

**DEPARTMENT OF THE ARMY  
U.S. ARMY CORPS OF ENGINEERS (USACE)**

**USACE A76 COMPETITIVE  
SOURCING FOR INFORMATION  
MANAGEMENT AND INFORMATION  
TECHNOLOGY**

**INDUSTRIAL FORUM**

**DECEMBER 8, 2004**

**WYNDHAM BALTIMORE HOTEL  
Baltimore, Maryland**

## INDUSTRIAL FORUM AGENDA

1:00PM	Welcome Overview of USACE Competitive	Mr. G. Ray Navidi Strategic Sourcing Program Manager HQ USACE
1:15PM	The Proposed Selection Process Method Schedule	Dr. James Rich USACE Baltimore District Chief, Contracting Division A76 Contracting Officer
1:45PM	The Performance Work Statement (PWS) Process IM/IT Functional Areas Areas under A76 Competition Unique Software Applications and Datebases Who we Support What is Yet to Come Bid Schedule Technical Exhibits Balance of PWS	Mr. Glen DePue PWS Team Leader HQ USACE
2:15PM	BREAK	
2:30PM	Panel Questions and Answers	Mr. Ray Navidi Dr. James Rich Mr. Glen DePue Mr. Tony Brunner Mrs. Debra Overstreet Ms. Shelly Taylor Ms. Cathey Robertson

MDT ASSOCIATED SERVICES, INC  
11819 Milbern Drive  
Potomac, Maryland 20854  
301-299-2198  
E-mail: mtdassocservice@aol.com

# **US ARMY CORPS OF ENGINEERS (USACE)**

## **MANAGEMENT AND INFORMATION TECHNOLOGY INDUSTRIAL FORM DECEMBER 8, 2004**

### **WELCOMING**

#### ***MR. RAY NAVIDI:***

Good afternoon. My name is Ray Navidi. I'm the program manager for Competitive Sourcing for the US Army Corps of Engineers. I would like to welcome you to this Industry Day for Information Management and Information Technology (IM/IT) competition.

The Corps IM/IT competition was the first one in the Department of Defense to be announced under the revised OMB Circular. Any time you having problems hearing me back there because my voice keeps going down, just raise your hand. As I said this competition is the first one under the revised OMB Circular to be announced by the Department of Defense. I believe it is the largest single competition, to date, to go out of DoD and maybe the Federal Government. We spent about a year working on the preliminary planning for this competition and we have tried

to address every issue that we could identify. I guess today we will find out how we've done, whether we've been successful in that regard.

We publicly announced the competition on June 2<sup>nd</sup> of this year and we are following an 18-month schedule. We got a 6-month extension from OMB. As you all know I said the standard competition is a 12-month - they follow a 12-month timetable and we got a 6-month extension. We expect to issue the solicitation for this competition on May 26, 2005. In addition to this competition we have a much smaller competition currently underway. It's for the Directorate of Public Works at two of our field offices. We are also in the middle of the preliminary planning activities for three other competitions - fairly large competitions - that are scheduled to be announced in next two fiscal years. All told, we are going to have close to 7,500 positions that are going to be competed between now and the end of the fiscal year 2008.

As for today, we are here to discuss the Performance Work Statement (PWS) for the IM/IT competition. A team of professionals from around the Corps has been working on the PWS since July. We think that the team has done a pretty good job capturing all the requirements and as I said we'll find out more today based on your questions.

The draft statement, Performance Work Statement, came out the middle of November and the comment period is going to end on December 15.

Until now, all of the input for this document has come from the Corps team members with some technical support from our consultants that we have on board with us. So we're here today to get your feedback. I want you to think about what we need to do, what information we need to provide to make sure that we get effective responses to our solicitation.

Now, just to let you know what's going to take place today, right after me, Dr. Jimm Rich, Chief of Contracting Division in our Baltimore District Office, who is also the contracting officer for this competition is going to talk to you briefly about the selection process. And then after Jimm, Glen DePue, our Performance Work Statement Team Leader, is going to provide an overview of the Performance Work Statement development process.

We're going to take a short break after that, after Glen, and then we'll end the day with a question and answer session with the panel of folks who have been working on this competition. The panel members - let me see how we have them structured - are Dr. Jimm Rich to my left here, and Glen DePue, Tony Brunner who is from our Headquarters

IM Office and he's the Program Manager for this particular competition, then we have Debra Overstreet from our Headquarters Small Business Office, and Shelly Taylor - Legal Advisor to the PWS Team and Cathey Robertson who is from our Contracting Office here in Baltimore assigned to my office actually in our Headquarters.

