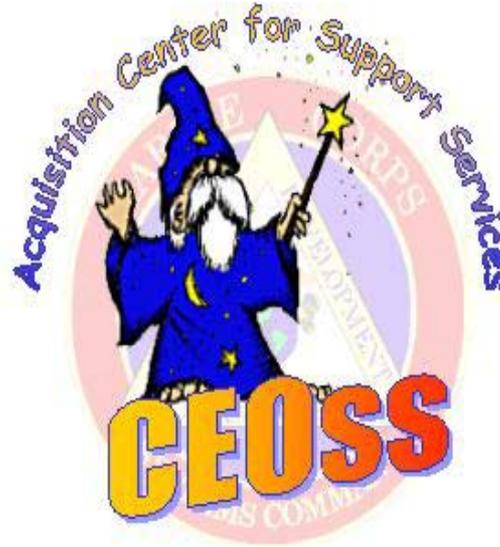


COMMERCIAL ENTERPRISE OMNIBUS

Support Services



FY2010 – CEOss Workshop

Patricia Mitchell, Director, PMP
Pamela Gulick, Senior Analyst, PMP
Acquisition Center for Support Services



CEOss and ACSS



CEOss vs. ACSS

- Commercial Enterprise Omnibus Support Services (CEOss) – business model
- Acquisition Center for Support Services (ACSS) – organization responsible for CEOss operation



Acquisition Center for Support Services (ACSS)



- Develop, manage and execute a comprehensive Advisory & Assistance Services (A&AS) program for MCSC
- Central point for the consolidation and competitive negotiation of support services requirements
- Principal interface with professional services sector



ACSS Staff



ACSS POC	Role	Phone	Email
Patty Mitchell	Director	432.3787	patricia.a.mitchell@usmc.mil
Vicki Whiteman/George Herndon	Lead PCO	432.3773	vicki.whiteman@usmc.mil george.herndon@usmc.mil
Pam Gulick	Lead Program Analyst (ALA and BA Domain)	432.3023	pamela.gulick@usmc.mil
Sherri Payne	Program Analyst	432.3962	sherri.payne@usmc.mil
Judith Grant	Program Analyst (SE and ES Domain)	432.3784	judith.grant@usmc.mil
Kristin Gomez	Program Analyst (BA Domain)	432.3793	kristin.gomez@usmc.mil
Julian Boggan	Contract Specialist (BA)	432.3781	julian.boggan@usmc.mil
Cynthia Washington	Contract Specialist (ALA)	432.3817	cynthia.l.washington@usmc.mil
David Riley	Contract Specialist (ES)	432.3805	david.riley@usmc.mil
Crystal Caputo	Contract Specialist (SE)	432.3808	crystal.caputo@usmc.mil
Karla Logothety	Budget Analyst	432.4040	karla.logothety@usmc.mil



CEOss Business Model

- Primary medium for acquiring advisory & assistance services at MCSC
 - MCSC Command Policy Letter directs use of CEOss
 - External Customers accepted on case-by-case basis
- ACSS manages and facilitates process; no fees
- >\$500M annual services acquired via CEOss
- ~1300 customers; 30 prime vendors and over 300 participating subcontractors



Underlying Principles

- Advisory and Assistance Services
- GSA Schedule Foundation
- Performance-Based Services Acquisition
- Non-Personal Services
- Competitive Process

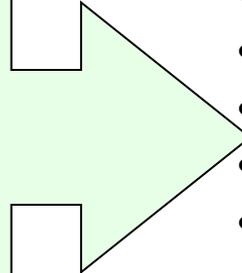


Advisory & Assistance Services

FAR Part 37



- **Support or Improve:**
 - **Organizational Policy Development**
 - **Decision-Making**
 - **Management and Administration**
 - **Program/Project Management and Administration**
 - **R&D activities**
 - **Federal management processes or procedures**



- Information
- Advice
- Opinions
- Alternatives
- Analyses
- Evaluations
- Recommendations
- Training
- Day-to-day aid of support personnel



- **Excludes:**
 - Routine IT services
 - Architectural and Engineering Services (Brooks Act)
 - Research on theoretical mathematics and basic research (medical, biological, physical, social, psychological or other phenomena)





GSA Schedule

- Rates already determined to be fair and reasonable at a national level
 - Saves ACSS from entering into rate negotiations
- Required in order to Prime in CEOss
 - “Qualifying Schedule”
- Not required for subcontractors
- To become a GSA Schedule contractor, a vendor must first submit an offer in response to the applicable GSA Schedule solicitation
- Process is time-consuming; start early!
- Visit GSA website for more information
<http://www.gsa.gov>



Performance Based Services Acquisition (PBSA)



To be considered performance-based, an acquisition should contain, at a minimum, the following elements:

- Performance work statement
- Measurable performance standards
- Remedies
- Performance Assessment Plan



Non-Personal Services Contracts

- CEOss Task Orders are for ***Non-Personal Services*** IAW FAR Part 37

“Nonpersonal services contract” means a contract under which the personnel rendering the services are not subject, either by the contract’s terms or by the manner of its administration, to the supervision and control usually prevailing in relationships between the Government and its employees.

- Contractors should not be performing *Inherently Governmental* functions
 - See FAR SubPart 7.5
- Contractors should not represent themselves as Government Employees, either explicitly or implicitly



Competitive Process



- GSA Schedules
- Blanket Purchase Agreements (BPAs)
- Task orders





CEOss Domain Structure





Domain Structure/Placement

- Task orders competed among primes in the domain that best fits SOW requirements
- Available skillsets and sufficient competition
- Historical Precedence
- Based on preponderance of SOW work content and alignment with domain functional activities; may include cross domain requirements



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



Engineering & Scientific (ES)



Strategic planning for technology programs	Concept development / requirements analysis
Technical studies and analysis	Combat systems engineering assessments
Technology assessments	Documentation / Reports / Plans
Risk analysis and recommendations	IPT support and PGD advisory assistance
Safety and environmental analysis	Commodity-specific engineering support
Logistics engineering assessments	Modeling and simulation support
Specification development	Test and evaluation support
Acquisition engineering (e.g., reviews / audits / DoD 5000 compliance)	Independent engineering assessments
Process assessments	Integration of systems / subsystems
Design trades and cost benefit analysis	Life cycle support analysis
Training and human factors support	Other systems engineering activities





Specialty Engineering (SE)



Specialized Information Technology services and software development	Emerging technology assessments and specialized engineering
Specialized Technical studies and analysis	Combat systems engineering assessments
Technology assessments	Documentation / Reports / Plans
Risk analysis and recommendations	IPT support and PGD advisory assistance
Safety and environmental analysis	Commodity-specific engineering support
Logistics engineering assessments	Modeling and simulation support
Specification development	Test and evaluation support
Laboratory testing and analysis	Independent engineering assessments
Process assessments	Integration of systems / subsystems
Design trades and cost benefit analysis	Other specialty engineering services





Business & Analytical (BA)



CRITICAL THINKING.
SOLUTIONS DELIVERED.

Program management support	Analytical support for MCSC programs
Business / technical studies and analysis	Procurement planning and support
Complex business assessments	Documentation / Reports / Plans
Risk analysis and recommendations	IPT support and PGD advisory assistance
Design trades and cost benefit analysis	Life cycle support analysis
Training services and course development	Modeling and simulation support
Financial and cost analysis	Audit services
Business management improvement	Consulting services
On-site instruction and facilitator services	Other business and analytical services

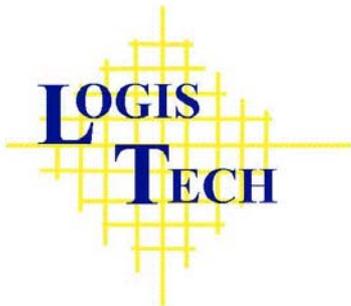




Acquisition, Logistics & Administrative (ALA)



Program management support	Analytical support for MCSC programs
Business / technical studies and analysis	Procurement planning and support
Complex business assessments	Documentation / Reports / Plans
Risk analysis and recommendations	IPT support and PGD advisory assistance
Logistics trades and cost benefit analysis	Life cycle support analysis
Training services and course development	Modeling and simulation support
General administrative support	Acquisition logistics
Distribution and transportation analysis	Logistics training
Supply chain management	Business management and improvement





CEOss BPA Structure



CEOss BPA

- One BPA per Prime Vendor; competitively awarded
- 10 Year Term; renewed annually
- Relies on qualifying GSA Schedule
- Agency-specific provisions and clauses
- Serves as ordering vehicle; individual task orders issued competitively to selected BPA holder



General BPA Structure

- GSA Schedule
- Administrative Data
- Authority
- Description of Requirement
- Statement of Work
- Security Requirements
- Electronic Interface
- Orders
- **Subcontracting and Teaming Relationships**
- Labor Categories and Accompanying Rates

COMMERCIAL ENTERPRISE OMNIBUS SUPPORT SERVICES (CEOSS)
 BLANKET PURCHASE AGREEMENT (BPA) for the
 BA DOMAIN

Pursuant to the General Services Administration (GSA) Federal Supply Schedule (FSS) complete the table with information pertinent to your schedule.

