

# Acquisition Center for Support Services

COMMERCIAL ENTERPRISE OMNIBUS

Support Services



*FY12 Small Business Conference*

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**Director, ACSS**



# A Brief History of Support Services

## **Prior to 1997**

CPFF contracts developed around individual PM office requirements

## **1997-2002**

Single award FFP IDIQ contracts that integrated common functional disciplines

## **2002- Present**

CEOss – FFP multiple award GSA based contracts with services grouped into functional domains



# Acquisition Center for Support Services



## **Mission**

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



# CEOss Overview

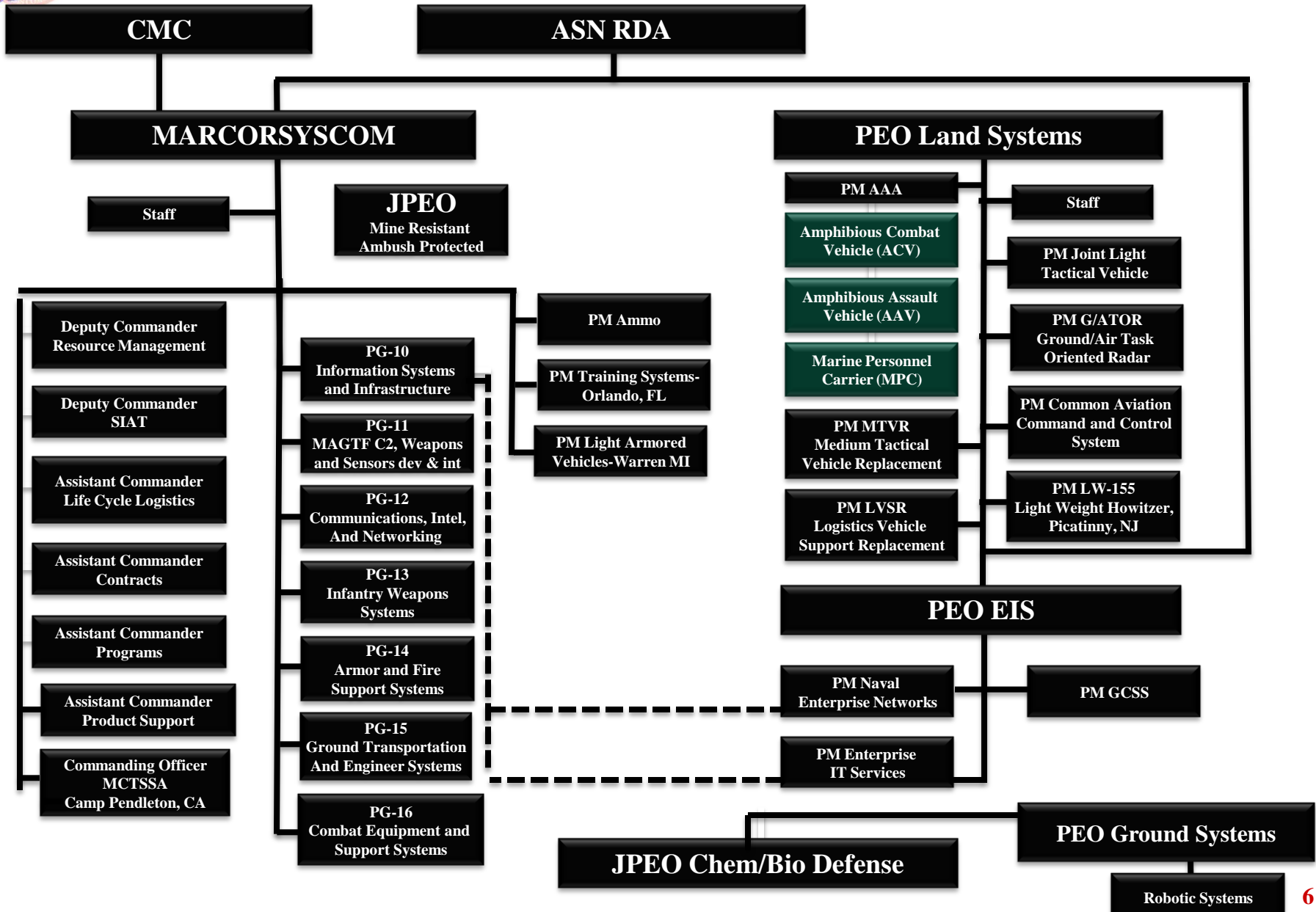


## Underlying Principles

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

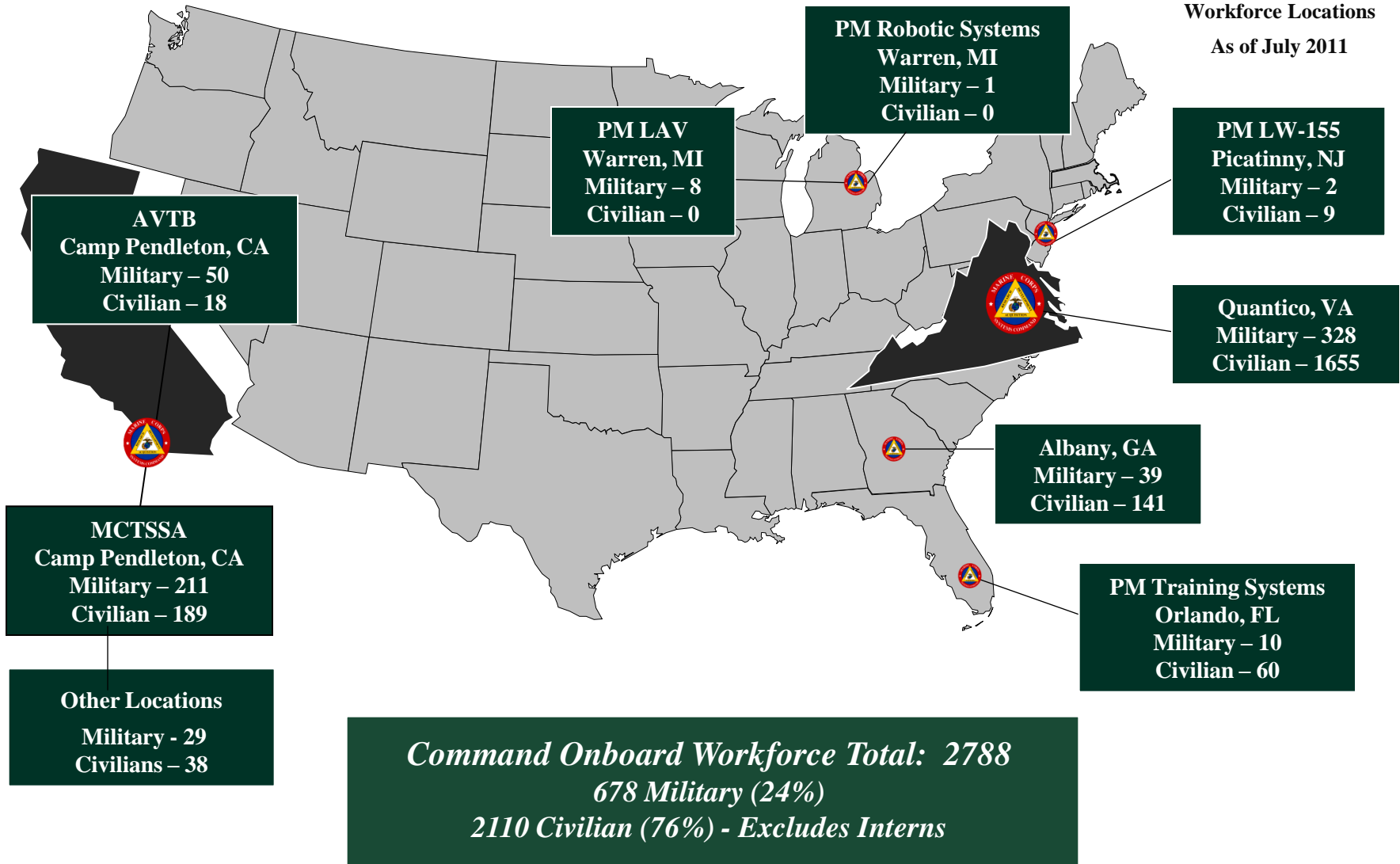


# Who Does ACSS Support?





# Where Are They Located?





# 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

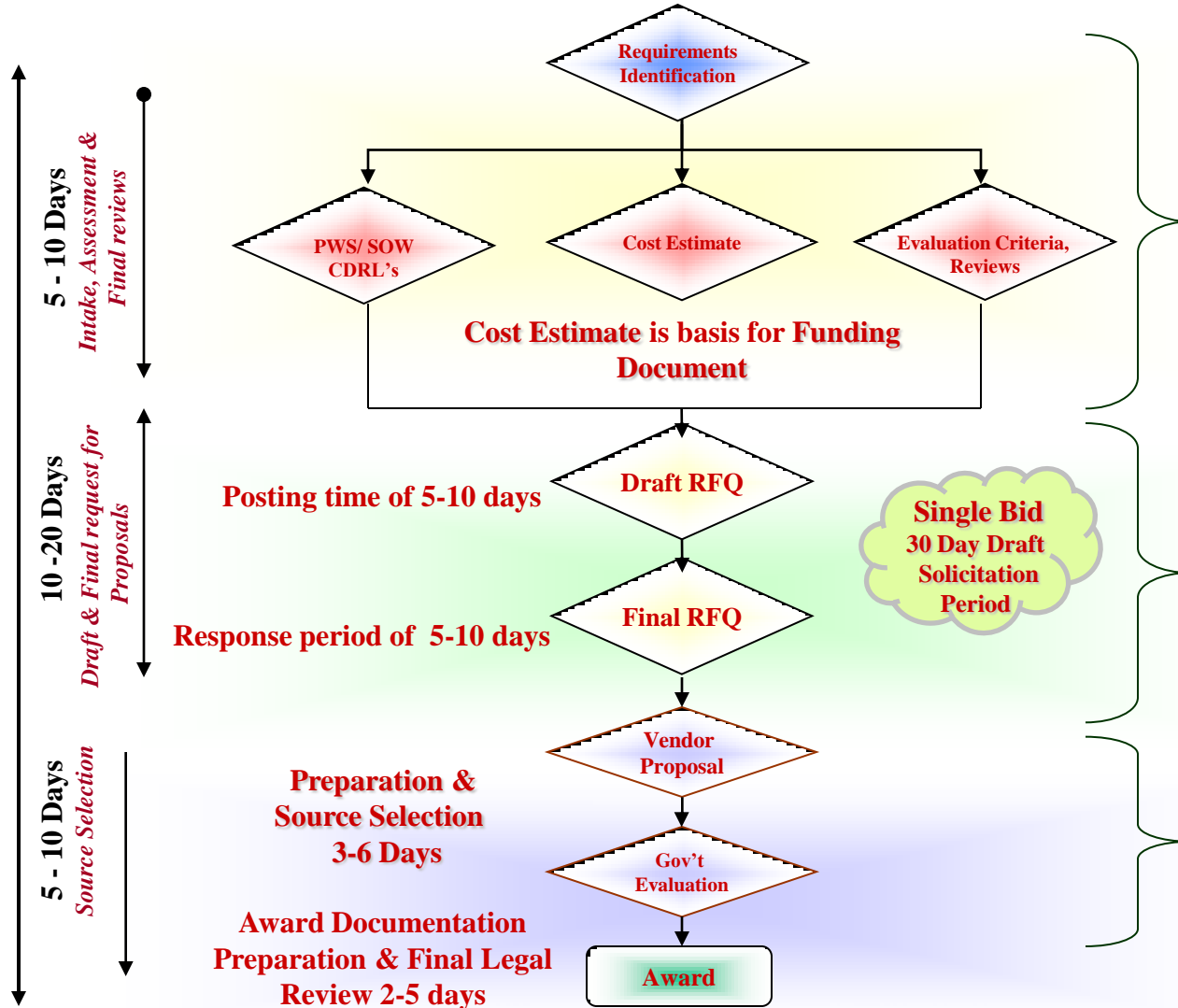


