



# State of PEO EIS AFCEA-Belvoir

**Mr. Gary L. Winkler**  
29 September 2010

# Agenda

- **PEO EIS Organization**
- **Year in Review**
- **Year Ahead**
- **Procurement Outlook**

# PEO EIS

**PEO EIS MANPOWER**  
73 - Military  
768 - DA Civilians  
235 - Matrix Support  
1,485 - Contractors  
2,561- Total Personnel

Ft. Huachuca, AZ

Fort Monmouth, NJ  
Fort Detrick, MD  
The Pentagon/Arlington, VA  
Fort Belvoir, VA  
Newport News, VA  
Fort Lee, VA  
Radford, VA

*896 personnel deployed  
to Southwest Asia*

- PEO EIS is responsible for implementing Enterprise Infrastructure, Backbone Communications, Business, and Warfighting IT Systems.
- PEO EIS executed \$4B in FY10, approximately 56% of Army's IT budget.

Germany

Korea

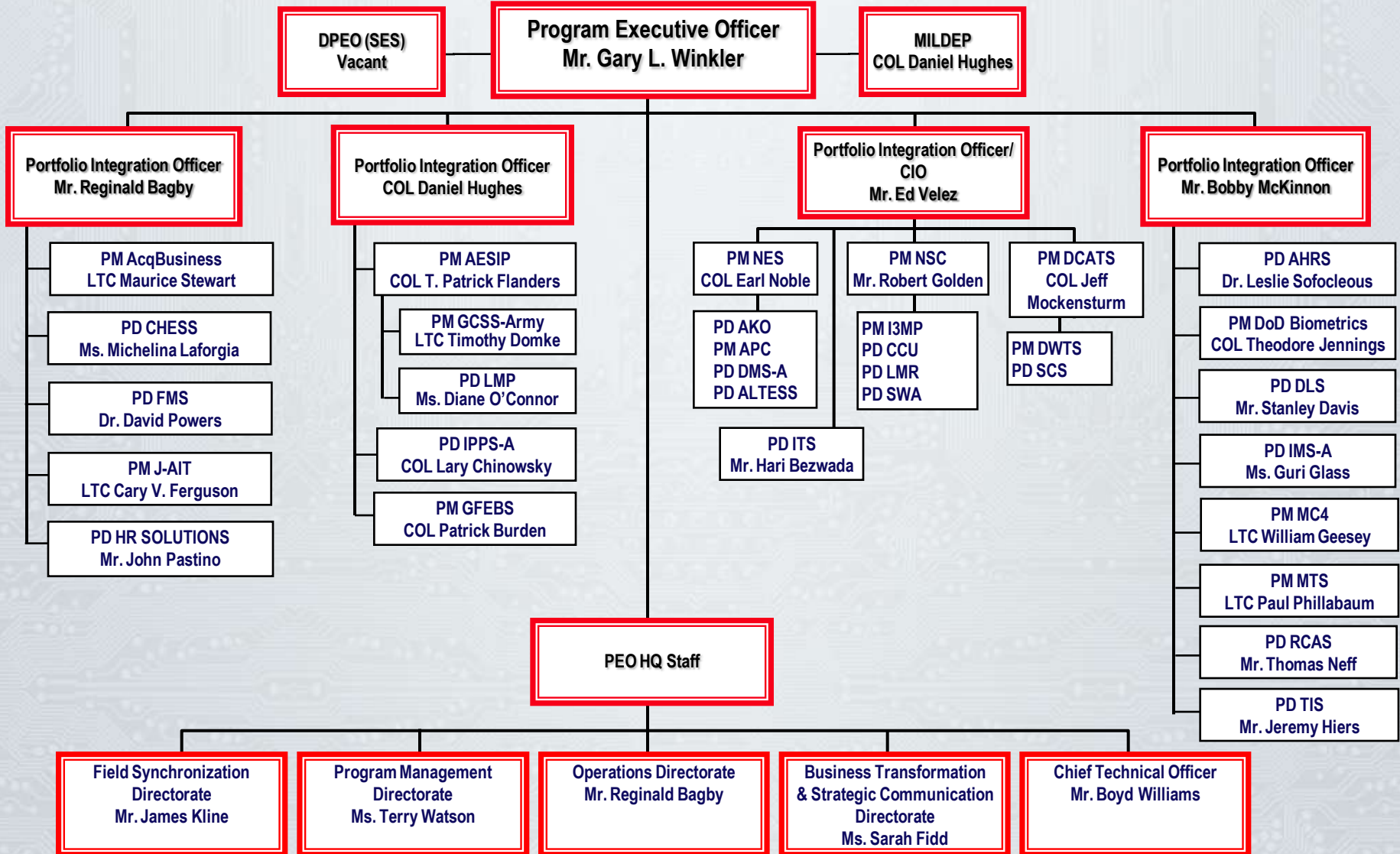
Iraq

Afghanistan

Kuwait

# PEO EIS Portfolio

<b>BUSINESS MISSION AREA (BMA) (\$1.72B)</b> <i>(Certification or Annual Review (AR) Required for Investment Funds)</i>				<b>WARFIGHTING MISSION AREA (WMA) (\$334M)</b> <i>(No Certification Required)</i>
<b>ACQUISITION</b>  AcqBiz VIS AIM ALTESS Data Center	<b>FINANCIAL MANAGEMENT</b>  GFEBs	<b>HUMAN CAPITAL MANAGEMENT</b>  DLS      IMS FMS      MC4 eMILPO    RCAS DTAS      DTTP HR Solutions IPPS - Army	<b>LOGISTICS</b>  GCSS-ARMY AESIP LMP IBM-MES TIS J-AIT	
<b>ENTERPRISE INFORMATION ENVIRONMENT MISSION AREA (EIEMA) (\$2B)</b> <i>(No Certification Required)</i>				
<b>Communications</b>  NSC      DCATS I3MP      LMR		<b>Computing Infrastructure</b>  CHESs APC		<b>Core Enterprise Services</b>  AKO/DKO    DMS Army ITS          NG ABIS



