

CBD AIF

July 21, 2011

Professional Services Sector

Discussion Items

- Welcome Karl Semancik, Vice President of Joint Operations and Analysis for ANSER
- Members
- Participation
- Concerns/Challenges
- Questions regarding upcoming procurements from the JPEO
- People

Members

- AAI Corp
- Alion
- ANSER
- Arlene Selber Consulting
- BAE
- Battelle
- Booz Allen Hamilton
- Bruhn New Tech
- CACI
- Camber
- Commonwealth Biotechnologies
- Concurrent Technologies Corp
- CSC
- Kalman
- Defense Group
- SAIC
- QuinetiQ
- JGW Group
- SciTech

Participation

- Easiest way to connect is by E-mail
 - Challenge: Concern about putting anything in writing
 - Most input in face-to-face or phone discussions
- Challenges/Concerns are consistent although the degree of concern varies

Concerns/Challenges

- Continued “war on contractors” particularly Professional Services.
- The CR and budget cuts combined created a perfect storm. Gov’t has to execute funds but some organizations still don’t know exactly what they have or focused on paying salaries. Expect a CR next year as well. How will the JPEO and the Aberdeen Contracting address the need to obligate funding quickly?
- Contracts continued to be delayed.
 - Would like feedback on how we can help.
- LCTA continues although recent articles (i.e. Early Bird) suggest that the community may have rotated too far on this and Best Value should be the focus. (Have seen Best Value on Mission Support)
- Will current task orders/contracts be extended (and % increase in value)?
- Small business has increased to 35% of the overall contract at the same time seeing more small business set-asides. (Differing opinion depending if the professional services Firm is a small business or large)

Questions regarding the 2 JPEO Contracts (Professional Services & Production)

- Update on the timeline?
- Will we see drafts and when?
- Number of awards? If it is a large, are you expecting the competition at the task order level?
- Will there be templates to shorten evaluation time?
- Are we using GSA schedules (noted on recent briefing)?
- Where will prototyping fall?
- Is there a small business set aside for either? Percentage of small business?
- OCI issues - - can you bid on both?
- Will the OCI Memo from ATEC impact support on these vehicles (i.e. will companies be required to declare where they support by contract or by delivery order)?

People Issues?

- Is the JPEO expecting a reduction in force?
- Will there be any transitions in the JPEO Leadership due to BRAC?
- Needed skillsets of contractors in the future?