FSS Schedule Number	Title

A Blanket Purchase Agreement (BPA) is hereby established (pursuant to your FSS contract), between _____ and Marine Corps Systems Command (MCSO) under the terms and conditions of GSA Contract Number _____ and the BPA Number _____.

The Contractor is required to notify the ACSS PCO of any change made by GSA to the applicable schedule and shall resubmit the updated schedule within 10 days of receipt of the modification.

ADMINISTRATIVE DATA

Primary Point of Contact: _____

(Complete Name, Title, Corporate Address)

(Electronic mail address and phone number)

Alternate Point of Contact: _____

Remit to Address: _____



General BPA Structure

- Rights/Guarantees
- Invoicing/Billing Procedures/Task Order Closeout
- BPA Cancellation
- **Organizational Conflicts of Interest and Non-Disclosure Agreements**
- **Performance Monitoring**
- **Competition Requirements**
- Accounting and Appropriation Data
- Expiration Date
- Renewal Options



General BPA Structure

- Government Furnished Property/Information
- Post Award Conference
- Contractor Web Site
- Contractor's Proposal Incorporated by Reference
- Annual BPA Holder Assessment (Open Season)
- Attire
- Insurance
- BPA Clauses



Subcontracting & Teaming Relationships



- Traditional Prime Contractor-Subcontractor Arrangement
- All proposal submissions must come under Prime Contractor's qualifying schedule
- Prime is responsible for performance
- Prime is responsible for compliance with CEOss operating procedures
- Only Prime has privity of contractual arrangement



Subcontracting & Teaming Relationships



- Primes within the same domain **MAY NOT** team
- No limit to the number of team members on any individual team
- You may be a subcontractor/team member on multiple teams within and across domains
- Ability to add SDVOSB/HubZone/VOSB throughout year; other team adjustments only during open season
- No second-tier subcontractors
- Use of non-team **DISCOURAGED**
 - limited to 5% of the total labor charges
 - requires prior approval



Subcontracting & Teaming Relationships



Subcontracting / Teaming Arrangements		
If...	Then...	And...
Two Contractors have GSA Schedules	You can have a Contractor Team Arrangement.	One Prime Contractor will be designated as the Contractor Team Leader (Prime BPA holder).
A team member has a GSA Schedule	The Prime Contractor can propose the team member using the team member's GSA rates OR the Prime Contractor can map the team member into its own GSA rates.	May not add additional fee to the team member's rates above the Prime's schedule rates. Any discount passed to the Prime by the team member can be retained by the Prime or passed in whole or in part to the Government.
A team member doesn't have a GSA Schedule	The Prime Contractor can map the Subcontractor into its own GSA rates OR The Prime Contractor can propose the Subcontractor as an ODC (subject to PCO approval <u>prior</u> to proposing).	Follow the procedures outlined above
All Non-team members	The Prime Contractor must propose the Subcontractor as an ODC (subject to PCO approval <u>prior</u> to proposing).	Non-team member labor may be burdened only with General & Administrative (G&A) charges.



Subcontracting & Teaming Relationships

- Wholly-owned subsidiaries will be treated as separate companies, but may not hold primes in the same domain as their sister/parent company;
- Must have separate:
 - Management Structures
 - GSA schedules
 - Accounting and Financial systems
 - CCR
 - D&B Numbers



Organizational Conflicts of Interest and Non-Disclosure Agreements

- Vendor is expected to raise OCI concern/potential when it arises
- Limitation on Future Contracting Clause is included in all CEOss task orders
- Contractor required to maintain Non-Disclosure Agreements for all employees
- McCain-Levin Act may require declaration as either Services OR Supplies provider to mitigate the chances of an OCI occurring



Performance Monitoring

- Performance Monitoring includes
 - Conformance to contract requirements/QASP
 - Adherence to schedules
 - Contractor's history of reasonable and cooperative behavior
- Quality Assurance Surveillance Plan (QASP) associated with individual task order; Satisfactory performance IAW QASP must be documented to initiate renewal options
- Task order performance monitoring/assessment also supports past performance evaluation for future work (e.g. CPARS >\$1M)
- BPA performance monitoring is done via a composite performance index score; serves as means to caution/remove under-performing firms

$$\mathbf{P/Index = [\% Revenue + (Bid \% + Avg. Score)] - (LOC)}$$



Competition Requirements

- FAR requires competition
 - DFARS 208.405-70 *“and the contracting officer receives offers from **at least three contractors** that can fulfill the requirements”*
- **50% benchmark** for Large Businesses; **25% benchmark** for Small Businesses*
- Withdrawal from bidding for any reason (including OCI) is considered a “no bid” for bid rate calculations

*Small Business: **SE, ES, ALA** – NAICS 541330 (annual revenue is less than \$27M under the “military services” or “military weapons systems”); **BA** – NAICS 541611 (annual revenue is less than \$7M)



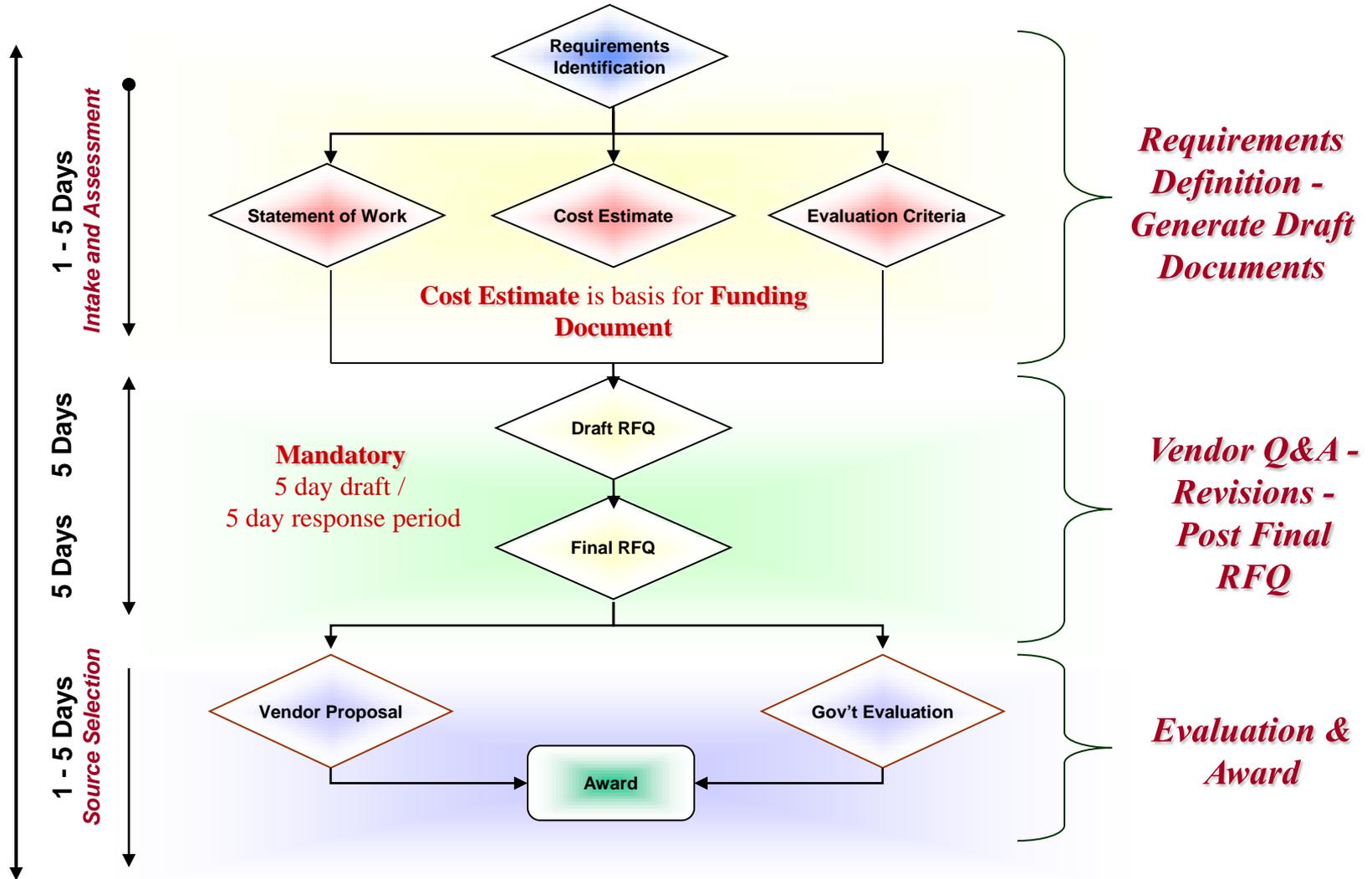
CEOss Task Order

- Labor is FFP; Travel/ODC is Cost Reimbursement
- Base plus 2 options
- Competitive award of Base; Options awarded based on satisfactory performance
- 20 Day Timeline (Intake – Award)
- Highly standardized process; facilitated by use of e-commerce portal “eP2”

