA / BA / ES / SE



FY06 Winning Offeror Pricing -

ALA Mean - \$72.63 {\$59 - \$91}
BA Mean - \$93.40 {\$73 - \$116}
ES Mean - \$85.79 {\$70 - \$105}
SE Mean - \$88.40 {\$59 - \$112}

Rate	Freq	Cum %
\$58.90	1	1.32%
\$66.00	8	11.84%
\$73.10	15	31.58%
\$80.20	12	47.37%
\$87.31	12	63.16%
\$94.41	17	85.53%
\$101.51	5	92.11%
\$108.61	4	97.37%
More	2	100.00%

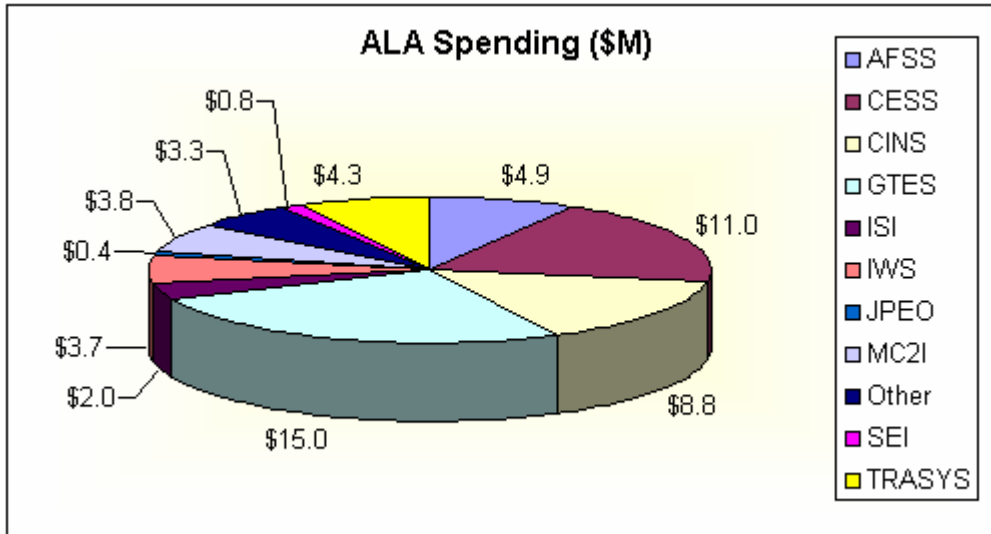




CEOss ALA Domain

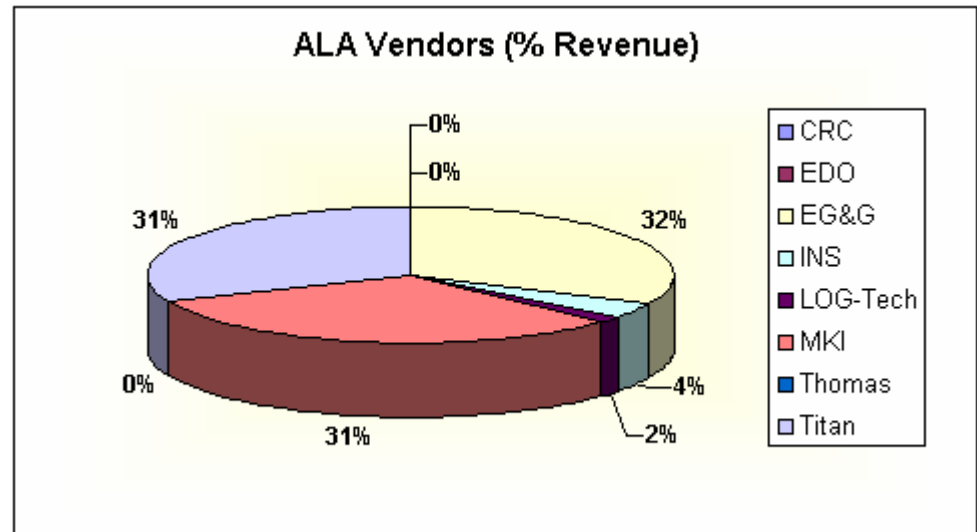


Business Volume



- \$54.8M Invested in FY06
- 32 Task Orders Issued
- CESS / MC2I / Other – Major Players
- Less Differentiated by Technical Scores

- Weakest Competition
- Tightest Vendor Performance Indices
- Pricing is a Discriminator
- Greatest Opportunity for Expansion





ALA Task Orders

Historical Priorities



PG 11 - MC2I	TBMCS Fielding and Training Support	Titan Systems, Corp.	\$618,371	9/27/2005
PG15 - GTES	Support	EG&G	\$9,815,959	9/29/2005
PG13 - IWS	Program Support	Titan Systems, Corp.	\$3,495,193	9/30/2005
Other Activity	Maintenance Strategy	EG&G	\$800,000	9/30/2005
PG 12 - CINS	Support	Titan Systems, Corp.	\$8,782,722	9/30/2005
PG14 - AFSS	Support	Titan Systems, Corp.	\$943,587	10/4/2005
AMMO	Ammo Quality Control and CM Support	EG&G	\$547,889	10/6/2005
PG14 - AFSS	AFSS SBT Support	EG&G	\$862,861	10/17/2005
PG14 - AFSS	Fire Support Systems Program Support	EG&G	\$3,062,935	10/20/2005
SE&I	Control (CPAC)	MKI Systems	\$389,067	10/27/2005
PG 11 - MC2I	Program	MKI Systems	\$928,559	10/31/2005
PG 12 - CINS	Training Assessment	INS/LM	\$148,112	11/9/2005
PG 11 - MC2I	Renewal: GBAD Transformation Support	EG&G	\$300,676	11/22/2005
PG 11 - MC2I	Support	Titan Systems, Corp.	\$1,778,491	11/23/2005
JPEO CBD	Study	MKI Systems	\$381,575	11/30/2005
Other Activity	Response Cell Support	Titan Systems, Corp.	\$236,514	12/6/2005
PG15 - GTES	PM MT OPS and Logistics Support	INS/LM	\$1,371,915	12/7/2005
PG16 - CESS	NBCDS	MKI Systems	\$5,070,520	12/13/2005
PG16 - CESS	TMDE Program Support	EG&G	\$1,254,452	12/30/2005
PG16 - CESS	Combat Camera and Public Affairs	LOGIS-Tech	\$689,314	12/30/2005
PG 11 - MC2I	Training Analysis	MKI Systems	\$458,697	1/5/2006
Other Activity	Liaison	INS/LM	\$1,954,798	1/9/2006
Other Activity	TTF	EG&G	\$501,205	1/9/2006
SE&I	Renewal: SCATT Annual Support	MKI Systems	\$447,794	1/10/2006
TRASYS	PM TRASYS Annual Support	MKI Systems	\$4,286,299	1/31/2006
PG16 - CESS	TMDE CTMS Annual Support	EG&G	\$800,440	1/31/2006
Other Activity	AC PROD Annual Support	MKI Systems	\$476,626	2/9/2006
PG15 - GTES	Support	MKI Systems	\$1,895,430	2/10/2006
PG13 - IWS	Renewal: Distributed Operations Support	Titan Systems, Corp.	\$396,718	2/10/2006
Other Activity	ACLOG Annual Support	MKI Systems	\$984,218	2/14/2006
PG10 - ISI	System (DTS) Program Management	EG&G	\$650,045	3/1/2006
PG10 - ISI	MCEITS PO Support	Titan Systems, Corp.	\$1,341,387	3/9/2006

