



ENTERPRISE INFORMATION SYSTEMS
DEPARTMENT OF THE NAVY

Naval Enterprise Networks NGEN Re-compete Industry Day Notional Acquisition Approach



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Purpose for Industry Participation

- USN and USMC industry engagement approach includes: (1) requests for information; (2) vendor discussions; and (3) **industry days**/technical interchange meetings
- Government-Industry two-way communication
- Questions and feedback requested for
 - Infrastructure/networks (Government and commercial)
 - Service portfolio
 - Notional acquisition approach

The Re-Compete contract(s) will be designed to support the June 2018 expiration of the NGEN contract

- Industry recommendations for contractual vehicles that will:
 - Leverage a diverse, capable vendor base
 - Leverage commercial services and delivery methodologies
 - Speed-to-delivery
 - Support industry pursuits of innovation
 - Fully support the C2 and agility required by network operators
- Identification of critical issues/concerns/risks regarding:
 - Service portfolio and service segmentation
 - Multiple contracts/vendors and the required service integration
 - Cybersecurity integration across all networks and services

What are the appropriate services and no. of contracts?

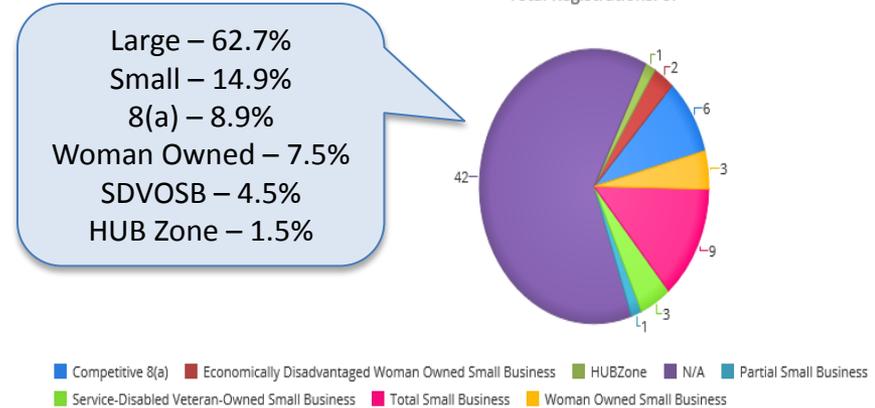
- Validation of commercial service delivery methods & costs
- Definition of how much Of the DoN infrastructure will be utilized
- Overarching integration of legacy applications, systems and networks
- Govt and vendor cyber security provisioning & network operations
- Configuration management - - networks and software licensing
- Contract: scope; evaluation criteria; period of performance; incentives
- Performance measurement definition and management
- Key enabling business operations (e.g. ordering and invoicing)
- Transition risk mitigation for procurement scheduling
- Re-complete alignment with DoD/DISA initiatives

- Re-compete will be heavily influenced by:
 - Stakeholder feedback and lessons learned;
 - Strategic considerations;
 - **Industry engagement**
- This effort is a continuation of the existing requirement
- USN and USMC: two business units – single service model
- Re-compete will fully leverage Data Center Application Optimization (DCAO) activities (i.e. cloud, app hosting, data center management)
- Future demand and associated timing may lead to multiple contracts

Re-Compete = NGEN + DCM + OCONUS + Legacy

- **Gain vendor insights on the following questions:**
 - What concentration of vendors are/will be working in what IT service delivery space?
 - What services might be bundled to create attractive contract offerings?
 - How well is Industry aligned with Government desired attributes?
 - What will Industry's competitive health posture be for the 2018 timeframe?
- **Significant change in the environment by 2018**
 - Today's 34 services will not be defined as such
 - Vendors service offerings
 - Service delivery methodologies (e.g. cloud)
- **67 Respondent, key insights:**
 - IDIQ and fixed priced contracts most desired
 - MCEN/NMCI infrastructure and SAAS most common choices for service delivery
 - Vendors are very familiar with C&A and other enabling processes
 - Most prefer a single contract for each service area rather than a bundled contract (swim lane focus)

Registrations by Business Type
 Total Registrations: 67



GARTNER RESEARCH - SWEET SPOT DEAL ATTRIBUTE

- 1. Fit of Service Offerings** - - Can the provider deliver the services you require in the locations you operate in?
- 2. Scale of Services Deal** - - Is the provider used to delivering deals of the size and complexity you envisage?
- 3. Maturity of Service Delivery Processes** - - Can the provider meet your quality requirements and consistently deliver the service and business outcomes you need?
- 4. Cultural Compatibility** - - How easy is the provider to work with, and does it understand your business?
- 5. Flexibility in Dealings and Extensibility of Solutions** - - How well can the provider manage changes in your services requirements during the life of the deal?

Great Response – Thank You!

- **Infrastructure/Networks**

- What will be provided to ensure an understanding of the current network environment
- Use of the current networks will be used in the future BAN/LAN/WAN architecture?
- What is the plan for One-NET, BLII, and Pier Infrastructure into the follow-on contract?

- **Services/Service Delivery**

- What are the scope and CONOPS for transitioning NGEN to a Cloud Service environment?
- What is the logical breakdown or bundling of services?
- Will there be any expeditionary requirements?
- Is there an intent to pursue an IaaS approach for hardware?

- **Acquisition/Contracting**

- What is the overall procurement strategy for the Re-compete?
- What is the contracting strategy for Cloud?
- Is it the government’s intent to consider a different acquisition strategy after completing the market analysis? Will it be a standalone single award IDIQ or will it be multiple award of both small and large businesses?
- Will the government consider setting aside work for 8(a) prime companies with the experience and proven capabilities? What are the set-aside goals?
- Is there any strategy or approach that the Government has ruled out at this stage?
- Will the Government purchase and provide the current NMCI End User Hardware as GFE?

Notional Acquisition Approach

This is What We Believe We Are Hearing You Say...

End User Hardware

- Provision end user hardware
- Delivery to site
- Honor warranties
- Refresh hardware at prescribed intervals

Service Portfolio (TBD) Delivered via the Cloud

- Selection of “34” Enterprise and Network Services that are best delivered from the Cloud
- Contract or contract(s)

Transport & Network Hardware Supply

- Long haul transport
- Network hardware procurement (for technology refresh-like and modernization activities)

Service Portfolio (TBD) Delivered via NMCI/MCEN

- Selection of “34” Enterprise and Network Services best delivered from MCEN/NMCI
- Technology refresh and modernization

Competition, Speed-to-Delivery, Contract Flexibility, Innovation

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- Basam Hasan (APM, Service Strategy, Modernization and Design, PMW 205)
- CDR Greg Lask (Contracts, SPAWAR 2.0)
- Jeff Lee (Marine Corps Systems Command)
- John Pope (Director, DCAO Project Office)