# Year In Review

# The Year In Review: COST

- 4,900 Contract actions worth \$50B
- 24% to small business
- 11% cycle time reduction

- Executed \$4B
- \$1B more than in FY09
- 38% more than President's budget
- 31% increase in OCO

**FY10 Cost Avoidance & Savings**  
**\$800M**  
**20% ROI**

# The Year In Review: SCHEDULE

**70% of  
Programs  
delivered  
capabilities on  
schedule**

**30% of  
Programs  
delivered  
capabilities  
ahead of  
schedule**

# The Year In Review: PERFORMANCE

235 new major  
system  
capabilities

*Delivered*

2,000,000 joint  
users including  
200,000 deployed  
users

*At*

Over 500  
locations  
worldwide

**NEW MISSION:  
Human Resources  
Solutions**

**\$350M**



**\$3B Potential**

# The Year In Review: PEOPLE

<u>FY09</u>	<u>FY10</u>	
58	73	Military
546	768	DA Civilians
192	235	Matrix
1024	1485	Contractors
1820	2561	Total

Executed \$1B more of new mission

Generated \$100M more in savings

Delivered 135 more new system capabilities

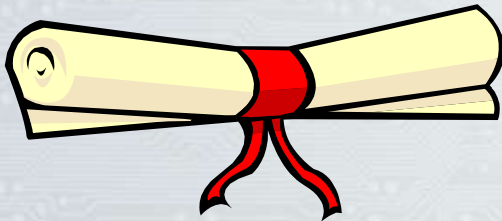
- 53 Internal reassignments
- 11 Internal Promotions
- 24 Interns
- 9 New college grads



23 Team Awards

25 Industry

Individual Awards



55 recruits for BRAC elements (Belvoir)

# Year In Review: PROCESS IMPROVEMENT

## Black Belts

- 15 Trained
- 9 Certified

## Green Belts

- 38 Trained
- 30 Certified

## 64 Projects Power Steering

- 5 In Progress
- 29 Proposed
- 30 Completed

## Cost Avoidance

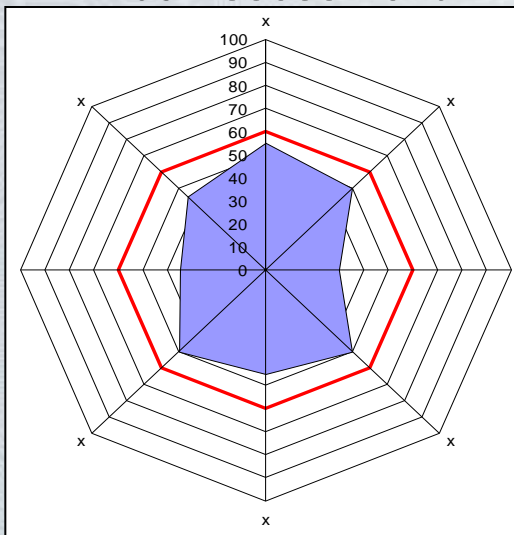
\$35M Annual CA Completed

\$198M Lifecycle CA (FY10 Projects)

