EXPANDING THE COMPETITIVE SPACE
SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Mr. Theodore Koufas, Senior Services Manager
PROGRAM EXECUTIVE OFFICE— SERVICES

Program Executive Officer - Services

- **Strategic view of Enterprise Services & Strategic sourcing**
- **Acquisition Strategy Development**
- **Leverage HQs Contracting Framework**
- **Work With Requiring Activities To Reduce Gaps and Delays**
- **Procurement / Requirements Package**
- **Requirements Refinement**
- **Independent Government Cost Estimate (IGCE)**
- **Facilitate the Technical Evaluation Process**
- **Serve as the MDA / SSA for selected requirements**
- **Program Oversight for Cost / Schedule / Performance of Contract / Execution**

Trusted Provider with Responsive and Transparent Service

We are PEO Services

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EKM
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J8
Components

COVID-19 Response Service Contract Update

17 March COVID-19 Guidance and Authorizations for Telework of Contractor Personnel for USSOCOM Service Contracts

Work at Offsite Locations and/or Telework:

This memorandum authorized work at offsite locations and/or telework for contractor personnel provided that all of the following criteria are met:

1. The Contractor employee's regular workspace (at Government locations) has been affected by base closure, minimal manning guidance, or other local policy regarding quarantines going into effect.
2. The scope of the Contractor employee's work is such that meaningful work can be provided at offsite locations.
3. The Contractor employee currently has the necessary equipment and access to provide support at an offsite location. No additional equipment will be provided by the Government.
4. Work at an offsite location can be provided at the current established pricing and rates within the applicable contract or task order.
5. Prior coordination and approval by the Contracting Officer or the Contracting Officer's Representative (COR) has been established.

COVID-19 Response Service Contract Update (cont)

- **Temporary Acceptance of Expired DoD Credentials During COVID-19**

  - **Installation, Facility and Building Access**

  - **Printed expiration date must be after April 16th for CACs**

  - **Must be electronically extended in Defense Enrollment Eligibility Reporting System (DEERS), and extension properly coordinated through cognizant Trusted Agent (TA)**

  - **Certificates may be updated using ID Card Office Online**

- **Current exception to policy expires September 30, 2020**

Services Acquisition Items of Interest

- 5 year extension of University Affiliated Research Center (UARC) Enterprise Vehicle with John Hopkins University-Applied Physics Lab (JHU-APL) through February 2025

- SOF Wide Mission Support (SWMS) A ordering period extended until 28 January 2021

- SWMS B Ceiling $100M Increase completed
  - Mitigate gaps while transitioning to SOF Core Support

- SOF CORE Support (SCS) Services Award Decision
  - Current Status

- SOF AT&L Support Services (SOF AT&L SS) Final Fair Opportunity Proposal Evaluation near completion– decision/announcement expected in ~30 days

Services Requirement Review Boards (SRRBs)

SRRBs ensure requirements for the acquisition of services are reviewed, validated, and approved, and to verify the need for the requirement at the appropriate level of review and approval within the Defense Agency or Military Department. SRRBs accomplish the following:

(1) Increase visibility of, and collaboration on, services requirements among all stakeholders.

(2) Validate requirements before execution of approved acquisition strategy or execution of a contract option.

(3) Provide for prioritization of services requirements to support funding decisions.

(4) Increase collaboration among stakeholders on key strategy decisions to optimize services acquisitions and enable efficiencies.

(5) Foster proactive management by the DoD Components for services acquisitions.

(6) Identify and document opportunities for savings and cost avoidance that may be realized through reduction in service delivery levels, outright cancellation to bring services requirements in-house in accordance with Section 2463 of Title 10, U.S.C., or elimination of the services altogether to fund higher-priority services requirements.

