



DEPARTMENT OF THE AIR FORCE
HEADQUARTERS AIR COMBAT COMMAND
ACQUISITION MANAGEMENT AND INTEGRATION CENTER, DET 2
JOINT BASE SAN ANTONIO – LACKLAND TEXAS

MEMORANDUM FOR Potential Offerors for Information Security Support Services (ISSS) Air Force Requirement

FROM: ACC AMIC, DET 2/PKS

SUBJECT: Distribution of Slide Deck from ISSS Industry Day

1. On 16 January 2019, AMIC Det 2 hosted an Industry Day for the ISSS requirement. As part of the process, a slide deck was presented on screen which gave draft details pertaining to the potential acquisition.
2. During the presentation, the Contracting Officer announced that slides from Industry Day would be posted to FBO.gov within 72 hours. This document is intended to meet that commitment.
3. There were several areas from the slides which either needed correction and or more clarification. The attached slide deck has been amended and a note added on those pages where changes have been made.
4. Any reader of the slide deck should read Slide 4 – Ground Rules, especially the sentence which states: ‘Potential offerors, while gaining insight into the ISSS requirement, must rely on any potential RFP or its amendments(s) as the sole source of accurate information pertaining to the ISSS.’
5. Point of Contact for this slide presentation is MSgt Christopher Sutton at Christopher.sutton.3@us.af.mil.

TODD S. BALES
Contracting Officer

Headquarters Air Combat Command

Opening Comments



**Ms. Sheriley Smith
PTAC**

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Welcome



Ms. Veronica Solis
Director
AMIC Det 2

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Ground Rules For Industry Day



**Mr. Todd Bales
Contracting Officer
AMIC Det 2**

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Ground Rules



- **Industry Day is part of Market Research for the Information Security Systems Support (ISSS) Air Force requirement. The purpose of the day is to foster understanding and dialogue between the Air Force and Industry. All materials being presented are in draft form and may change in whole or in part prior to the issuance of an Request for Proposal (RFP). Questions received from Industry as a result of the Industry Day will be considered in the formulation of the final acquisition strategy. Potential offerors, while gaining insight into the ISSS requirement, must rely on any potential RFP or its amendment(s) as the sole source of accurate information pertaining to the ISSS. All comments made by presenters are within the scope of Market Research and should not be used as the basis of proposal creation.**



Ground Rules



- Individual meetings with potential offerors will not be held as part of this Industry Day. Should you wish to leave a capability statement, this may be left at the registration table.
- Question cards are available at the registration table.
- Written questions may be sent to Christopher.Sutton.3@us.af.mil after the presentation.
- Questions from the audience may be addressed at the end of the presentation as time permits. Questions from cards will be addressed first to facilitate answering as many questions in the time allotted.
- The slides will be posted up to FBO.gov no later than 72 hours after the conclusion of this event.
- A firm does not have to be present at the Industry Day to participate in the solicitation process for ISSS.

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Acquisition History



**MSgt Christopher Sutton
Contract Specialist
AMIC Det 2**

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Acquisition History



Year	# of Awards / Pricing Arrangement	Business Size	Task Orders Issued	NAICS Code	Program Ceiling
2011 (FVEY's)	1 T&M	SB	N/A	541330	\$1.3M
2012 (IT Risk)	1 T&M	SB	N/A	541512	\$5M
2013 (HBSS)	1 FFP	LB	N/A	541519	\$2M
2014 (Risk)	1 FFP & Cost	SB 8(a)	N/A	541512	\$4M
2016 (RMF)	1 FFP & Cost	SB 8(a)	15	541512	\$28M
2020 (IS3)	1 FFP				

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(Draft) Performance Work Statement Review



**Mr. Calvin Bryant
Jeff McWilliams
ACC A2/A26**

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Basics



- **ISSS effort supports AF IC, AO and CISO**
 - **ACC/A26S**
 - **25AF 625 ACOMS**
- **Work Location**
 - **JBSA Lackland AFB and other locations (subject to change)**
- **Historical**
 - ***Langley AFB*** ***Tyndall AFB***
- **TS/SCI security clearance required**
- **PoP is Base +4 yrs**
- **Level of Effort is reflected in the Historical Data section of the PWS**



Highlights

- **Cybersecurity Mission and Goals**
- **Theme of the Requirement**
 - **Cybersecurity Improvement Initiatives**
 - **Cybersecurity Support Tasks**
- **Foundational Elements**
 - **Directives Compliance**
 - **Cybersecurity Process Improvement**
 - **Maturation Integrated Defense Operations (365/24/7)**
 - **Technology Integration**
- **Specific Tasks**
 1. **Administrative**
 2. **Cybersecurity Process Improvement**
 3. **Security Control Assessment**
 4. **Authorization Support (DAO/CISO spt, Policy, Training, Web)**
 5. **Engineering**
 6. **Integrated Defense Security Operations**