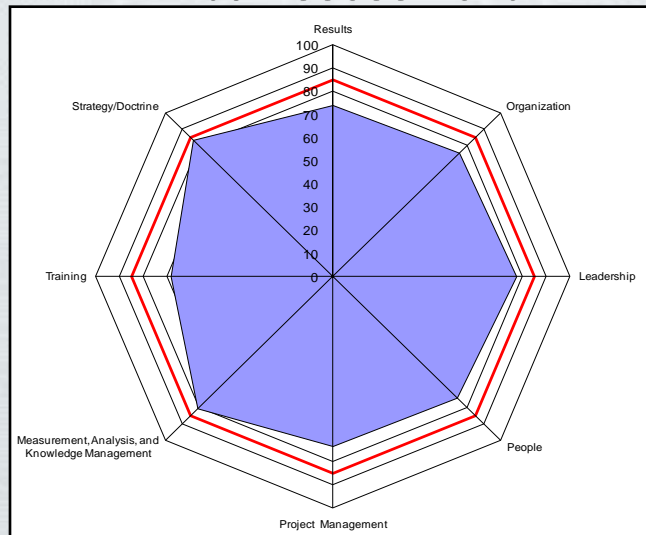
\$246M Lifecycle CA 2008

**2010  
LEAP  
Award**

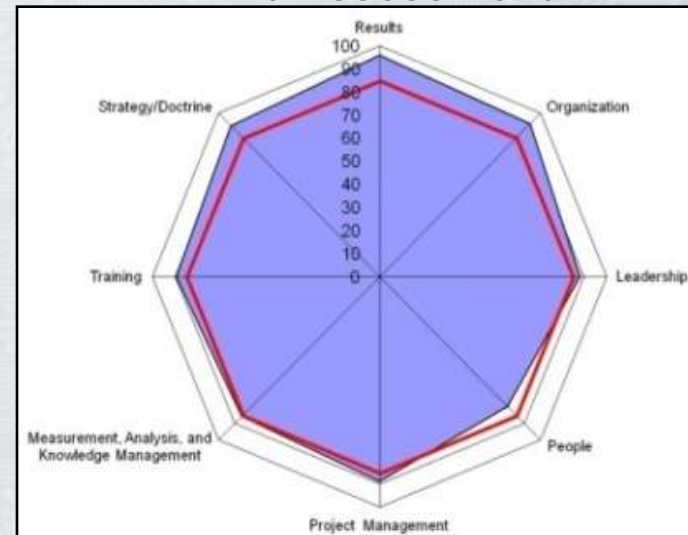
### FY08 Assessment



### FY09 Assessment



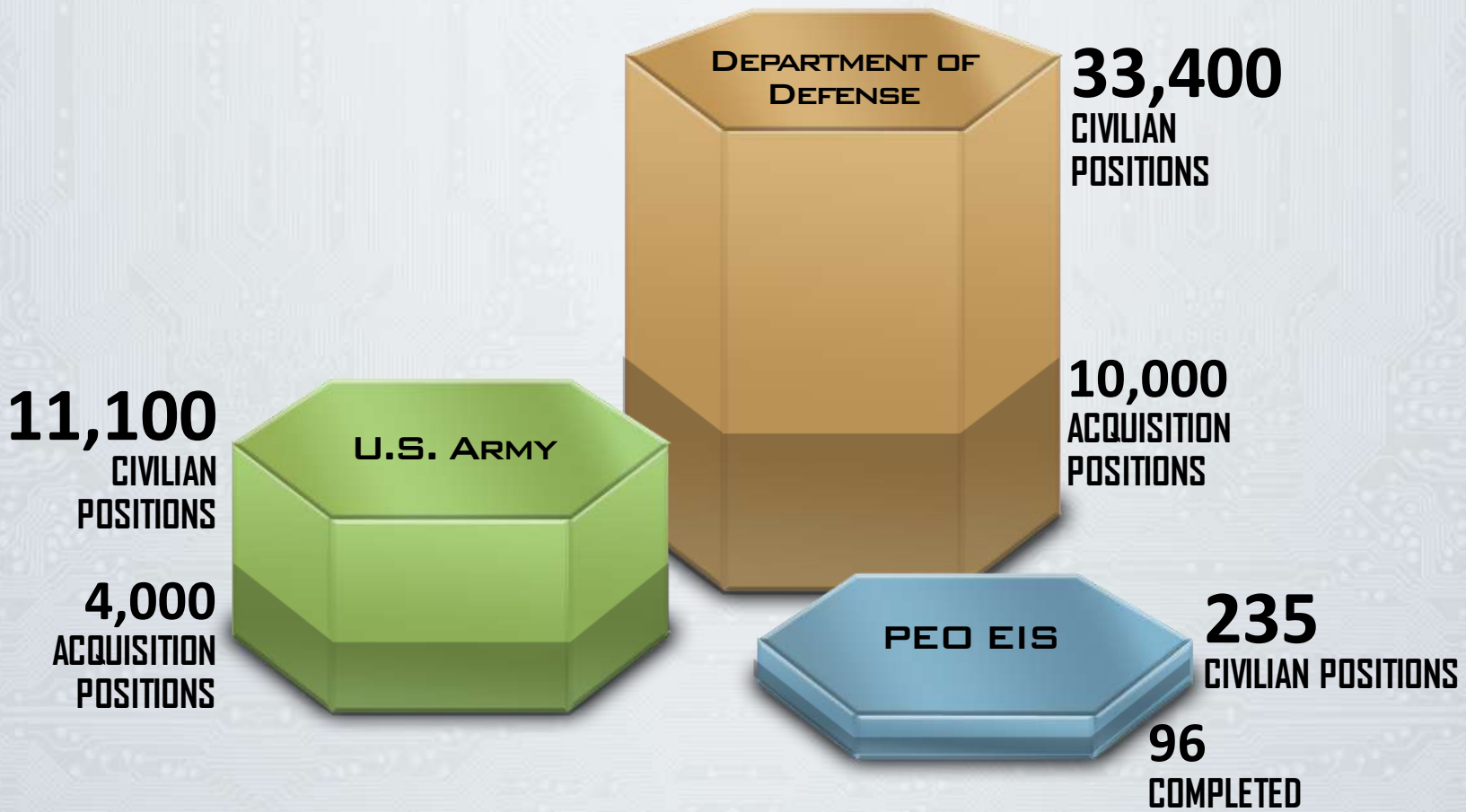
### FY10 Assessment



# In-Sourcing

- ◆ **NDAA08 established in-sourcing process with special concerns for:**
  - ◆ Inherently governmental functions
  - ◆ Closely associated with inherently governmental functions
  - ◆ Unauthorized personal services contracts (employee relationship)
- ◆ **DepSecDef Memorandum, Subject: In-sourcing Contracted Services-Implementation Guidance, 28 May 09. Decreased funding for contractor support and increased funding to support new civilian manpower slots.**
- ◆ **DoD ahead of civilian agencies with in-sourcing plans**

# In-Sourcing Goals



# Year Ahead

# ASA(ALT) MISSION AND VISION

## Vision

- ◆ A highly innovative organization of dedicated professionals transforming the Army with integrated Acquisition, Logistics, and Technology capabilities to provide Soldiers a decisive advantage and win our nation's wars!

## Mission

- ◆ Provide our Soldiers a decisive advantage in any mission by developing, acquiring, fielding, and sustaining the world's best equipment and services and leveraging technologies and capabilities to meet current and future Army needs.



# Strategic Context

- ◆ The American Soldier is our Most Precious Asset!
- ◆ We must be more efficient in how we sustain, improve, or divest current systems based on operational value, capabilities shortfalls, and resources available .
- ◆ Acquisition Focus:
  - ◆ At the broadest level, we must assess and adjust within legal, statutory and regulatory guidelines
  - ◆ Within our acquisition, logistics and technology community, we must analyze how we are aligned and maximize relationships with industry, the media and other key stakeholders.
  - ◆ Placing our focus internally upon ourselves, we must improve our efficiency, oversight, traceability, stewardship, accountability and transparency.