CEOss Customer Process Model

Expedited Award Process

Target Timeline <20 Days





CEOss RFQ Structure



General RFQ Structure

- Section 2 – General RFQ provisions
- Section 3 - SOW



General RFQ Structure



Section Two – General RFQ Provisions

- Packaging and Marking
- Inspection and Acceptance
- Contracting Officer’s Representative
- Invoices
- Delivery Destination
- Accounting and Appropriation Data
- Government Furnished Property Requirements
- Facilities Requirements
- Period of Performance
- **Proposal Instructions**
- Contractor Support Public Trust Determinations
- **RFQ Evaluation Criteria**
- **Independent Government Cost Estimates (IGCEs)**

SECTION TWO

PACKAGING AND MARKING: All items shall be prepared and marked for shipment using best commercial practices.

INSPECTION AND ACCEPTANCE: All deliveries shall be inspected and accepted at point of destination.

PROJECT OFFICER: The Project Officer (e.g., sponsor) for this order is:
Project Officer (703) 432-4000
ProjectOfficer@umc.mil

Inspection and Acceptance of contract deliverables is the responsibility of the project officer, or their duly authorized representative(s). Moreover, the Project Officer serves in a supporting role to the Contracting Officer, providing advice and expertise on technical issues (e.g., COTR). However, only the Contracting Officer has authority to authorize deviations from the terms and conditions of this contract, including deviations from specification requirements and approval of QDCs, or related changes not previously identified in the Contractor's proposal. In the event the Contractor does deviate without written approval of the Contracting Officer, such deviation shall be at the risk of, and all costs relating thereto shall be borne by the Contractor.

INVOICES:
 In compliance with DFARS 252.232-7003, "Electronic Submission of Payment Requests (March 2007)", the United States Marine Corps (USMC) utilizes WAWAF-RA to electronically process vendor requests for payment. The Contractor shall be required to utilize this system when processing invoices and receiving reports under this contract, unless the provisions of DFARS 252.232-7003(c) apply. The Contractor shall (i) register to use WAWAF-RA at <http://biz.sistemas.mil>, and (ii) ensure an "electronic business" Point of Contact is designated in the Central Contractor Registration at <http://www.ccr.gov>, within ten (10) days after award of this contract. The USMC WAWAF-RA point of contact for this contract is Ms In Gomez and can be reached on 703-432-3793.

Additionally, upload a copy of your invoice into eP2 using the embedded feature, then send email notification of your invoice postings to ids.in.gomez.ct@umc.mil. To ensure prompt payment and resolution of anomalies, ACSS uses a central billing model that requires the Project Officer (e.g., sponsor) to review and verify invoice charges within 45hrs. of posting. ACSS staff coordinates this action and utilizes/certifies the approved charges using WAWAF. In this capacity, ACSS technical sponsors serve as the authorizing officials (e.g., Contracting Officer's Representative (COR)) for all CEOSS tasks. Anomaly involving issues (e.g., type of charges, rationale, costs, etc.) must be resolved within 72hrs. of submission, or the invoice will be rejected for cause.

Delivery Information for WAWAF:
 Payment Office: DoDAAC: M67000
 Admin Office: DoDAAC: M67000
 Service Account: DoDAAC: M67000 Extension ACSS

DELIVERY DESTINATION:
 Commander MARCORSECOM
 PO/MSD ATTN: Project Officer
 2000 Laslett St.



Proposal Instructions

Quotation Format. Offerors shall submit a combined business and technical quotation. Proposals shall be prepared using "Arial" or "Times New Roman" 11-point font style on 8½ x 11 inch white paper. Tables and illustrations may use a reduced font style, not less than 8 point. Foldouts are not allowed. Margins shall be one (1) inch on all sides. All material submitted may be single-spaced. Offerors should ensure that each page provides identification of the submitting Offeror in the header or footer. Page count for the proposal shall comply as follows:

Overall Business and Technical	NTE 13-pages
Price Proposal/Payment Schedule	NTE 6-pages
Past Performance	NTE 2-pages
Total Content	NTE 21-pages

Offerors may submit supporting documentation (i.e. resumes, staff matrix, facilities schematics) in addition to the 13 page technical proposal, however, the total combined submission shall not exceed 24 pages.

- 1 offer per prime
- Due NLT 5 days after Final RFQ
- Standardized format
- Posted to eP2
- Pricing includes Labor & Travel/ODC; base period plus options



RFQ Evaluation Criteria Factors



- Technical and Business Capability
- Staffing and Management
- Past Performance
- Price Reasonableness

Weights Determined by Task Order Sponsor



RFQ Evaluation Criteria



Color ratings will be accomplished at the factor level for each offer received; Reflects performance and risk assessment

Color	Rating	Definition
Blue	Excellent	Proposal demonstrates excellent understanding of requirements and approach that significantly exceeds performance or capability standards. Has exceptional strengths that will significantly benefit the Government. Provides a highly-capable team and strong business / technical solution to the cited requirements
Green	Good	Proposal demonstrates good understanding of requirements and approach that exceeds performance or capability standards. Has one or more strengths in their business / technical solution to the cited requirements.
Yellow	Adequate	Proposal demonstrates acceptable understanding of requirements and approach that meets performance or capability standards. Acceptable solution. Few or no strengths.
RED	Weak	Fails to meet performance or capability standards. Provides a less than desirable team and weak business / technical solution to the cited requirements



Independent Government Cost Estimate (IGCE)

Base period	(F) INDEPENDENT GOVERNMENT COST ESTIMATE (IGCE) - Base Period:
	Labor \$0
	Travel/ODCs \$0
	TOTAL \$0
Option periods	(G) INDEPENDENT GOVERNMENT COST ESTIMATE (IGCE) - Option Period 1:
	Labor \$0
	Travel/ODCs \$0
	TOTAL \$0
	(H) INDEPENDENT GOVERNMENT COST ESTIMATE (IGCE) - Option Period 2:
	Labor \$0
	Travel/ODCs \$0
	TOTAL \$0

- Tailored for each task order - based on PM's funding constraints and CEOss Model **NOT based on domain average rates!**
- FTE = 1872 hours
2080 - 120 LV/Sick – 80 holidays
– 8 Company Training
- Proposals may exceed IGCE, without being considered “non-responsive;” evaluation is best value
- Proposals compared to IGCE weighted labor rate and hours for Price Reasonableness evaluation