The Difference



- **Think outside the box**
- **Innovate and Improve**
 - **Processes**
 - **Technology Integration**
- **Some examples . . .**
 - **New ISR missions and platforms**
 - **DevSecOps**
 - **Mission Defense Teams (MDT)**
 - **Cloud, Artificial Intelligence, Virtualization**
 - **RMF Transformation (Bring the Future Faster and Better)**

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Lunch



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Welcome Back



**Ms. Sheriley Smith
PTAC**

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Proposed Acquisition Strategy



**Mr. Todd Bales
Contracting Officer
PTAC**

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Strategy



- **Particulars**
- **Process**
- **Timing**



Strategy - Particulars

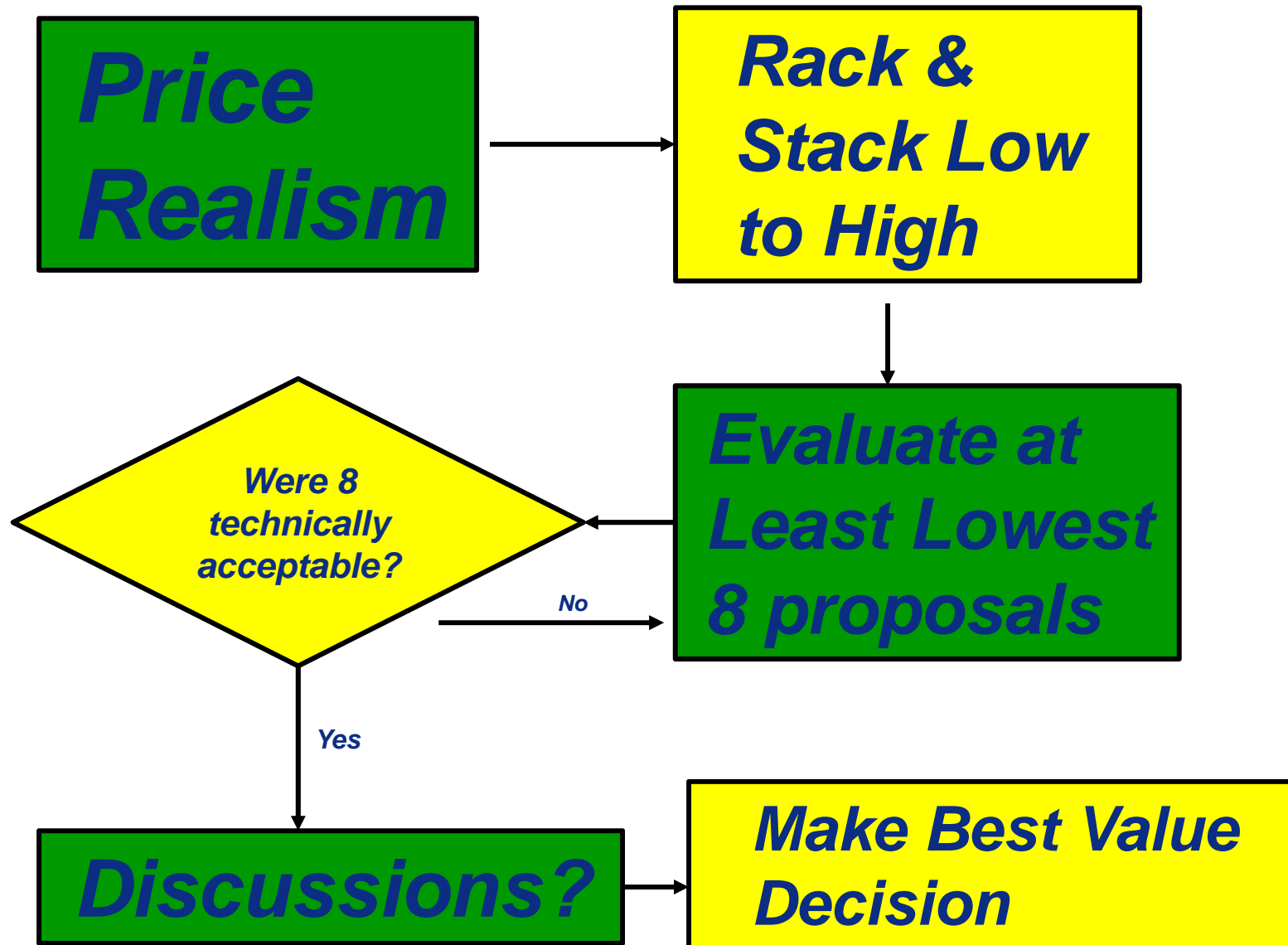


Category	Comment
Set-Aside	8(a)
# of Awards	Single Award
Type of Contract	"D" (i.e. IDIQ)
Commercial/Non-Commercial	Commercial
NAICS	541512 – Computer Systems Design Services
Size Standard	\$27.5 M
CLIN Type on Task Orders	Firm Fixed Price
Selection Criterial	Best Value Trade-Off
Weight of Technical Factors	Technical + Past Performance > Price
Other	Contract has potential to expand (i.e. additional locations, additional related tasks) over life of contract