Priorities

- Performance Based Logistics
- Warranty Support & Fielding
- Foreign Military Sales
- LOG MOD Initiatives / GCSS
- Engineer Equipment
- General Acquisition Support
- Manpower & Training
- Operational Assessments
- Acquisition Documentation



ALA Performance Trends



General Comments

Performance Findings

- 32 FY06 TOs / 120 Total TOs
- Ave. FY06 winning score for ALA competition: 97 / Blue
- FY05 - 94.8 / *High Green*
- 3 Firms control ~90% of ALA work in FY06
- Same Firms had ~75% of work within ALA last year
- Discounts average ~9%, with significant spot reductions
- SB prime revenue accounts for 35% of ALA total volume

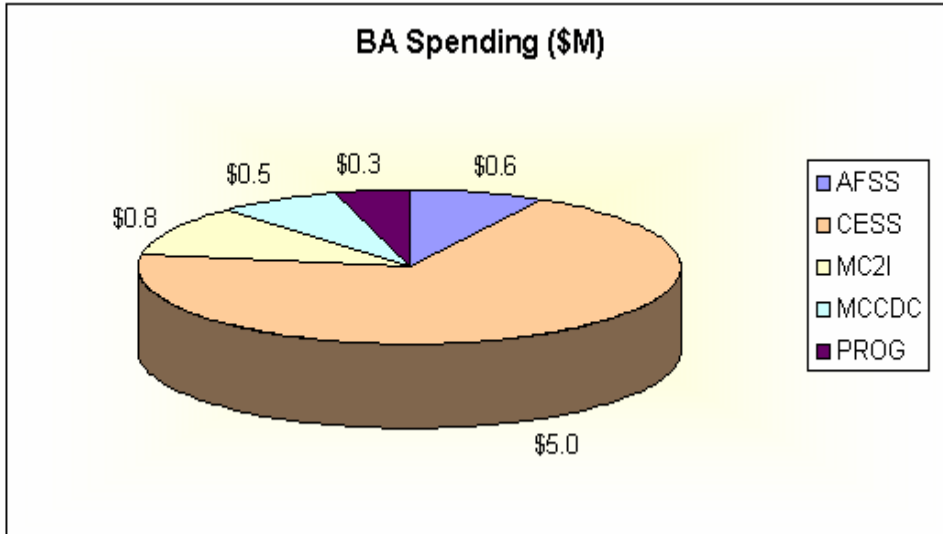
ACSS Feedback

- Contractors need to accomplish meaningful “due diligence”
- Winning proposals provide *bona fide* solutions - not superficial discussion, stated *intent to comply*, over-reliance on past performance
- Companies effectively marketing the PGs are having the highest levels of success - word spreads quickly
- Discriminators are limited among Offerors – *ref*: Priorities
- Focus on emerging Trend Areas and Strength of your Team / Workforce



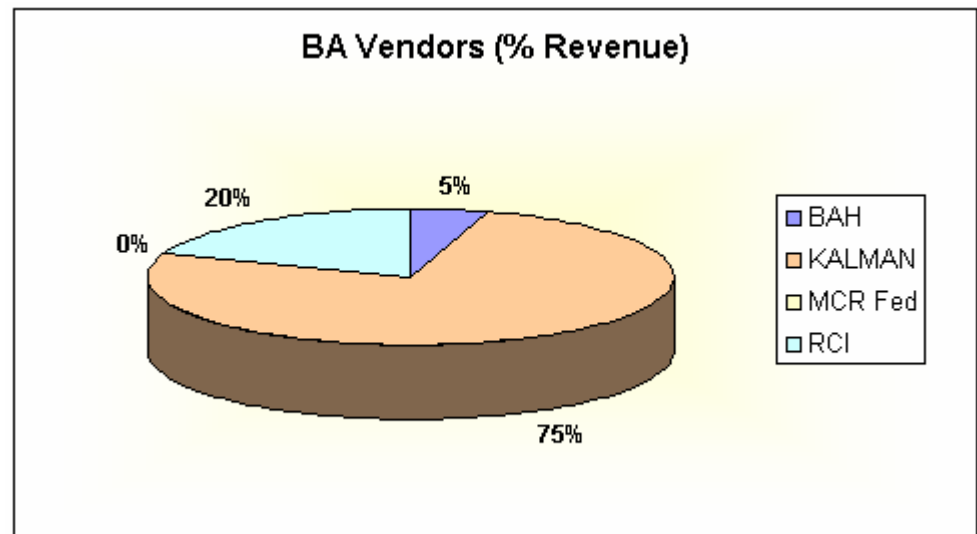
CEOss BA Domain

Business Volume



- \$7.24M Invested in FY06
- 6 Task Orders Issued
- CESS / JPEO – Major Players
- Differentiated by Technical Scores