# CEOss Customer Process Model



*Expedited Award Process*

Target Timeline < 30-40 Days



5 - 10 Days

*Intake, Assessment & Final reviews*

10 -20 Days

*Draft & Final request for Proposals*

5 - 10 Days

*Source Selection*

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

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

*Evaluation, Selection, Legal Review & Award*





# 2011 ACSS – CEOss VENDORS



## ES



QinetiQ



SAIC  
From Science to Solutions

CACI  
EVER VIGILANT

BAE SYSTEMS

JACOBS™

dcscorp

Gamber  
Customer Focused, Employee Driven

GENERAL DYNAMICS  
Information Technology

## SE

Battelle  
The Business of Innovation



STANLEY

Technology Associates  
International Corporation



SURVICE  
ENGINEERING COMPANY

RNB  
Technologies, Inc.



## ALA

Thomas Associates Inc  
Integrated Design Innovative Solutions



LOGIS  
TECH

KRATOS™  
DTI ASSOCIATES, INC.

LOCKHEED MARTIN  
We never forget who we're working for™



URS

THE COLUMBIA GROUP



## BA



serco

MCR  
CRITICAL THINKING.  
SOLUTIONS DELIVERED.

TECOLOTE  
RESEARCH, INC.

KALMAN  
Kalman & Company, Inc.

Booz | Allen | Hamilton



# 2011 Business Metrics



# CEOss FY11 Domain Players



## Specialty Engineering

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

## Business & Analytical

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

## Engineering & Scientific

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

## Acquisition, Logistics & Admn.

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

**FY 2011 - 34 Prime Vendors/Over 350 Participating Firms**



# FY11 CEOss Performance

## CEOss FY11 Performance Report

FY11 Modification Order Value	\$111,894,698
FY11 New Task Order Value	\$338,196,557
FY11 Amount Awarded to Date:	<b>\$450,091,254</b>

### Domain - Task Orders

### Award Volume

ALA - 63	} <b>Award Value</b>	\$121,430,457
BA - 45		\$42,196,467
ES - 56		\$124,190,290
SE - 37		\$50,379,343
Total TO's for FY11:		201
Avg. Percent of Competition: average of 4 per Task Order		49%
Avg. Days in Queue:		29

FY11 Weighted Avg. Hourly Rate:	\$98.29
ALA -\$90.50	
BA -\$106.18	
ES -\$95.57	
SE -\$102.20	

FY11 SB Prime Award Volume:	\$5,754,146
Single Bids	2% (4 of 201)



# 2012 Open Season



# FY2012 Domain Offerings

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

Domain	Expiring BPA	Lg Prime Openings	Sm Prime Openings	Total Openings	Domain Totals
ALA	3	4	1	5	11
ES	6	7	2	9	13
BA	2	3	3	6	10
SE	2	2	3	5	12

- **NECO/FEDBIZOPPS RFI posted:**

[https://www.fbo.gov/index?s=opportunity&mode=form&id=d2cd9b992e9cdb8cb4799b2dd4265462&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=d2cd9b992e9cdb8cb4799b2dd4265462&tab=core&_cview=0)



# 2011-2012 Open Season Schedule



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



# ACSS WEBSITE

# Questions?