I'd like to acknowledge in the audience here we have Corps of Engineers Chief Information Officer Mr. Will Barrios who has joined us here. Let me just say that we have been trying hard from day one when we started this competition to make sure that we are running an open and fair competition. You are going to be hearing some discussions about the firewalls and the processes that we have in place to make sure that the integrity of the processes is maintained. Communication is key if we are to achieve that goal and that is why we are here today. As you all know I'm sure you have studied the A76 Circular, it doesn't really call for an Industry Day but we decided in the Corps of Engineers that this is the thing to do because we are interested in your feedback.

So I thank you for your interest and for your presence today. Before I turn it over to Jim Rich I'd like to ask Cathey Robertson to come here and make some administrative announcements.

MS. CATHEY ROBERTSON:

Good afternoon. As Ray introduced, I'm Cathey Robertson, the Senior Procurement Analyst that's working on this project. I've either talked with some of you or emailed some of you. My name is the one that's on the website. I'm the one that also post the questions and answers and everything else that we've put up there. Just to go over a few little things for you while the two presenters, Dr. Rich and Mr. DePue are presenting we ask that you hold your questions and write them down on the little cards that you were given when you checked in. What we will do is have you give those to us while we're on the break, we'll go through them, we'll look at the questions and we'll try to answer those the best as we can during the question and answer period. As Ray indicated we will have questions and answers later on, so we ask at that time that you would come up to the center and speak into the mic. We have a transcriber here. When the conference is over, we will be posting a list of attendees who have been here today and registered. We will be posting the slides that you have gotten. And we will also post the transcription of what was said here today. On the slides that Mr. DePue has, he will be showing you some photos of some typical

Corps of Engineer work areas that are covered under this study. Those photos are not in your packet but they will be posted on the website. So you still will be able to get those. If you have not registered as you came through the door please make sure you do that. If you are parked here in this building and you did not get one of these little blue pieces of paper - this is a ticket for you to only be charged \$11.00 for your parking. So please make sure that you stop and see someone at our registration table and they will be glad to give that to you. The last thing that I want to ask is if you have cell phones, please put them on vibrate so that they are not ringing while we're trying to do our presentations. Thank you very much.

**PRESENTATIONS:**

DR. JAMES J. RICH:

Good afternoon. Welcome to the Industry Forum. I will be serving as the Contracting Officer for this competition.

(Slide 2) What we want to show you on this slide is the website where the announcement is made. On that website there are also links to activities and events such as this. That will also be the site, Army Single Face to Industry, also known as FedBizOps. Those will be the sites

where both requests for information if issued and the final RFP when issued are to be found. So that site really gives you the points of contact and the relevant links. It is likely that we will issue, in addition to having Industry Day, we will likely issue requests for information and we will also pose questions. One of the things I want to emphasize today in this presentation, we pride ourselves as a learning organization and this is a learning environment. We don't have all of the answers today. Obviously I'm setting up my own excuse for not being able to answer questions but we don't have all the answers. What we're going to do today is talk to you about a path forward in the acquisition process that we think is the right way to go. We are convenience of the integrity in the process; we will talk a little bit about the firewalls and so forth but we've not going to be able to answer all of your questions today because we're looking for input from industry on the best way to go. So some of you we entertain your questions, we entertain your recommendations - keep that dialog going because when we issue that final RFP we want to all be on the same page.

(Slide 3) Process. The tenders and offers that are submitted in response to the RFP first of all are going to be evaluated for technical acceptability. We are proposing

a low price technically acceptable approach to the acquisition. Therefore, there will be an evaluation of cost that we will talk about; but there will be an evaluation of the five-factors for technical acceptability. I will address those individually in a few minutes. That is going to be the process there. The Contracting Officer ensures firewalls. We have got firewalls between the PWS and MEO; we've got firewalls between the Contracting Officer and some of the other officials that have been designated. What I can assure you is that we are doing our very best not only from previous lessons learned but from the way the Corps does business and the guidance it is given in the Circular to ensure the absolute integrity of the process. Everything that we have learned from past experience, other organizations, GAO findings, our own experience in source selection we have tried to incorporate and integrate into this process to ensure that those firewalls are in place, well documented and that they are working.

(Slide 4) These are the evaluation factors and I'm going to move through these individually. Let me at this time say and this is because it's going to come up in a later slide, these are not ranked at this time in order. So I can't tell you what is most important. It's

technically acceptability; you have to be acceptable on every factor. So in order ranking here because there is a slide at the very end that is going to be confusing and going to clear that up for you. Ordinary ranking really isn't going to be a determinate it's the fact that you have to be technically acceptable on each of these factors. If you don't have technical - I should say on the non-cost factors. We'll talk about cost separately.

