

Special Operations Forces



Industry Conference

New Source Selection Policy and Procedures

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Panel Members:

3 Contracting Officers

Program Manager

Acquisition Attorney

PROCUREMENT



Agenda:

- **Current Source Selection Policy**
 - New DoD Source Selection Procedures, Mar 2011
 - New USSOCOM Source Selection Procedures Supplement, Jan 2012
- **Overview of the Source Selection Procedures/ Process Changes**
- **Impact of New Procedures on Industry**
- **USSOCOM Source Selection Forecast**
- **Source Selection Reference Tools**
- **Lessons Learned**
- **Panel Discussion**



DOD Procedures Overview:

- **DoD Source Selection Procedures, Released 4 Mar 2011**
 - Outlines regulatory requirements for conducting competitively negotiated source selections and outlines a common set of principles and procedures for conducting such acquisitions.
 - Mandatory effective 1 July 2011 for all competitive acquisitions utilizing FAR Part 15 procedures
 - Did not alter FAR Part 15 [Slide 16](#)



USSOCOM Supplement Overview:

- **USSOCOM Source Selection Procedures Supplement Finalized 13 Jan 2012**
 - Implementation of the mandatory DoD Source Selection Procedures
 - Provides tools: detailed guidance, training, and templates
 - Alignment with DOD procedures
 - SORDAC SSAC Pool
 - SSEB membership



Changes to SST Roles and Responsibilities:

- **DOD Procedures section 1.4 outlines the source selection team roles and responsibilities. The team is tailored for each unique acquisition.** Typical
 - **New Mandatory requirement for the establishment of a Source Selection Advisory Council (SSAC) for acquisitions over \$100M**
 - **Conducts the comparative analysis of the proposals and makes a written award recommendation to the SSA**
 - **USSOCOM has a SORDAC standing SSAC rotational pool comprised of a lead and SSAC members**
 - **Every applicable HQ acquisition will have 1 SSAC Pool member assigned either as SSAC Chair or SSAC member**
 - **At least 1 SSAC Pool SME member must be assigned at the beginning of the process**
 - **Entire SSAC Involvement begins at the Acquisition Strategy Briefing**



Request for Proposal (RFP):

- **USSOCOM Procedures Supplement**
 - Includes a mandatory Section L and M template for those source selections over \$100M
- **All source selections shall evaluate cost or price and the quality of the product or services through a non-price factor; typically technical/management and past performance.**
- **Key Sections of the RFP not essentially changed**
 - **Government's Requirement; SOW, PWS, SOO, Specifications (Section C)**
 - **Instructions to Offerors (Section L)**
 - **Evaluation Factors for Award (Section M)**
 - **Key Factors/Subfactors Included within Sections L and M**
 - **Qualifying Criteria**
 - **Program Management/Technical**
 - **Risk Inherent in Technical or Separate**
 - **Past Performance**
 - **Cost/Price**



Changes to Program Management/ Technical Evaluations:

- When developing this factor and all associated subfactors within Section M the goal as emphasized in the new guidance
 - Minimum number of subfactors
 - Focus on only discriminating factors/subfactors,
 - Tie each subfactor to the requirements outlined within the requirements document (i.e., PWS or SOW).
- Technical approach and related technical risk evaluation rating definitions now mandated by DOD Guidance:
 - Combined (single) rating – risk evaluated as one aspect of technical evaluation, inherent in technical evaluation factor or subfactor ratings; *OR*
Combined
 - Separate technical and risk ratings assigned at technical factor (or subfactor level if subfactors used) *Separate*
 - LPTA Source Selection Process and Ratings is located with the DOD Guide, Appendix A *LPTA Technical Ratings*



Past Performance: Past Performance

- DoD Procedures include mandatory ratings to be utilized by the SSTs in determining relevancy, performance, and overall confidence ratings
- Past Performance evaluation is not mandatory for LPTA, however, if evaluated, we will use the mandatory rating definitions in Appendix A of the DOD Guidance



Impacts on Industry:

- Consistent RFPs (L and M)
- Understanding the Process
- Quality and Volume of RFP requirements (focusing on discriminators and use of pass/fail criteria)
- Reduction in proposal costs
- Known and consistent evaluation rating definitions
- Additional oversight on Government evaluation teams to ensure RFP criteria was followed
- Increased discussions and pre-RFP correspondence/industry input

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Source Selection Forecast FY 12-13