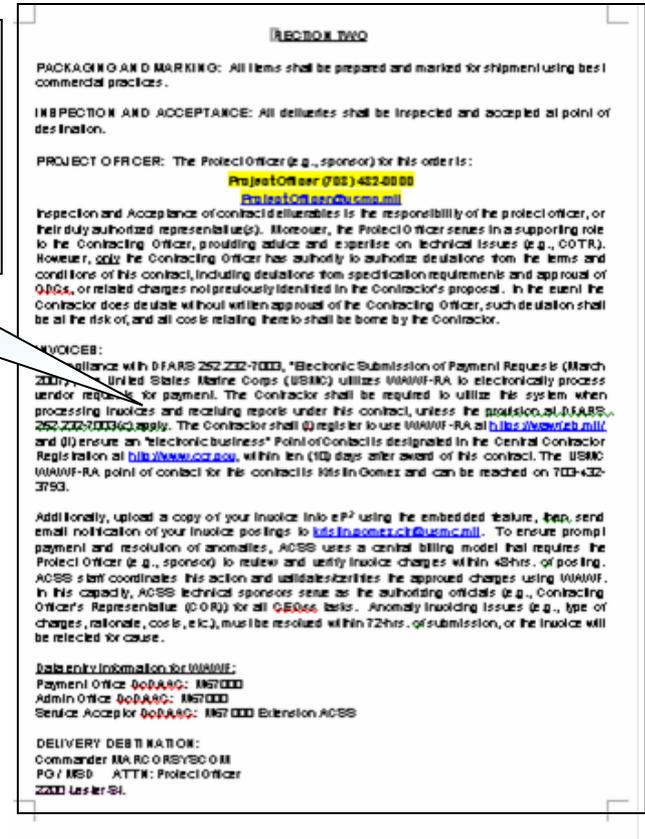
General RFQ Structure

Section Three - SOW



- Scope
- Background
- General Requirements
- Specific Requirements
- Facilities, Travel, and ODCs
- Quality Assurance Surveillance Plan (QASP)
- Performance Requirements Survey (PRS)

Communicate our requirements clearly, concisely, and completely to Contractors





General Requirements



2.0 General Requirements. The Contractor shall provide engineering and analytical support as generally aligned with the percentage effort stipulated:

Activity – Anticipated Percentage	Percentage	Paragraph
• Business and Operational Support	35%	2.1.1
• Technical and Acquisition Support	30%	2.1.2
• Systems Engineering Support	25%	2.1.3
• Management and Administration	10%	2.1.4

Percentage of work associated with task activities

The percentage of work associated with each of these task activities may vary slightly by program precedent and volume throughout the performance period. The Contractor is responsible for providing suitable technical and analytical expertise to support ongoing responsibilities delineated by activity, as well as variances in the scope of activities. The Contractor shall appoint a technical manager to act as both coordinator of task activities and to serve as the overall expert for successful completion of this task initiative. Administrative support shall be provided as required. Standards of performance are delineated at Attachment 1 of this document in the Quality Assurance Surveillance Plan (QASP).



Quality Assurance Surveillance Plan (QASP)



- Attachment 1 of SOW
- Objective Measures of vendor performance
- Supports Renewal Option Exercise
 - >.85 first option exercise
 - >.95 second option exercise
- Surveillance Methods
 - Analysis
 - Demonstration
 - Inspection
- Quality Levels
 - Excellent (>.95)
 - Acceptable (>.85)
 - Poor (<.85)

Attachment 1

QUALITY ASSURANCE SURVEILLANCE PLAN

1. Objective. This Quality Assurance Surveillance Plan (QASP) serves as the principal basis for assessing overall performance quality associated with the MSD SBT task effort. This document will be used by the Government to assess the effectiveness of the Contractor's management and technical services. This QASP provides the methodology by which the Contractor's performance will be monitored to determine compliance with established performance objectives and to establish performance benchmarks that ensure a quantifiable basis for measuring effectiveness. The plan is designed so that surveillance is limited to that which is necessary to verify the Contractor is performing management and technical services satisfactorily and relates directly to performance objectives of the performance objectives delineated in the SOW.

2. Government Surveillance. The MSD Program Management Competency Lead will function as the Technical Representative for this task, and her/his authority will be limited to administering specific technical aspects of the task order. The Technical Representative will not provide direction that is outside the scope of responsibilities delineated under this task order and will defer any conditional interpretations to the CEOss Contracting Officer. The Technical Representative will:

- Maintain a detailed knowledge of the technical requirements of the contract;
- Document Contractor performance in accordance with the QASP;
- Identify and immediately forward notifications of deficient, or non-compliant performance to the Contracting Officer;
- Approve priorities of support, resources, and associated schedules.

3. Surveillance Methods. Surveillance of Contractor performance is the method used by the Government to determine whether the Contractor is effectively and efficiently complying with all terms and conditions of the task order. In addition to statistical analysis, the functional expertise of the Technical Representative plays a critical role in adequately evaluating Contractor performance. The below listed methods of surveillance shall be used in the administration of this QASP and the standards are delineated by WBS element in the Performance Requirements Survey (PRS) table at Enclosure 1:

- Demonstration - A qualification method that is carried out by operation and relies on observable functional operation. It does not require the use of instrumentation or special test equipment;

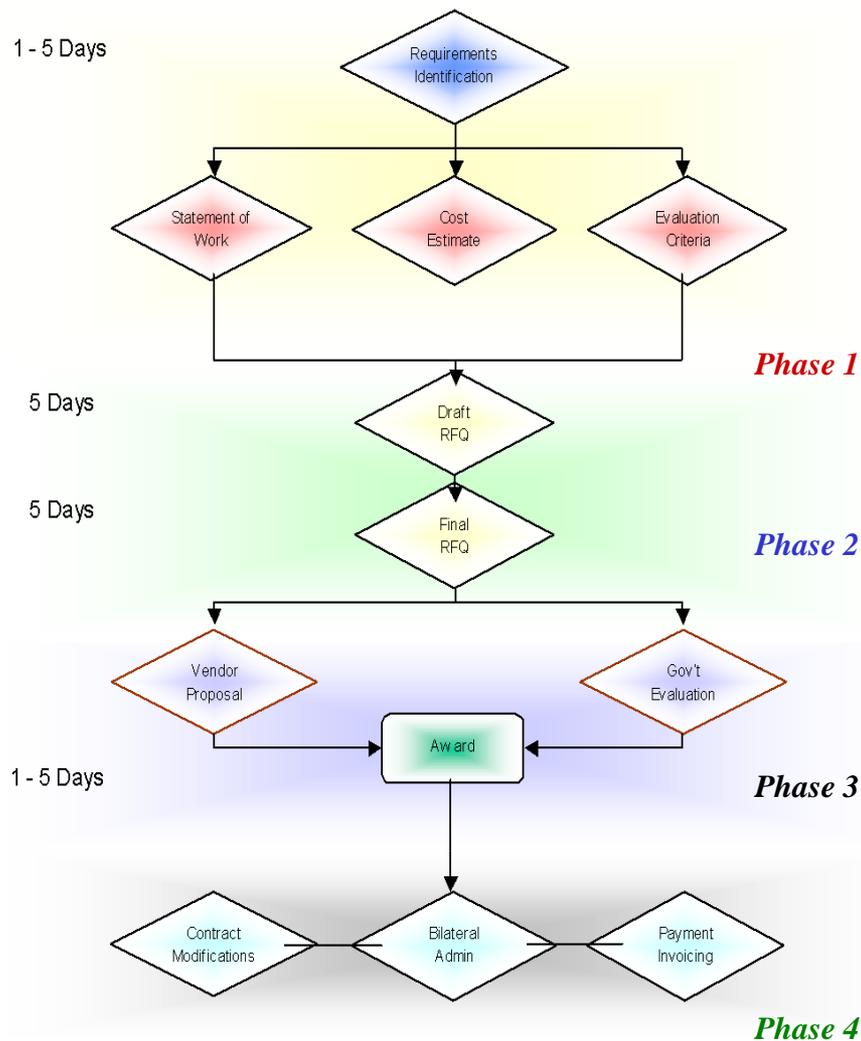
Analysis. A qualification method that is carried out by examining and assessing the application of techniques in order to determine if they are appropriate and sufficient. The quality of performance can be determined from government or contractor task-based or Management Information System (MIS) reports, Contractor ISO 9000 techniques and procedures, or from government observation of completed tasks. In some instances, reports may be available in the form of information on a Contractor's performance against contract requirements. Reports generally provide information regarding various



Business Metrics



ACSS Operating Profile



- ✓ Main ACSS Constraint - **Resources**
- ✓ 11 Government
- ✓ Avg. 30-hrs. per Task Order
- ✓ High Concentration on Front-end
- ✓ 20-day Timeline is *Optimal*
- ✓ Invoice Processing <5-days
- ✓ DFAS Payment ~27-days



CEOss FY10 Domain Players

Results by Domain (year to date)

Specialty Engineering

- **FY10 Base:** 6 Prime Awards
- **Awards:** 17 TO's / ~\$33.8M
- **Avg. Team Size:** 27
- **Active Primes:** AT&T, Battelle, CSC, Stanley, TAIC, TSC

Business & Analytical

- **FY10 Base:** 6 Prime Awards
- **Awards:** 6 TO's / ~\$9.1M
- **Avg. Team Size:** 25
- **Active Primes:** BAH, Flatter, Kalman, MCR, Serco, Tecolote

Engineering & Scientific

- **FY10 Base:** 9 Prime Awards
- **Awards:** 31 TO's / ~\$91.4M
- **Avg. Team Size:** 27
- **Active Primes:** BAE, CACI, Centurum, DCS, GDIT, Jacobs, OSEC/QinetiQ, SAIC, TASC

Acquisition, Logistics & Admn.

