

UNCLASSIFIED



Joint Program Executive Office for Chemical and Biological Defense

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**Omnibus Program, Engineering and
Technical Support (OPETS)
In Depth Perspective**

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Agenda

- **OPETS In Depth Perspective**
 - **General**
 - **IDIQ Contracts**
 - **Task Order Contracts**
 - **Contract Management**



In General

- 1. Optimize Transparency**
- 2. Early Beginnings**
- 3. The More Detail, The Better**
- 4. Keep the Schedule Conservative**
- 5. Expect the Unexpected**
- 6. Patience is a Virtue**
- 7. Streamline and Simplify**
- 8. Follow Directions**



IDIQ CONTRACTS



Pre-RFP

- **Optimize Transparency/Awareness**
 - Provide routine updates to both Industry and the Requiring Offices
 - Respond to all inquiries
- **Requirements Generation**
 - Start early
 - The more detail collected, the better
- **Documentation**
 - Development process can be cumbersome
 - Estimating review timeframe is difficult
- **Industry Day**
 - Industry questions assisted in moving forward



Proposals

- **Successful Proposals...**
 - Were clear, concise, and orderly
 - Addressed each and every topic listed within the RFP
- **Unsuccessful Proposals...**
 - Were attributed to technical difficulty with recording equipment
- **Problem Areas Primarily Involved...**
 - Not following the guidelines within the RFP
 - Incompleteness and/or inaccuracy with Subcontracting & Small Business Participation Plans
- **Discussions**
 - Provide Industry with a chance to improve proposals



Source Selection & Awards

- **Oral Presentations**
 - Effective approach to source selection
 - DVDs offer an additional reference
- **Consistency in Evaluation**
 - Oral presentation forms
 - Assessing proposals according to evaluation criteria
- **Debriefings**
 - Opportunity to learn from Industry on the shortcomings and strengths in the contracting strategy
- **Post Award Conference**
 - Opportunity to learn Industry expectations for Task Orders



TASK ORDER CONTRACTS



Pre-RFP

- **Maintain Transparency**
 - **Commander's Calls**
 - **Site Visits**
- **Requirements Updates**
 - **Reassessment equals change**
 - **Persistence pays off**
- **Documentation**
 - **Easy to read**
 - **Consistent formatting and instructions**
- **Unforeseen Expectations**



Proposals

- **Successful Proposals...**
 - **Were clear, concise, orderly, and easy to read**
 - **Addressed each and every topic listed within the RFP**
 - **Detailed the approach to meeting WBS requirements**
 - **Presented a capability to provide a qualified workforce on the Start of Work date(s)**
- **Unsuccessful Proposals...**
 - **Did not follow the guidelines within the RFP**
 - **Included company names and/or logos**
- **Lowest Priced Proposals Were Often Not Chosen for Award**
- **No Discussions**



Source Selection & Awards

- **Remote Source Selection**
 - Cost savings
 - Time management
 - Efficiency
- **Requirements Updates**
 - New and changing requirements
- **Award Timelines**
 - Estimating timeframe is difficult
- **Professional Compensation Plans**
 - Revised award timelines
 - Effect on Primes and Requiring Offices



Start of Work & Beyond

- **Government Technical Monitors (GTM)**
 - Assignment and training
 - Streamlined processes
- **Site Supervisors**
 - Decision-making authority
- **Maintaining Contact**
 - The working relationship
 - Informational teleconferences
- **In-Processing**
 - Pre-start of work expectations
 - Security clearances



CONTRACT MANAGEMENT



Summary

- 1. Optimize Transparency**
- 2. Early Beginnings**
- 3. The More Detail, The Better**
- 4. Keep the Schedule Conservative**
- 5. Expect the Unexpected**
- 6. Patience is a Virtue**
- 7. Streamline and Simplify**
- 8. Follow Directions**



QUESTIONS?

***The BEST Technology and Equipment
At the RIGHT PLACE
At the RIGHT TIME
At the RIGHT COST***



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<http://www.jpeocbd.osd.mil/Packs/Default.aspx?pg=410>