

A light blue silhouette of a world map is centered in the background of the slide.

Doing Business with United States Joint Forces Command

**Mr. Dan Judy
Business Management Office
Manager, ORTA**

**Mr. Jeff Brunner
Business Management Office
Manager, CAMO**

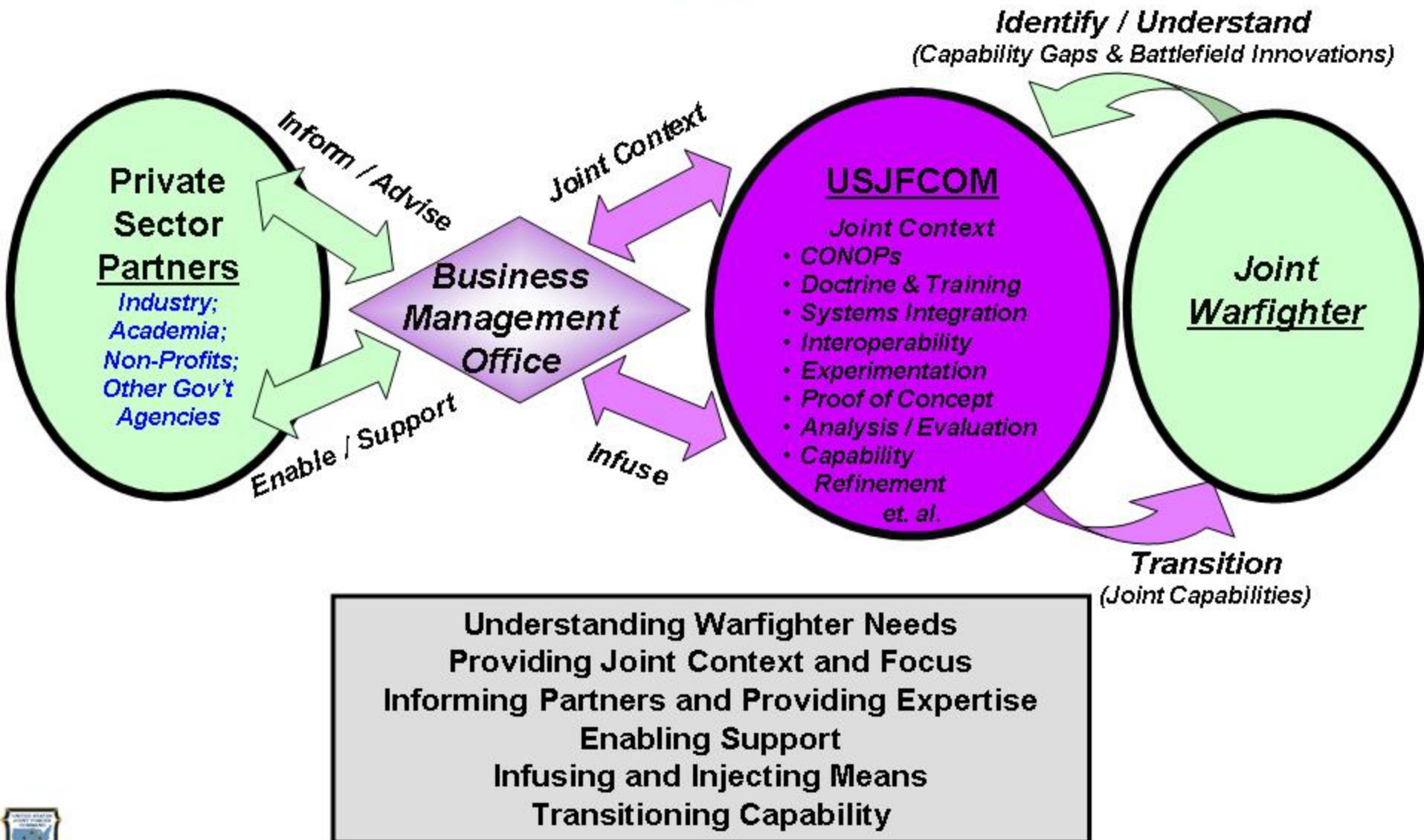
USJFCOM Approach

Supporting the Joint Commander

- **Developing joint concepts and experimenting**
 - Find out what works for the future
- **Ensuring military systems “talk” to each other**
 - Fixing those that don't, making new systems that do
- **Training Joint Forces**
 - From Headquarters Staffs to Individuals
- **Providing deployable joint teams**
 - A team available “right now” to meet Commander's immediate needs
- **Providing Joint Forces**
 - Right mix of forces and equipment to get the job done



