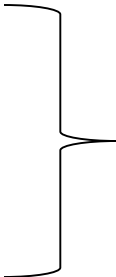


Chemical Biological Defense Acquisition Initiative Forum (CBDAIF)

**Gabe Patricio
Services Sector**

JPEO-CBD Contracting Strategy- My Perspective

- Like the strategy- Right Mix Contracting Vehicles
- Very Successful on OPETS, Not so on JE CLaSS
 - Difference?
 - Time and Effort – Dedicated Resources
 - Type of Contract – Higher Barrier to Entry
- Still Trying to Figure out OTA & JRDAP
- Keys to Success:
 - Learn Client
 - Learn PMO
 - Learn Contracting Shop
 - Dedicate Resources

Better Understanding Requirements
Facilitates Bid Process and Success
Rate

OPETS -My Perspective

- **Positive**
 - Task Order Submission to Award Time
 - Great for Business Planning, Recruiting and Managing Workforce
 - PMO/Contracting Office
 - Cooperative, Proactive, Forward Leaning
 - IDIQ Holders that Remained Engaged were Rewarded
- **Improving**
 - Number of Task Orders (Improved over the years and going forward)
 - Waiver process- good comms and common sense prevailed

JE CLaSS - My Perspective

- Comms with Industry Upcoming Events- Good
- Unrestricted (LB) Contract Holder, not a lot of Activity
 - Would like to see more but understand business rules
- SB Seeing Most Activity
 - Participating as a Sub
- TOs Requiring IT Solution Seem to Favor Incumbent System

Member input:

- Impact of CRA on what programs. Slips to release of RDAP or OTA orders
- OTA-Resolution of Congress not passing the new legislation about Non-traditional vs traditional. DOD being directed to do a new study
- What happened to the 30 year plan?
- Can they provide an updated briefing on the status of “Analytics” that Mike Ricciardi gave in Jan 2016 to the CBDAIF