Training Systems Product Group (TSPG) Training Systems Acquisition (TSA)
23 May 06

Pamela Sutton – PM
Ryan Evans – CO
**Training Systems Product Group (TSPG) Training Systems Acquisition (TSA)**

12. DISTRIBUTION/AVAILABILITY STATEMENT
Approved for public release; distribution unlimited

13. SUPPLEMENTARY NOTES
2006 Air Force Advance Planning Briefing to Industry (APBI), May 23, 2006, Dayton, OH

14. ABSTRACT

15. SUBJECT TERMS

16. SECURITY CLASSIFICATION OF:
   a. REPORT unclassified
   b. ABSTRACT unclassified
   c. THIS PAGE unclassified

17. LIMITATION OF ABSTRACT Same as Report (SAR)

18. NUMBER OF PAGES 35

19a. NAME OF RESPONSIBLE PERSON

---

*Standard Form 298 (Rev. 8-98)*

Prescribed by ANSI Std Z39-18
Training Systems Acquisition (TSA) Overview

- TSA Program Introduction
- TSA II Status & Planned Actions
- TSA III
  - Acquisition Strategy
  - Small Business
- TSA II Points of Contact
Introduction
Training Systems Acquisition (TSA) 
Introduction

- 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

Dominant Air Power: Design For Tomorrow...Deliver Today

**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.
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

**Dominant Air Power: Design For Tomorrow...Deliver Today**

- **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

**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

Dominant Air Power: Design For Tomorrow...Deliver Today

- **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
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)
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)
TSA II Status & Planned Action
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
Types of Work

Note: Combination is WST, Maint, CLS/COMIS and Hardware/Courseware
Training Systems Acquisition II

Types of work performed by large vs. small business

- WST
- Maint
- Hardware
- Courseware
- CLS
- COMIS
- Mixed

Large Business  Small Business
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
• 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
Training Systems Acquisition II
Ceiling Issues/Concerns

• 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
TSA III – Acquisition Strategy
TSA III Acquisition Schedule

Dominant Air Power: Design For Tomorrow…Deliver Today

• 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

Dominant Air Power: Design For Tomorrow...Deliver Today

- 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

Dominant Air Power: Design For Tomorrow…Deliver Today

 Assign Core Team
Mar 06

Market Research
Apr 06 Jul 06

Strategy Development
Mar 06 30 Sep 06

23 May 06 APBI

RFP Development
Jun 06

1 Mar 07 RFP Release

30 Oct 06 Draft RFP To Industry

Dec 06 Industry Days

Source Selection

15 Nov 07 Contract Award

1 Apr 07 30 Oct 07

SB – Small Businesses
APBI – Advanced Planning Briefing to Industry
TSA III – Small Business Strategy
Small Business Strategy

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

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

Dominant Air Power: Design For Tomorrow…Deliver Today

• 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
• 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

Dominant Air Power: Design For Tomorrow...Deliver Today

• 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

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

• 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
对于TSA II的更多信息，请访问PIXS网站（如有可用）
http://www.pixs.wpafb.af.mil/pixslibr/TSAT/TSAT.htm或
http://contracting.hill.af.mil/contractingmain.asp
DISCUSSION
TSA III Industry Recommendations

• 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

- 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