The Business of Supporting the Joint Warfighter



The Business of Engagement

USJFCOM Business Management Office

-- Providing Enhanced and Agile Business Processes --

- *Informing Partners (e.g., Annual Joint Warfighting Conference)*
- *Providing Visibility (e.g., Focused Forums)*
- *Facilitating Engagement and Enabling Support (e.g., Capability Presentations And Demonstrations)*
- *Migrating Common Acquisition Support Requirements to Common Contract Vehicles*
- *Supporting Efforts by Directors to Improve Effectiveness, Economy, and Agility of Core Mission Contracts*
- *Providing the Enterprise Business Strategy & Management Plan*
- *Ensuring Transparency and Due Diligence (e.g., USJFCOM Public Web Site / USJFCOM Portal)*

Contract and Acquisition Management

Utilizing Federal Acquisition Regulations (FAR) to manage:

- Advance Planning and Market Research
- Performance-based Work Statements
- Services Acquisition Strategies
- Requests for Information (RFI) and Review Process
- Contracting Office Selection and Source Selection Plans
- Ensuing Task Orders and Contract Administration

Activities and Mechanisms to facilitate engaging with industry (large & small) and universities

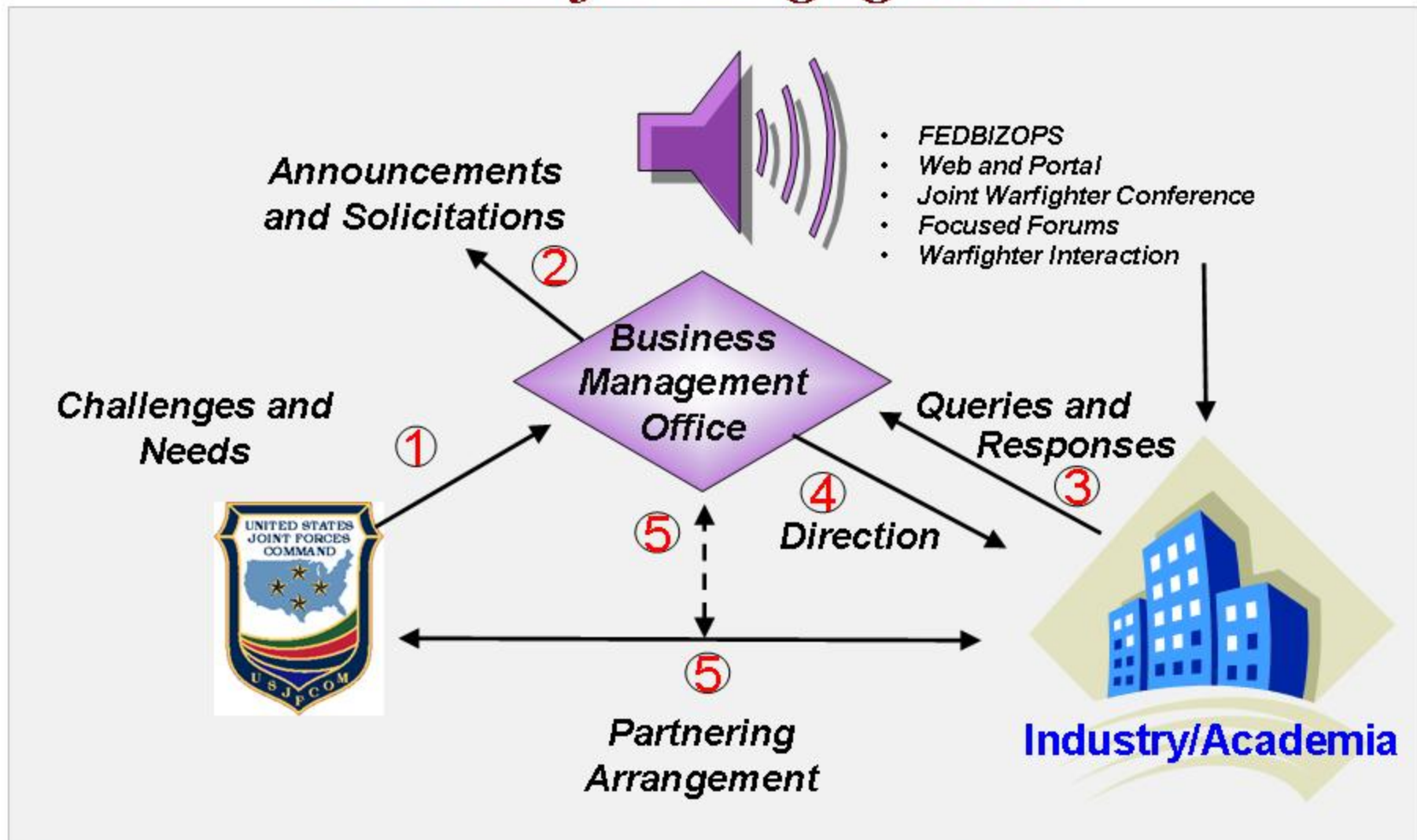
Research and Technology Application Management