- **FY10 Base:** 9 Prime Awards
- **Awards:** 28 TO's / ~\$71M
- **Avg. Team Size:** 29
- **Active Primes:** CTC, DTI, EDO, EG&G, INS/LM, L-3, Logis-Tech, TCG, Thomas Assoc.

30 Prime Vendors / Over 300 Participating Firms



CEOss FY10 Results



through 19 Mar 2010

Grand Total CEOss Business to Date+		
ALA	362	\$712,289,960
BA	193	\$179,692,228
ES	358	\$794,880,117
SE	<u>257</u>	<u>\$325,399,459</u>
	1,170	\$2,012,261,764
+Does not include Modifications		

- Expect Annual Volume of ~220 Tasks
- FY10 Competition Levels
 - On average, 3 offers per TOPR
 - Out of 22 new task orders, 8 have less than 3 bids
- Winning Scores ~.94 Across Domains

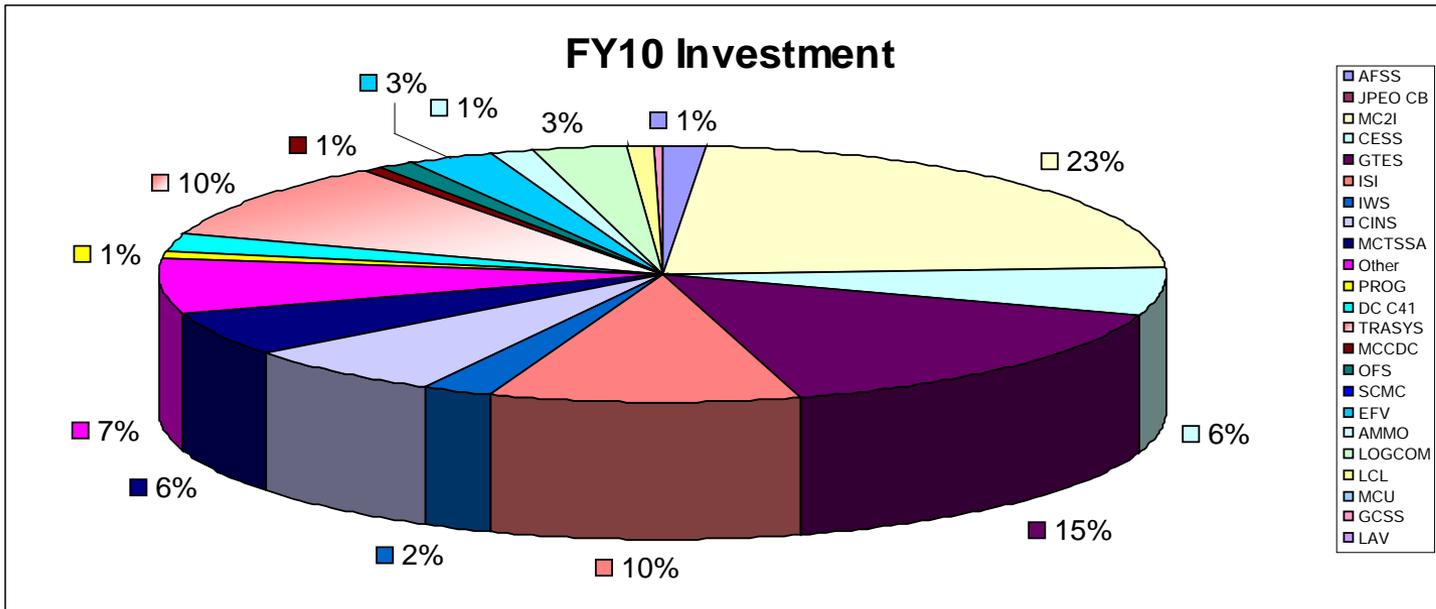
<u>FY08</u>			
ALA	66	37%	\$144,716,723
BA	37	10%	\$40,043,087
ES	58	37%	\$143,743,238
SE	<u>46</u>	<u>17%</u>	<u>\$65,288,708</u>
G/Total	207		\$393,791,756
<u>FY09</u>			
ALA	71	40%	\$180,804,048
BA	50	9%	\$41,372,150
ES	61	39%	\$173,733,757
SE	<u>37</u>	<u>12%</u>	<u>\$54,468,117</u>
G/Total	219		\$450,378,072
<u>FY10</u>			
<i>thru 19 March 2010</i>			
ALA	28	35%	\$71,058,551
BA	6	4%	\$9,149,332
ES	31	44%	\$91,423,342
SE	<u>17</u>	<u>16%</u>	<u>\$33,889,593</u>
G/Total	82		\$205,520,818



CEOs Award Distributions



Command Investment Percentages



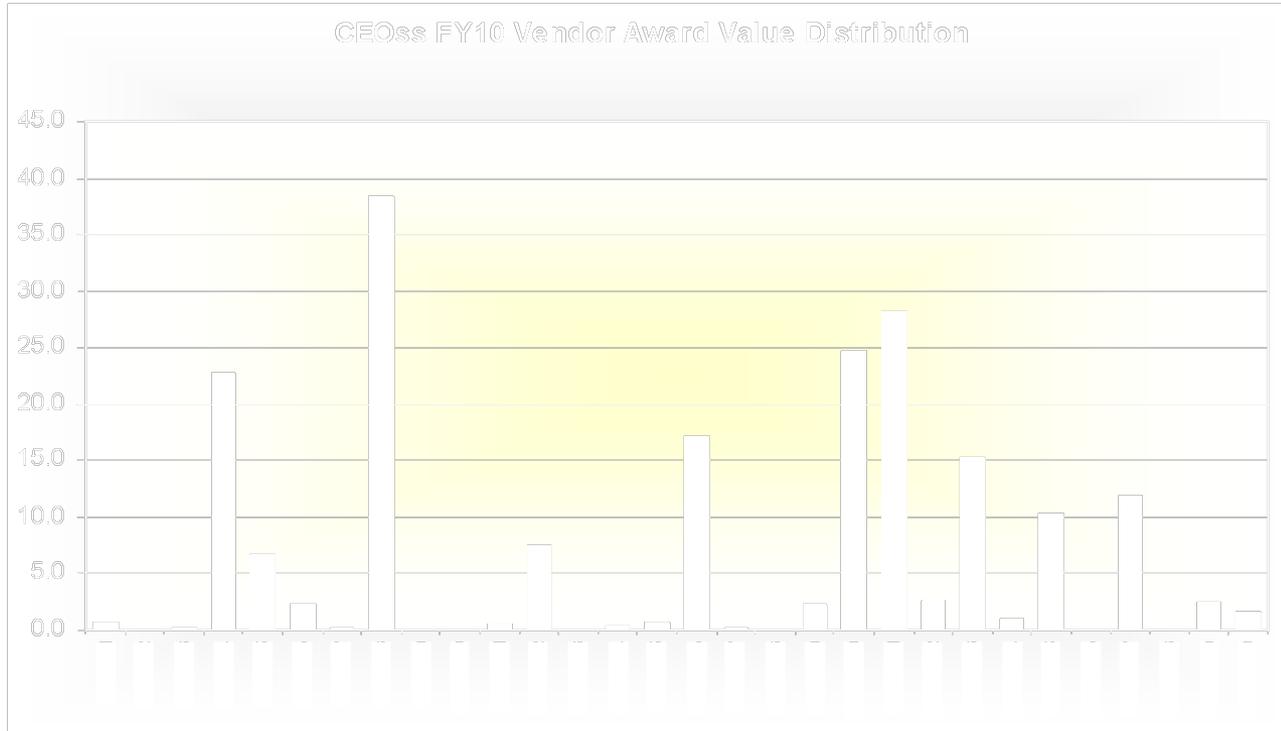
Office	Invest
AFSS	\$2,689,519
JPEO CB	\$0
MC2I	\$47,107,553
CESS	\$12,525,781
GTES	\$31,331,804
ISI	\$20,214,939
IWS	\$4,824,924
CINS	\$13,543,331
MCTSSA	\$11,336,210
Other	\$14,483,367
PROG	\$1,573,020
DC C41	\$4,646,628
TRASYS	\$20,361,591
MCCDC	\$1,393,483
OFS	\$2,012,582
SCMC	\$234,403
EFV	\$5,968,621
AMMO	\$2,539,910
LOGCOM	\$6,445,915
LCL	\$1,905,008
MCU	\$0
GCSS	\$382,229
LAV	\$0
Total	\$205,520,818