- Highest Levels of Competition
- Tight Vendor Performance Indices
- Pricing is not a Discriminator
- Difficult Investment area for MCSC





BA Requirements

Historical Priorities

Priorities

- Life Cycle Cost Estimating
- Business Case Analysis
- Cost / Risk Analysis
- Clinger-Cohen Compliance
- Alternatives Analysis
- Specialized Product Studies
- Probabilistic Modeling
- Operations Research

PG 11 - MC2I	Renewal: BMADS Integrated Digital Environment Support	Booz-Allen, Hamilton	\$283,810	9/26/2005
PG 11 - MC2I	Renewal: CAC2S PBL Business Case Analysis	Resource Consultants, Inc.	\$203,742	10/7/2005
MCCDC	MAGTF JCIDS Integration	Resource Consultants, Inc.	\$527,913	12/2/2005
PG16 - CESS	NBCD Business & Analytical Support	Kalman & Company	\$5,049,747	12/13/2005
AC_PROG	LCCE for CAC2S	Booz-Allen, Hamilton	\$318,065	1/30/2006
PG 11 - MC2I	MC2I SBT Business and Analytical Support	Resource Consultants, Inc.	\$570,106	2/6/2006
PG14 - AFSS	Renewal: AFSS Portfolio Management BCA	Booz-Allen, Hamilton	\$569,511	3/20/2006



BA Performance



General Comments

Performance Findings

- 7 FY06 TOs / 47 Total TOs
- Ave. winning score for BA competition: 99 / Blue
- FY05 - 96.4 / Blue
- 1 Firm controls ~75% of work effort within BA to date
- Discounts average ~6%, with various conditional reductions
- SB prime revenue accounts for 75% of BA total volume

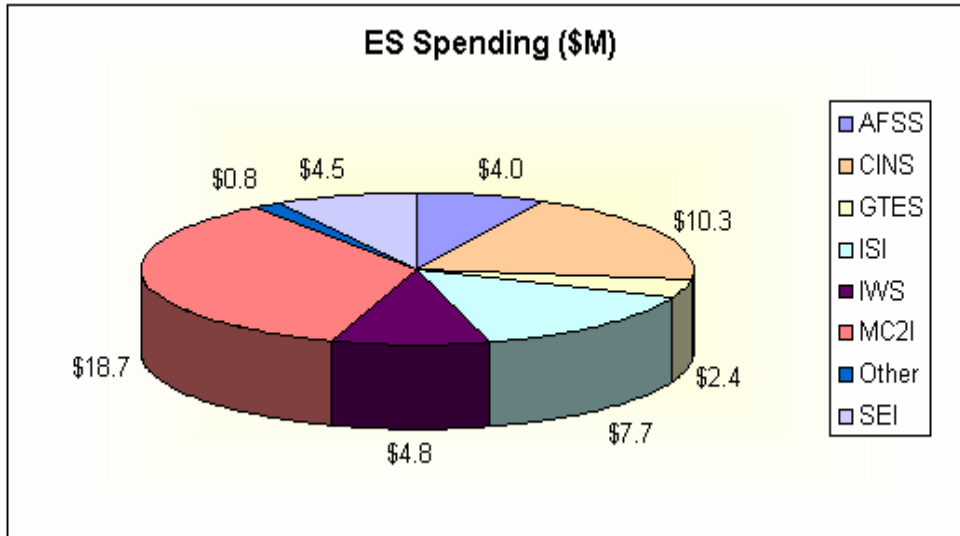
ACSS Feedback

- Need to Stimulate work with target PGs
- Might want to Consider setting up Combined Investment Strategies
- Ad hoc LCCE Investment is all going to SAP Tasks
- Opportunities may exist with MCCDC in support of JCIDS
- Don't have a lot of Ideas to put Forward in this area



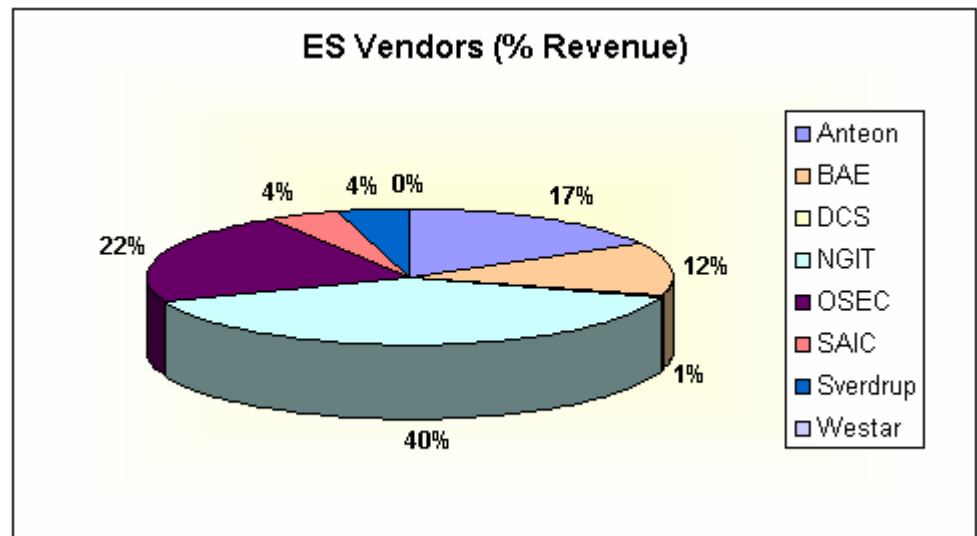
CEOss ES Domain

Business Volume



- \$53.2M Invested in FY06
- 23 Task Orders Issued
- MC2I / ISI – Major Players
- Differentiated by Technical Scores

- Balanced Levels of Competition
- Disparate Performance Indices
- Pricing is becoming a Discriminator
- Labor undergoes Most Scrutiny
- Substantial Continuing Investment





