



Aeronautical Systems Center



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Training Systems Product Group (TSPG) Training Systems Acquisition (TSA)

23 May 06

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Training Systems Acquisition (TSA) Overview



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- **TSA Program Introduction**
- **TSA II Status & Planned Actions**
- **TSA III**
 - Acquisition Strategy
 - Small Business
- **TSA II Points of Contact**



Training Systems Acquisition (TSA)



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Introduction



Training Systems Acquisition (TSA) Introduction



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- **TSA is a Contracting Approach to Training Systems Acquisition.**
- **TSPG's "Vehicle of Choice"**
 - ASC/CC policy letter, 5 Jun 05
- **The Contract Provides ready access to Large and Small Businesses Specializing in Air Force Training Systems Primarily Supporting Wright Patterson AFB OH and Hill AFB UT Acquisition Programs**



Training Systems Acquisition (TSA) Contractors



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TSA I

- Boeing/McDonnell Douglas
- ECC International Corporation
- Lockheed Martin Information Systems
- NLX Corporation
- Raytheon

TSA II

- AAI Engineering Support, Inc
- CAE USA, Inc.
- L-3 Communication
- Lockheed Martin Info Systems
- McDonnell Douglas (Boeing)
- Flight Safety Services Corp
- Karta Technologies
- ECC International (Cubic)
- LB&B Associates
- NLX Corporation (Rockwell)
- Sytronics, Inc.



Training Systems Acquisition (TSA) Introduction



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- **Advantages of using TSA**
 - **Shorten Cycle Time/Reduce Work Required to get on Contract**
 - **Improve Cross-Organizational Management of Programs for Common Customers**
 - **Accommodate Long Periods of Performance for Sustainment Tasks**
 - **Provide Flexibility in Accepting Fallout Funds & Meeting Customer's Emerging Requirements**



Training Systems Acquisition (TSA) Road Map



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CY 98 99 00 01 02 03 04 05 06 07 08 09 10 11 12 13 14 15 16 17 18 19 20 21

TSA I

Jul 98 – Jun 03

TSA II

Jul 01 – Jun 16

TSA III

Est. Nov 07 – Oct 17

TSA IV

Est. Nov 12– Oct 22



TSA II Basic Contract



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Description: Indefinite Delivery/Indefinite Quantity

Contract Types: Most Contract Types Available, FAR Part 12 and 15

Contract Value: \$3B Aggregated Program

Period of Performance: Jul 01 - Jun 16 (Individual Orders limited to 10 Years)

Scope of Effort: Design, Development, Test, Production, Modifications, Upgrade, Delivery & Sustainment of Training Systems Including FMS, but not A&AS

For additional TSA II information go to PIXS website (when available)
<http://www.pixs.wpafb.af.mil/pixslibr/TSAT/TSAT.htm> or
<http://contracting.hill.af.mil/contractingmain.asp>



TSA II Basic Contract



- **Task Order Selection Process**
 - All contractors pre-qualified, RFP should only request information pertinent to making determination on completion of task, limit contractor proposal pages
 - Except for past performance and cost, TSA II user's will only evaluate contractor's approach to meeting requirements of RFP
 - Evaluation criteria must be limited, concentrating solely on key discriminators unique to particular task order

Goal: Streamline evaluation process to award



TSA II Basic Contract



Contractors Have Adequate Processes For:

- **Systems Engineering**
- **Subcontract Mgmt.**
- **Program Management**
- **Test & Evaluation**
- **HW/SW Integration**
- **Change control/management**
- **Concurrency Control**
- **Configuration control/management**
- **Baseline Management**
- **Visual/sensor database generation/integration**
- **Quality control**
- **SW design, development, test, integration and quality control**
- **Hardware design**
- **Fabrication**
- **Contractor Evaluation, Verification & Test (CEVT)**

(Evaluated during TSA II Source Selection)



TSA II Basic Contract

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Contractors Have Adequate Ability To:

- Provide operations, support, maintenance, and disposal of deployed training systems
- Conduct Training System Requirements Analyses (TSRAs)
- Develop/provide & maintain software documentation
- Provide qualified personnel
- Establish entry/exit criteria
- Integrate training technologies as appropriate
- Develop test/certification procedures
- Provide requirements tracking and traceability
- Develop/acquire, manage, track, and update source data
- Develop and integrate electronic signal environments
- Conduct operations in an IPT environment
- Provide appropriate government insight

(Evaluated during TSA II Source Selection)



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TSA II Status & Planned Action

