

# Special Operations Forces Industry Conference



**Mr. John Lyle**  
Deputy Director of Procurement  
Competition Advocate General

# Procurement



# Overview

- USSOCOM's Procurement Authority
- Statistics
- Future Competitions
- Policy Initiatives
- Acquisition Panel



# Procurement



# USSOCOM Directorate of Procurement

## Mission Statement

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

## Vision Statement

- To be USSOCOM's Contracting Provider of Choice by Delivering Competent, Rapid, Dedicated and Innovative Contracts Management



# Procurement



# Flow Of Contract Authority



Accelerating the force through streamlined Acquisition Authority

**Procurement**



# Definition: Special Operations Peculiar

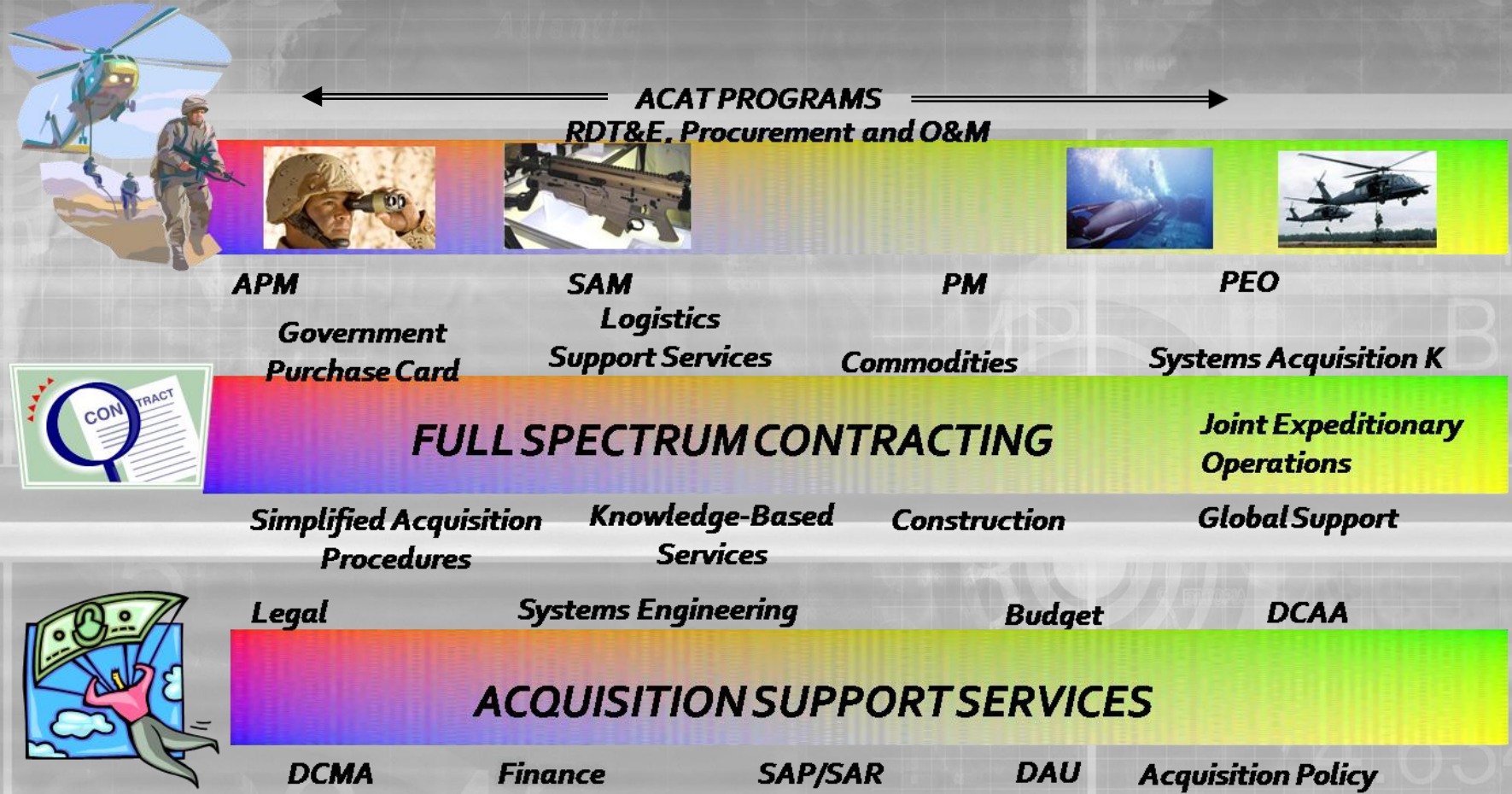
- Equipment, Materiel, Supplies, and Services with No Service-common Requirement
- Items Initially Used by SOF Until Adopted by a Service
- Modifications Approved by CDR USSOCOM for Application to Items Used by Other DoD Forces
- Critically Urgent Items/Services Supporting SOF Activities as determined by the CDR USSOCOM
- Source: DoDD 5100.3, "Support of the Headquarters of Combatant and Subordinate Joint Commands", Certified Current as of March 24, 2004