# Key Customers

- ◆ Our first responsibility is to the Soldier who protects and preserves our Nation...
- ◆ Our second responsibility is to the Acquisition, Logistics and Technology Workforce...
- ◆ Our next responsibility is to our Partners...
- ◆ Our responsibility is to the American Public...



# ASA(ALT) Core Theme

## SOLDIERS ARE THE DECISIVE EDGE

- ◆ ASA(ALT) develops, acquires, delivers and sustains the capabilities and equipment needed to provide Warfighters with the decisive edge in battle.
- ◆ This is achieved by combining and leveraging the four D's: **Design, Develop, Deliver, Dominate** – principles which inform the Army's commitment to Soldiers.



# Acquisition Challenges

- ◆ Support Overseas Operations and Downsize Responsibly
- ◆ Develop Materiel for Future Army and Maintain Decisive Edge
- ◆ Respond Rapidly to Technological Evolution
- ◆ Be Good Stewards of Taxpayer Dollars – Efficiencies
- ◆ Rebuild and Rebalance the Acquisition Workforce
- ◆ Maintain World-Class Technical Foundation for the Army
- ◆ Lead Army Acquisition Transformation
- ◆ Strengthen Relationships with Stakeholders



# Army Ethos

- ◆ Honor
- ◆ Integrity
- ◆ Moral Courage



**Always do what is right!!**



# Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending

- ◆ **28 Jun 10:** Dr. Ashton Carter, USD AT&L, mandates acquisition professionals improve way DoD does business... “Do more without more”.
- ◆ **14 Sep 10:** Dr. Carter provides additional guidance as a central part of Secretary Gates’ “Efficiencies Initiative”.
- ◆ Guidance affects \$400B (\$200B contracts for goods, \$200B for services) of \$700B annual defense budget.
- ◆ **Goals:**
  - ◆ \$100B redirect of defense budget \$\$ from unproductive to more productive purposes in 5 years
  - ◆ Reduction in service contracts by 10% a year for next 3 years
  - ◆ \$100M redirect over 5 years (Army PEOs)
  - ◆ 2-3% net annual growth in warfighting capabilities without commensurate budget increase
    - ◆ Identify/eliminate unproductive/low-value-added overhead
    - ◆ Transfer savings to warfighting capabilities.