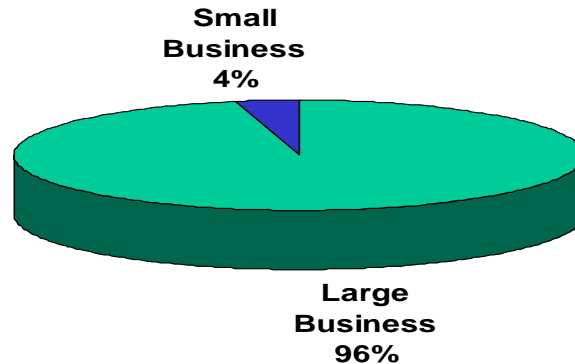


Training Systems Acquisition II



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Large Vs. Small Business Awards (\$)



Large Business

- AAI
- Lockheed
- Rockwell
- Boeing
- L3
- Flight Safety
- CAE

Small Business

- Sytronics
- NLX (Rockwell)*
- ECC (Cubic)*
- Karta
- LB&B*

ASC SB Goal is 4.56%

*Small Business at award

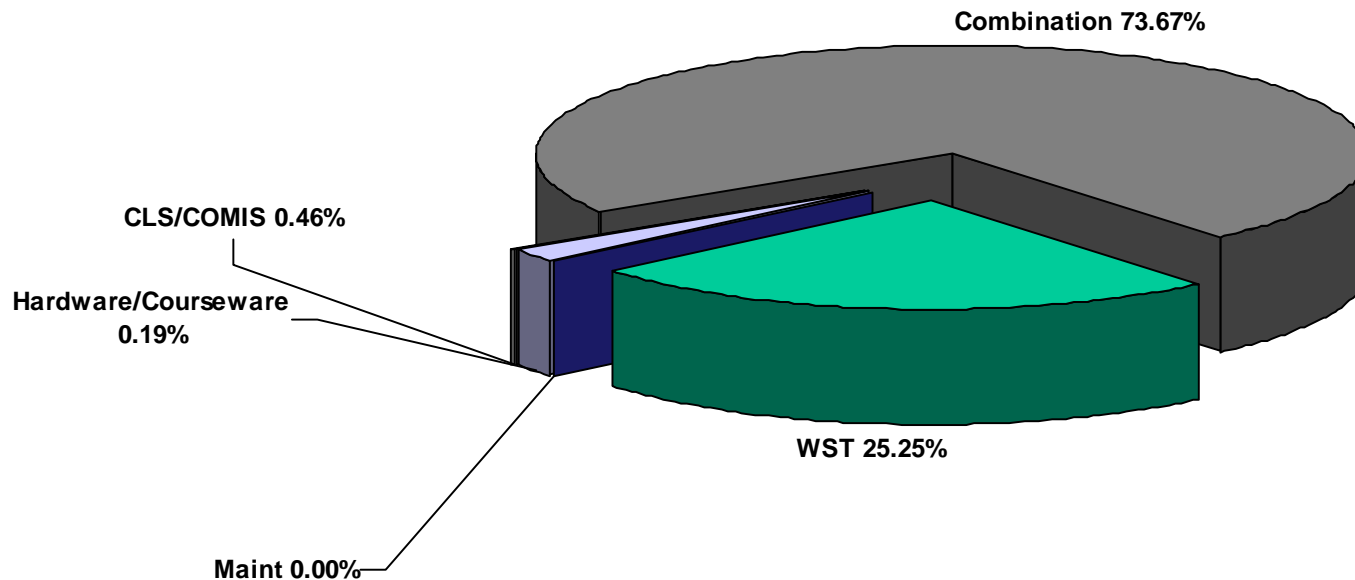


Training Systems Acquisition II



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Types of Work



Note: Combination is WST, Maint, CLS/COMIS and Hardware/Courseware

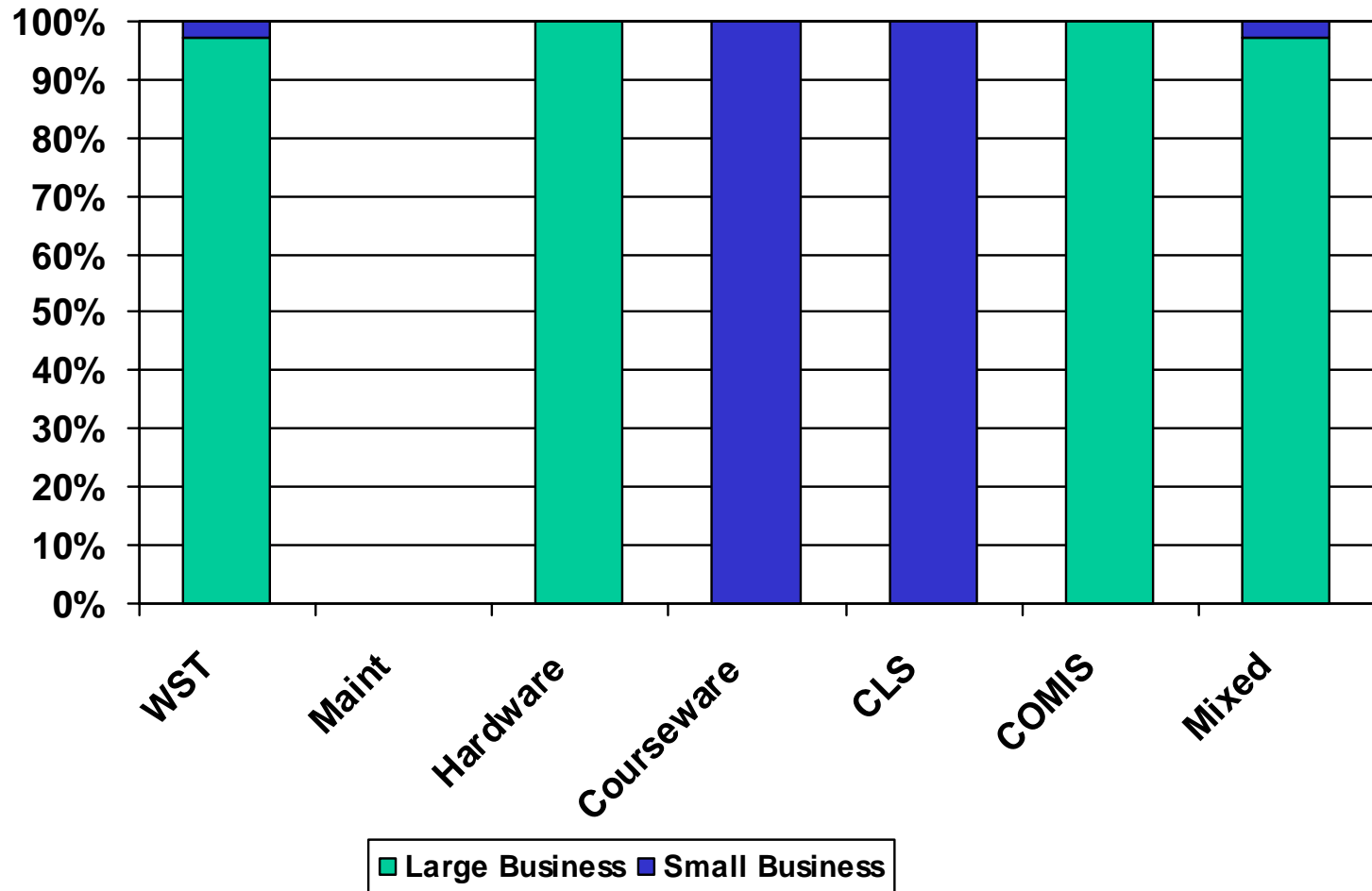


Training Systems Acquisition II



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Types of work performed by large vs. small business





Training Systems Acquisition II Ceiling Status



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- **Ceiling Reserve Programs to be Awarded**

– FY 06

- **HC-130P** **Ogden** **RFP: May 06**
- **ATARS** **Ogden** **RFP: Apr 06**
- **F-16 MSAMT FMS WP** **RFP: TOPS**
- **C-5 MTD CLS** **Ogden** **RFP: May 06**
- **KC-10 ATS** **Ogden** **RFP: Mar 06**
- **KC-135 ECP-70** **Ogden** **RFP: Sole Source**
- **T-38C ATD CLS** **Ogden** **RFP: May 06**



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Training Systems Acquisition II Ceiling Status



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- **Ceiling Reserve Programs to be Awarded (Con't)**

- **FY08**

- **KC-135 ATS** **Ogden** **RFP: May 07**
- **C-130 LGT** **Ogden** **RFP: Oct 07**

- **Approximately \$228M Ceiling Remains**



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Training Systems Acquisition II

Ceiling Issues/Concerns



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- **Ceiling may exhaust before TSA III Nov 2007 contract award**
- **Risk Mitigation - Manage ceiling priorities**
 1. **Maintain current customers/programs**
 2. **TSA I “Follow-On” customers/programs with ceiling**
 3. **New, Non-TSA customers with ceiling**
 4. **USAF – Sole Source**
 5. **FMS – Sole Source**
 6. **Non TSPG Programs**