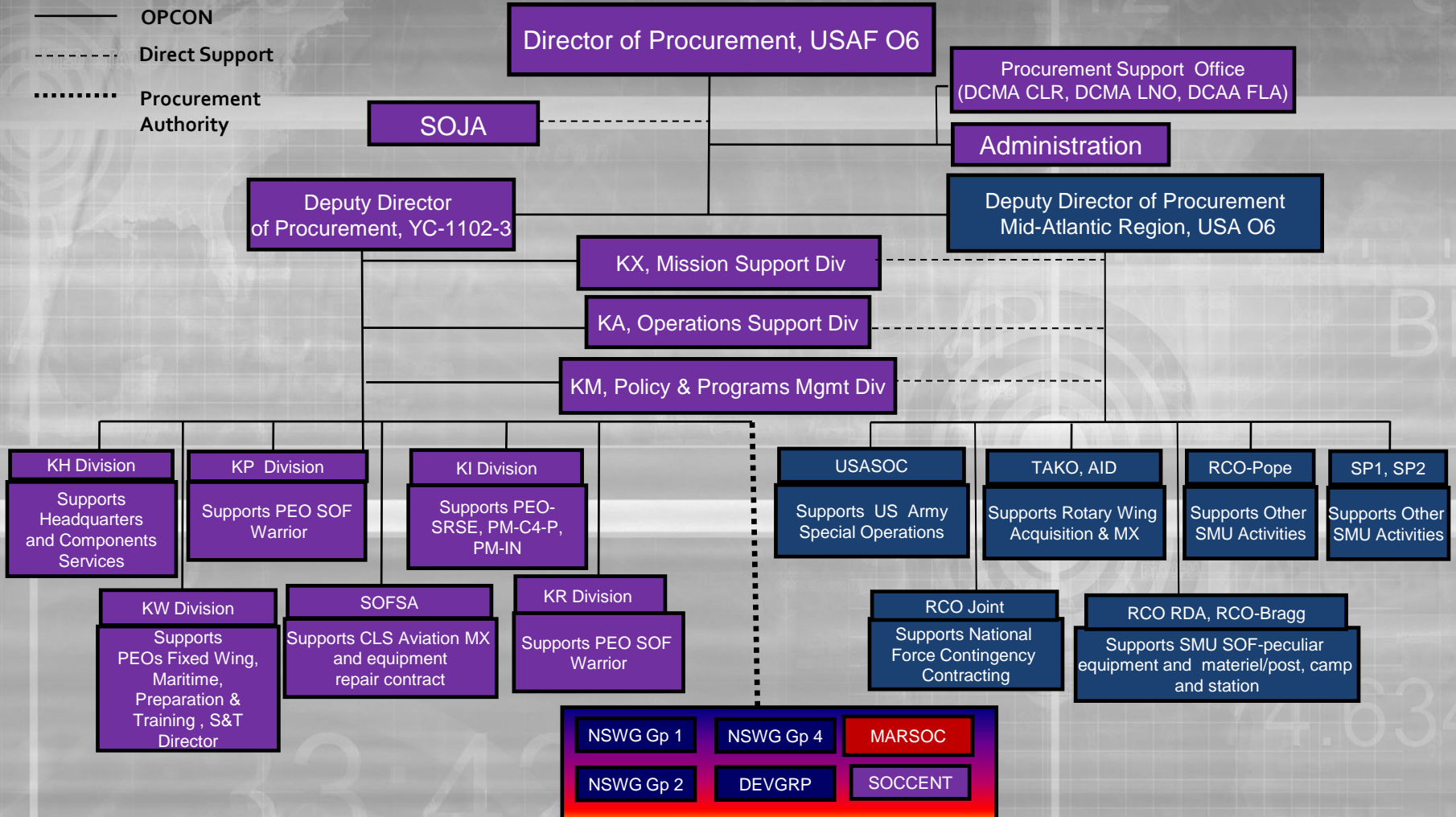
## Procurement