(Slide 5) We have written these pretty carefully and my recommendation would be if I were to elaborate on this I would probably do more to confuse the issue. So on this one just read it. What we do is we tell you this is the factor, this is the major factor. One of the five factors we're going to use in the solicitation and this is the definition of that factor. Now when you get your RFP there will also be in the RFP subfactors that will be identified under each of the major factors. We're working those; those will come out of the final PWS.

(Slide 6) Technical. I think that's pretty straight forward. Clearly when you look at these factors we are looking to firms and organizations or joint ventures. We are looking for offers that are going to have experience in doing this kind of work. They are going to be technically capable, they are going to be organizationally capable -

and I think if you look at each of these factors they are pretty straight forward. They are looking at do you have the capability, the capacity, the financial wherewithal to execute an acquisition of this size.

(Slide 7) Now on past performance, one of the things I want to talk about here first of all in accordance with the Circular the MEO will not be evaluated on past performance. Other offers, I suppose there could be service providers or federal in nature but other offers will be evaluated on past performance. If the MEO were to be successful when it was recompeted in year X the MEO at that time then would have past performance data. But for this first go around they will not be evaluated on past performance. I did want to point out that under past performance we're going to send out surveys based on names that you give us. One of the things that I have learned in source selection in working past performance issues is if we send out ten surveys and only three people respond, that may not help you as much as if all ten responded. Now you're giving us the names of the ten so one would assume you are expecting a positive response. I would strongly encourage you if we ask you to identify firms, businesses, or customers that if you are going to send a survey out you follow up with that customer. What we do is we ask for information and then we

wait for those submittals. So right now there is a process but generally speaking it's important that you follow through with who you're giving us - let the people know. Let them know that we just gave your name to the United States Army Corps of Engineers and you may be getting a survey and we would really appreciate if you fill it out and send it back and let us know that you did that. Next the evaluation factor -

(Slide 8) Experience. One thing I want to make clear on experience is experience and past performance, what's the difference. Experience is what have you done, not how well did you do it. Past performance goes to how well you executed the project that you were involved in. Experience goes to show us the breadth of the experience that you have had in either IM/IT or related discipline or portion in the industry. Next factor

(Slide 9) - Utilization of Small Business. What we have done here is we've listed the small business subcontracting goals. Other than the MEO, offers are going to be required to submit a subcontracting plan. For those of you that are involved in \_\_\_ contracting or environmental contracting with the Corps or the Department of the Army you are intimately aware of subcontracting plans. If you are not aware, then we will help you with them. These are

the goals that likely will be released with the solicitation for subcontracting plan. Now the MEO is not required to submit a subcontracting plan but everyone else would be a prime contractor to the government. So there would be a plan required. The specifications of that plan will be in the RFP. And there will be individuals identified in that RFP, if you have questions about format, content, where to present those will be answered for you. Most of the customers that deal with us on regular bases are aware of that. We do have a representative from USACE Small Business Office - Debra Overstreet is from the USACE Small Business on the end. If you have questions on small business that's the place to ask.

Cost (Slide 10). Two things are going to happen here. One is pretty well straight forward if you understand COMPARE. Compare is - and I don't mean to mischaracterize it, it's sort of a plug and chug thing. Where you put numbers in and other numbers come out after they run it through a formula. So we're using COMPARE in compliance with the A76 Circular. But we're also going to have a cost evaluation team that looks at reasonableness and realism. We are not going to do a most probable cost analysis that will change the cost that you submit. For those of you that have dealt with source selection that does most

probable cost analysis, we're not going to do that, but we are going to do a cost evaluation in addition to running the cost through COMPARE. And the COMPARE software, I believe, is readily available on the website. I believe it's on the A76 \_\_\_ site and others. If there are any questions about that, I'm really not the right - I'm not the best person to ask that question but we'll have someone that can answer that.

