

GSA MAS and the Air Force

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Background

- Major Commands:
 - ACC, AMC, AFSPC, USAFE, PACAF, AETC, AFRC, AFGSC, AFSOC, and [AFMC](#)
- [AFMC](#) consists of multiple bases including the three Air Logistics Centers
- HQ AFMC/A7MC provided two engineers as Subject Matter Experts to the new Enterprise Sourcing Group, established formally Oct 10.

ESG Mission and Vision

- Strategic Sourcing solutions to provide cost efficiency and metrics
 - One strategy is to develop Enterprise ID/IQ contracts
 - Metrics must be measurable in rate, process and demand savings
 - Small business emphasis is significant.

ESG Mission and Vision

- ***Mission: Provide cross functional installation strategic sourcing and acquisition solutions***
- ***Vision: to become the Center of Excellence of Strategic Sourcing for the Department of Defense.***

ESG Overview

SAF/AQC AF-level Strategic Sourcing Oversight, Policy & Reporting

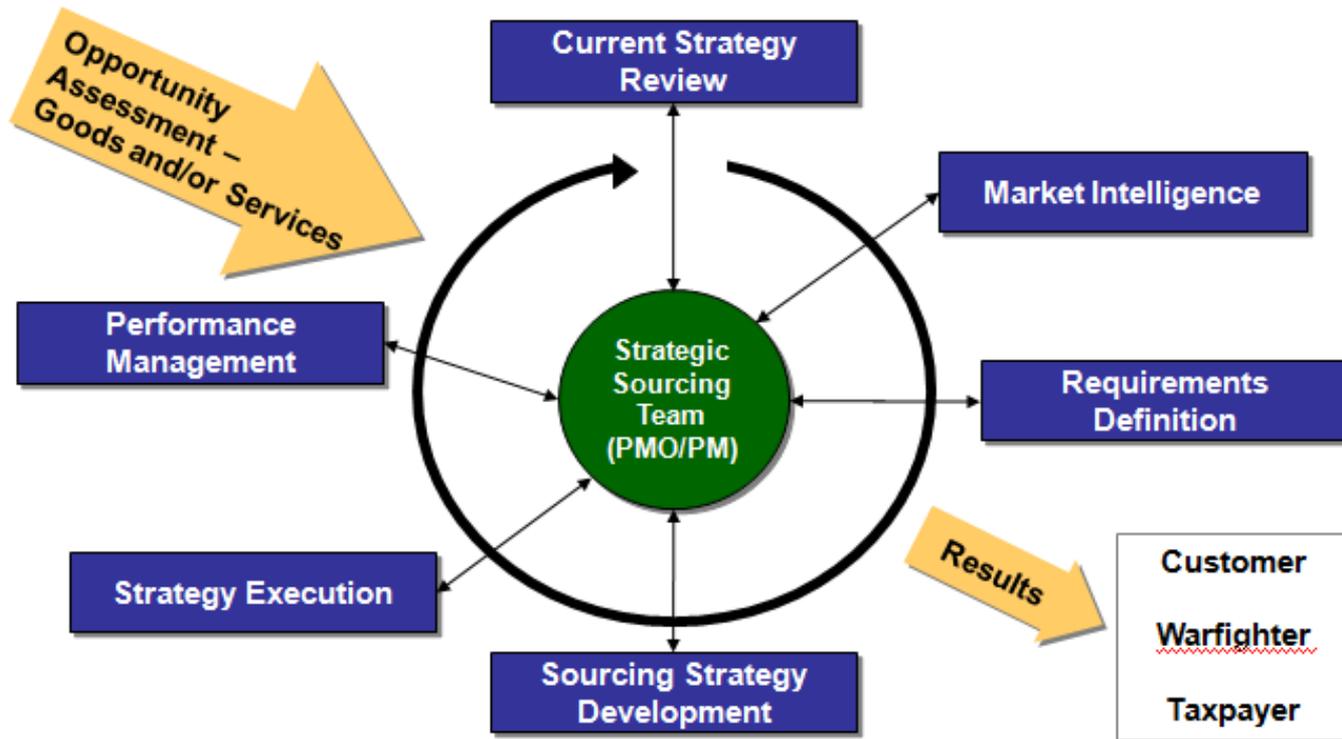


“...creates a new AFMC aligned strategic sourcing organization to manage and execute enterprise-wide installation requirements.” (HQ USAF PAD 10-03, par 1.1.2)