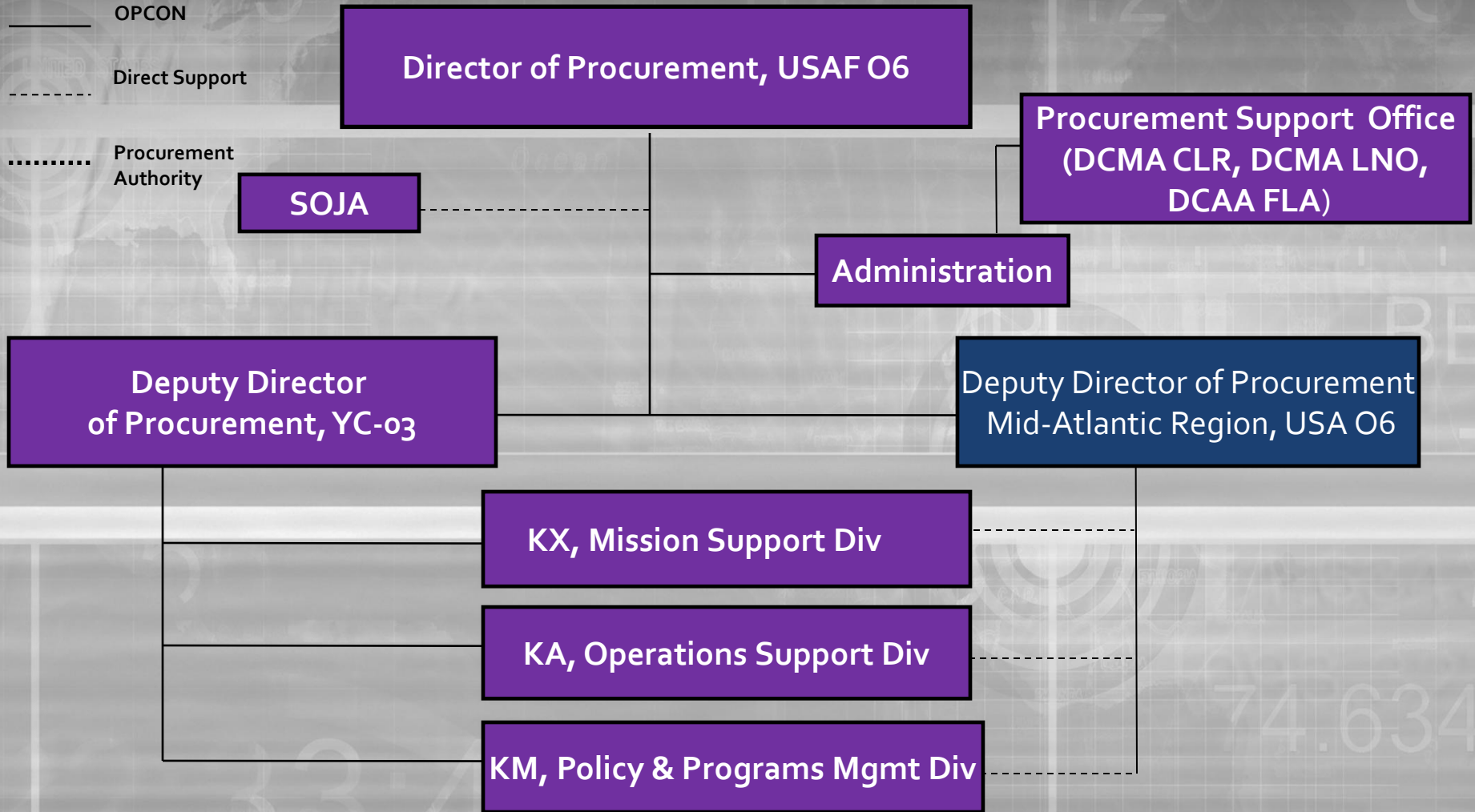
# USSOCOM is a Joint “Acquisition Center”