# USD AT&L Guidance

## Dr. Carter's Actions to Improve Efficiencies (Taken from 23 Principal Actions)

- ◆ **Target affordability and control cost growth**
  - ◆ Mandate affordability as a requirement
  - ◆ Eliminate redundancy within warfighter portfolios
  
- ◆ **Incentivize Productivity & Innovation in Industry**
  - ◆ Reward contractors for successful supply chain and indirect expense management
  - ◆ Increase the use of FPIF contract type where appropriate



# USD AT&L Guidance (Cont'd)

## ◆ **Promote Real Competition**

- ◆ Present a competitive strategy at each program milestone
- ◆ Allow reasonable time to bid

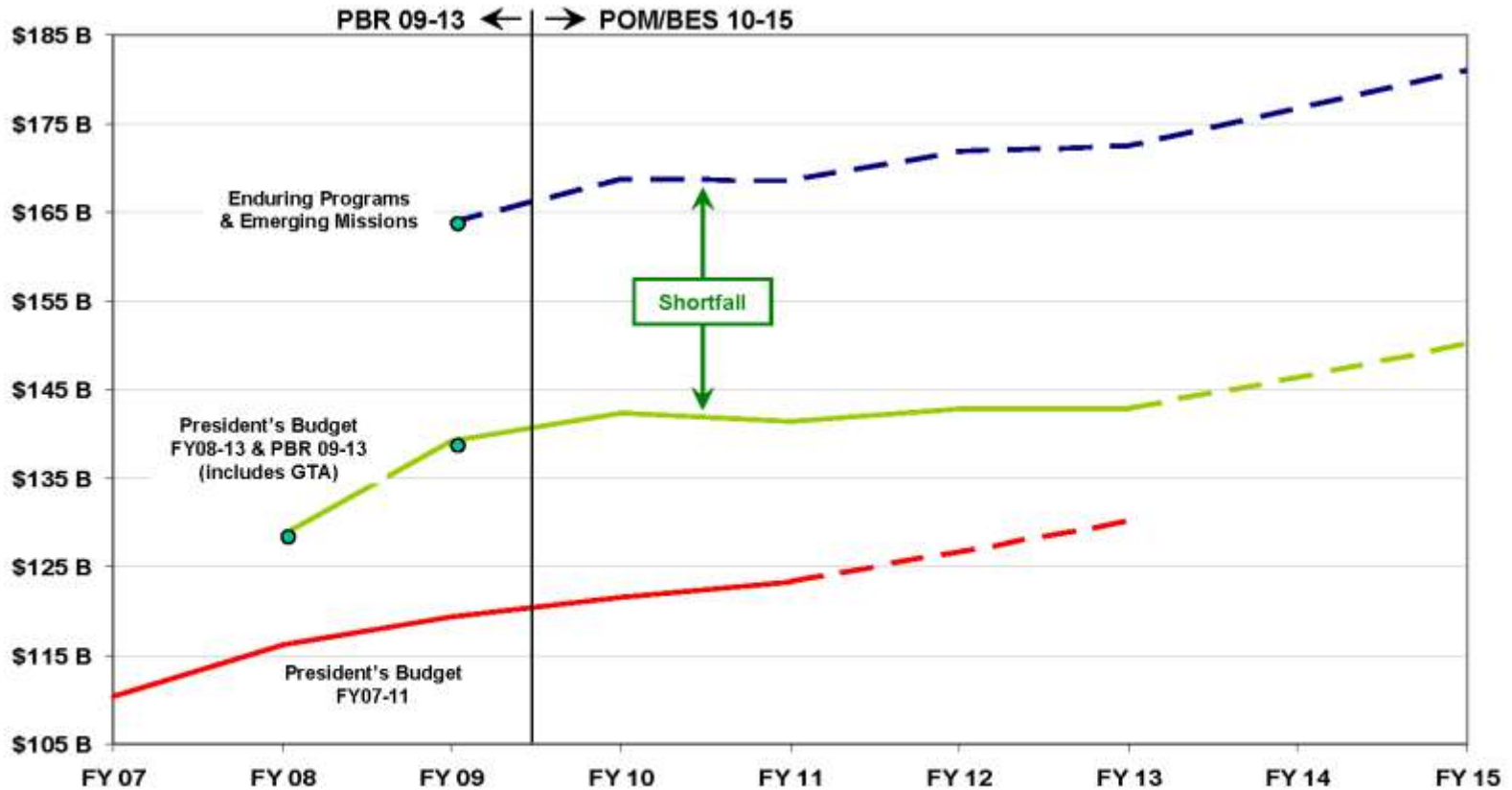
## ◆ **Improve Tradecraft in Services Acquisition**

- ◆ Create a senior manager for acquisition of services in each component
- ◆ Limit the use of time and materials and award fee contracts for services

