



# ***Current Procurement Efforts with Commercial Partners***

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# *Overview*

- **Advertising**
- **RFP and Communication**
- **Source Selection**
- **Something New from Air Force**



# *Advertise and Communication*

- **FEDBIZOPS**
  - **Standard Use for all Govt. Procurements**
  - **Advertise for new work**
  
- **Draft RFPs**
  - **Industry Days**
    - **SMC pushing to open up communication w/Industry**
    - **10 Questions – i.e.**
      - **RFP integration**
      - **Model contract understood**
      - **Proposal prep instructions and eval criteria clear, and key discriminators evident**
      - **SOO unambiguous**
      - **Connected WBS**
      - **Requirements documents right for the effort**
      - **Incentive and Award Fees make sense**
      - **Risk areas understood**



# Source Selection

- **Controlled process with regulated discussions thru Final Proposal Revisions**
- **AFFARS Revision**
  - **As briefed earlier**
    - **PR becoming a rating under MC**
    - **Past Performance not most important factor**
    - **Air Force going to more cost risk based source selections under SDD Phase**
- **Standardized Air Force Training**
  - **MC, Past Performance, Cost and OCI**
- **Single Air Force Source Selection Tool**



# *Program Execution*

- **SAF Initiative**
  - **Program Formulation team**
    - A joint team that reviews requirements and contract tasks immediately after award to make sure Gov't and contractor are working to the same expectation.
      - Assist with post award conference
      - Baseline of contracts