Services Acquisition Forecast

- **SOF Enterprise Knowledge Management (EKM) follow-on effort**

- **Strategic Planning and Analysis Division (J8-S) Manpower Augmentation**

- **Language Regional Expertise and Cultural (LREC) Recompete under SOF Core Support Services**

SOF EKM Follow-on

- **SOF Enterprise Knowledge Management follow-on effort (~141.5 FTEs)**
  - SOF EKM operations are defined as the integration of people, processes, and technology, to facilitate the exchange of operationally relevant information and expertise to increase organizational performance. This involves creating, organizing, applying, and transferring knowledge to facilitate situational understanding and decision-making, which enables decision superiority.
  - Applications. SOF knowledge management operations are supported by collaborative applications that currently include: Microsoft (MS) SharePoint, MS SQL Server; MS Business Intelligence Stack; MS CRM; DefenseReady, SOCTube, Accenture Task Management Tool; Skype, Jabber,Defense Communications Services, Microsoft Office; and Records Management Software etc.. Supported applications will change with available technology.
  - Networks. These technologies reside on various DoD networks that currently include: Non-Secure Internet Protocol Router Network (NIPRNet), Secret Internet Protocol Router Network (SIPRNet), Battlefield Information Collection and Exploitation System (BICES) networks, etc... These technologies and systems may change as mission dictates and are collectively referred to in this document as SOF KM systems.
  - Standards and Practices. Ensure data standards are validated against Department of Defense Directive 8320.02. Provide documentation to support the DoD and USSOCOM required system registration, certification, and accreditation. Duplication of Technologies will strictly conform with and be documented per current Federal (Clinger Cohen Act) and DOD and USSOCOM law/instruction/directives/memorandums/Commanders Guidance.
- **Socio-Economic Set-aside under Army ITES-3**

HQ SOCOM J8-S Manpower Augmentation

- **Strategic Planning and Analysis Division (J8-S) Manpower Augmentation (~22 FTEs)**
  - Provide the J8-S, with technical expertise in the areas of software development, operation of a classified stand-alone local area network, and development and maintenance of classified databases.
  - Additionally, expert support in employing or developing analytic models and tools, providing SOF subject matter expertise, and Operations Research Systems Analysis (ORSA) expertise vital to providing high quality, defendable analysis which informs key decisions made by leaders at the highest level.
  - To support this wide range of requirements, the J8-S must have contractor capability that includes analysts with SOF/USSOCOM experience, programmers, database analysts, and ORSAs with knowledge of a wide variety of analytic tools, techniques, and understanding of how to integrate the technical support required to ensure the command's analysis requirements are met.

- **Acq Strategy currently accessing current use of Best-in-Class (BIC) Contract Vehicles**

LREC Recompete under SOF Core Support

- **Language Regional Expertise and Cultural (LREC) Recompete under SOF Core Support Services**
  - USSOCOM has an on-going need for responsive LREC instruction and support for Service and joint SOF. LREC capability is foundational to the SOF ability to establish credibility, build rapport, maintain situational awareness, and effectively communicate with foreign partners. LREC is a critical enabling capability for most special operations core activities.
  - LREC instruction and program support are driven by DoD responsibilities and USSOCOM missions. Requirements are driven by real world events and USG political-military priorities. The Contractor will instruct adult learners from the four military Services, active and reserve components, or authorized Government civilian personnel. The Contracting Officer (KO) may order LREC instruction and support for additional organizations if the KO determines that the work is related to the Special Operations mission.

