Training Systems Acquisition (TSA) IV Industry Day

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Disclaimer

• The Government does not intend to award a contract on the basis of the information received at this event.
• This is for informational purposes only. The contents of any future RFP take precedence over anything provided during this briefing and one-on-one sessions.
• “Significant” questions & answers will be posted to FBO and are considered public record.
• Costs incurred as a result of this meeting are considered bid and proposal costs and will not be reimbursed by the Government.

All information included in this briefing is subject to change
TSA IV - Outline

• Background
• Description
• Goals
• Market Research
• Small Business Participation
• Source Selection
• Task Order Benefits
• Contract Oversight
• Schedule
• Financial Management
• Program Attributes/Efficiencies
• Recommendation
• Omnibus contract for all Air Force training systems, all training-related acquisitions. i.e., requirements analysis, development/production, modifications, sustainment

• TSA II awarded in 2001 – total ceiling of $3B
  ▪ Provided for delivery & sustainment of Training Systems
  ▪ Multiple-year, multi-award ID/IQ; 7 Large Business (LB) and 4 Small Business (SB) awards
  ▪ Ordering Period: Jul 2001 - Jun 2016 (minimal ceiling remaining)
  ▪ Individual task orders (TO) limited to 10 years; constrained by ID/IQ period of performance

• TSA III awarded in 2015 – total ceiling of $20B
  ▪ 5-yr base w/ 5 (1-yr) options
  ▪ Multi-award IDIQ; 13 Large Business (LB) and 12 Small Business (SB)
  ▪ TOs limited to 10 years

• TSA IV planning to award in 2022
  ▪ 7-yr base w/ 8 (1-yr) options – trying to get a 15 year PoP
  ▪ Estimated ceiling of $25B
  ▪ Better processes and decreased award times
TSA IV – ID/IQ Description

- Management of the contract resides with ASC/WNS
  - Guidelines outlined in TSA IV User’s Guide for Program Teams
- Establishes a pool of large and small training system-qualified contractors
- Asking for 15-yr ID/IQ ordering period in which task orders can be issued for up to 15 years (not guaranteed!)
- Potential for predetermined SB set-asides (Example – TSRAs, Courseware, etc.); does not eliminate SB from all other orders
- The ID/IQ contract will be used by the Simulators Program Office and no organizations outside LCMC organizations
Task Order Level Goals for TSA IV

- Utilize FAR Part 15 and FAR Part 16
- Standardized templates (ITO/EFFA and Special H Clauses)
  - Benefits: Quicker generation of FOPRs; higher quality, more consistent offeror proposals
- Streamlined oversight process
  - Program Execution Plan (PEP) template; training system “ASP”
  - Reduced source selection time by eliminating routine plans
  - Standardized evaluation criteria
- Target timelines:
  - FOPR release: 6 months from Acquisition Strategy Review to FOPR release
  - TO source selections: 6 months from proposal receipt to award
  - Note, FAR Part 15 acquisitions take two or more years to complete the above cycle
- Annual capability statements submitted (market research); tailored to pending task orders
TSA IV - Market Research

- Capability RFI released 3 September 19
- Responses
  - 12 Large Businesses
  - 15 Small Businesses
- Observations
  - Competition exists for both large and small businesses
- On-going
TSA IV - SB Participation

- SB subcontracting requirement for each TO issued, percentage TBD
- Win-Win scenario for Small Businesses at the TO level
  - If TO market research yields SB set-aside
  - Full-and-open competition
  - Under the SB subcontracting requirement
TSA IV - Task Order Benefits

- TSA IV will be the “vehicle of choice” for the Simulators program office but allows for program teams to justify deviations vetted through the Program Execution Plan (PEP) process
- Task order approval levels based on contract value
- TSA IV-unique FOPR Checklist; do’s and don’ts, i.e., recertify SEMP at TO level, but not resubmit
- “Plug-n-Play” templates (EFFA/ITO, Special Clauses)
- Menu of CLINs, CDRLs, and Service Summary items
- Pre-established Source Selection evaluation criteria
- Market research streamlined due to submission of annual capability statements
TSA IV - Contract Oversight

