



AFCEA Small Business Reception

LTC Michael J Devine, III

Product Manager

Force Projection Enablers

16 February 2011



Leadership

“Sir – you have a vested interest in their success . . . And they have a vested interest in yours. . .

The sooner you figure that out then the better off we are ALL going to be.”

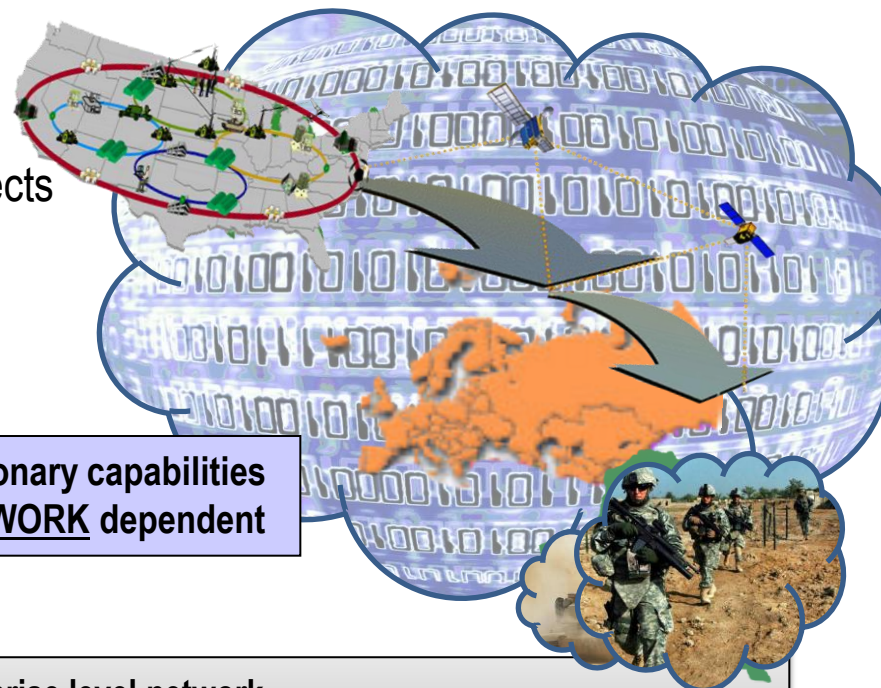
SFC Anthony Mosely (1993)
Platoon Sergeant
1/A/141 Signal Battalion

Agenda

- Program Update / Overview
- Contracting Overview
- Small Business Relations with the Government after the Win
- Questions

PM APC Mission

- **Plain English:**
 - Host the Army's applications, data and IT services in an interconnected set of globally linked and defended data centers
- **Warfighter Terms:**
 - Enable a globally connected Army to build and employ an informed warfighting force that can fight on arrival
- **IT Mission Statement:**
 - Build a standardized, global info-structure that is scalable, accessible, and defensible
 - Provide for the common hosting and defense of our data
 - Enable streamlined access to applications, services and data
- **Core Services:**
 - Force Projection / Contingency Operation Projects
 - Global Mission Networks
 - Enterprise Service Desk
 - Enterprise NetOps Tools
 - Network Common Services
- **Number of Contract Actions:**
 - Pre-award: 18
 - Post-award: 17
 - Total Dollar Value: \$1.34 Billion