# USSOCOM DOP Organizational Structure



# DoP Staff Organization





# DoP Headquarters Buying Divisions

———— OPCON  
----- Direct Support  
..... Procurement Authority

**Deputy Director  
of Procurement, YC-1102-3**

**KH Division**  
Supports  
Headquarters and  
Components  
Services

**SOFSA**  
Supports CLS Aviation MX  
and equipment  
repair contract

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

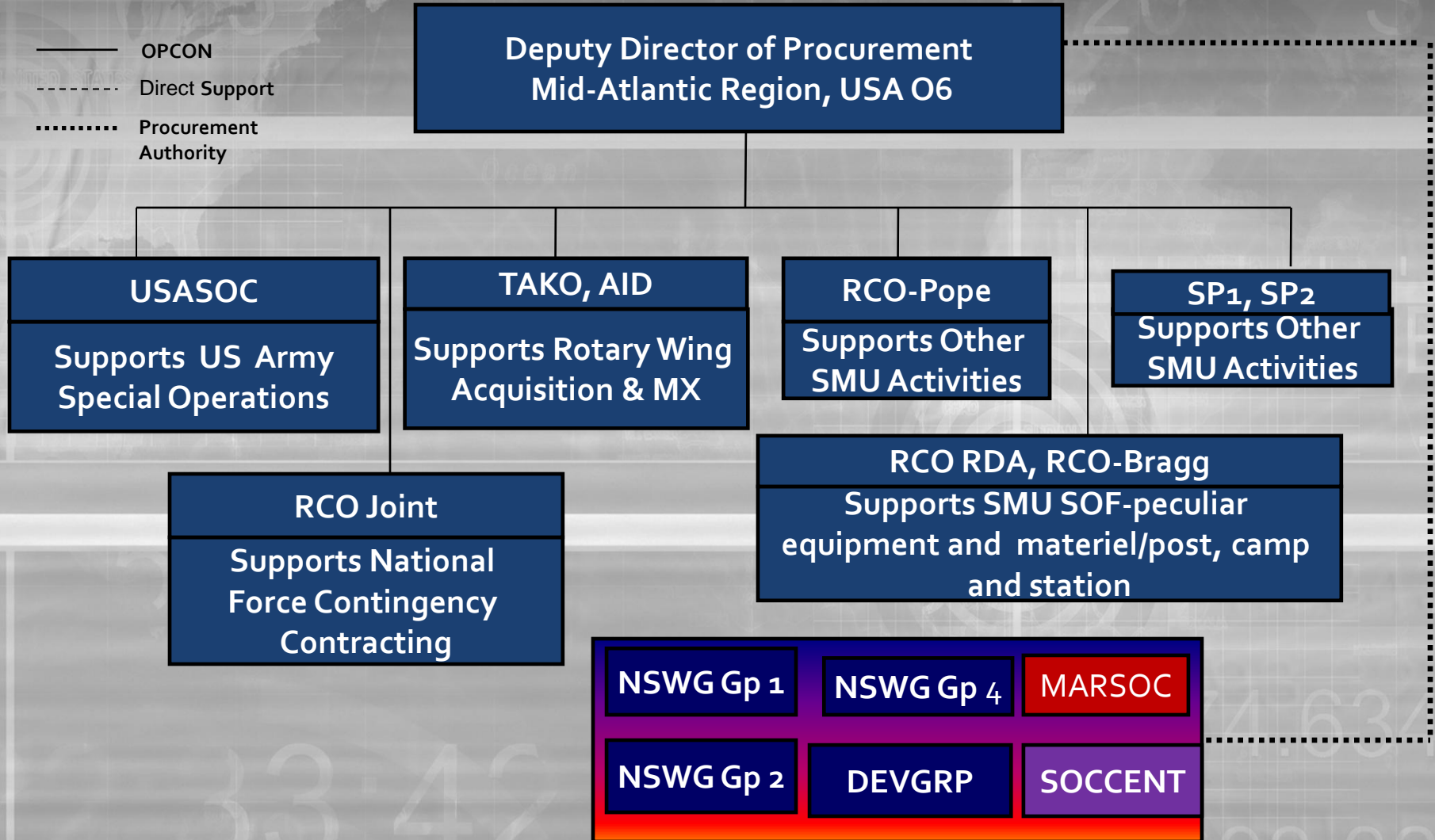
**KW Division**  
Supports  
PEOs Fixed Wing,  
Maritime, Preparation &  
Training, S&T Director