ES Requirements

Historical Priorities

PG13 - IWS	Annual Support for IWS Anti-Armor Weapons	BAE Systems	\$2,353,548	9/19/2005
Other Activity	Technology Transition Office Support	SAIC	\$422,380	9/21/2005
PG13 - IWS	Recon and Amphibious Raids	BAE Systems	\$2,390,189	9/22/2005
PG 11 - MC2I	Renewal: Systems Engineering Team Support	Anteon	\$3,769,905	9/23/2005
PG10 - ISI	Renewal: NMCI Program Annual Support	Jacobs Sverdrup	\$7,506,755	9/28/2005
PG 11 - MC2I	Tier II TUAS Fleet Support Strategy	OSEC	\$400,000	9/28/2005
SE&I	Team Support	OSEC	\$1,026,640	9/29/2005
PG14 - AFSS	EFSS and ITV Program Support	BAE Systems	\$1,664,853	9/29/2005
PG14 - AFSS	HIMARS FY06 Program Support	Anteon	\$2,410,332	9/29/2005
SE&I	Renewal: CWID Program Support	NGDMS	\$298,802	9/29/2005
PG 12 - CINS	Renewal: C4ISR ES Annual Program Support	OSEC	\$8,617,488	9/30/2005
PG 11 - MC2I	Renewal: MACCS Sustainment Annual Support	NGDMS	\$1,843,175	10/11/2005
PG 11 - MC2I	Renewal: Unit Operations Center Annual Support	NGDMS	\$2,724,398	10/13/2005
SE&I	Renewal: SE&I Program Support	NGDMS	\$2,803,186	10/28/2005
PG 12 - CINS	Renewal: DACT Training and Fielding Support	OSEC	\$1,732,634	10/28/2005
PG 11 - MC2I	PM Radars Annual Support	Anteon	\$6,603,058	10/31/2005
PG 11 - MC2I	Support	NGDMS	\$1,557,976	11/2/2005
PG 11 - MC2I	MC2I SBT Engineering Support	OSEC	\$471,594	11/8/2005
PG 11 - MC2I	Renewal: CAC2S Annual Support	NGDMS	\$3,181,132	11/10/2005
Other Activity	T-AVB Technical Support	DCS Corp.	\$384,646	11/18/2005
SE&I	Expeditionary C41 Scenario Checklist	NGDMS	\$352,417	12/14/2005
PG10 - ISI	Defense Message System Annual Support	NGDMS	\$2,652,428	12/14/2005
PG15 - GTES	MT Fleet Support	Jacobs Sverdrup	\$2,346,596	12/16/2005
PG 11 - MC2I	Network (CTN) FY05 Support	NGDMS	\$366,779	1/5/2006
PG 11 - MC2I	MAGTF C2 'Spiral D' Support	SAIC	\$1,886,093	2/23/2006

Priorities

- Air Defense / Radars Systems
- Single Integrated Air Picture
- Enterprise IT Planning
- GCSS-MC / DMS
- Intel / Communications
- Information Assurance
- NMCI Deployment
- Joint Program Initiatives



ES Performance



General Comments

Performance Findings

- 23 FY06 TOs / 114 Total TOs
- Ave. winning score for ES competition: 98 / Blue
- FY05 - 95.7 / Blue
- 3 Firms control ~80% of work effort within ES to date
- Greatest Opportunity for Incumbent Turnover / New Work
- Common Requirements emerging from C4-centric PGs
- SB prime revenue accounts for 22% of ES total volume

ACSS Feedback

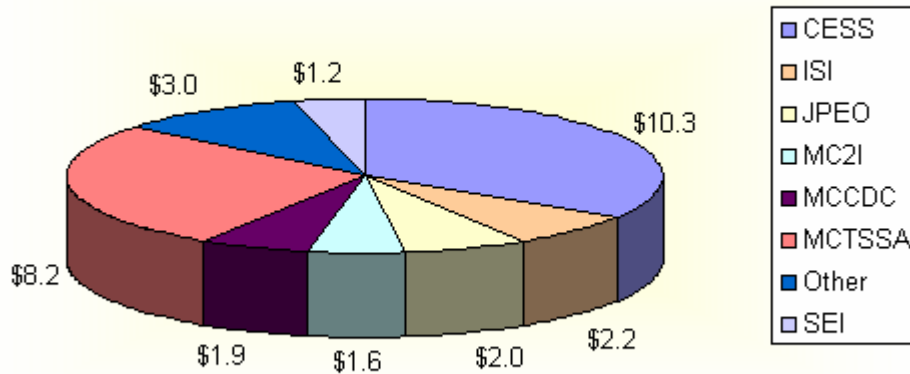
- Skills and Training of the work force are more critical in ES Domain
- Joint requirements support is an emerging capabilities set
- CINS and MC2I will likely experience some Program Growth
- NMCI will continue to dominate ISI program Requirements
- PM Qualifications are more Critical in ES Domain than Others
- Most frequent “qualifications” inflation occurs in this Domain



CEOss SE Domain

Business Volume

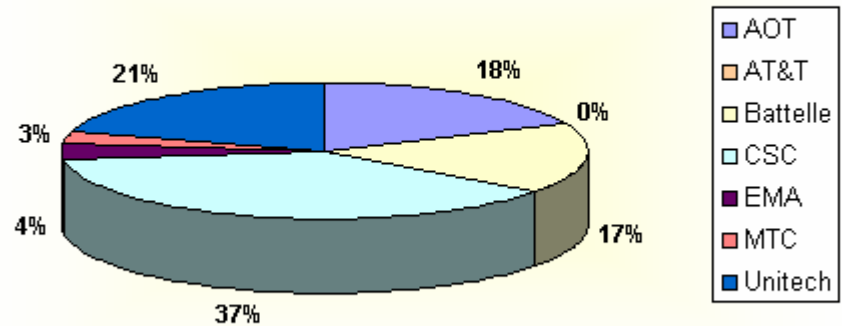
SE Spending (\$M)



- \$30.3M Invested in FY06
- 19 Task Orders Issued
- MCTSSA / MCCDC – Emerging
- Differentiated by Technical Scores