## ◆ **Reduce Non-Productive Processes and Bureaucracy**

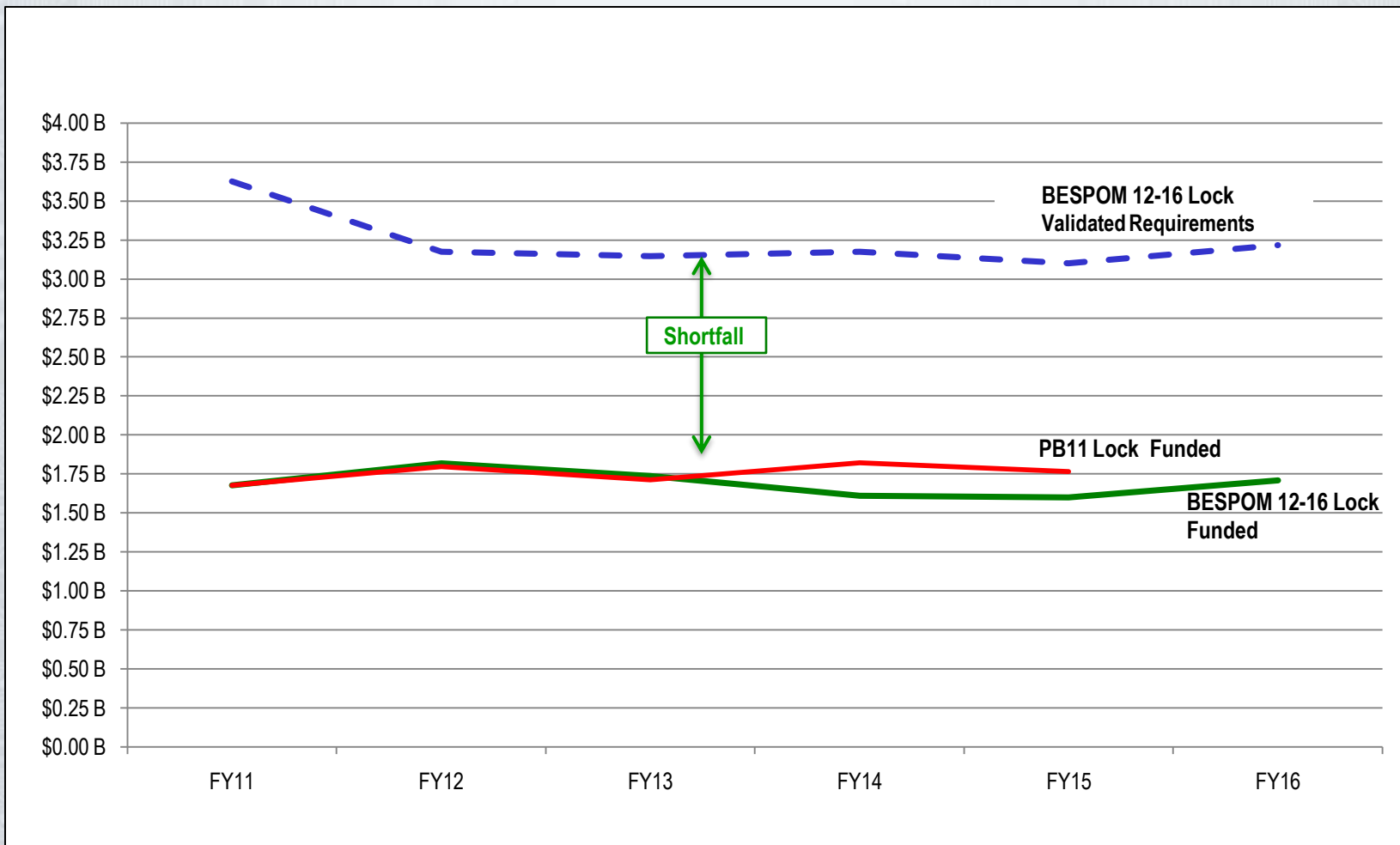
- ◆ Reduce the number of OSD-level reviews
- ◆ Reduce non-value-added overhead imposed on industry

# Army Fiscal Landscape



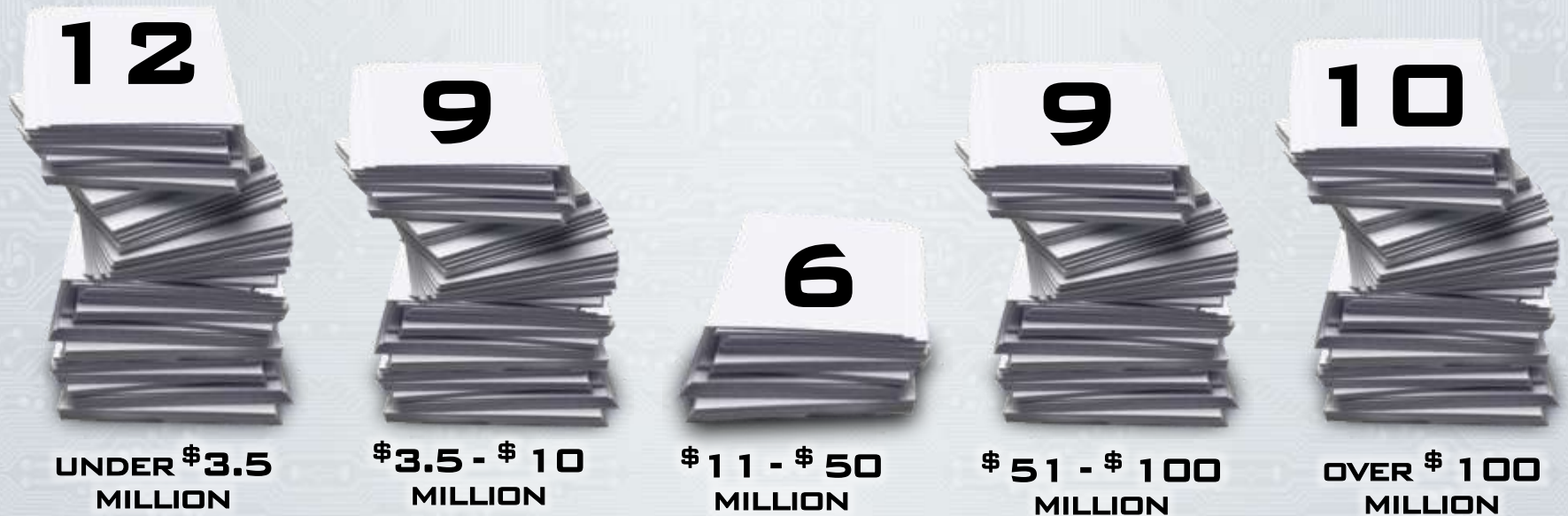
- Although Army funding has increased in recent budget cycles, a sizable annual shortfall remains
- To meet the Army's base needs requires \$24.5B – \$31.0B per year