CEOss FY10 Market



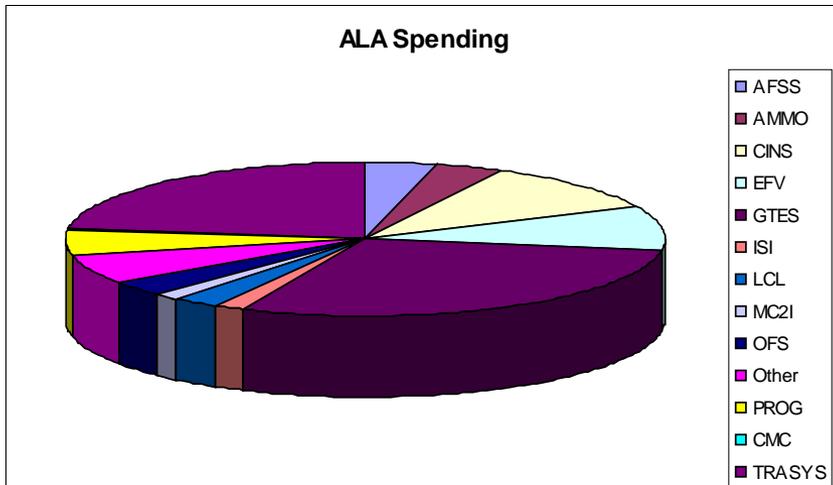
Customer / Vendor



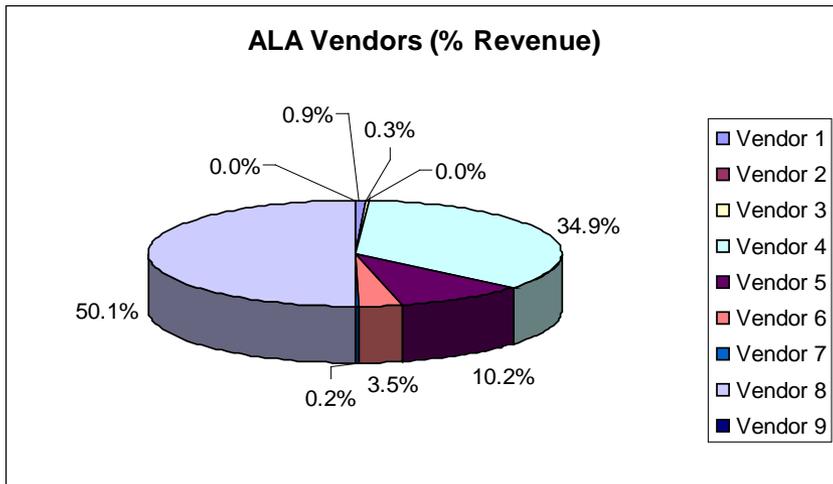
Domain	Ave. Score	Ave. Winning Score	Competition Per TO
ALA	85.6	95	41%
BA	84.7	93	50%
ES	87.3	91	42%
SE	88.3	98	40%



CEOss ALA Domain Business Volume



- \$71M invested (YTD)
- 28 Task Orders
- 41% Avg. Bid Rate
- 85.6% Avg. Proposal Score
- 10% Avg. Discount Rate
- \$94.29 Avg. Labor Rate
- 4% Small Business
- Avg. Winning Score of 95
- 3 Firms control ~85% of work within ALA to date

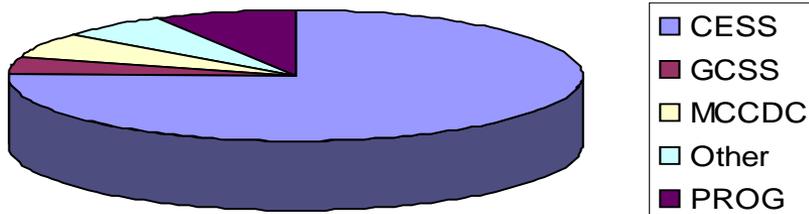




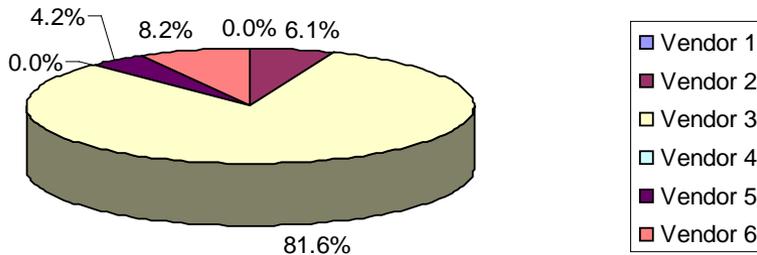
CEOss BA Domain Business Volume



BA Spending



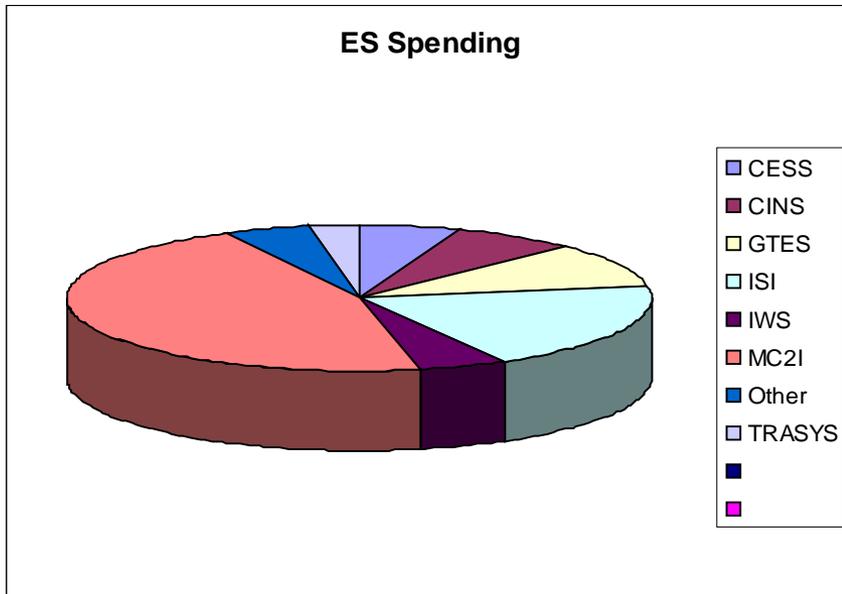
BA Vendors (% Revenue)



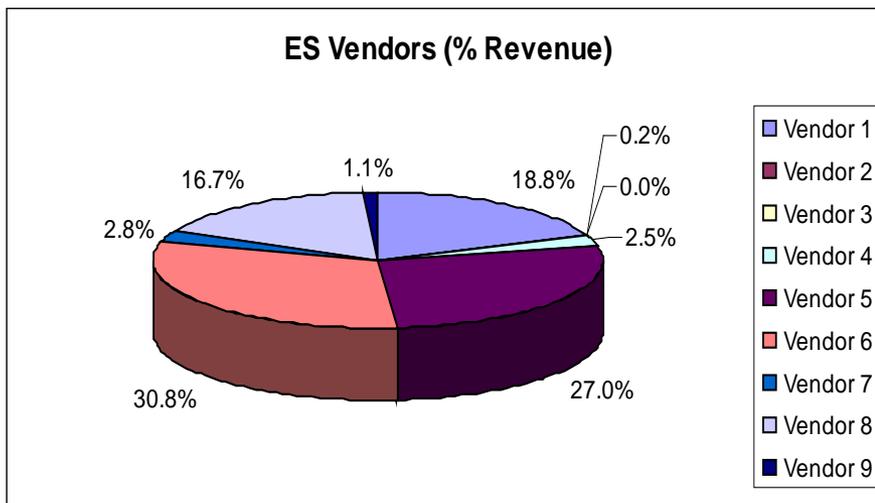
- \$9.1M Invested (YTD)
- 6 Task Orders
- 50% Avg. Bid Rate
- 84.7% Avg. Proposal Score
- 5% Avg. Discount Rate
- \$107.55 Avg. Labor Rate
- 6% Small Business
- Avg. Winning Score of 93
- 1 Firm controls ~82% of work within BA to date