“As IAT Lead MAJCOM, AFMC will establish a new AFMC aligned strategic sourcing organization for AF enterprise-wide installation strategic sourcing management and execution.” (HQ USAF PAD 10-03, par 3.4)

Air Force Strategic Sourcing Model

- New approach
- Standard across Air Force to be used for all installation sourcing efforts
- Life cycle approach to sourcing
- Heavy emphasis on front end planning
- Disciplined approach to understanding sourcing environment
- Critical evaluation of full range of sourcing options and risks
- Improved tools for developing and articulating requirements
- Increased emphasis on managing performance



AF current and historical

- FY08-FY10: ~\$2B/year provided by MAS
 - Largely here at WPAFB
 - 95% of our requirements could be procured on MAS. If not,
 - Then we generate AF Enterprise contract (with AA)
 - Fees applied to have GSA build and award
- Potential 'addressable market' ~\$30B/year

AF Current and Historical

- ESG-specific spiral examples:
 - Shipping charges
 - Office supplies
 - Dormitory furnishings/seating
 - Fitness equipment
- AFCESA energy and sustainability
 - \$350M BPA just awarded

ESG Impacts-CMP review

Commodity Management Plan Spiral list
Taxiway Lighting*
HVAC Systems, Chillers, & Boilers
Fire Protection & Suppression
Rubber Removal & Airfield Restriping
CE Community of Practice Svcs (includes Elevator Maint.*, Hood/Duct Cleaning, & Dorm Appliance Leasing/Maint.)
Energy Monitoring & Control Systems
Automatic Gates & Doors
Paint & Protective Coatings*
Flooring*
Roofing*
Generators
Paved Surface Striping, Painting, & Marking

GSA Options and Alternatives

Current CMP Spiral	GSA MAS?	# contractors	# SB contractors
Taxiway Lighting*	Yes	15	12
HVAC, chillers, boilers	Yes	162/36	117/25
Fire protection/suppression	Yes	31/22	19/13
Rubber removal/restriping	Yes	150	93
Community of Practice*	Yes	17/10	10/5
Energy monitoring/control	Yes	Numerous	NA
Automatic gates/doors	Yes	27/36	25/27
Painting/corrosion protection*	Yes	150	93
Flooring*	Yes	51	29
Roofing*	Yes	53	38
Generators	Yes	57	47
Paved surface striping	Yes	150	93

Paint and Protective Coatings Spiral

- Scope
 - Interior/Exterior Painting
 - Roads/Taxiway
- Up to 150 Contractors (93 SB – 57 LB)
- Options
 - Ancillary Repair & Alteration
 - Schedule has been modified for construction services, based on ESG request

Summary and Recommendation

The GSA MAS Value Proposition

- Realize Cost Savings
 - Competitive, FAR-compliant, market-based, leverages buying power of government
 - Ability to negotiate further discounts
- Experience Flexibility and Choice
 - Customize terms and conditions
 - Customize acquisition strategy (Blanket Purchase Agreements (BPAs), Contractor Team Arrangements (CTAs))

Summary and Recommendation

The GSA MAS Value Proposition

- **Save Time**
 - Pre-competes, on-demand contracts, increase capacity and productivity of scarce acquisition resources
- **Realize Transparency**
 - E-Tools to identify qualified contractors, maximize competition, assist in reaching socioeconomic goals
- **Control the Procurement**
 - Self-service access
 - Full-service options

ESG today

- Overall goal – to improve the adoption of strategic sourcing techniques
- Reduce the total cost of ownership (TCO)
- Potential for shortened acquisition lead time

Total Benefits of ownership
Opportunity Cost
Risk

AFMC/A7MF Contribution

- Identify weapons system basic facility needs
- Identify basic infrastructure needs to handle increased base population
- Manage the following:
 - Site surveys
 - Facility requirements definition
 - Facility design recommendations (new initiative)
 - Assistance with design/construction management (new initiative)
 - Manage design and construction

Questions.