- Balanced Levels of Competition
- Disparate Performance Indices
- Pricing is becoming a Discriminator
- Labor undergoes Moderate Scrutiny
- Substantial Continuing Investment

SE Vendors (% Revenue)





SE Requirements

Historical Priorities

SE&I	Renewal: Assessments Team Support	EMA	\$684,556	9/29/2005
MCTSSA	Tactical Support to the Operating Forces	CSC	\$8,284,798	10/27/2005
JPEO CBD	JPEO Information Systems Engineering & Analysis	Battelle	\$2,589,112	10/31/2005
PG10 - ISI	Renewal: Paperless Acquisition Initiatives FY05	Unitech	\$2,119,713	11/1/2005
SE&I	JOINT BATTLE MANAGEMENT COMMAND AND CONTROL	Unitech	\$471,253	11/18/2005
MC2I	Renewal: BCT Family of Systems	CSC	\$935,804	12/2/2005
MEFFV	Renewal: MEFFV Program Support	CSC	\$857,803	12/6/2005
MCCDC	MAGTF C2 CDD	CSC	\$681,108	12/7/2005
Activity	Counter IED Engineering & Analytical Support	AOT	\$542,000	12/8/2005
MCCDC	MAGTF C2 Occupational Study	Unitech	\$373,768	12/8/2005
CESS	Specialty Engineering Support for NBCD	AOT	\$4,938,115	12/13/2005
CESS	Automatic Test System Support	MTC	\$844,040	12/21/2005
AC_PROG	Renewal: Safety Office Annual Support	AOT	\$1,062,567	1/5/2006
CESS	PM Individual Combat Equipment Annual Support	Battelle	\$2,919,870	1/25/2006
MCCDC	CDD JCIDS Business Process	Unitech	\$361,771	2/23/2006
CESS	Expeditionary Biological Detection - ATD	CSC	\$621,226	2/23/2006
Activity	Renewal: College of Continuing Education Support	Unitech	\$1,787,944	3/8/2006
MCCDC	Renewal: Tier II UAV Requirements Definition	EMA	\$445,952	3/9/2006
CESS	Autonomic Logistics & Electronic Maintenance Support System	Unitech	\$955,408	3/14/2006

Priorities

- Unique Engineering
- IT Requirements
- JCIDS Requirements
- Trade Studies
- Alternatives Analysis
- Specialized Product Studies
- Combat Effectiveness
- Unique Training / Education



SE Performance

General Comments

Performance Findings

- 21 FY06 TOs / 90 Total TOs
- Ave. winning score for SE competition: 97 / Blue
- FY05 – 97.5 / Blue
- 4 Firms control ~90% of work effort within SE to date
- *Least* cost restrictive of all CEOss domains
- Significant Opportunity for New Work Requirements
- SB prime revenue accounts for ~20% of SE total volume

ACSS Feedback

- Companies need to *educate* PG sponsors as to the range of services available in the domain
- Potential in JCIDS, IT Services, Intel and Related Commodity Areas
- Some Opportunity for External MCSC Expansion
- Rates and Labor are Closely Scrutinized against Requirements
- Most Aggressive Discounting occurs in this Domain
- Substantial “Strategic” Teaming Relationships Forming



Enterprise Procurement Portal (eP²) Screen Shots



Public View – Access Screen



USMC ACSS Enterprise Procurement Portal - Microsoft Internet Explorer provided by Navy Marine Corp Intranet


File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media


Address <https://www.ep2.msc.usmc.mil/logout> Go Links Acquisition Community ACSS eP2 ACSS Web Site

eP² PKI-enabled Login

WELCOME

 Acquisition Center for Support Services
Enterprise Procurement Portal

PKI has been activated ...




Appian Procurement



Customer View - Initiation





Acquisition Center for Support Services
Enterprise Procurement Portal

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Home

HOME

INITIATE

SEARCH

Click on a task order title below to view details and pending actions

NEWLY INITIATED TASK ORDERS

TRCK #	Description
No new task orders	

ACTIVE TASK ORDERS

TRCK #	Status	Title
No active task orders		

AWARDED TASK ORDERS

TO #	Winner	Status	Title
0002	TITAN	Awarded	MAGTF C4ISR Acquis...
0006	NGIT	Awarded	MAFGTF C4ISR Project Group E
0001	OSEC	Awarded	DACT Fielding Support

MCSC Customers
initiate and track task
order requests through
the eP²

USMC ACSS Enterprise Procurement Portal - Microsoft Internet Explorer

Initiate Task Order

Please enter a title for the new task order:

Select the estimated amount of available funding:

\$0 - \$25k \$250k - \$1M
 \$25k - \$100k \$1M - \$3M
 \$100k - \$250k > \$3M

Point of Contact (Name, e-mail/telephone #):

Enter a brief description of the task order requirements (1000 char limit).

You may upload additional supporting documents after initiating the request.

This effort supports accelerated fielding of the Improved Gonculator to I and II MEF units. Revised ORD is uploaded as a separate attachments

Click "Submit" to continue, or "Cancel" to abort.

Powered by Appian



ACSS View – Top Level



Acquisition Center for Support Services
Enterprise Procurement Portal

USER CERTIFICATE INFORMATION

CN=HOYLAND.MARK.A.1086914286, OU=USMC,
O=U.S. Government, C=US [View](#) [Update](#)

ACSS tracks the progress of Task Orders through each phase to Award

Home

- HOME
- SCHEDULE
- SEARCH
- INITIATE
- ADMIN
- ARCHIVE

NEW TASK ORDERS

TRCK # Description

No new task orders

ACTIVE TASK ORDERS

TRCK #	Status	Title	Domain	PGD	Init Date	DIQ
1686	Evaluation	Joint Safety Review Process	BA	OA	2006-03-16	17
1691	Evaluation	MCCDC JC2 JCIDS Support	SE	MCCDC	2006-03-14	19