SWMS B to SOF Core Support Transition

J1	SMOA	CSG	0010	4-Jul-20	N	R/C on SCS
MARSOC	RASS	ITI	0010	28-Feb-20	N	Ext to 31 Aug; A&S descope 31 May (R/C SWMS & SCS)/ Recompeted as two separate.
J1	J1 MA Support	ITI	0012	14-Sep-20	N	R/C on SWMS
RAVEN	RAVEN Scriptwriters	LVA	0011	5-Mar-20	N	R/C SCS; RAVEN Program. Ext to 31 Aug
FMD J7/9	LREC Analytics	LVA	0013	29-May-20	N	R/C SCS; LRECA Program. Ext to 31 Aug
MARSOC	MRR FTEs	MET	0002	20-Sep-19	N	R/C SCS; LRECA Program. Ext to 31 Aug
MARSOC	MRR PTP FTEs	MET	0003	31-Aug-20	Y	R/C SCS; MRR Program.
JSOU	JSOU FTEs	MET	0001	6-Aug-21	Y	R/C on SCS
JSOU	JSOU PEOS	MET	0002	6-Aug-21	Y	R/C on SCS
MARSOC	MRTC-PR/SERE Training	PTP	18F0080	5-Aug-22	Y	R/C on SCS
MSOS	MRTC ITC Support	TCG	0003	14-Mar-22	Y	R/C on SCS
SOCO	STTE Manpower Augmentation	THR	18F0018	13-May-22	Y	R/C on SCS
LREC	1st SFC FTEs	YSG	0002	28-Mar-20	N	LREC Program. Ext to 31 Aug; R/C on SCS/ Awarded as a new TO below
LREC	1st SFC Instructors	YSG	0006	12-Feb-20	N	LREC Program. Ext to 31 Aug; R/C on SCS/ Awarded as a new TO below
LREC	NSW FTEs	YSG	0007	16-Jan-20	N	LREC Program. Ext to 31 Aug; R/C on SCS
LREC	SOFTS Instructors	YSG	0013	24-Mar-20	N	LREC Program. Ext to 31 Aug; R/C on SCS
SOCPAC	Travel Program Mgmt Support	YSG	0016	27-Apr-20	N	SOCPAC to work - no current transition plan/ Program Ending
LREC	MARSOC LREC FTEs	YSG	0023	6-Aug-20	N	LREC Program. Ext to 31 Aug; R/C on SCS
LREC	1st SFC Theatre Engagement	YSG	0028	27-Sep-21	Y	LREC Program; R/C on SCS
LREC	SOCSOUTH LREC FTEs	YSG	0035	31-Oct-21	Y	LREC Program; R/C on SCS
USSOCOM	J7 SOF JFC FTEs (B030)	TCG	18F0047	28-Feb-20	N	Transitioning to SITEC
MARSOC	MPDAC	MET	19F0087	24-Mar-22	Y	R/C on SCS
SG	JHMR SME	PTP	19F0043	14-Jan-22	Y	R/C on SCS
SWCS	Distance Learning SME	PTP	19F0018	30-Nov-21	Y	R/C on SCS
LREC	1st SFC LET	YSG	19F0145	30-Jun-21	Y	LREC Program; R/C on SCS
MARSOC	ADVENT LADEN	CSG	19F0141	30-Jun-22	Y	R/C on SCS
RAVEN	RAVEN FTEs	LVA	19F0203	31-Aug-20	N	RAVEN Program; R/C on SCS
MARSOC	MRR FTEs	MET	19F0212	20-Sep-20	N	R/C SCS; MRR Program.
J5	SEMS	ITI	20F0012	5-Nov-22	Y	R/C on SCS
MARSOC	MSOS-SOTC4/Derna Bridge	AST	20F0011	30-Nov-22	Y	R/C on SCS
MARSOC	MSOS-SRC Support	ITI	20F0013	15-Nov-22	Y	R/C on SCS
FMD J7/9	Lessons Learned	LVA	20F0024	14-Jan-22	Y	R/C on SCS
J3	J3 Program Support	AST	20F0040	31-Dec-22	Y	R/C on SCS
J3	J3 Training Support	ITI	20F0057	25-Feb-22	Y	R/C on SCS
MARSOC	MASS (A&S) FTE	ITI	20F0109	31-May-22	Y	R/C on SCS
MARSOC	MASS (A&S) Episodic	ITI	20F0110	31-May-22	Y	R/C on SCS
MARSOC	R&A	LVA	20F0111	31-May-22	Y	R/C on SCS
LREC	1st SFC FTEs	YSG	20F0072	28-Sep-22	Y	LREC Program. Ext to 31 Aug; R/C on SCS/ Awarded as a new TO below
LREC	1st SFC Instructors	YSG	20F0069	12-Aug-22	Y	LREC Program. Ext to 31 Aug; R/C on SCS/ Awarded as a new TO below
	Could move options elsewhere			SCS		
	Must be SWMS B until SCS			"B" Re-comp		
				"B" Extension		