Some pgms may be required to do full and open competition



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TSA III – Acquisition Strategy



TSA III Acquisition Schedule



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- **TSA III Contract delayed – Apr 06 to Nov 07**
- **Overlapping contract end dates**
 - TSA II - 15 yr Period of Performance
 - TSA III - 10 yr Period of Performance
- **Restored ceiling reserve on TSA II**
- **Improve opportunities for TSA III strategy**



TSA III Strategy



- **Administration & Management Process/Procedures will Mirror TSA II**
- **Projected TSA III Ceiling Range at least comparable to TSA II**
- **Small Business Strategy – discussed later**
- **TSA III Acquisition Key Dates**
 - Draft RFP to Industry – 30 Oct 06
 - Industry Days – Dec 06 (tentatively @ I/ITSEC)
 - Final RFP Release – 1 Mar 07
 - Contract Award – 15 Nov 07

Dates tentative

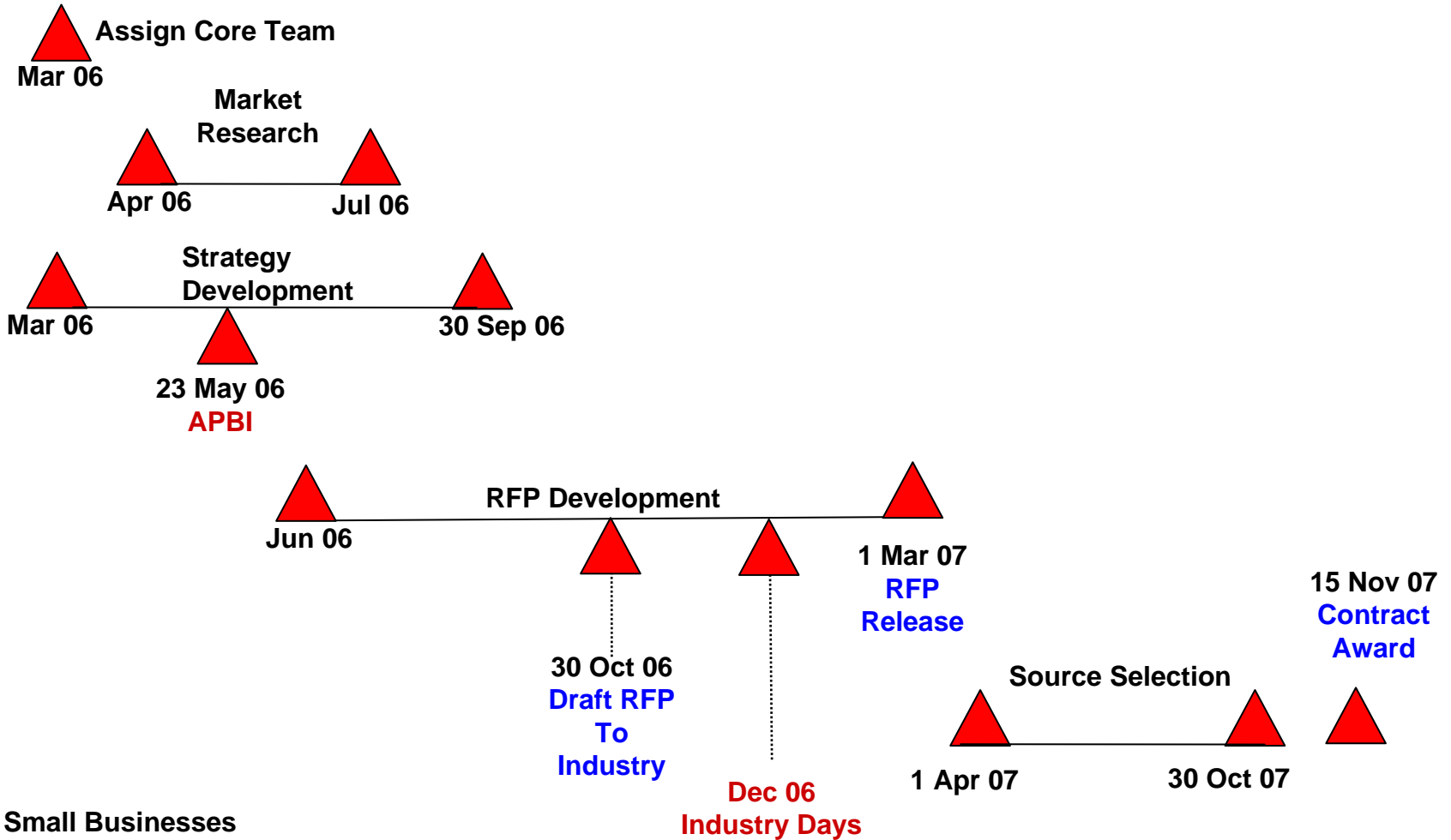


TSA III Acquisition Schedule



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SB – Small Businesses
 APBI – Advanced Planning Briefing to Industry