AWARDED TASK ORDERS

TO #	Winner	Status	Title	Domain	PGD	Award Date	Value
0013	UNITECH	Awarded	Autonomic Logistics & Electronic Maintenance Supp	SE	CESS	2006-03-14	\$955,408.00
0011	DCS	Awarded	Renewal: Theater Medical Information Program - Mar	ES	ISI	2006-04-06	\$648,325.00
0002	CRC	Awarded	Renewal: Optics and Non-Lethal Weapons Support	ALA	MVS	2006-03-29	\$4,644,007.00
0014	UNITECH	Awarded	EMSS JCIDS Process	SE	MCCDC	2006-03-22	\$695,895.00
0010	DCS	Awarded	Engineering Support for MVS Optics Programs	ES	MVS	2006-03-22	\$1,512,167.00
0010	AT&T	Awarded	AC&TI Lab Support	SE	ISI	2006-03-24	\$1,286,984.00
01	EDO	Awarded	MAGTF C2 Spiral 0 Log Support	ALA	MC2I	2006-03-29	\$482,786.00
0024	BAH	Awarded	APS Market Research	BA	PROG	2006-04-06	\$276,941.00
0017	INS	Awarded	TFSMS PO Support	ALA	ISI	2006-04-06	\$757,324.00
0009	EMA	Awarded	MCCDC Explosive Hazards Branch JCIDS Support	SE	MCCDC	2006-04-07	\$345,533.00

[Show All Task Orders](#)

TASK ORDER RENEWAL PROCESS

	Domain	PGD
Information Assurance Support	ES	SE&I
Tactical Communications Supplemental Support	ALA	CINS

Awarded Task Orders retain the "history" of the process for Future Use



New Task View – Pre-Award



Task Order Detail: [1686] Joint Safety Review Process

STATUS

1. INITIATED 2. ACCEPTED 3. IGCE/DRFT SOW 4. DRFT RFQ/Q&A 5. RFQ/PROPOSALS 6. EVALUATION 7. AWARD

INFORMATION

PGD: Point of Contact, Estimate: \$100,000 - \$

OA: Scott Rideout, scott.rideout@usmc.mil/432-4978

DOCUMENTS & FORMS

DEL	Title	Version	Date Added	User		DEL
<input type="checkbox"/>	Draft SOW	1	2006-03-16 15:27	Bergman, A.	Chopped by PM	<input type="checkbox"/>
<input type="checkbox"/>	SF1449 - DRFQ	1	2006-03-16 15:28	Bergman, A.		<input type="checkbox"/>
<input type="checkbox"/>	Final SOW	1	2006-03-23 16:21	taylor, I.	Proposals Due 30 March	<input type="checkbox"/>
<input type="checkbox"/>	SF1449 - FRFQ	1	2006-03-23 16:21	taylor, I.		<input type="checkbox"/>
<input type="checkbox"/>	Kalman Proposal	1	2006-03-30 14:58	Kalman, E.		<input type="checkbox"/>
<input type="checkbox"/>	Kalman Proposal	1	2006-03-30 14:59	Kalman, E.	Excel Cost Supplemental file	<input type="checkbox"/>
<input type="checkbox"/>	RCI Proposal					<input type="checkbox"/>
<input type="checkbox"/>	MCR FED Prop					<input type="checkbox"/>
<input type="checkbox"/>	BAH Proposal					<input type="checkbox"/>
<input type="checkbox"/>	BAH Proposal					<input type="checkbox"/>
<input type="checkbox"/>	RCI Proposal					<input type="checkbox"/>

PENDING ACTIONS

Status	Action	Description
Pending	EVALUATE VENDORS	Open vendor proposal evaluation worksheet.
Available	UPLOAD ATTACHMENT	Upload additional supporting documents.
Pending	AWARD TASKORDER	Select winner of Task Order competition.

Workflow features allow tracking of task order progress over time

Document management module handles versioning of task order-related documents and forms



New Task View – Evaluation



USMC ACSS Enterprise Procurement Portal - Microsoft Internet Explorer provided by Navy Marine Corp Intranet

Offer or Evaluation Summary

Click on company name to display evaluation form for offeror.

Offeror	Labor Price	Travel	ODCs	Total	Score	Risk
Redacted	\$562,032	\$5,357	\$0	\$567,389	92	Moderate
Redacted	\$531,449	\$5,357	\$0	\$536,806	93	Moderate
Redacted	\$531,449	\$5,357	\$0	\$536,806	94	Moderate
Redacted	\$535,719	\$5,357	\$0	\$541,076	96	Moderate

Consensus Inputs are Captured for Each Offeror

Offer or Evaluation Worksheet: Redacted

Weight	Criteria	Workups	Results		
			Weak	Adequate	Strong
0.5	Technical and Business	60	0%	57%	43%
	Technical Approach	Strong	96		
	Business Strategy	Strong			
0.4	Staffing and Management	36			
	Quality of Personnel	Adequate			
	Use of Labor	Adequate			
	Price Reasonableness	Adequate			
0.1	Past Performance	10			
	Analogous Work Experience	Strong			
	Customer Satisfaction	Adequate			

Labor 535719.0
Travel/ODC's 5357.0
Total Price \$541076

SAVE



Post Award View – Top Level



Acquisition Center for Support Services
Enterprise Procurement Portal

USER CERTIFICATE INFORMATION

CN=HOYLAND.MARK.A.1086914286, OU=USMC, OU=PKI, OU=DoD,
O=U.S. Government, C=US [View](#) [Update](#)

[LOGOUT](#) [ACSS HOME](#) [HELP](#)

Hoyland, Mark

Task Order Detail: [0010] Tier II TUAS Fleet Support Strategy

TO history, modifications,
supporting documents

Domain	PGD	Award Date	Value	Additional Details
ES	MC2I	2005-09-28	\$720,624.00	View/Modify