CEOss ES Domain Business Volume



- \$91.4M Invested (YTD)
- 31 Task Orders
- 42% Avg. Bid Rate
- 87.3% Avg. Proposal Score
- 9% Avg. Discount Rate
- \$98.39 Avg. Labor Rate
- 0% Small Business (no SB primes in this domain)
- Avg. Winning Score of 91
- 4 Firms control ~92% of work within ES to date

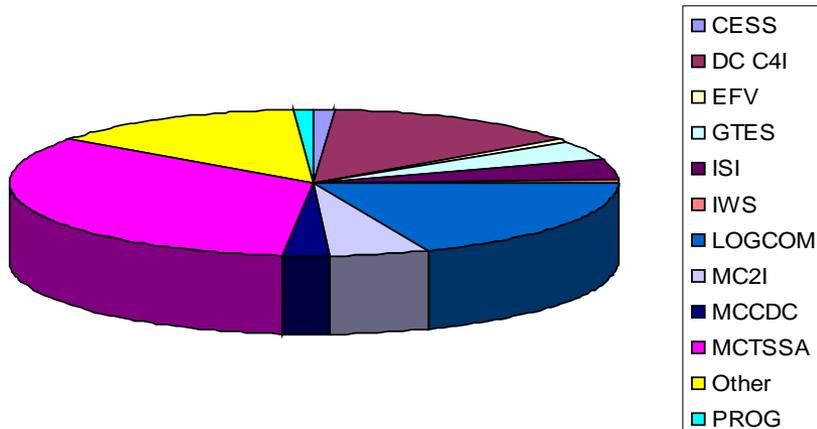




CEOss SE Domain Business Volume

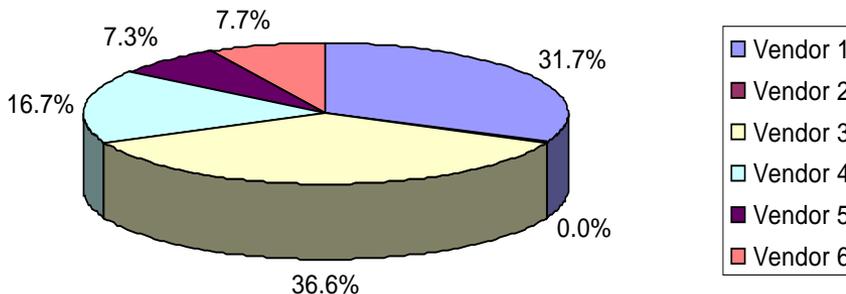


SE Spending



- \$33.8M Invested (YTD)
- 17 Task Orders
- 40% Avg. Bid Rate
- 88.3% Avg. Proposal Score
- 14% Avg. Discount Rate
- \$100.99 Avg. Labor Rate
- 0% Small Business (no SB primes in this domain)
- Avg. Winning Score of 98
- 3 Firms control ~85% of work within SE to date

SE Vendors (% Revenue)





CEOss Performance Metrics

CEOss FY10 Performance Report

FY10 Modification Order Value	\$22,381,591
FY10 New Task Order Value	\$205,520,818
FY10 Amount Awarded to Date:	\$227,902,409
FY10 Cost Reduction to Date:	\$13,997,155
Domain Task Orders FY10 to Date:	
ALA - 28	\$71,058,551
BA - 6	\$9,149,332
ES - 31 <i>award value</i>	\$91,423,342
SE - 17	\$33,889,593
Total TO's for FY10:	82
Ave. Percent of Competition:	43%
Ave. Days in Queue:	19
FY10 Vendor Performance Score Avg: 86.5%	
ALA - 85.6%	<i>award / renewal scores</i>
BA - 84.7%	
ES - 87.3%	
SE - 88.3%	
FY10 Wtd. Ave. Hourly Rate: \$98.28	
ALA - \$94.29	<i>discounts</i>
BA - \$107.55	
ES - \$99.44	
SE - \$100.99	
FY10 SB Prime Award Volume:	\$3,548,258
Ave. CEOss Cost per Task:	\$1,682
Total Staff Hours per Task Order:	32.6

Customer Information to Date

Office	Invest	Reduction	FY10 TO's
AFSS	\$2,689,519	\$0	1
JPEO CB	\$0	\$0	0
MC2I	\$47,107,553	\$3,184,100	17
CESS	\$12,525,781	\$840,570	4
GTES	\$31,331,804	\$365,904	9
ISI	\$20,214,939	\$1,151,253	6
IWS	\$4,824,924	\$560,067	2
CINS	\$13,543,331	\$472,284	6
MCTSSA	\$11,336,210	\$3,663,790	1
Other	\$14,483,367	\$850,323	17
PROG	\$1,573,020	\$3,307,465	4
DC C41	\$4,646,628	(\$646,628)	1
TRASYS	\$20,361,591	(\$2,112,322)	3
MCCDC	\$1,393,483	\$753,785	2
OFS	\$2,012,582	\$0	1
SCMC	\$234,403	\$0	1
EFV	\$5,968,621	\$650,993	2
AMMO	\$2,539,910	\$305	2
LOGCOM	\$6,445,915	\$949,638	1
LCL	\$1,905,008	\$0	1
MCU	\$0	\$0	0
GCSS	\$382,229	\$5,628	1
LAV	\$0	\$0	0
	\$205,520,818		82

CEOss Operations / Efficiencies

- ✓ 1170 Task Orders since Aug 2002
- ✓ Ave 19 days in Queue (Internal)
- ✓ Ave <1% Cost Reduction (Financial)
- ✓ Ave <1% Interest Penalties (Financial)
- ✓ Ave >95% Award Term Renewals (Customer)
- ✓ Ave 100% eP² System A₀ (Internal)



Work Forecast - ALA



TO	Vendor	Title	Domain	Org	Start	End	Award	Award Value
74	MKI	Renewal: Renewal: Renewal: PM TRASYS Annual S	ALA	TRASYS	6/9/2009	6/8/2010	5/26/2009	\$6,525,163.00
10	TCG	Renewal: Renewal: PM Infantry Rifle Squad Dis	ALA	IWS	8/13/2009	8/12/2010	8/5/2009	\$1,399,970.00
45	INS	Renewal: Renewal: ERDT Support	ALA	OA	9/24/2009	9/23/2010	8/27/2009	\$4,582,664.00
11	TCG	Renewal: Renewal: G-BOSS Program Support	ALA	CINS	9/26/2009	9/25/2010	9/19/2009	\$4,475,114.00
49	INS	Renewal: Renewal: Response Cell Support	ALA	OA	12/17/2009	12/16/2010	11/20/2009	\$739,782.00
89	EG&G	Renewal: Renewal: Ammo Quality Control and Co	ALA	AMMO	12/24/2009	12/23/2010	12/14/2009	\$1,309,910.00
52	INS	Renewal: Renewal: HQ I&L Logistics Modernizat	ALA	OA	1/10/2010	1/9/2011	1/8/2010	\$2,817,473.00
9	EDO	Renewal: Renewal: EBA Management Support	ALA	PROG	2/25/2010	2/24/2011	2/22/2010	\$168,230.00
95	L3	Renewal: Renewal: Albany On-Site Log & Liaiso	ALA	MC2I	3/15/2010	3/14/2011	3/4/2010	\$769,350.00
98	L3	Renewal: Renewal: MC2S Logistics Annual Suppo	ALA	MC2I	3/17/2010	3/16/2011	3/15/2010	\$2,550,599.00



