



# 2014 Forecast to Industry

*20 August 2014*

United in Service to Our Nation



# Forecast to Industry

Lt Gen Ronnie D. Hawkins, Jr.

Director, Defense Information Systems Agency

20 August 2014

# DISA Industry Focus Areas

**Continued Partnerships with Industry are Vital to Our Success**

**Budget Concerns are a Focus Area**

**Cyber and Enterprise Initiatives at Forefront of Acquisition Strategy**

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# Defense Communications Agency



- Established in 1960
- Tasked with operation and management of the Defense Communications System

## 1960s

Established DoD-wide circuit-based voice and data networks

### Cuban Missile Crisis – Lessons Learned

- A need for direct, immediate, private comms between leaders of the US and Soviet Union
- A need for C2 of worldwide forces for National Command Authorities

### Vietnam

- Created DCA Southeast Asia

## 1970s

Defined by the Cold War and Space Race

DCA assumed responsibility for communication with strategic nuclear forces

DoD directive appoints DCA as the system architect for all Defense Satellite Communications

DCA establishes new major directorate the MILSATCOM System Office

## 1980s

Interoperability with Rapidly Advancing Technologies

DCA established Joint Interoperability Test Command (JITC)-Conducts DoD & private sector interoperability compliance and testing

extended information support to:

White House  
SECDEF  
Joint Chiefs



Operate & Manage the Defense Communications System



System Architect for all defense satellite communications



Tasked to Perform DoD and Private Section Compliance Certification

# Defense Information Systems Agency



- DCA reorganized and renamed DISA in 1991
- Expanded role in DoD Information Management & Information System Support
- Clearly identified DISA as a combat support agency

| 1990s   | 2000s  | 2010s   |
|---|--|---|
| <p>Applying lessons learned from DESERT SHIELD and DESERT STORM</p> <p><u>New Roles and Responsibilities</u></p> <p>Tasked to consolidate the services' and DoD's information processing centers</p> <p>Collapsed 122 networks and created the DISN</p> <p>Extended combatant command support with Deployment of GCCS</p> | <p>Global War on Terror and a Growing Cyber Threat</p> <p>Complete reorganization in 2003</p> <p>Driven by need to become a joint service IT acquisition organization</p> <p>Took on Joint Force Headquarters - Global Network Operations (JTF-GNO)</p> <p>Transferred the National Communications System to Department of Homeland Security</p> | <p>Direct Mobile Warfighter Support &amp; Growing Cyber Operations</p> <p>Transferred JTF-GNO functions to USCYBERCOM</p> <p>Relocated to Fort George G. Meade</p> <p>Focused on building out the Joint Information Environment</p> <ul style="list-style-type: none"> <li>• Enterprise Services</li> <li>• Cloud Services</li> <li>• Mobility</li> </ul> |
|  <p>Reorganized &amp; Renamed DISA</p> <ul style="list-style-type: none"> <li>• New Missions</li> </ul>  |  <p>Global War on Terror: Net Centric Warfare and Expansion of the Enterprise</p>   |  <p>Relocate and Realign: USCYBERCOM Joint Information Environment</p>   |



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# Five Senior Procurement Executive Pillars

*2014 Forecast to Industry*

MG Alan R. Lynn  
Vice Director, DISA & SPE  
20 August 2014

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# Five Senior Procurement Executive Pillars

- 1) Achieve small business goals**
- 2) Compete procurements**
- 3) Instill discipline in acquisition planning; manage bridge contracts**
- 4) Leverage buying power/strategic sourcing**
  - Consolidate multiple and similar procurements
- 5) Review all procurements \$10M and over**
  - Requirements validation
  - Labor and life cycle costs
  - Incentives and disincentives
  - Determine source selection authority



**Your Questions Please**



# Welcome

## *2014 Forecast to Industry*

Mr. Douglas Packard  
Acting Director, Procurement Directorate  
20 August 2014

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# Office of Small Business Programs

*2014 Forecast to Industry*

Sharon L. Jones  
Director, OSBP  
20 August 2014

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# FY13 Small Business Achievements

## Exceeding ALL Our Goals!

\$4.3 billion in total small business eligible dollars



**GOAL**



**\$↑**

Making Our Goals & Making a Difference!