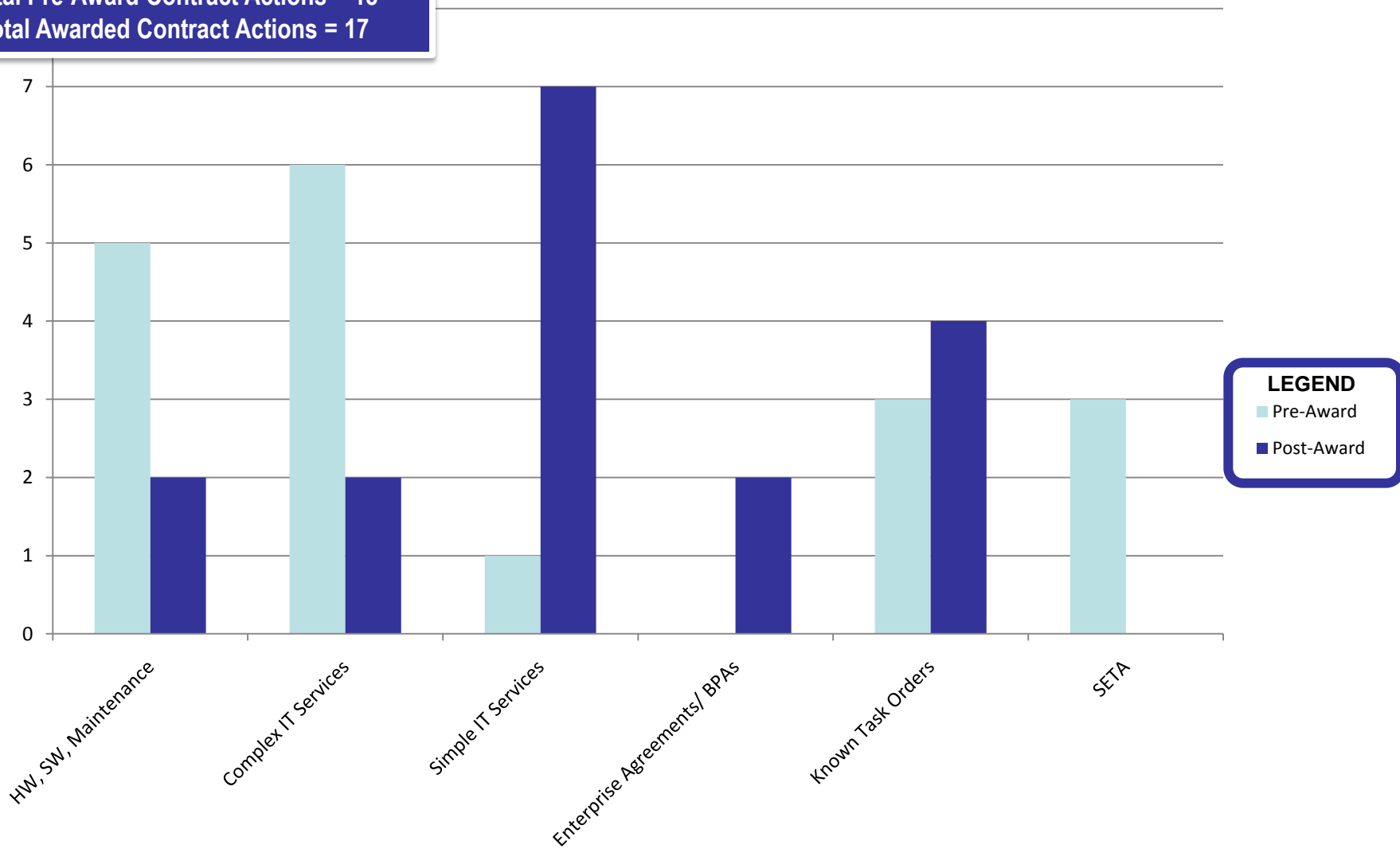


Expeditionary capabilities are **NETWORK** dependent

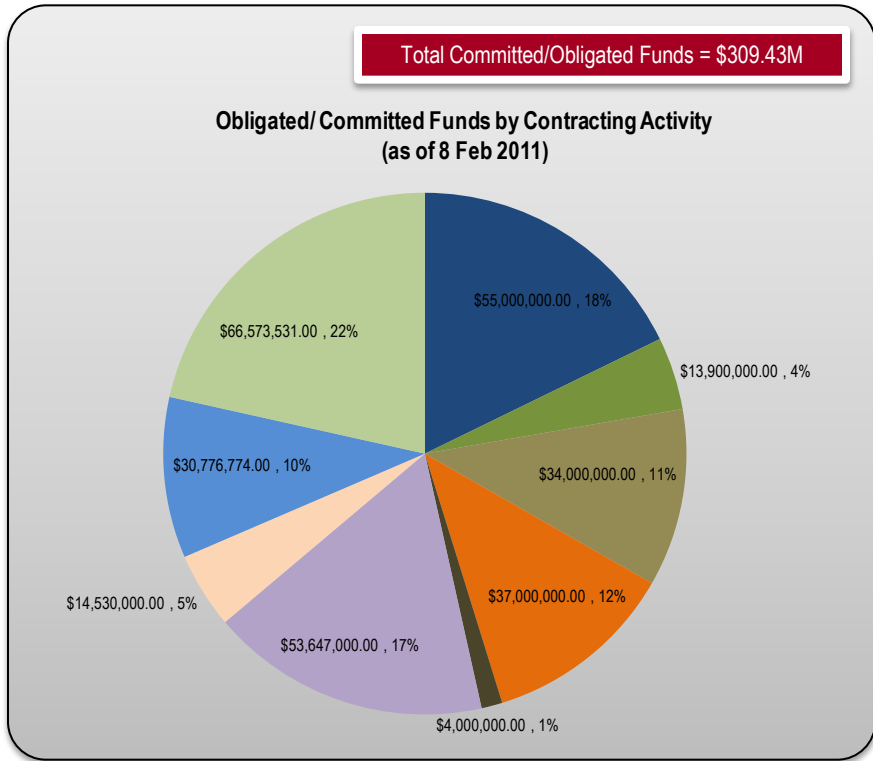
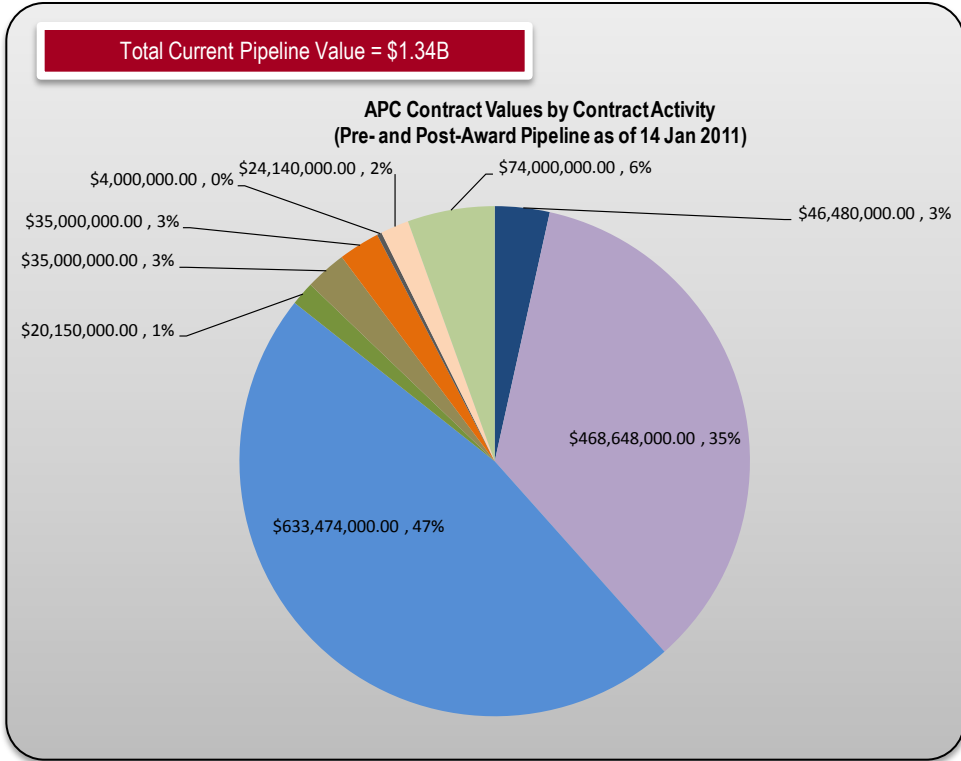
**This implies building an enterprise level network.
 Requires a unique partnership between HQDA Staff, Operational Commands, and the Materiel Developer**

PM FPE Contracts by Category

Total Pre-Award Contract Actions = 18
Total Awarded Contract Actions = 17



Current PM APC Portfolio Distribution



LEGEND

- DITCO
- DOI NBC
- NCRCC
- RICC
- SPAWAR
- USACE
- CECOM
- ITA
- SMDC

After the Win . . .

- Getting off on the right foot.
- Leadership is a shared responsibility
- Understanding the 'Market' and your fit in the program
 - PM's World and Industry Dynamics
- Quality management of the workforce
- Patience, Persistence and Communications

After the Win . . .

- Taking Care of People
- Retired/Former Military in your formations
- Ethical behavior
- This is a 'Team Sport' mentality
- Communicating Expectations
- Competition

Upcoming Opportunity

Procurement Title: Army Enterprise Service Desk

- Scope: One-stop-shop for all Tier 1 IT Service Management Support

Key Points of Contact

- Assistant Product Manager
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