**KP Division**

**KR Division**

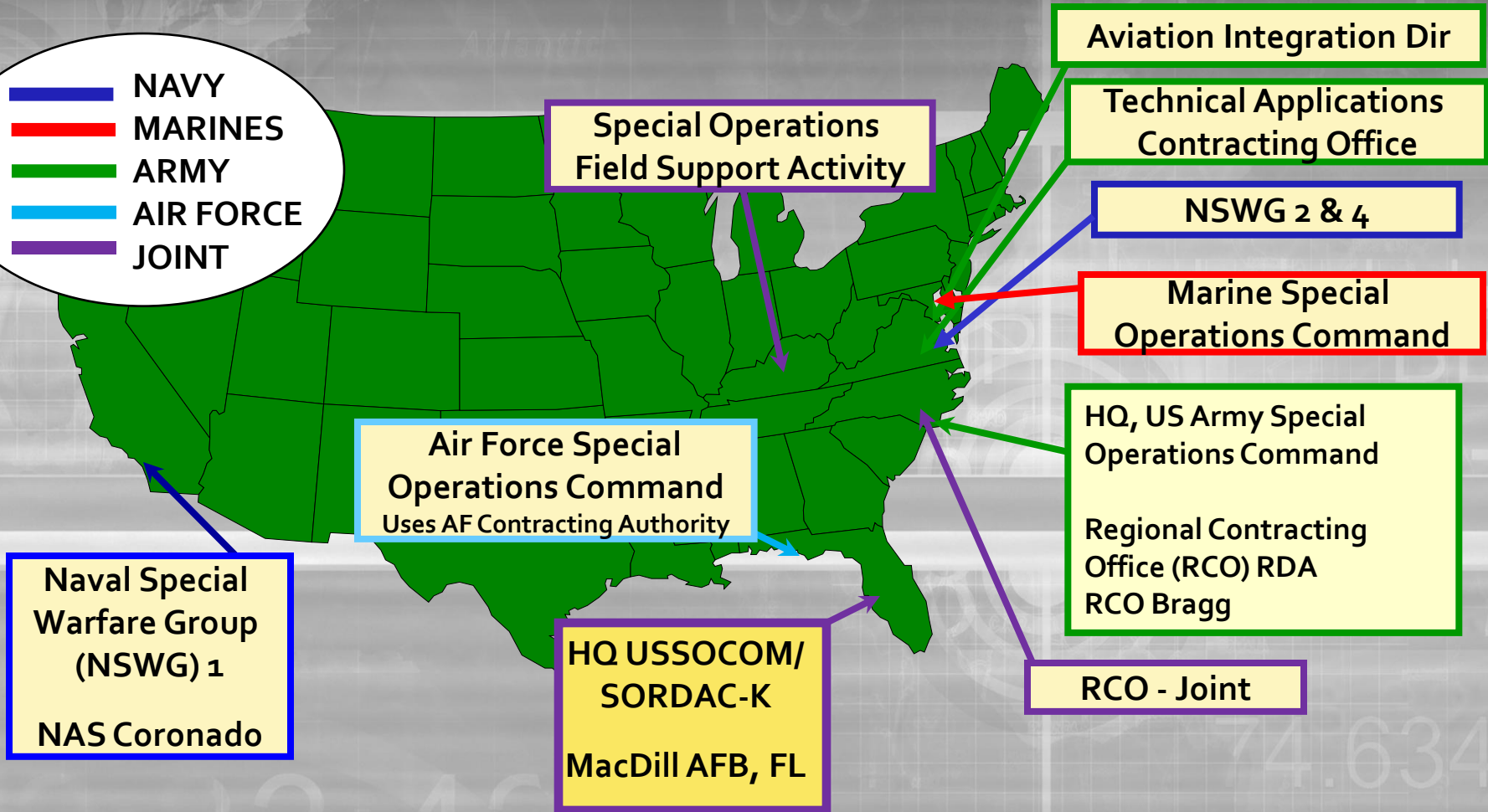
Supports PEO SOF  
Warrior

# Field Contracting Offices

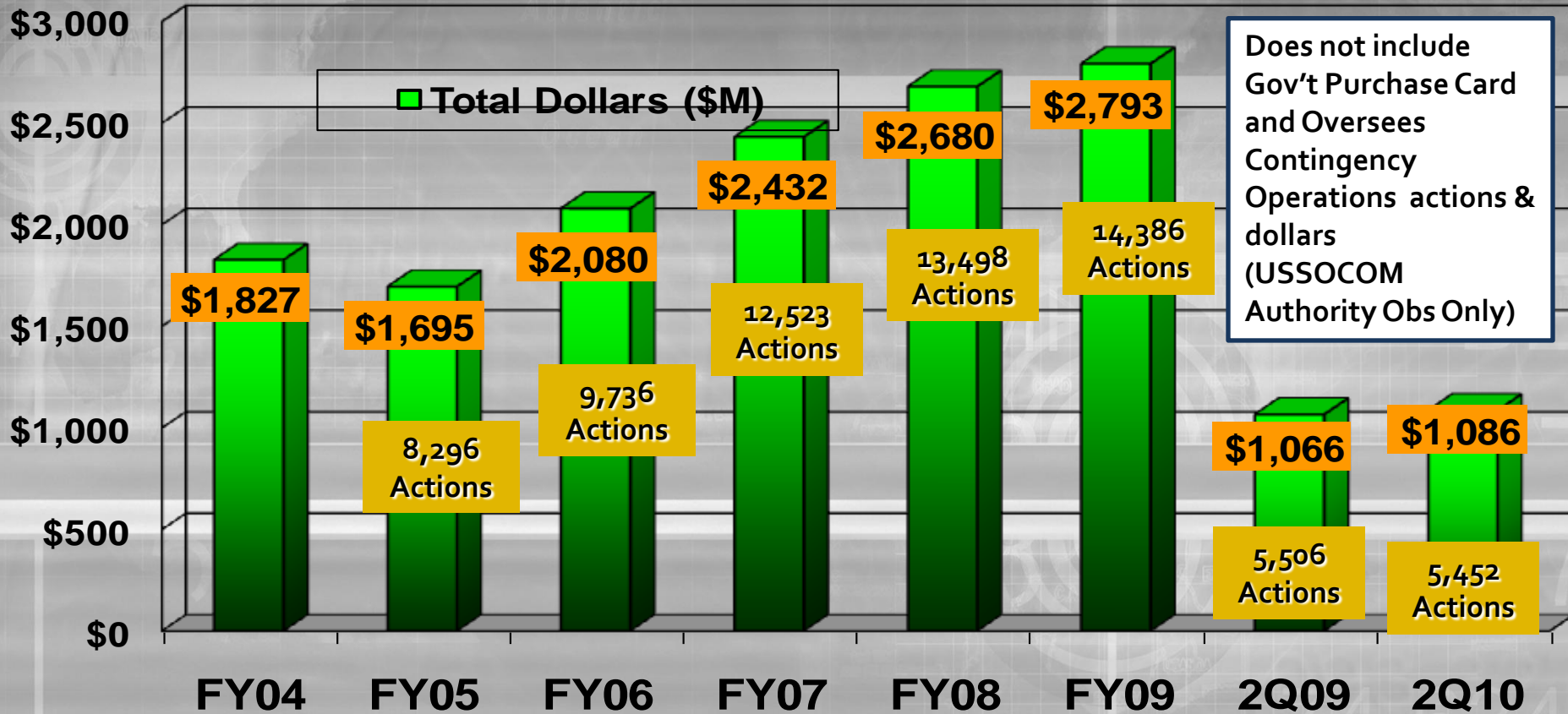


# USSOCOM Contracting Offices

- NAVY
- MARINES
- ARMY
- AIR FORCE
- JOINT

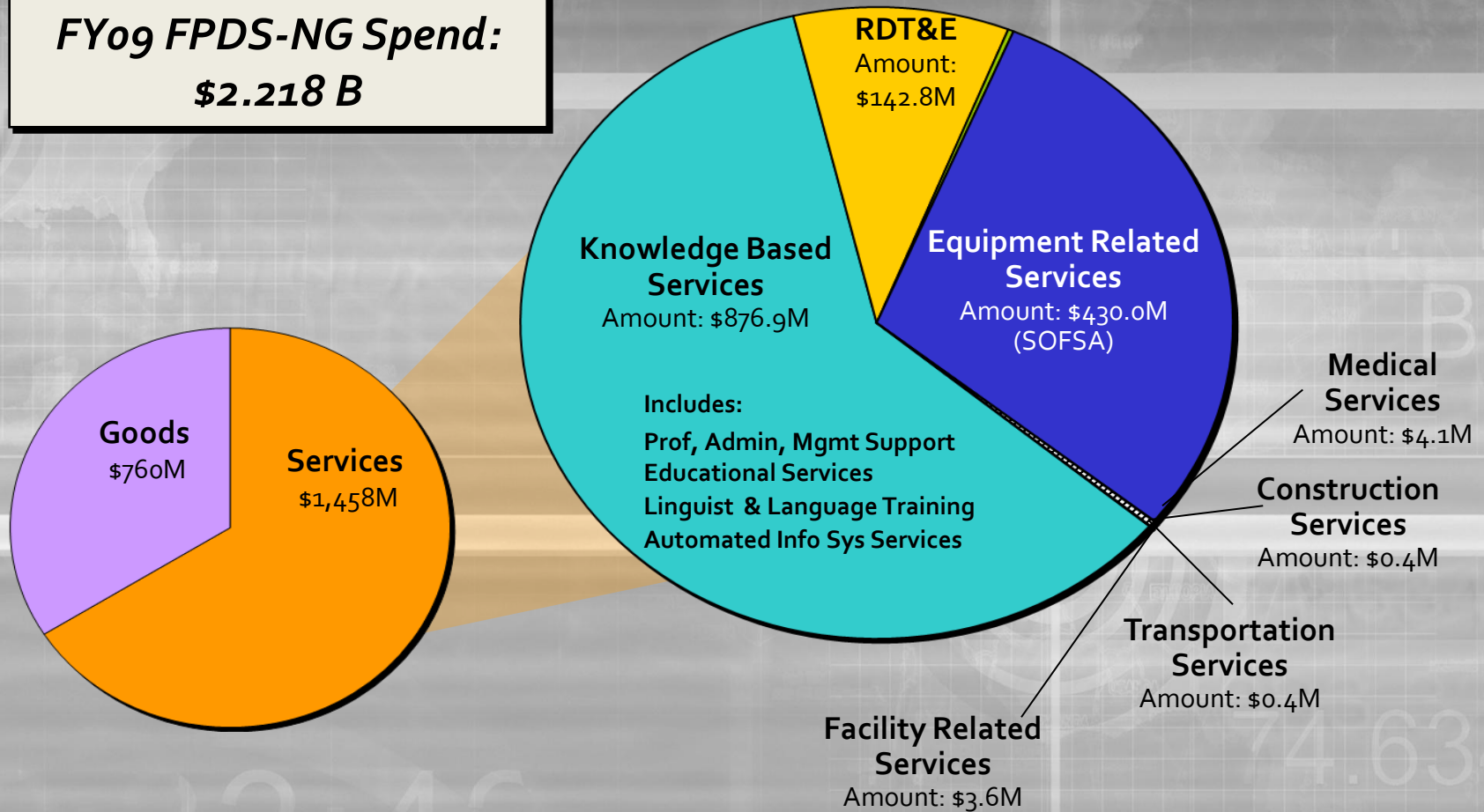


# FY04-FY10 Procurement Activity Levels



# Fiscal Year 2009 USSOCOM Spend

**FY09 FPDS-NG Spend:**  
**\$2.218 B**



# Operational Contracting Support (OCS)

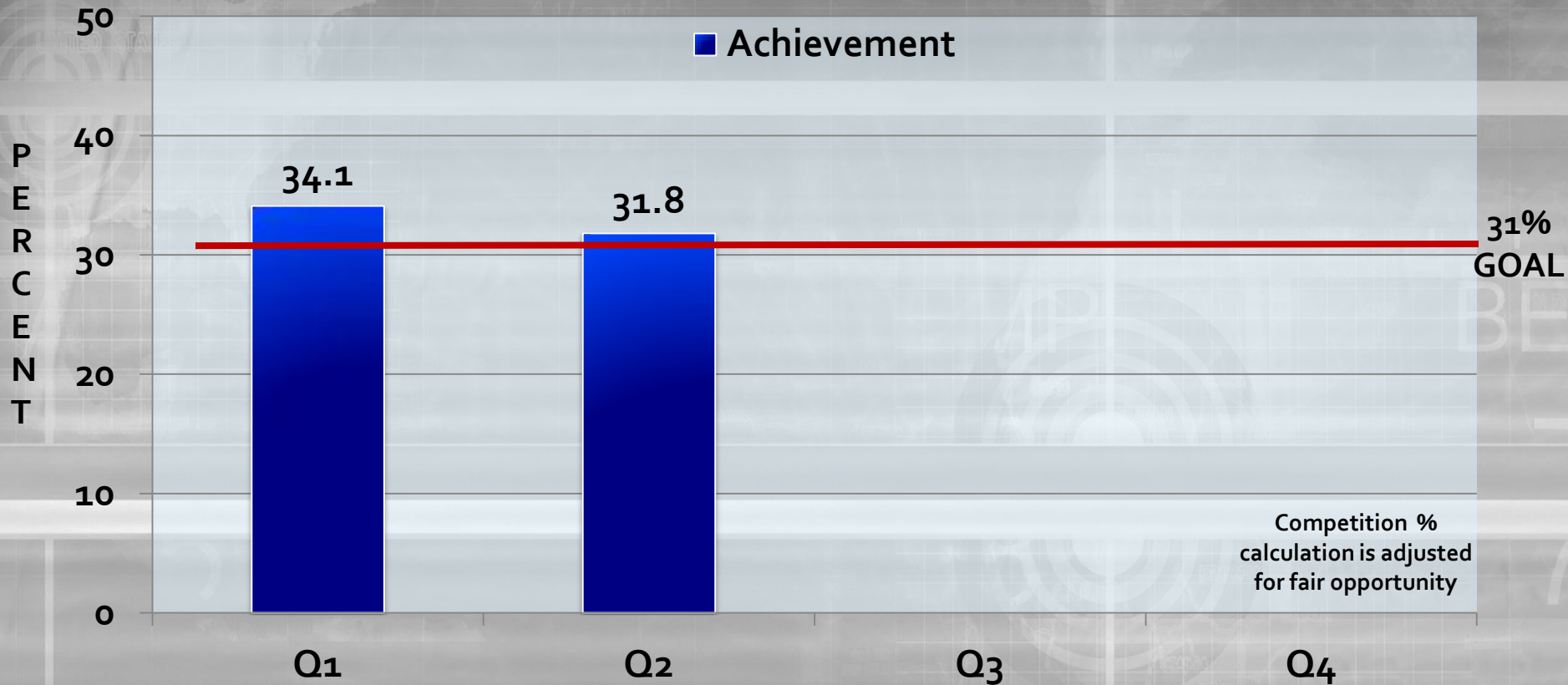
- USSOCOM has a world-wide OCS mission
- On Average 20 Contingency Contracting Officers deployed—force multipliers
- Increased Oversight
- Industry Awareness:
  - Synchronized Pre-deployment Operational Tracker (SPOT)
  - Theater Business Clearance (TBC)



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# FY10 Competition by Quarter



OBLIGATED:	\$277M	\$964M
COMPETED:	\$ 94M	\$307M

# Upcoming Major Source Selections

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



# Policy Initiatives

- **OSD Standard Source Selection Guide**
- **Operational Contracting Support**
- **Organizational Conflict of Interest**
- **Business Systems Rule**
  - **Withhold of Financing Payments for Deficiencies**
  - **Corrective Action Timeline**
- **OSD Peer Review Process**
- **Management of Multiple Award Contracts**



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# Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contracts (MACs)