(Slide 11) One Award. One Award, low price, technically acceptable. And I've talked about how you have to be technically acceptable on all the factors to be considered for award. And by One Award I think it's pretty clear now this being approached as a single business enterprise and there will be One Award to a service provider. So there will be no split - no split requirement. One contract. Let me talk a little bit about line items, contract line items, we call the CLINS. That's part of our vernacular. We're going to have a CLIN for the transition period that is required by the Circular. But we're going to have CLINS that identify scopes of work, performance requirements. Some of which are cost and some of which are going to be fixed price. How are we going to do that? What we're going to do is look at the PWS and take a segregated body of work and look at that and say

does it make sense for that to be a fixed priced item? If the answer to that is yes, that will be fixed price. If you look at something and you've got surges and work requirements that are unknowns then that's going to be cost. So it's going to be a hybrid contract. Now both portions of that contract - both cost and fixed price - will have award fee. So you will have an award fee determination official and you will have an award fee board, so the entire contract will be incentivized both cost and non-cost portions. Five-year contract; one-year base period; four-option years. We were limited to five-year total performance period. And that is an interpretation of DoD legislation that Ms Shannon Elliott can respond to if you have any questions on them, our outstanding attorney advisor to the program.

Next (Slide 12), these are some of the business arrangements that will be - we are going to require a performance bond. I think I mentioned to you we have a separate CLIN for phase in plan. Let me explain that very briefly. Under the A76 Circular there is a phase in plan of some indeterminate length that needs to proceed the first full performance period. So if you look at the entire period of the contract, if you were to be the contractor/the service provider - I've been working the

contracting too long, I need to change my vocabulary. If you are the service provider, the actual total period of performance with the phase plan is going to be five-years plus something. Right now I don't if that's six months; I don't know if it's nine months, that's to be determined. But the phase in plan is required and that's the ramp up period. That's mobilization, capitalization, placement and that will be priced and it will be a separate CLIN. I think most of you are familiar with the fact that we're going to do quality control. There's a plan and the quality control plan that will be applied - whether it's a MEO or if it's a contractor there is still going to be a quality control mechanism in play. The MEO would have a letter of obligation and in that letter of obligation there would be set requirements on both performance and cost growth. So the monitoring process, although it may not be identical between monitoring and MEO under a letter of obligation or a contractor in your contractor, it's a little bit apples and oranges but the process is going to be similar to that. It's going to be looking at performance and cost for whoever the service provider is.

(Slide 13) These are some of the things that the MEO is not required to submit. I suppose, depending on how you look at those, they probably make some sense. But these

are set forth specifically in the Circular. The bottom one as I mentioned previously - the MEO is not required to submit past performance on the first cycle of acquisition. If a MEO is successful during the recompetes and if they recompetes as the MEO, they would then have under the letter of obligation they would have a history of past performance and that would be evaluated. Now let me put my glasses on here.

(Slide 14) The reason I use this slide and I use it in a lot of source selections is these are things I want you to take very seriously and I want you to believe in. I have been the Contracting Officer on source selections where people said, "Well yeah I know you asked for this but that just seems silly." Well whether it's silly or not, submit it. You know if we ask for it, we want it. If we want it we're going to evaluate it. One of the other key points is we are going to evaluate only that which is set forth in the RFP. We're only going to evaluate the factors and the subfactors that are established; there is no other agenda. That is a tremendously important concept that we and industry need to understand and agree on. The only source selection process that is going to go on in this competition is going to go on in a room with a group of people who are designated to sit on a board and they are

going to take the offers and the source selection plan and the RFP and sit down for some period of time which we'll talk about in the schedule in a few seconds here. That's what they are going to look at. No extraneous information. So it is important that you understand and believe that. We haven't determined the source selection board yet but I will tell you if it's anything like the quality of the people that we have working MEO's and the people that we have in the PWS and so forth, it is going to be an absolutely magnificent group of public servants who are going to try to do the right thing. I'm very proud of what I've been involved in with this program.

(Slide 15) Now the real key here is "Issue Solicitation scheduled-issued and date May 26, 2005." That date is the date that we issue the final RFP. That's the issuance of the Final Solicitation. Prior to that time you watch the website - I'm not sure what the notification process is here so let me just say watch the website. We may be issuing answers to questions that are posed today or later. We may be issuing another Request for Information (RFI). I believe we're going to have a pre-proposal conference. So there are going to be a lot of opportunities for dialog and we are looking to improve the process - we're looking to improve the product. So when that final product rolls out,

our hope is that we're all on the same page; we understand it; there are no surprises; you know it looks like what you thought it was going to look like; and everyone is prepared to take this thing on. You can look at the dates there - the time that is allotted for the source selection process. The Announce Performance Decision date February 27, 2006 that's sort of in the process. You know we can discuss these dates and my experience is that dates move. However, we are constrained - we have 18-months. And you know I've asked that question, "Well what happens if you go over 18-months?" And the answer that I get, you won't. So you don't need to worry about it. So we're going to hold to this schedule and that means some people are going to be working some very, very long hours. And thank God we've got some tremendously dedicated people. So that's the schedule.