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TSA III – Small Business Strategy



Small Business Strategy

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Three Possible Strategies

- **Separate requirements for TSA III partial set-aside**
- **SB set-aside requirements outside TSA III**
- **Use existing TSA II strategy with internal process improvements**



TSA III Small Business Strategy



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- **Separate requirements - TSA III set-aside**
 - Set-aside key areas in which SB excels
 - Large business doesn't compete for SB tasks
 - Subcontracting goals for large businesses
 - Does not preclude SB bidding on full & open part of TSA III source selection
 - Lower initial B&P compared to bidding on full set of requirements
- **Challenges**
 - Defining specific requirements to set aside
 - Creates a more complex source selection



TSA III Small Business Strategy



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- **SB procurements outside TSA III**
 - SB set-asides outside scope of TSA III
 - SB procurements on stand-alone basis
 - Opportunities for new SBs to participate
 - No large upfront B&P investment for SB
 - Subcontracting goals for TSA large businesses
 - Does not preclude SB bidding on TSA III
- **Challenge**
 - Lose efficient delivery order process for SB



TSA III Small Business Strategy



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- **Use existing TSA II strategy**
 - Full & open w/ partial SB set-aside
 - Same requirements for large & small business
 - Include process improvements based on TSA II lessons learned

- **Challenge**
 - More upfront B&P investment for SB than with other two strategies



TSA III Order Award Process



- **Streamlining Order Selection Process**
 - Feedback from TSA II
 - Strategies for improvement on TSA III
- **Past Performance**
 - Evaluating past performance in order selections
 - Feedback and TSA III ideas



TSA III Order Award Process



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- **Feedback on TSA II Order Process**
 - Excessive length & scope of selection process
 - Repeats original TSA II source selection
 - Drives excessive proposal size
 - TSA II processes not properly followed
- **Key TSA II User's Guide Requirements**
 - Goal to award 30-60 days from RFP
 - Must not duplicate original source selection
 - Proposal size kept to minimum
 - Concentrate *solely* on key discriminators



TSA III Order Award Process



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Improving TSA III Order Award Process

- **More thorough training of users**
- **Standardized templates for order RFPs**
- **Exploring other ideas w/ ASC Acquisition Center of Excellence**
- **Inputs from industry**



TSA III Order Award Process



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- **Feedback - TSA II Past Performance Process**
 - Concerns over inability to consider non-TSA past performance for order award decision
 - Changes in non-TSA performance after TSA award
- **Possible Strategies for TSA III**
 - Request updated non-TSA past performance for order award decisions
 - Mindful of order award streamlining efforts
 - TSA III team evaluates updated past performance annually & when basic contract options exercised



Training Systems Acquisition (TSA) Points of Contracts



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For additional TSA II information go to PIXS website (when available)
<http://www.pixs.wpafb.af.mil/pixslibr/TSAT/TSAT.htm> or
<http://contracting.hill.af.mil/contractingmain.asp>



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DISCUSSION



TSA III Industry Recommendations



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- **Sample task program should be real (2)**
 - Consider doing away with sample tasks (2)
- **Assure that primes need not do more than 50% of the work – defeats purpose of teams**
 - Provide incentives to large businesses when they subcontract substantial work
 - Require full & open teams, req'd % to SB, collect metrics & reward for SB utilization
- **Allow small businesses same opportunity for teaming**
- **Allow companies to bid portion of TSA – shopping list of sample tasks (4)**



TSA III Industry Recommendations



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- **Would like to see 3 contracts: 1) Flight Training Devices, Maintenance Devices, 3) Support contracts**
- **Don't have TSA – not sure data support TSA being faster; Don't like TSA concept – very little SB opportunities**
- **More small business set-asides**
- **Set up a method for potential teams members to identify one another**
- **Continue to make opportunities and award available to industry**
- **Must streamline D.O. bids and turn tasks quickly**