- SCHEDULE
- SEARCH
- INITIATE
- ADMIN
- ARCHIVE
- CASES

DOCUMENTS & ATTACHMENTS							
DEL	Title	Version	Date Added	User	Comments	Activity	
<input type="checkbox"/>	SF1449 - DRFQ	1	2005-09-12 15:57	Hoyland, M.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	Draft SOW	1	2005-09-12 15:59	Hoyland, M.	PO Chopped - IGCE \$399,494	<input type="checkbox"/> DEL	
<input type="checkbox"/>	SF1449 - FRFQ	1	2005-09-19 15:02	Bergman, A.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	Final SOW	1	2005-09-19 15:06	Bergman, A.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	OSEC Proposal	1	2005-09-26 15:45	Norris, J.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	Assessment Results	1	2005-09-28 08:16	Bergman, A.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	Award SOW	1	2005-09-28 12:40	Mi, M.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	SF1449 - AWARD	1	2005-09-28 12:43	Mi, M.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	Signed SF1449	1	2005-09-28 16:01	Mi, M.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	SF30 - MODIFICATION	1	2006-02-03 11:08	Mi, M.	Provide Additional Funding. Reasons: 1.Funding Action	<input type="checkbox"/> DEL	
<input type="checkbox"/>	SF30 - MODIFICATION	2	2006-02-03 11:16	Mi, M.	Incorporate DD254. Reasons: 1.Admin	<input type="checkbox"/> DEL	
<input type="checkbox"/>	Signed SF30	1	2006-02-03 11:17	Mi, M.		<input type="checkbox"/> DEL	
<input type="checkbox"/>	SF30 Attachment	1	2006-04-10 08:07	Myette, J.	Mod 03	<input type="checkbox"/> DEL	
<input type="checkbox"/>	Signed SF30	1	2006-04-10 08:12	Myette, J.	mod 03	<input type="checkbox"/> DEL	
<input type="checkbox"/>	SF30 - MODIFICATION	3	2006-04-10 08:15	Myette, J.	Mod 03. Reasons: 1.Funding Action	<input type="checkbox"/> DEL	



Post Award View – Top Level



RCPS



[Funds Available for Payment](#) [ACRN Details](#) [Invoice Matrix](#) [Invoice Tracking](#) [Invoice Search](#) Total Obligated = \$4,947,115.00

ACRN	Total Obligated Amount	Date Received	FY	RCP Type	APPROP	Actions
CS	\$1,362,338.00	2005-12-14	2006	O&M	176110627A0 250 67854 067443 2D M67854 85406RC6X313	Amend
CW	\$12,000.00	2005-12-01	2005	R&D	97504002601 55Y 5YAP 50604384BPO 25GY 12YA15 MIPR6B5IPAG081 YA0412	Amend
CY	\$802,607.90	2006-02-10	2006	PMC	9760300 2601 65Y 5YAP 30670000000 25GY 12YA22 MIPR6E6IPAG009 YA2212 S44008	Amend
CZ	\$1,116,510.08	2006-02-15	2006	PMC	9760400 2601 65Y 5YDC 50604384BPO 25GY 12YD10 MIPR6E6IPAG027 YD1012	Amend
DA	\$550,700.00	2005-11-10	2005	R&D	215 2040 0000 5Y 5Y12 65460920000 25GY 5UGF11 9DD552 MIPR6D17DGM043 MDEP RG04 S19130	Amend

[Show additional rcp rows](#)

INVOICES



Invoice #	Status	Date Added	Invoice Date	Date Paid	Amount	Comments
25910	Certified/Sent to DFAS	2006-03-15	2006-03-03		\$407,154.94	INV25910
18362	Paid	2006-01-19	2006-01-14	2006-02-22	\$400,432.09	INV18362
24020	Paid	2006-02-14	2006-01-31	2006-03-13	\$400,594.28	INV24020

AVAILABLE ACTIONS

Status	Action	Description
Available	<input type="button" value="VIEW HISTORY"/>	View documents and forms history.
Available	<input type="button" value="VENDOR Q&A"/>	View Q&A History.
Available	<input type="button" value="IGCE WIZARD"/>	View IGCE History.
Available	<input type="button" value="UPLOAD ATTACHMENT"/>	Upload additional supporting documents.
Available	<input type="button" value="MODIFY TASK ORDER"/>	Modify or renew task order using SF30.
Available	<input type="button" value="DD350"/>	Upload DD350.
Available	<input type="button" value="UPLOAD SIGNED SF30"/>	Upload Signed SF30.
Available	<input type="button" value="UPLOAD FUNDING DOC"/>	Upload funding document.

Funds management, invoicing module, and post award screens



Vendor View – Top Level



Acquisition Center for Support Services
Enterprise Procurement Portal

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Poulos, Anne

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ACTIVE TASK ORDERS: ELIGIBLE AS PRIME

TRCK #	Status	Title	Bid?	Domain	PGD	Init Date
1001	Final RFQ Posted, Submit Proposals Now	Annual Support for Engineer and Motor Transport Eg	Yes	ALA	IWS	2002-07-24
1041	Task Order Awarded	Flash Hiders for Weapons < .50 Caliber	No	ALA	PG123	2002-07-28

ACTIVE TASK ORDERS: NOT ELIGIBLE AS PRIME

TRCK #	Status	Title	Domain	PGD	Init Date
1005	Draft RFQ/Q&A	Environmental Assessment for Tier 2 Engine Replace	SE	IWS	2002-07-24

AWARDED TASK ORDERS: ABC SELECTED AS WINNER

TO #	Status	Title	Winner	Domain	PGD	Award Date	Value
0002	Awarded	Logistics Assessment of Night Operations Capability	ABC	ALA	PG123	2002-07-29	\$501,000
0001	Awarded	Night Vision Devices Investigation	ABC	SE	PG123	2002-07-28	\$152,000

AWARDED TASK ORDERS: NOT SELECTED AS WINNER

TO #	Winner	Status	Title	Domain	PGD	Award Date	Value
0001	MCR	Closed Out	Requirement and Cost Analyses for hand-held portable devices	BA	IWS	2002-07-24	\$124,409
0003	VRE	Awarded	Life Cycle Cost Analyses for Intel System Upgrades	BA	BM&ADS	2002-07-25	\$123,456

Vendors are notified by e-mail and on their eP² home page of new task order opportunities



