



Chemical Biological Defense Acquisition Initiatives Forum (CBDAIF)

Professional Services Sector

23 May 2019

Presented by Sector
Representative, Gabe Patricio

Companies in the sector (JE-OPETS)

Vendor Name	Business Area IDIQs	Small Business
ABSc	BEI	No
CenCore LLC	Acquisition	Yes
Data Systems Analysts, Inc. (DSA)	BEI	No
Davis Defense Group	Acquisition Log/Med	Yes
DCS Corporation	BEI	No
Edmond Scientific Company	BEI	Yes
Engility	Log/Med	No
Goldbelt C6	Acquisition	Yes
HII-MDIS	Log/Med BEI	No
Integrity Consulting Engineering and Security Solutions	Acquisition BEI	Yes
IPT Associates	Acquisition BEI	Acq: Yes BEI: No
Joint Research and Development	Acquisition BEI	Yes
Kalman	Acquisition Log/Med BEI	Acq: Yes Log/Med: Yes BEI: No
Millennium	Acquisition	Yes
MLT Systems	BEI	Yes
Mustang Gray (Joint Venture w/ Xcorp & Patricio)	BEI	Yes
Patricio Enterprises	Log/Med BEI	No
Tauri (LMI)	Acquisition Log/Med	Yes
WBBInc	BEI	No

Companies in the Sector Continued

- ANSER
- AMH Consulting
- Battelle
- BAH
- Culmen
- CACI
- Lillie Associates
- JGW Group
- Bruhn Newtech
- ICFI
- GKB Inc

Mergers and Acquisitions (M&A) Aerospace and Defense (A&D)*

- The global A&D sector recorded a total of 413 M&A transactions last year with an average deal size of \$350.6M, which was 73 percent higher than the 10-year average.
- According to the [report](#), the sector saw eight M&As exceeding \$1B in 2018, including the [all-stock merger deal](#) between [L3 Technologies](#) (NYSE: LLL) and [Harris](#) (NYSE: HRS) and [General Dynamics'](#) (NYSE: GD) [acquisition](#) of CSRA.
 - HII - Camber
 - SAIC – Engility
 - LMI- TAURI
 - Decision Point – CORTEK
- *Acquisition of small and mid-sized firms will likely boost deal activity in 2019.
 - * PwC Deals A&D Deals Insights Year-end 2018

Asked to survey and address two topics

1. Our impressions of working within the various contracting vehicles currently being used
 - JE-RDAP
 - JE-OPETS
 - JE-CLaSS
 - CWMD-OTA
2. How CBDAIF is actually working and how we can make it a better method of interaction between CBDP and industry

Our impressions of working within the various contracting vehicles currently being used

- JE RDAP- Al Burket is great, very open, honest, listens to industry. Unfortunately he cannot always make things happen when he wants. It is good that drafts are used and when they schedule things they alert industry
- JE OPETS- My perspective as a significant participant in the program and transitioning “mid tier” company
- JECLSS- Another Al Burket lead IDIQ and that’s good. We had an issue where procurement would not allow a face to face debrief on a TO we lost. Hopefully this will be corrected
- CWMD OTA – Great execution in terms of releases and awards. Unfortunately there is little detailed feedback on a losing TO. The OTA process does not follow the FAR and it is hard to get feedback. Continual release of early drafts and announcements of future TO is always desirable

How CBDAIF is actually working and how we can make it a better method of interaction between CBDP and industry

- Use these meetings to provide an update on opportunities, sort of a mini APBI. This would be only be to provide changes like an existing contract opportunity was canceled or a new one added
- Updates on the organizational changes and the release of org charts. There are so many changes that even the JPMs don't release these
- Review all available conferences that the JPEO will support so industry can plan to attend as early as possible. Mr. Bryce's briefings at many of these conferences do not provide info on opportunities. We would like to see this included in his briefings
- Discuss the JPEO policy on contractor visits to their personnel. We do NOT want to become a burden with visits but finding out opportunities between APBIs is required especially for OTAs
- The JPEO is using PBA more and more. It would be good for industry to know what programs especially production programs that the JPEO will be using PBA to execute