SWMS A Competition Forecast

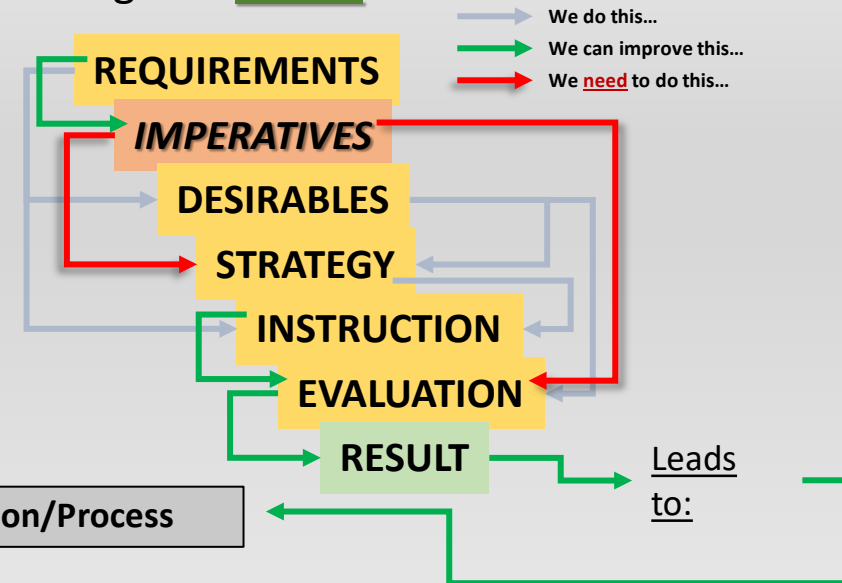| Requirement Title	Award Contract	PoP Start	PoP End	FTEs	Labor Category Description	Category
J51 CP Regional SMEs GSA Acquisition Assistance	Recompete – GSA Acquisition	1 Jul 2020	TBD (Base + 4 Years)	14	Compartmented Plans Regional SMEs	Professional Services
SOCS SOCO Support	Recompete – GSA Acquisition	6/29/2020	TBD (Base + 4 Years)	3	Media and Web Design Personnel	Professional Services
SOFM Financial Statements Auditability Support	Recompete – GSA Acquisition	9/28/2020	Base + 4 years	13	Audit Support	Professional Services