Utilizing Technology Transfer and other non-FAR Authorities to manage:

- Cooperative Research and Development Agreements (CRADAs)
- Opportunity Awareness to Private Sector
- Licensing Agreements
- Memorandum of Agreement / Understanding
- Education Partnership Agreements
- Commercial / Materiel Test Agreements
- Personnel Exchanges
- Advanced Technology Achievement



Process for Engagement



5 **Monitoring and Management Continued via BMO**

3 **Send email to: tech.transfer@jfc.com**



CAMO Engaging with Industry and Academia

Utilizes Federal Acquisition Regulation (FAR) processes to develop and manage:

- **Advance planning and market research**
 - Maximize use of drafts and RFI's
- **Performance-based Work Statements**
- **Services Acquisition Strategies**
 - Maximize use of multiple-award contracts
- **Contracting Office Selection and Source Selection Plans**
 - Best value in both cases with properly constructed and aligned SSP's
- **Ensuing task orders and contract administration**



Underpinnings of the Enterprise-Wide Strategy

- Foresight for contract scope and ceiling viable for 5-8 years
- Adaptable to changing JFOM mission/needs
- Access to the right talent efficiently and economically
- Increased competition for upward pressure on quality, downward pressure on price
- Research of alternative contracting vehicles beyond just non-requirements type enterprise IDIQ contracts
- A fully identified, trained, and capable JFCOM Acquisition Workforce
 - AT&L Positions under DAWIA
 - All other CORs and Task Assistants



Efforts Underway

- **Approximately 125 AT&L Positions identified across nine different acquisition career fields**
- **Collaborative requirements development and review in the JFCOM Portal**
- **FY 08 NDAA Section 843 and President's Memorandum further fueled existing efforts toward-**
 - Greater competition
 - Multiple-award Contracts (MACs)
 - Less reliance on cost-reimbursement contracts
- **Identification of existing, alternative contracting vehicles**
- **Robust Acquisition Strategies for service requirements with senior level involvement and requirements approval**
- **SSP's that can emphasize Cost Control with oversight to preclude unfair competitive advantage**



Enhanced Interface with Industry

- Quarterly “Prime Time” information sessions with holders of enterprise IDIQ task ordering vehicles
- Quarterly “Industry Updates” being planned and open to all prospective USJFCOM Industry partners
- Small Business and Competition Advocacy



Key Contract Actions in FY 09

- **JCTD- recompetete awarded to Computer Science Corp.**
- **JCD&E recompetete(s), Core Business and Projects - proposals under evaluation for multiple awards by 01 June**
- **JSIC Support – proposals under evaluation for award by 1 June**
- **Program Management Support – May 2009 Synopsis and RFP pending**
- **Operational Sustainment Support – May Synopsis and RFP pending**
- **Enterprise Transformation Sustainment Support – June synopsis and RFP pending**



Contract Portfolio for Contract Management and Industry Planning

- **Industry version of the Command Contract Portfolio available in May and November each year with plans for monthly updates**
 - Place your business card in the box to receive your copy



Questions and POC Info

CAPT John Polowczyk

Business Management Office Manager

(757) 836-5561

john.polowczyk@jfcom.mil

Mr. Jeff Brunner

Contract and Acquisition Management Office (CAMO) Manager

(757) 836-7544

jeffrey.brunner@jfcom.mil

Mr. Dan Judy

Office of Research and Technology Applications (ORTA) Manager

(757) 203-5690

daniel.judy@jfcom.mil

tech.transfer@jfcom.mil