(Slide 16) You can reach me - I am a little bit hard to get a hold of by phone. But you will get a human being not on the cell number but on the other number. You will get a human being. I do return phone calls. And I think I'm pretty good about that. I was trained as Child Protection Case Worker and in that business if you don't return the call it may cost some child their life. So my training is when you pick those up first thing in the

morning if you get them after you've left, and you place those calls. And I do respond to e-mails so if you have any questions. Now having said that my preference would be - and I don't have a problem with taking personal calls or personal e-mails, but my preference would be if it's about the solicitation - if it's a question that you have that needs to be answered by the program please take that through Ms Robertson and will run it through the program. Because I'm going to answer any questions about the solicitation without running it through the program. So it's probably faster to go that way. You know having said that if it's something you wanted to talk about with the Contracting Officer - some point in the process please feel free. That's what I get paid to do. With that let me introduce Mr. Glen DePue who will talk about the PWS Process.

MR. GLEN L. DePUE:

I'll try to live up to your standard. My name is Glen DePue; I'm the Chief of Information Management Officer out of the Savannah District. Ray Navidi hired me to work on this PWS Process and I've done this full time since June. I know you want to get through this to get right to the questions but I've got Jim Chestnut from Atlanta, Trish Holden from Baltimore, Bob King from Sacramento, and Ron

Finell from Memphis that are part of the PWS Team and they are here helping me. I'm going to run through some slides that show you what we've done on the PWS to this point. We are not completed. We're not half way completed. But we are where we are today. At the end of that portion I'm going to break into a series of photographs that show a typical IT support scene in a typical district. They are not all from one location; they are from around the Corps; they don't represent every possibility that you may encounter but I wanted to give you a feel of what we look at when we go into support things.

(Slide 2) The Team is assembled of USACE employees from the affected area. All of us are part of the process that is being looked at by this A76. We are recognized as Subject Matter Experts in our field. It's the break of the IM Field. We have a total of 587 years of total experience. It's about 20 to 25 years experience per person on the team. And we represent all elements of USACE - the Headquarters; Divisions; Districts; and the Lab Centers. So we come from everywhere.

(Slide 3) The area to be studied is the Continental United States (CONUS). The United States Army Corps of Engineers in the Continental United States. And I'll walk through some of those locations in a later slide and be

more specific with those locations. There's about 1300 of us. We support about 37,000 USACE employees. We have 500 plus partners, suppliers and contractors that work on nothing but IT. Not engineer contractors; IT contractors. And we work in the Continental United States in about 400 to 600 locations. A lot of what we do is temporary in nature, so we'll go somewhere and do something and de-install it. And I'll show you some of that later.

(Slide 4) The PWS Team collected their work load data from every affected office in that footprint that I just described. The collected data is being compiled for analysis and to provide base line of the current workload and historic workload. That information will be made available through the technical exhibit sections that will be published later. They are not out there now.

(Slide 5) The Team, to address Ray Navidi's issue of about how do we protect the data, the Team relocated out of their business offices of the Corps of Engineers. We went off-site. The Team members all sign non-disclosure statements and they all submitted financial disclosure statements. This was reviewed by our Legal folks, by me, by the contracting folks. Everybody committed to keeping this information in-house. The Team was briefed on-site by our Legal folks. Everyone that we dealt with that came in

to help us signed a non-disclosure statement and was briefed by our Legal folks on protecting that data. And the Team members were removed from the supervisory relationship. We all have bosses in the Corps of Engineers. Some of our bosses are on the MEO. During this period of time I became their boss. I wrote their performance requirements; I submitted it into the system. Nobody on the PWS Team had a relationship with a MEO person in a supervisory or awards relationship. We removed them from that to take away that conflict of interest.

(Slide 6) Now I'm going to describe the various areas of the PWS. I described it as seven areas. And this is how we focused when we wrote the document.

(Slide 7) Information Management. The management of the entire program. These are the bullets that that committee addressed when we were going through this. We looked at consulting services; life cycle and management controls systems. These were just some of the things that we tried to address.

(Slide 8) Automation. Again a series of topics that we wanted to make sure that we included - from applications to office automation, to classified computing - SECRET/TOP SECRET type stuff.

(Slide 9) Communication. We broke that into two portions: The ability to gather and transmit communications audio, visual, close-circuit TV, VTC, radios and those types of stuff. Electromagnetic, SMART Card technology to get in and out of a room. We tried to address those areas. Telecommunications systems: Data networks, satellites, cable television. We looked at those areas.