Re-Focused Strategy for Services Acquisition

INTENT: Identify and **Evaluate** the things we *VALUE* the most...
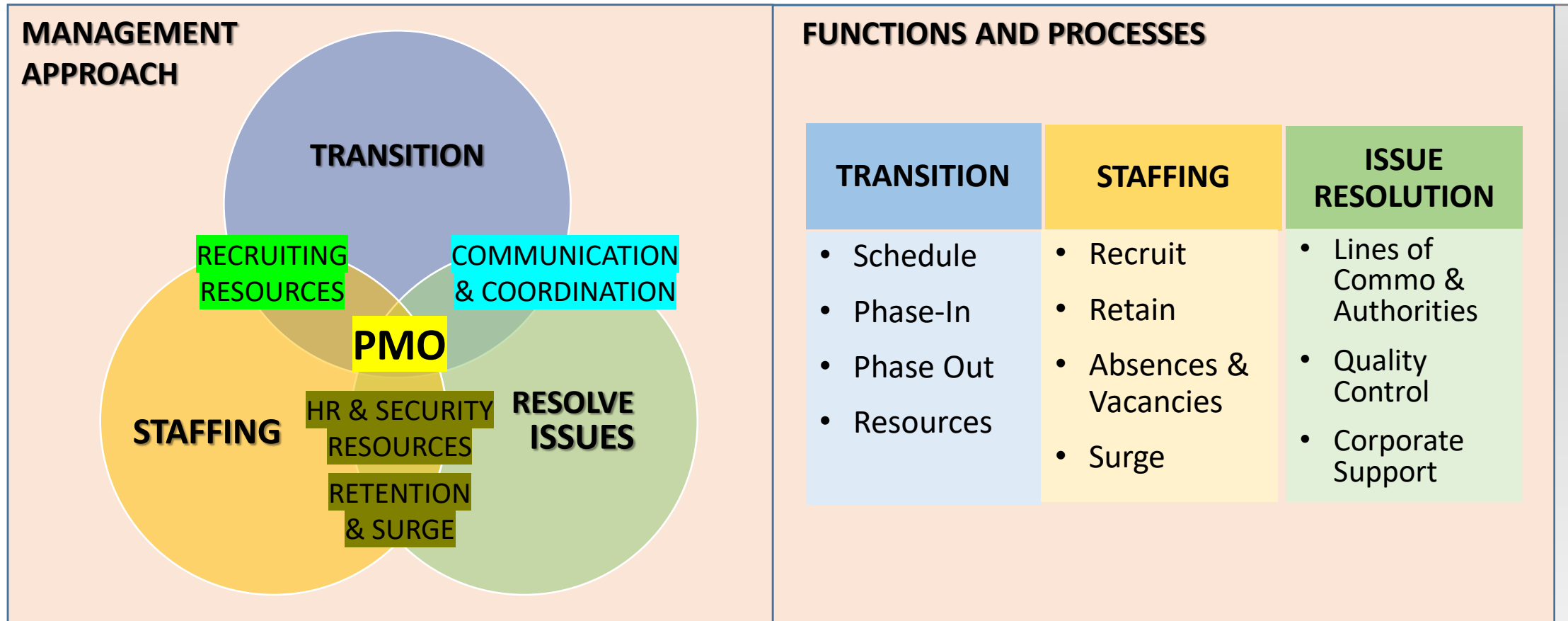
REQUIREMENTS:

- **Global Battle-Staff and Intelligence**
- **Acquisition and Logistics Management**
- **Business and Financial Operations**
- **Education and Training Support**

→ We do this...
→ We can improve this...
→ We **need** to do this...

REQUIREMENTS
IMPERATIVES
DESIRABLES
STRATEGY
INSTRUCTION
EVALUATION
RESULT → Leads to:

Capability/Organization/Process

- *IMPERATIVE #1:* Workforce **Stability**
  - Provide mission continuity and institutional knowledge
  - Demonstrate respectable and credible leadership
  - Dedicate resources to execute *transition*
  - Compensate well; incentivize performance and loyalty
  - Solve personnel issues efficiently and effectively
  - Enable opportunities for growth and development

- *IMPERATIVE #2:* Management **Agility**
  - Balance simplicity and complexity; handle changes
  - Be available to customers, and proximate to issues
  - Possess organic resources to apply to surge and issue resolution... without higher permissions

- *IMPERATIVE #3:* Global **Reach**
  - Know how to put employees in AFG, KU, GE, and ...
  - Have access to logistics nodes and networks that inter-connect client's global tasks

Manpower Augmentation Requirement Elements

MANAGEMENT APPROACH

TRANSITION

RECRUITING RESOURCES

COMMUNICATION & COORDINATION

PMO

STAFFING

HR & SECURITY RESOURCES

RETENTION & SURGE

RESOLVE ISSUES

FUNCTIONS AND PROCESSES

TRANSITION	STAFFING	ISSUE RESOLUTION
• Schedule	• Recruit	• Lines of Commo & Authorities
• Phase-In	• Retain	• Quality Control
• Phase Out	• Absences & Vacancies	• Corporate Support
• Resources	• Surge	

… management processes, enabled by corporate resources, generate the "imperatives"…

Considerations for Enterprise Solutions

DESIRED OUTCOMES:

- Promote Service Imperatives (Stability / Agility / Reach)

- Improve Partnerships between Industry and "Directorates"

- Reduce Bureaucracy / Increase Flexibility and Scalability

- Reduce Administrative Burden / Workload

- Reduce Potential for Redundant Contractual Efforts

- Improve ability to identify/quantify Return on Investment

- Improve administrative task management

- Maintain balance between cost control and retention

QUESTIONS AND COMMENTS

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