ACSS Performance



CEOSS Performance Metrics



802 Metrics / BSC

CEOSS FY06 Performance Report			
April 11, 2006			
FY06 Amount Awarded to Date:			\$155,400,199
FY06 Cost Reduction to Date:			\$16,699,398
Domain Task Orders to Date:			
ALA - 33	} <i>award value</i>		\$60,657,089
BA - 7			\$7,516,025
ES - 25			\$55,322,674
SE - 21			\$31,904,411
Total TO's for FY06:			86
Ave. Percent of Competition:			62%
Ave. Days in Queue:			16
FY06 Vendor Performance Scores:			92
ALA - 91	} <i>Award / Renewal Scores</i>		
BA - 93			
ES - 92			
SE - 93			
FY06 Wtd. Ave. Hourly Rate:			\$81.74
ALA - \$73.59	} <i>discounts</i>	0.07	
BA - \$93.38		0.06	9%
ES - \$85.97		0.08	
SE - \$87.15		0.13	
FY06 SB Prime Award Volume:			\$47,444,733
Ave. CEOss Cost per Task:			\$1,647
Total Staff Hours per Task Order:			30.6
Customer Information to Date			
Office	Invest	Reduction	FY06 TO's
AFSS	\$9,514,079	\$660,921	6
JPEO CB	\$2,469,743	\$930,257	2
MC2I	\$25,302,254	\$1,597,746	17
CESS	\$23,297,357	\$3,502,643	10
GTES	\$17,324,929	\$1,825,071	5
ISI	\$14,525,921	\$1,974,079	8
IWS	\$14,543,018	\$2,215,974	6
CINS	\$19,132,844	\$1,757,761	3
MCTSSA	\$8,146,594	\$353,406	1
Other	\$7,053,574	\$436,426	11
PROG	\$595,006	\$104,994	2
SEI	\$6,473,715	\$411,285	8
TRASYS	\$4,286,299	\$713,701	1
MCCDC	\$2,734,866	\$215,134	6

DOD Memo 10/29 – USN Memo 12/20

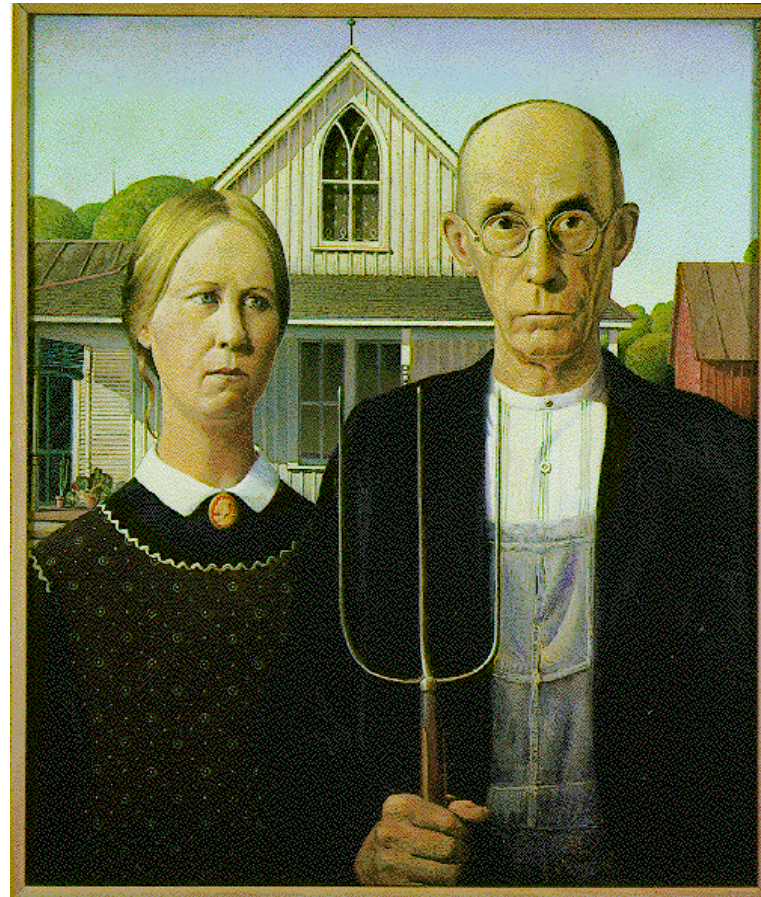
- ✓ Non-DoD Contracts in Best Interests
- ✓ Tasks are within Scope of the Contract
- ✓ Funding applied per Appropriation Rules
- ✓ Identify unique Terms and Conditions
- ✓ Data collection and analysis

CEOSS Operations / Efficiencies

- ✓ 372 Task Orders since Aug, 2002
- ✓ Ave. 16 days in Queue (Internal)
- ✓ Ave. 62% TO Response Rates (Customer)
- ✓ Ave. 9% Cost Reduction (Financial)
- ✓ Ave. <.0025% Interest Penalties (Financial)
- ✓ Ave. 99% Award Term Renewals (Customer)
- ✓ Ave. 99% eP² System A_o (Internal)



ACSS Principals



PCO, ACSS
Anita Norris
432-3773

anita.norris@usmc.mil

<http://www.marcorsyscom.usmc.mil/sites/acss/default.asp>

Director, ACSS
Mark Hoyland
432-3781


mark.hoyland@usmc.mil



ACSS Web Site



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Document	Date Posted
Recent Briefings/Information	
FY06 Vendor Workshop Brief	06.08.05
FY06 Vendor Q & A	06.08.05
Federal Business Opportunity - Request for Information (RFI)	05.25.05
FY06 Open Season Planning Guidance	04.21.05
FY05 CEOss Midterm Brief	02.15.05
CEOss Policy	
Contingency Operations Planning Documentation Deployment Responsibilities Checklist Task Order Contingency Clause/Allowable Costs	01.14.03 updated 01.28.04
Handbooks and User Guides	
CEOss Handbook Version 5	01.10.05
eP² Customer User Guide	10.08.03
eP² Vendor User Guide	10.08.03
Contractor Access Request (CAR) Form (.pdf file)	updated 08.24.04
Archives	
Frequently Asked Questions	01.01.05
FY05 CEOss Information Briefing	01.01.05
FY05 New Teaming Relationships	08.24.04



Questions