(Slide 10) Information Assurance. This is a very difficult one to do. You all are IT folks; you all know security, hackers, viruses are an ever changing field. This was written very generically to allow for the innovation of the market place to continue to keep up with those people that are trying to break into your network. But this chapter basically is how do we protect our network? How do we protect our data? How do we protect our systems? And it's not just computers. It's voice communications like telephones and the whole gambit of IT services.

(Slide 11) Records Management. Records keeping, official mail, Freedom of Information Act (FOIA). All of these programs fall under Records Management and we tried to address them.

(Slide 12) Here are two in one - Visual Information, and Printing and Publications. They were both addressed separately but I put them on the same slide. So this is the seven. Visual Information is exactly what we are doing right now. And hopefully the sound system is working adequately for everyone to hear me. Printing and Publications - the documents that you are looking at, that's exactly what we are talking about, printing those slides.

(Slide 13) The Areas of A76. The locations and some of the applications, I will address those at this time.

(Slide 14) This is for 400 to 600 sites that I told you about. There is the Continental United States. I'm going to do this - that is Germany. Germany is not included. That is Japan and Korea - Japan and Korea are not included. That is the Gulf Region Division. Baghdad, that is not included. But Alaska and Hawaii and all of the United States generically is included. Those areas that are not will be hi-lighted to you.

(Slide 15) The Corps is broken down to the Headquarters, Divisions, and Districts. And this is a breakout of that information. As you can see in the North Atlantic Division the European District which is in Wiesbaden, Germany has hi-lighted in red 'excluded.' So the

next several slides will be all those places that are either included or excluded but they are all here.

(Slide 16) Here's Northwest, Pacific and South Atlantic, Far East and Japan are both excluded.

(Slide 17) Southwestern, South Pacific, Gulf Region - all of the subordinate elements of Gulf Region and I did not list them here, all of those subordinate districts and the Division itself are excluded. Under the Centers, Huntsville and Trans Atlantic Center - the Trans Atlantic Center is excluded. Their principal mission is to support those overseas districts and divisions. Therefore, they have been excluded because that's their principal mission. So they have been excluded.

(Slide 18) The Field Operating Agencies, the Engineer Battalion, Engineer Research and Development Center, the Cold Regions Research and Engineer Laboratory all of those facilities are included. Now remember this is the IM/IT study. We're not studying engineer stuff; we're studying IM/IT stuff in these facilities.

(Slide 19) Here are the Major AISs - Automated Information Systems. This is supposed to be - not an eye chart, but a chart the significance of the number of software systems we support. The service provider or whomever provides support under this vehicle will be

expected to operate the servers that these software systems live on. The software systems may have a very small population of customers or it may be entirely Corps-wide. You're not going to get that understanding here but I will tell you that the acronyms for these letters are explained in Chapter C-2 and an overview of these packages will be provided in the technical exhibit. You will also know what the hardware and software systems are through that exhibit that addresses Government Hardware and Software.

(Slide 20) Who do we support? As Dr. Rich said very clearly when we started, this is a military organization. It's lead by the military. And we have both a War Time and Peace Time Mission. We have Corps of Engineer folks right now in Baghdad. I, a short amount of time ago was in Baghdad. We do that. We also do Peace-time stuff. USACE supports local, state and national missions such as floods, hurricanes and the one I didn't want to put up is man-made disasters - that translates to 9/11. We were there; we respond to those type things. We, the IT community, respond to the engineers who respond to those things. And the IT community serves as a force multiplier for our engineers and for the support staffs to those engineers. So we help them do their job better.

(Slide 21) What is yet to come? I think Cathey touched on this but let me just hit these three bullets right now. The Bid Schedule is yet to come. The completed list of technical exhibits - some I believe were released with the current announcement but we have a complete list that is yet to come. And the PWS Chapters 1 through 6 - we have Chapters 3, 4, and 6 yet to come.

Alright here's the photo show. And I just want to hi-light some of the things we do and some of the aspects. This is not what the Corps of Engineers does - slide show. This is what I, the IT community, does for the Corps of Engineers.

(Slide 23) Here we have some type of boat vehicle doing some hydrology testing or ocean measurement. What that means to me is I've got to run a satellite phone. I've got to run some type of radio system. I have to have some type of on-board automation, office automation system. And when that boat comes to dock I've got to be able to plug into the LAN and into LAN line communications.

(Slide 23) This is a campground somewhere. What that means to me is that Ranger needs a telephone. He needs a computer that he can tie into the VISA Credit Card system so he can charge for the campground and he needs a radio where he can talk to the campground Rangers.