Note: This slide was updated on 18 January 2019 to clarify some of the comments from the ISSS Industry Day. As mentioned in presentation, the above details may change based on comments from In



Strategy - Process





Strategy - Particulars



Price Realism

- ***Submit proposed labor categories with salary information***
- ***Submit page from website showing median wage***
- ***Government verifies that proposed salaries are not below 5% of median wage for US for any job category***



Strategy - Particulars



#	Labor Category	Fully burdened Median Labor Rate	Fully Burdened \$ Wage to be paid
1	SME 1	\$45.22	\$45.22
5	Engineer 3	\$75.22	\$74.00
3	Janitor	\$32.00	\$24.50

I certify that those employees in the above labor categories won't be paid less than the amounts found in the "\$ Wages to be paid" column.



Strategy - Particulars



<https://calc.gsa.gov/>

Hourly rate data for janitor

72 results



Std deviation -1	Average price	Std deviation +1
\$23	\$32	\$41

Proposed price

\$

[Download graph](#)

[Export data \(CSV\)](#)

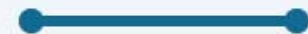
The rates shown here are fully burdened, applicable worldwide, and representative of the current fiscal year. This data represents rates awarded at the master contract level.

Optional filters

Education level:

Select

Experience:



0

45

years

Worksite:

(all)

Business size:

(all)

Contract year: [What's this?](#)

Current

+1

+2



Strategy - Particulars



Rack & Stack

Company Passed Price Realism Test	Total Evaluated Price
Company A	\$1,000,000.00
Company B	\$1,100,000.00
Company C	\$1,200,000.00
Company D	\$1,200,000.00
Company E	\$1,210,000.00
Company F	\$1,220,000.00
Company G	\$1,225,000.00
Company H	\$1,300,000.00
Company I	\$1,301,000.00
Company J	\$1,302,000.00



Strategy - Particulars



Evaluate

Company Passed Price Realism	Total Evaluated Price
Company A	\$1,000,000.00
Company B	\$1,100,000.00
Company C	\$1,200,000.00
Company D	\$1,200,000.00
Company E	\$1,210,000.00
Company F	\$1,220,000.00
Company G	\$1,225,000.00
Company H	\$1,300,000.00
Company I	\$1,301,000.00
Company J	\$1,302,000.00

Note: Government may evaluate more than eight proposals but no less than eight proposal or the total number of submittals, whichever is less.



Strategy - Particulars



Evaluate

Company Passed Price Realism	Total Evaluated Price
Company A	\$1,000,000.00
Company B	\$1,100,000.00
Company C	\$1,200,000.00
Company D	\$1,200,000.00
Company E	\$1,210,000.00
Company F	\$1,220,000.00
Company G	\$1,225,000.00
Company H	\$1,300,000.00
Company I	\$1,301,000.00
Company J	\$1,302,000.00
Company K	\$2,500,000.00



Strategy - Particulars



Discussions Maybe?

Company Passed Price Realism	Total Evaluated Price
Company A	\$1,000,000.00
Company C	\$1,200,000.00
Company D	\$1,200,000.00
Company F	\$1,220,000.00
Company G	\$1,225,000.00
Company H	\$1,300,000.00
Company I	\$1,301,000.00
Company J	\$1,302,000.00

Note: The Government reserves the right to award without discussions.



Strategy - Particulars



Best Value Trade Off Decision

Company Passed Price Realism	Total Evaluated Price	Technical	Past Performance
Company A	\$1,000,000.00	Acceptable	Satisfactory Confidence
Company C	\$1,200,000.00	Acceptable	Limited Confidence
Company D	\$1,200,000.00	Acceptable	Unknown Confidence
Company F	\$1,220,000.00	Acceptable	Satisfactory Confidence
Company G	\$1,225,000.00	Acceptable	Satisfactory Confidence
Company H	\$1,300,000.00	Acceptable	Unknown Confidence
Company I	\$1,301,000.00	Outstanding	Substantial Confidence
Company J	\$1,302,000.00	Acceptable	Limited Confidence

Note: The lowest price is not necessarily the winner in a best value trade off.