Work Forecast - ES



TO	Vendor	Title	Domain	Org	Start	End	Award	Award Value
111	TASC	Renewal: Renewal: Combat Operations Center An	ES	MC2I	10/24/2009	4/23/2010	10/26/2009	\$2,209,331.00
106	TASC	Renewal: Renewal: TEAT Program Support	ES	ISI	5/20/2009	5/19/2010	4/8/2009	\$3,294,348.00
5	SGS	Renewal: Renewal: IUID Program Support	ES	OA	8/16/2009	8/15/2010	8/14/2009	\$299,714.00
27	DCS	Renewal: Renewal: IWS Optics and NLW Engineer	ES	IWS	9/4/2009	9/3/2010	9/3/2009	\$4,517,367.00
61	OSEC	Renewal: Renewal: Common Aviation Command and	ES	MC2I	11/17/2009	11/16/2010	11/13/2009	\$4,181,078.00
22	SAIC	Renewal: Renewal: JLTV Program Support	ES	GTES	1/5/2010	1/4/2011	12/11/2009	\$2,604,123.00
62	OSEC	Renewal: Renewal: Training, Testing and Field	ES	MC2I	1/7/2010	1/6/2011	11/19/2009	\$1,680,271.00
29	DCS	Renewal: Renewal: Theater Medical Information	ES	ISI	2/23/2010	2/22/2011	2/22/2010	\$952,479.00
44	GDIT	Renewal: Renewal: Battlespace Management Team	ES	MC2I	3/1/2010	2/28/2011	1/14/2010	\$654,524.00
67	OSEC	Renewal: Renewal: Tactical Tier I/II UAS Tech	ES	MC2I	3/18/2010	3/17/2011	3/16/2010	\$1,253,000.00
30	DCS	Renewal: Renewal: Reliability Centered Mainte	ES	OA	3/29/2010	3/28/2011	3/12/2010	\$870,000.00



Work Forecast - SE



TO	Vendor	Title	Domain	Org	Start	End	Award	Award Value
52	UNITECH	Renewal: Renewal: Paperless Acquisition Initi	SE	ISI	11/3/2009	3/17/2010	11/2/2009	\$1,040,119.00
70	CSC	Renewal: Renewal: SCI/ISR COMMSYS	SE	MCCD C	8/23/2009	8/22/2010	7/29/2009	\$919,999.00
49	UNITECH	Renewal: Renewal: Training Range Facility Man	SE	OA	8/31/2009	8/30/2010	8/24/2009	\$3,436,983.00
72	CSC	Renewal: Renewal: SWAN Support	SE	CINS	9/5/2009	9/4/2010	8/25/2009	\$3,414,577.00
73	CSC	Renewal: Renewal: Biometric Automated Toolkit	SE	CINS	9/14/2009	9/13/2010	9/1/2009	\$4,360,553.57
31	EMA	Renewal: Renewal: MCSC Safety Support	SE	DC,C4I/ I	2/9/2010	2/8/2011	2/4/2010	\$4,646,628.00
12	TSC	Renewal: Renewal: PM AAA Enterprise Arch and	SE	OA	2/18/2010	2/17/2011	2/17/2010	\$1,555,135.00



Work Forecast - BA



TO	Vendor	Title	Domain	Org	Start	End	Award	Award Value
87	BAH	Renewal: Renewal: Contracting Business Operat	BA	OA	8/21/2009	8/20/2010	8/20/2009	\$650,000.00
91	BAH	Renewal: Renewal: CAC2S LCCE	BA	MC2I	9/19/2009	9/18/2010	9/16/2009	\$454,479.36
25	Kalman	Renewal: Renewal: CBRN Support	BA	MCC DC	12/17/2009	12/16/2010	12/15/2009	\$1,295,780.00



How to Become a Part of CEOss





Considerations



- **Prime Vendor Role**

- Can You Do It?
 - Manage a Team
 - Meet CEOss Cycle Times
 - Meet Competition Levels
 - React to / Resolve Problems below ACSS
- Competitive Schedule
- Competitive Pricing for the Domain
- Understand the Command
- Understand your Competition

- **Team Member / Partner**

- What Can you Offer?
 - Niche / Broad Capabilities
 - Competitive Pricing
 - Key Skills / Qualifications
 - Responsiveness
- Market Position
- Command Presence
- Build Familiarity with Command and customer base
- Allow time to understand process and build relationships



Team Member/Subcontractor

- Certain Small Business Types may be added to CEOss Teams anytime:
 - SDVOSB
 - HubZone
 - VOSB
- All other business types may only be added during Open Season



How to Get Connected

- ACSS facilitates connecting CEOss prime vendors with companies interested in teaming
 - Provide the following information to acss@usmc.mil:
 - Domain(s) of interest
 - Company POC (phone/email)
 - Corporate Overview (1-2 pages)
- Independent Contact
 - See ACSS Website for listing of Prime Vendors and their CEOss websites/POCs
 - Participate in important networking events:
 - APBI
 - CEOss New Vendor Workshop
 - Small Business Fairs



Prime Vendors

- Domain Openings this year:
 - SE (all business sizes)
 - SE (SB only)
 - ES (all business sizes)
- Must have qualifying GSA schedule for domain
- Must compete for BPA for eligible domain openings during Open Season
- Business Considerations
 - Skill sets relative to domain
 - Future work forecasts
 - Value/Volume of work; potential revenue
 - Market structure; ability to compete
 - Potential loss of existing work based on teaming restrictions



Open Season Process

Existing Vendors

- Letter of Intent
 - 2 Pages
 - Team Composition Changes
 - Rationale for new team composition
 - Ability to meet prescribed competition thresholds
 - Discounting Policy
- Revised Proposal
- GSA Schedule Rates (September 2009-2011)
- Bilateral update of BPA



Open Season Process

New Vendors

- Federal Business Opportunities Request for Information (RFI)
 - Capabilities Statement
 - 5 pages
 - Domain of Prime Interest
 - Business Size
 - Team Composition
 - Corporate/Team Capabilities in relation to domain functional areas
 - Business/Management Strategy
 - Relevant Experience
 - Discount Policy
 - GSA Schedule
- Request for Quotation (RFQ) (provided to selected vendors)
 - Proposal
 - Combined business and technical quotation, including sample task order response and Past Performance
 - Excel Spreadsheet of labor rates for Prime and all team members
 - Competitive award of BPA; best value



Top 10 Tips for Success

1. Be a CEOss subcontractor first
2. Determine Primary Domain of interest
3. Consider Team Size and Composition
4. Join Interested Vendors List
5. Visit ACSS website
6. Discuss with Existing CEOss Prime Vendors
7. Attend Open Season Events
8. Read the CEOss Handbook
9. Become familiar with MARCORSYSCOM
10. Sell yourself in the 5 Page Capabilities Statement



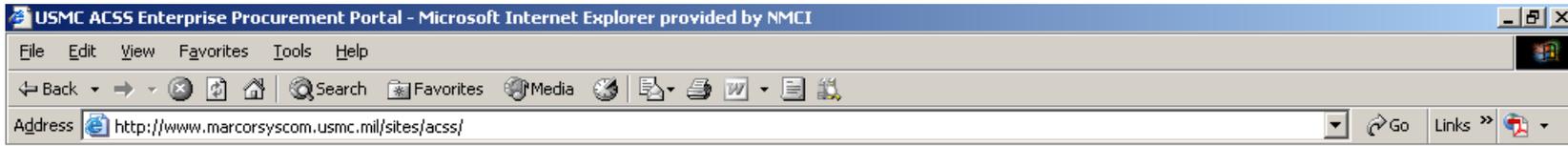
2011 Open Season Schedule



Action	New Vendors	Existing Vendors
FEDBIZOPS Announcement	12-April-10	
Letters of Intent Due		28-April-10
Open Season Workshop	3-May-10	
5 Page Capabilities Statements Due	11-May-10	
Issue RFQ to selected Vendors	8-Jun-10	
ALA Proposals Due		22-Jun-10
SE Proposals Due		29-Jun-10
ES Proposals Due		7-Jul-10
BA Proposals Due		14-Jul-10
New Vendor Proposals Due	9-Jul-10	
BPA Modifications executed		1-Sep-10
New BPAs Awarded	1-Sep-10	
New Vendor Orientation	15-Sep-10	
FY11 Season Begins	1-Oct-10	



ACSS Web Site



Acquisition Center for Support Services

- [ACSS Home Page](#)
- [What's New](#)
- [Links](#)
- [Contacts](#)
- [Download](#)
- [Sign-In](#)
- [Search](#)



The following documents are provided for general information and are available for download.

Document	Date Posted
Recent Briefings/Information	
Mid-Term 2008 Brief Domain Performance Addendum	04.01.08
Mid-Term 2008 Brief ES and SE Domains	03.27.08
Mid-Term 2008 Brief ALA and BA Domains	03.27.08
FY08 Open Season Brief (updated)	07.26.07
Federal Business Opportunity - Request for Information (RFI)	05.24.07
CEOss Handbook Version 8	09.13.07
FY08 CEOss Teams	09.13.07
Frequently Asked Questions (updated)	06.29.06
FY07 Mid Year Briefing	02.26.07
CEOss Policy	
Contingency Operations Planning Documentation	
Deployment Responsibilities Checklist	01.14.03
Task Order Contingency Clause/Allowable Costs	01.28.04



Questions?