- The core TSA IV team will remain intact to monitor effectiveness/efficiency of TSA IV tool
  - New/Revised TO “plug-n-play” templates drafted to address shortfalls
  - Contractors monitored for overall TO CPAR performance as well as quality of proposals submitted
    - Poor performers may not have next ID/IQ option periods exercised and also off-ramped from TSA IV
- Assembling Service Summary template for TO use
  - Examples of performance objectives: training device availability, timeliness of concurrency modifications, data submission quality
## TSA IV - Schedule

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
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<tbody>
<tr>
<td>Capabilities RFI</td>
<td>3 Sep 19</td>
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<tr>
<td>Industry Day at I/ITSEC</td>
<td>2 Dec 9</td>
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<td>Early Strategy and Issues Session (ESIS)</td>
<td>Feb 20</td>
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<td>Industry Day at STCF</td>
<td>12 May 20</td>
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<td>ASP</td>
<td>Jun 20</td>
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<td>Draft RFP</td>
<td>Nov 20</td>
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<tr>
<td>Industry Day at I/ITSEC</td>
<td>Nov 20</td>
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<tr>
<td>RFP Release</td>
<td>Feb 21</td>
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<tr>
<td>Receive Proposals</td>
<td>Mar 21</td>
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<tr>
<td>Contract Award</td>
<td>Dec 22</td>
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• Total contract ceiling estimate of $25B
  ▪ Estimate includes cost for 64 current and 25 potential programs
• Initial Task Order: Post-Award Conference at Wright-Patterson AFB
## List of Potential Programs

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<thead>
<tr>
<th>Large (&gt;$151M)</th>
<th>Medium ($150M-$51M)</th>
<th>Small (&lt;$50M)</th>
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<tbody>
<tr>
<td>C-5 ATS</td>
<td>ANG OTS</td>
<td>C-17 NATO</td>
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<td>MAF DMO</td>
<td>URT GBTS</td>
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<td>F-16 TS</td>
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<td>E-3 AWACS</td>
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<td>E-3 FCT</td>
<td>T-38 ATD</td>
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<td>C-27 TS</td>
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<td>KC-46 ATS</td>
<td>FMS Programs</td>
<td>T-25 SECT</td>
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<td>IRC</td>
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TSA IV - Attributes

• **Base ID/IQ Contract**
  – Pool of large and small business primes
  – Potential for 7-year ordering period w/ 8 (1-yr) options based on meeting performance metrics and CPARs
  – Provides for all contract types at TO level
  – Systems Engineering Management Plan (SEMP) and Configuration Management Plan (CMP) at ID/IQ level; must certify for each TO
  – Core ID/IQ team maintained throughout to guide TO teams
  – Annual market capability statement tailored to pending TOs
TSA IV – Attributes/Efficiencies

- **Task Orders (TO)**
  - Up to 15-year Period of Performance; each TO will stand alone, i.e., no blanket PoPs
  - Subcontracting requirement for SBs on all TOs
  - Streamlined Program Execution Plan (PEP) process
  - FOPR Checklist to guide the TO teams
  - “Plug-n-Play” templates (ITO/EFFA, Special Clauses)
  - Menu of CLINs/CDRLs/Service Summary item
  - Minimize data requirements; particularly master plans
  - Recertify SEMP and CMP at TO level, but not resubmit
TSA IV - Summary

• TSA IV Acquisition Strategy
  ▪ Full & Open Competition w/ Small Business Set-asides
  ▪ Targeting 15-Year Contract; 7-Year Base and 8 (1-Yr) Options

• We NEED your feedback. Continue to track FBO and provide your likes/dislikes/concerns, we appreciate it.
Contractor Suggestions

- Evaluation Criteria Varying on efforts – better if it was more similar
- More Best Value efforts vs LPTA
- Maintain two Contracting Pools – unrestricted & small
- Send out email notifications to all POCs to include both large & small regardless of effort
- Grandfather TSA III contractors into TSA IV – reduce proposal criteria for current contractors
- Require all submission for proposals, RFIs responses, etc be electronic – save cost & time
- Use Performance Based Payments – help with small business cash flow
- Virtual Industry Days – utilize VTC
- Price realism should be looked at for each acquisition
Open Discussion

Questions? Feedback?