# PEO EIS Fiscal Landscape



# Procurement Outlook

# Upcoming Contract Actions (FY11)

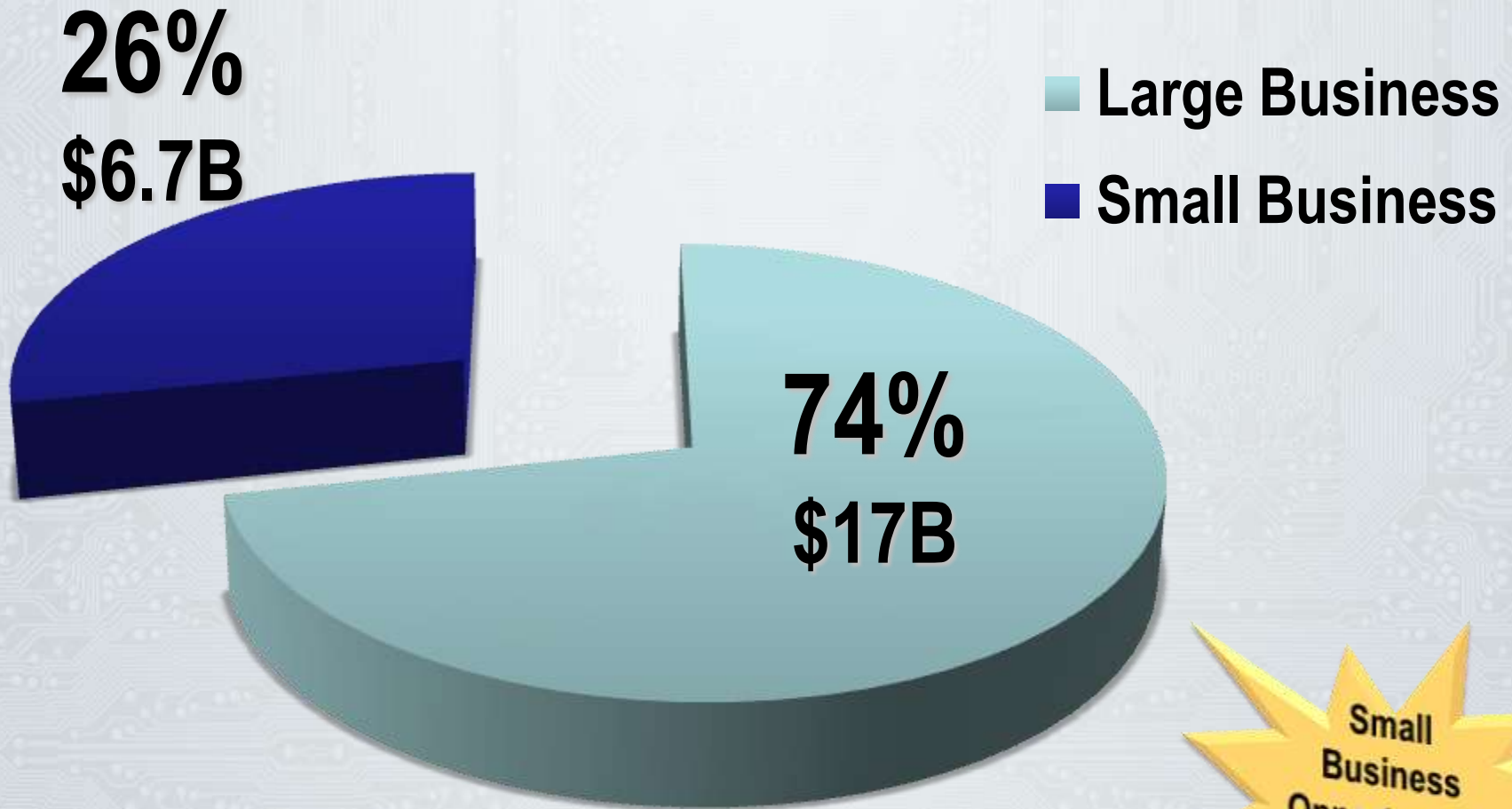


# Number of Contract Opportunities by PM (FY11)

46 Contract Actions  
\$23B Total Value



# Small vs. Large Business Contract Dollars (FY11 Opportunities)



Small  
Business  
Opportunities  
26%

# Contracting Challenges

## ◆ Contracting Turnover

- ◆ NCRCC – 44%
- ◆ NCRCC and CECOM – 73%

## ◆ Rock Island Contracting Center (RICC)

- ◆ PM AESIP – 2
- ◆ PD ALTESS – 14
- ◆ PM DCATS – 3
- ◆ PD TIS
- ◆ PM AKO – 1
- ◆ PD AcqBusiness – 1
- ◆ PD MC4 – 1

# Upcoming GNEC Contract Actions

- ◆ **Army Knowledge Online (AKO)/Defense Knowledge Online (DKO) Enterprise Services (PD AKO/DKO)**
  - ◆ Scope – Management Services; Production Support Operations; System Operations, and Maintenance (NIPR/SIPR); Transition and Migration Planning and Execution
  - ◆ Anticipated draft RFP Release date - November 2010
  - ◆ Anticipated Final RFP release date – December 2010
  - ◆ Vehicle – Full and Open
- ◆ **Army Enterprise Service Desk (AESD) – Spiral 2 (PM APC)**
  - ◆ Scope – Enterprise Help Desk Support across subordinate and federated organizations.
  - ◆ Anticipated RFP release date – December 2010
  - ◆ Vehicle – TBD

# Upcoming GNEC Contract Actions

- ◆ **Mobile Device Application Development Services (MDADSJ) (PM APC)**
  - ◆ Scope - Design, development, integration, security/IA management, etc for mobile and wireless application services
  - ◆ Anticipated RFP release date – January 2011
  - ◆ Vehicle - TBD
  
- ◆ **ALTESS IT Services and Solutions (PD ALTESS)**
  - ◆ Scope – IT services for ERP infrastructure
  - ◆ Anticipated RFP release date – 1Q FY2011
  - ◆ Vehicle - ITES-2S

# Upcoming GNEC Contract Actions

## ◆ Infrastructure Commercialization Support (PM NSC/PD SWA)

- ◆ Scope – Inside/Outside Plant Installation, Technical Control Facility (TCF) Installation, Data and Voice System Installations