Strategy - Timing



Event	Date
Industry Day	January 16, 2019
Questions Due from Industry Day	January 23, 2019
Draft RFP Released	16 March 2019
RFP Released	22 May 2019
RFP Due	26 June 2019
Award Made	4 April 2019
Performance Starts	1 May 2019

Note: Above dates are based on milestone plan and may change over the course of the acquisition. Dates revised on 18 January 2018 (after Industry Day) to reflect comments from Industry Day.

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Q&A Review (from RFI)



**Mr. Calvin Bryant
Mr. Jeff McWilliams
ACC A2/A26**

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Questions from RFI



Q: What locations will be required under the contract?

A: See PWS 4.5



Questions from RFI



Q: Will Wage Determinations be required?

A: No, the services contemplated under this contract action are professional services in nature and are not covered by Wage Determinations. (29 C.F.R. Part 541.300).



Questions from RFI



Q: Will you provide number of personnel by labor category desired?

A: No, it will be up to the offeror to propose the proper labor mix to meet the requirement. While the requirement has evolved from the current requirement, historic numbers of FTEs were provided in the PWS.



Questions from RFI



Q: Are there additional support documents for Task 3 and Task 4?

A: There are no additional support documents for Task 3 and Task 4.



Questions from RFI



Q: Are there additional support documents for Task 6?

A: There are no additional support documents for Task 6.



Questions from RFI



Q: Will the Government supply the frequency and types of incidents that have occurred historically?

A: This information is classified and will not be supplied as part of the solicitation.



Questions from RFI



Q: What is the number of systems within the network?

A: This information is classified and will not be supplied as part of the solicitation.



Questions from RFI



Q: What is the current or anticipated ATO status as it will directly impact the amount of labor hours?

A: The ATO will occur every three (3) years.



Questions from RFI



Q: What is the anticipated award date?

A: Target date for award is April 2020



Questions from RFI



Q: What is the Period of Performance?

A: Anticipated as a Base + 4 option periods.



Questions from RFI



Q: What is the level of complexity, number of systems, criticality of systems, upcoming compliance due dates, current certification expiration dates and required key personnel?

A: The level of complexity ranges from high impact systems to low impact systems. The number of systems, compliance due dates, and current certification expiration dates is classified and will not be supplied as part of the solicitation. The Government does not anticipate that there will be any “key” personnel under this contract option.



Questions from RFI



Q: Which tools does the Government currently use and what tools does the Government require under this contact?

A: Here is a sample list: XACTA, ACAS, ArcSight, HBSS, Tanium. This list is not all encompassing and is subject to change.



Questions from RFI



Q: What is the system FIPS 199 categorization with respect to confidentiality, integrity, and availability?

A: The full spectrum is represented in Government systems covered by this requirement.



Questions from RFI



Q: Will type accreditation be an acceptable approach or is it currently used, or will every system be assessed?

A: Under certain circumstances type accreditation may be used. The approach may be limited though in actual application as the systems are almost never the same.



Questions from RFI



Q: What is the security clearance requirements by requirement?

A: As stated in the PWS, TS/SCI



Questions from RFI



Q: What is the 8570 requirements by requirement?

A: Offerors are required to comply with DoD 8570 (now DoD 8140) requirements per the PWS.



Questions from RFI



Q: What is the IT level requirements by requirement?

A: Offerors are required to comply with DoD 8570 (now DoD 8140) requirements per the PWS.



Questions from RFI



Q: Will the Government be providing a Draft RFP?

A: It is the intent of the Government to provide a Draft RFP.



Questions from RFI



Q: Will the Government provide a forecast of OEM solution procurements which comply with ICS 502-01 and ICD 502?

A: The Government will not be providing a forecast of future purchases.



Questions from RFI



Q: What are the number of trips to what locations and the duration?

A: The number of trips and locations will be flexible. The Government intends to issue the RFP with a FFP NTE Travel CLIN in which the Government will specify the amount of the CLIN (i.e. this CLIN will be the same for all offerors).



Questions from RFI



Q: Will the Government provide budget information on this requirement?

A: No, the Government will not provide budget information or a rough order of magnitude for this requirement.



Questions from RFI



Q: What changes does the Government see which will impact the historic numbers.

A: While the Government cannot foresee all new technologies, the following may impact responsibilities under the life of the contract: Cloud usage; artificial intelligence; machine learning, quantum computing and new operating systems.



Questions from RFI



Q: Will the Government provide job descriptions/requirements for personnel?

A: No

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Q&A (from cards)



Moderator:
TSgt Lee Lamarre
AMIC Det 2

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ISSS Industry Day Close



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