(Slide 23) This is Tybee Island about two miles south of where I live in Savannah. It's a beach re-nourishment project. Its very difficult to see but there's a little white van there. That's the Project Engineer operating that beach re-nourishment. He needed a phone, a radio and local area network type communications for his automation system. That van sat there less than 90-days. We installed it, we brought all of that CONS-package to it, he did his job, we de-installed it, and he went away.

(Slide 23) And here is an opening day at a park type environment where the Corps of Engineers wanted to have a Grand Opening for something. What we did was set up the visual information package of photographs. We set up the sound system. The speak system. We brought the photographer in for the day to take pictures of the event. And when it was over, all of that stuff broke down and went away.

(Slide 24) Here's a soldier using one of those labs or centers modeling system trying to figure out something on a battlefield system. We support that desktop operation.

(Slide 24) And here are three civilians packaging a force field engineering kit. That is a portable-tactical VTC secure communication link via a satellite up-link at 256 depending on the angle of the satellite that we use

extensively in Baghdad. But we prepared that. We boxed it and we shipped it over there. But that's what we do. That's that force multiplier. A soldier in the middle of nowhere can now talk SECRET and VTC at SECRET in the middle of nowhere. We've done that for him.

(Slide 25) Here is the natural or manmade disasters. Here is a lady operating automated system that we provided to her in the middle of somewhere that we're not normally there, cause that's where the hurricane hit, where we're not at. She may be working with this gentleman down here on the right corner issuing water. He's an engineer.

(Slide 25) Here's the scary picture. And this is what I face. I walk into a room and there's 35-engineers and they want their computer and they want their phone, and they want their radio. And we issue that stuff out to them. That's the type of support that we do. A Mission that wasn't there the day before today, that is there tomorrow and it's a limited time mission because we respond to that hurricane. And four weeks or four months but at some point it's over and we de-install it.

(Slide 26) Here's 9/11. This is called the DTOS communications system. It's a trailer mounted tractor pulled communications system. It goes secure. Non-secure, Satellite. It has a package of desktop automation that can

create a small LAN for operation like a gymnasium and as I said it has a satellite up-link. It also has its own power supply trailer mounted generator system that can run this thing in the middle of nowhere. All we need is gasoline and diesel. And this system was used during 9/11. Now you can see there's a smaller van in the background that's basically the same thing in a smaller package. Not all of the capability in number but the same capability in features, which is the satellite up-link, the secure telephone. It may not have the total number of automation systems but it has some.

(Slide 26) Here's three engineers. It's very difficult to see but right there on his chest is a little black mark - that's a portable radio system. This guy is getting ready to go into the disaster area where we had debris removal. Well, to do all of that stuff they've got to be able to communicate back. And if you remember the slide before - the lady in front of the laptop, there's some lady like that on an event that is keeping track of what we're doing. So the engineers in the field need to communicate and record what they are doing. We enable them to do that.

Here are a series of slides - and it's just a single picture and it's a picture of a district or an office or a lab and it's just typical pictures.

(Slide 27) This is a termination point in a district. It may not look like this in Mobile but it may just like this in Portland. But this is just a representation.

(Slide 28) This is a computer room.

(Slide 29) This is a series of servers that supports e-mail.

(Slide 30) This is a typical systems administrator work area that was working on those e-mail servers and that termination point.

(Slide 31) This is a computer classroom with a series of computers around a round table where we use our users on the latest technology of software or whatever. We operate a computer room for end user training.

(Slide 32) Here is one of the 500 partners, supplies and contractors that I spoke of. This one happens to be the Defense Logistics Agency. Those are the people we go to for large volume printing support beyond desktop publishing and beyond office copier support. But these are some of the people that we work with. They are not part of the study but they are part of the folks that we'll continue to have a relationship with.

(Slide 33) Here is just a typical end user sitting at a desktop computer. There are 37,000 of those guys out there.

(Slide 34) Here is a typical conference room. Here's the rear projection screen that supports rear projection VTC, VCR, DVD, close-circuit television, cable television. Over here is a podium that has a control center that controls all of those vehicles that I just spoke too. Controls the lights. Controls the microphone and sound system. Can control whether or not the system records or not records. The VI folks and the automation folks set this up.

(Slide 35) Here's just a filing cabinet. And like everybody else we're just buried in paper work and that goes to the records. And that's just a typical filing cabinet in the hallway.

(Slide 36) Here's a customer going down approximately twenty linear feet at four feet tall just pulling a file out. And that's just an indication of the volume of records that we're talking about. That's just one small office and one small district.

(Slide 37) This is a help desk technician operating on laptop on a workbench installing software.