Title	Brief Description	Estimated RFP Release	Estimated Dollar Value	Estimated Contract Award Date
Upcoming Source Selections FY 12-13				
Global Assessment Program (GAP)	Scientifically grounded social science analysis to assist in development of Global Assessments (i.e. measures of effectiveness, measures of performance) & execution of Military Information Support Operation (MISO)	FY12/Q3	\$75M	FY12/Q4
GMV 1.1	Highly mobile CH-47 internally transportable Special Operations combat vehicle with the operational flexibility to support a wide range of lethal and non-lethal Special Operations missions and core activities.	4/12/2012	\$500M	FY13/Q2
Hard Armor Re-compete	SPEAR Hard Armor Ballistic Plates	FY13/Q1	\$49M	FY13/Q4
Care Coalition	SOF wounded warrior recovery program support.	FY12/Q4	\$35M	FY13/Q2
Commercial Telecommunications Support	Continuously available global commercial satellite coverage as well as teleport uplink and downlink services, and terrestrial connectivity between teleports and network gateways.	FY12/Q3	\$310M	FY13/Q1
Virtual Planning Workspace	Interactive and seamless display environment supporting multiple users that remain autonomous from the data entry point and maximize the facilities usable operational space. The system will support visualizing, displaying, synchronizing, and rehearsing operational and mission concepts in terms of time, space and prioritization.	FY12/Q3	\$4M	FY12/Q4
Intel Analysts	Provide approx 200 FTE Intelligence Analysts to USSOCOM. Probably Service Disable Veteran Owned Small Business Set Aside (SDVOSB)	FY13/Q2	\$300M	FY13/Q3
Linguists	Provide approx 300 FTE Linguists across multiple dialects and AORs to support military operations for USSOCOM	FY 12/Q4	500M	FY13/Q2



Source Selection Forecast FY 14-15

Title	Brief Description	Estimated RFP Release	Estimated Dollar Value	Estimated Contract Award Date
<u>Upcoming Source Selections FY 14-15</u>				
GBPS Follow-on	Supports three major areas – Operations and Intelligence, Acquisition and Engineering, and Business Operations Support. This includes, but is not limited to, any service such as analyses, publications, lessons learned, updating operations or intelligence products, providing support augmentation, and many other services.	FY14/Q4	\$2B	FY15/Q2
Combatant Craft Riverine	CC Riverine's will be employed by NSW to conduct special operations in the riverine environment.	FY14/Q2	TBD	FY15/Q1
TRWI Follow-on	Develop, design, construct, operate, and maintain influence websites.	FY14/Q2	\$150M	FY14/Q4
LREC Follow-on	Language, Regional Expertise, and Cultural (LREC) Training for SOF-wide support	FY15/Q1	\$250M	FY15/Q3
Light Tactical All Terrain Vehicle (LTATV)	Commercial off the Shelf (COTS) ATV operating worldwide on primary roads, secondary roads, cross country, trails, and in an urban rubble environment.	FY 14/Q1	TBD	FY 14/Q3
SOF IT Enterprise Contracts (SITEC):				
SITEC Application Management	Multiple Award Contract for SOF IT Enterprise Application Management Services	FY14/Q2	\$67M	FY14/Q3
SITEC Data Center	Single Award Contract for SOF IT Enterprise Data Center Services	FY14/Q4	\$194M	FY15/Q2
SITEC Distributed Computing	Single Award Contract for SOF IT Enterprise Distributed Computing Services	FY14/Q4	\$236M	FY15/Q2
SITEC Enterprise Networks	Single Award Contract for SOF IT Enterprise Network Services	FY15/Q4	\$99M	FY16/Q2



References/Tools:

- **DoD Source Selection Procedures:**
 - http://www.acq.osd.mil/dpap/ops/policy_vault.html
- **Resources for Upcoming Opportunities:**
 - Identify current DoD and Federal procurement opportunities in your product or service area by checking the Federal Business Opportunities website: <http://www.fedbizopps.gov>
 - SBA website for the available programs (small business planner), tools (monthly chat events, electronic newsletters, podcasts and a myriad of business resources), and services (financial assistance, contract opportunities, disaster assistance, on-line training, etc.) <http://www.sba.gov/>
- **SOF SORDAC Public Portal:**
 - <http://www.socom.mil/SORDAC/Pages/Default.aspx>
 - Technology and Industry Liaison Office
 - Directorate of Procurement
 - Office of Small Business Programs



Lessons Learned-Way Forward

- Only a handful of requirements have utilized DOD Guide
- Internal Guidance is very new
- SORDAC SSAC Pool SME Role Evolving
- Continue to improve processes based upon Lessons Learned
- Industry Feedback is welcomed