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



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# Fair Opportunity Orders Over \$5M

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



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# Fair Opportunity Exceptions

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



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# Protests for Fair Opportunity Actions

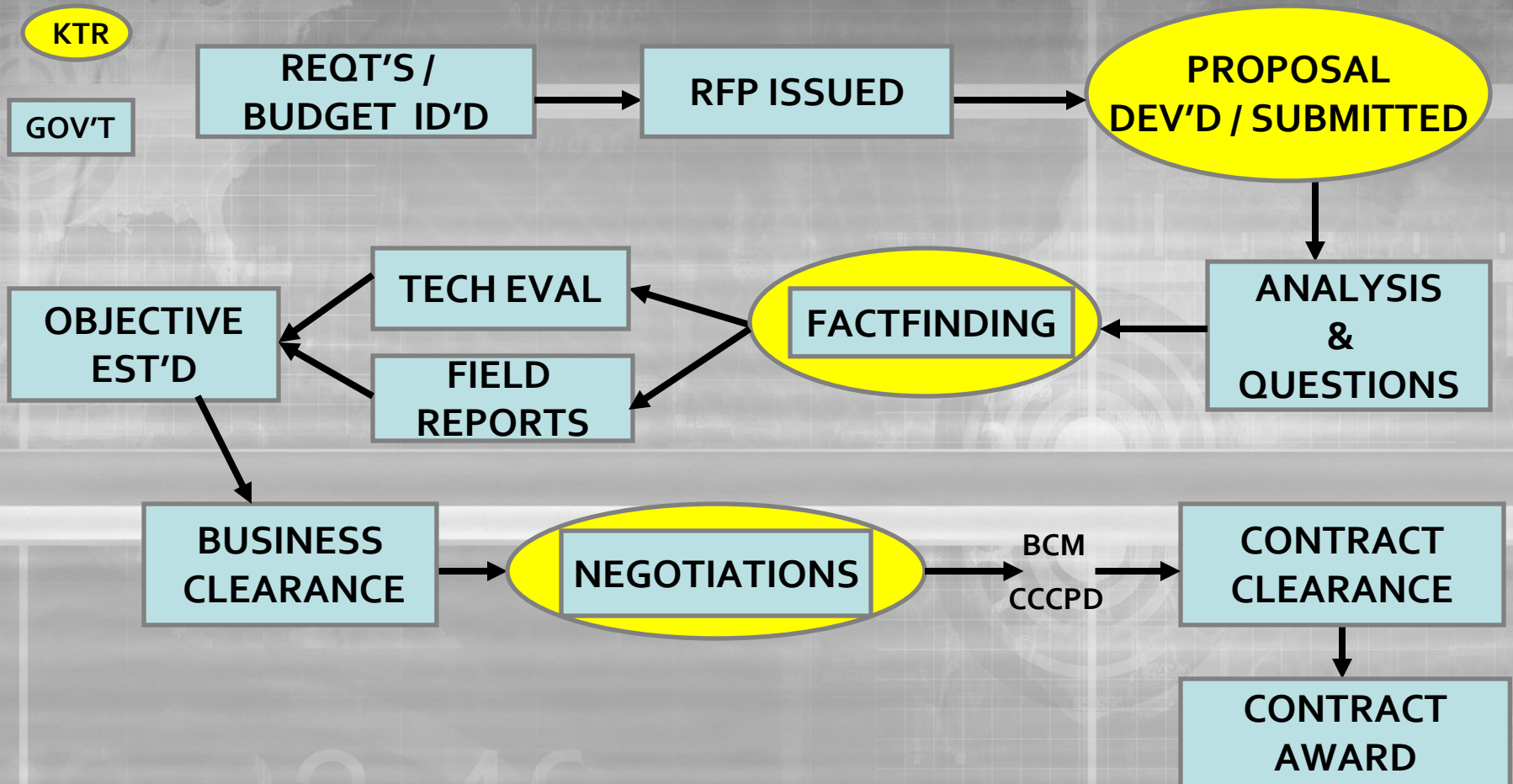
- Protests under FAR 33.1 are generally not authorized
  - Exceptions:
    - A protest on the grounds that the order increases the scope, period, or maximum value of the contract; or
    - A protest may only be filed with the Government Accountability Office when the order value is in excess of \$10 million
- USSOCOM OMBUDSMAN is available to address contractor's concerns relative to MAC



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# The Pricing Process



# Proposal Adequacy

- **What constitutes an adequate proposal?**
  - FAR 15.408 Table 15-2 provides instructions for submitting cost/price proposals when cost or pricing data are required (See USSOCOM TILO homepage for proposal adequacy checklist)
- **Recommendations:**
  - Industry conduct Independent Internal Reviews
  - Address how your company will provide the best value as stated in Sections L & M of the solicitation...don't repeat boiler-plate facts about your company



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# Questions?



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