- ◆ Anticipated RFP release date – December 2010
- ◆ Vehicle – Full and Open, Single Award

## ◆ Communications and Transmission Systems (CTS) (PM DCATS)

- ◆ Scope – All communications and transmissions systems currently controlled by PM DCATS, with a few exceptions based on current, existing contracts.
- ◆ Anticipated RFP release date – 3Q FY2011
- ◆ Vehicle – Full and Open, multiple award IDIQ, 10 awards anticipated with 3 set aside for small business.

# Upcoming GNEC Contract Actions

- ◆ **Land Mobile Radios Systems (LMRS) (PM NSC/PD LMR)**
  - ◆ Scope: Land Mobile Radio systems and services
  - ◆ Anticipated RFP Release: 2Q FY2011
  - ◆ Vehicle: Full and open competition, multiple award IDIQ

# Upcoming Contract Actions

## ◆ **Project Management Support (PM J-AIT)**

- ◆ Scope – Full range of PM support
- ◆ Anticipated RFP release date – 1Q FY2011
- ◆ Vehicle – PMSS-2

## ◆ **Movement Tracking System (PD MTS)**

- ◆ Scope – Development of MTS III
- ◆ Anticipated RFP release date – 1Q FY2011
- ◆ Vehicle – Full and Open

## ◆ **Microsoft (MS) Consulting (PD CHESS)**

- ◆ Scope – Full range of consulting services to support MS products
- ◆ Anticipated RFP release date – November 2010
- ◆ Vehicle – Full and Open

# Upcoming Contract Actions

## ◆ **Biometric Collection Refresh & Sustainment (PM DoD Biometrics)**

- ◆ Scope: Handheld biometric collection capability w/software enhancements
- ◆ Anticipated Draft RFP release date: November 2010
- ◆ Anticipated RFP Release: December 2010
- ◆ Vehicle: ITES-2H

## ◆ **Army Learning Management System (ALMS) (PD DLS)**

- ◆ Scope – Operation and sustainment of ALMS
- ◆ Anticipated RFP release date – October 2010
- ◆ Vehicle – ITES-2S

# Upcoming Contract Actions

## ◆ PMSS-3

- ◆ Scope: Full range of Project Management support for PEO EIS PMs
- ◆ Anticipated RFP release date: FY 2012
- ◆ Vehicle: To Be determined

# Questions