(Slide 38) Here's the same help desk operation and it's a different technician installing a power supply. The power supply burned out, he unplugs it, and plugs in a new one and sends it back to the customer.

(Slide 39) Here's a lady in the mailroom - back to records. She's running a Pitney Bowes mail meter machine processing postage all the way from envelopes to very large packages.

(Slide 40) This is an Army-Navy GAR V-222, I wrote it down but I don't remember it off the top of my head. This is a radio system. This is a radio system and this up in this corner is the United States Coast Guard from Savannah, Georgia who partners with us and shares the radio facility. So we've given them a little bit of the rack space. We've given them a little bit of the conduit space to run their antenna cables. We don't do anything for those systems - they just live within our footprint because again, we partner with 400 or 500 plus suppliers, partners, and contractors.

(Slide 41) This is that same radio with an antenna patch-panel that will test the antennas and other items, other test procedures that we'll conduct.

(Slide 42) This is the meridian dial central switch. It's a 1200 line switch supporting a district. This is the telephone company.

(Slide 43) This is a break out of a T1 circuit coming into a building, termination point. And it also has the off to the corner it's very difficult to see a fiber interface and to the very-very corner you can see the wiring distribution panel. And I'll show you that in a second.

(Slide 44) There's the wiring distribution panel. 1300 lines coming in through the wiring system to the DCO and then into the network.

(Slide 45) This is a radio antenna on top of a building. It's both UHF-VHF and terrestrial television. We watch the TV channels, the weather channels for natural disasters and emergencies and that antenna is on top of our building and we support that antenna.

(Slide 46) Same antenna, just further away. Three story building; it's on top of a hut on top of a downtown metropolitan area. That's a typical relationship that you'll see.

(Slide 47) Here's a VI photographer work-effort. He's working a project. As you can see he's taking hundred, and hundreds, and hundreds of slides and he's breaking them out

trying to compile them to a product that the customer is looking for. And that's just some of the work-efforts.

(Slide 48) That is the same photographer's work area. All those black binders have plastic sheet with all those slides in them, and he keeps some type of record of what picture's are where. So he'll use that for future projects and for historical purposes. But all of those are pictures for one district.

(Slide 49) This is my last slide. It's a VTC system, a dual picture VTC system and that's it I believe.

I'm completed. We're going to go to a break but first we're going to have Ray Navidi make a few more remarks. Thank you for your attention.

MR RAY NAVIDI:

A couple of items I forgot to mention earlier. First of all, for those of you who are interested in knowing who the Corps' of Engineers ATO, Agency Tender Official, is - Mr. Coakley who is sitting right up here. And then Dr. Holland over there next to him is the MEO Team Leader just in case subcontractors who are interested in contacting them. The other thing that I was going mention, don't hold me to it, but we are thinking that we are going to put out a complete package with all the sections sometime in February. That's the thinking as of now. We're not

obligated to do that but we would like too. That's not going to be the complete 100% set. It's going to be somewhat like 70%-75%. So you'll get a chance to see the complete package. Did we collect the questions? Have you collected the questions? Not yet. If you could just send them this way, please, all your question cards. And then once we've done that we're going to take a 15-minute break. We'll be back at 2:15PM.

PANEL MEMBERS      RESPONSES TO QUESTIONS:

MR. RAY NAVIDI:

We have collected the questions. There are a number of them. The way we're going to handle them, we're going to start from Dr. Rich who is going to answer some of those contracting questions. And then move our way to the other end of the table. We'll categorize them by contracting, technical and so forth and so on. And as Jimm Rich said, we may not have all of the answers but we will have them for you, so we'll just read the questions see what we come up with in terms of answers.

DR. JIMM RICH:

Thank you. One thing - it's a caveat that we like to offer, is we're going to try to do today to be helpful is

to answer these questions as best we can. If we don't know the answer or if we misstate an answer we will ensure you that everyone that participates in the competition it will be made available in writing either in the RFP or put up on the website answers to the questions. I'll start to walk through there.

SEE SEPARATE INSERT FOR QUESTIONS AND ANSWERS

RAY NAVIDI:

Any others? Last chance. There were approximately 120 people in attendance here today. This has been really good for us. It's been very productive. And as Cathey said we will be posting these questions and answers and the names of the participants within the next two or three weeks. Before Cathey goes for her Christmas Holidays, for sure. Thank you very much.

MS CATHEY ROBERTSON:

I just want to add one final thing. Any questions that you have please don't send them individually to the Team Members, please send them into me through the website or e-mail. My IM people were kind enough to increased my mailbox size so I could get all of your questions. Thank you.

CONCLUSION OF FOURM.