Making Our Goals & Making a Difference!

| Small Business Categories                              | DISA Small Business Goals | DISA Small Business Achievements      | DISA Contract Award Dollars |
|--|---------------------------|---------------------------------------|-----------------------------|
| SB<br>Small Business                                   | 26%                       | <u>FIRST TIME</u><br>31%              | 1.4B                        |
| SDB<br>Small Disadvantaged                             | 9%                        | 12%                                   | 523M                        |
| WOSB<br>Woman Owned Small                              | 5%                        | 5.0%                                  | 219M                        |
| SDVOSB<br>Service Disabled Veteran                     | 3%                        | <u>FIRST TIME</u><br>6.0%<br>DOUBLED! | 255M                        |
| HUBZone<br>Historically Underutilized<br>Business Zone | 1%                        | <u>FIRST TIME</u><br>2.0%<br>DOUBLED! | 85M                         |

Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report



# North America Industry Classification System (NAICS) Results for FY13

## Concentration of PRIME Contract Awards:

Total Dollars Awarded in FY13 – \$4.6B

Total Actions awarded in FY13 – 74,086

## NAICS Sector 51 – Telecomm/software/information services

Contract Awards in the NAICS Code 51 Sector

82% of all Total Actions = 61,290

28% of all Total Dollars = \$1.3B

## NAICS Sector 54 - Engineering /design/computer/professional/scientific

Contract Awards in the NAICS Code 54 Sector

14% of all Total Actions = 10,772

64% of all Total Dollars = \$3.0B



# Small Business Contract Vehicles

*DISA Champions  
Small Business Success  
through Contracts!*

❖ Individual small business set-aside contracts based on mission requirements



❖ DISA Enterprise Support Services (DESS)



❖ Encore Small Business Set-Asides



❖ GSA Small Business Set-Asides on E-Buy

❖ GSA 8(a) STARS II



❖ GSA Vets



❖ NASA SEWP Groups B, C & E



❖ Global Information Grid Services Management: Engineering, Transition & Implementation (GSM-ETI) Projects & Support (GSM-P&S)



❖ PEO-MA Engineering Support



❖ NIH CIO SP3



❖ GSA Alliant Small Business



❖ Federal Supply Schedules

❖ Custom SATCOM Solutions-Small Business (CS2-SB)



# Contact Information

Information  
[www.disa.mil](http://www.disa.mil)

Contracting Opportunities  
<https://www.fbo.gov>

EMAIL for Small Business Appointments  
[disa.meade.osbp.mbx.disa-small-business-office@mail.mil](mailto:disa.meade.osbp.mbx.disa-small-business-office@mail.mil)

## Points of Contact

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**Your Questions Please**



# Enterprise Information Services

*2014 Forecast to Industry*

Mr. David Bennett  
Director, Enterprise Information Services  
20 Aug 2014

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# EIS Acquisition Focus

- **EIS manages over 400 contracts – focus on gaining efficiencies through contract consolidation/co-terming for hardware, software and services contracts**
- **Capacity Services contracts – reviewing emerging technologies and how they will fit into the contract structure**
- **Technical Support contracts – focus on gaining efficiencies through a regional approach**
- **Joint Enterprise Licensing Agreements (JELAs) - continued partnership with the USA and USAF to award JELAs**
- **Service Support Environment (SSE) - phased approach to implementation**
- **Application Rationalization - Industry technical support for data center consolidation**
- **Cloud Services**



# Cloud Service Offerings

- **Reviewing possible cloud offerings**
  - Assessing demand for services
  - Assessing demand for a DISA-developed contract vehicle
  - Assessing existing Multi-Agency contracts with the appropriate scope for meeting the Department's cloud services requirements
- **Likely initial focus is Infrastructure as a Service (IaaS)**
  - New or existing vehicles
  - Single Award IDIQ or Multiple Award IDIQ
  - Separate vehicles for Impact Levels 1-2 and 3-5 or a single vehicle for Impact Levels 1-5
  - Platform as a Service (PaaS) and Software as a Service (SaaS) may follow
- **Timeline**
  - 4QFY14: Assess suitability of existing vehicles against demonstrated demand and current guidance
  - 1QFY15: Let industry know planned way ahead for FY15 acquisitions



# UCaaS Contract Strategy

- **Commodity Approach**
  - **Virtual Private Cloud/Private Cloud: Commercial Provider Facilities; Military Network**
  - **Leverage existing DISA/DOD/Federal Contracts for immediate mission requirements**
  - **Pursue open-source alternatives for integration middleware between assured and non-assured solutions**
- **Leverage DOD/IC private cloud environments IAW evolving DoD cloud security guidance**
- **Explore acquisition options to acquire operationally-ready, cost-effective solutions**
- **Learn from near-term efforts, with future solicitations to follow**



# Contact Information

## Cloud Services

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Joel Hampshire. Cloud Services Engineer  
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## UCaaS

Andy Bryczek, UCaaS Project Manager  
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## EIS Acquisition Opportunities

Laura Williams, Director Logistics Management Division  
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**Your Questions Please**



# Acquisition of Services

*2014 Forecast to Industry*

Dr. Jennifer Carter  
Component Acquisition Executive  
20 August 2014

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# Overarching AoS Strategy - Agency Benefits

- Reduce number of bridge contracts
- Repeatable, Streamlined, and Consistent Processes
- Well-Defined and Consistent Deliverables
- Enhanced Senior Insight
- Enhanced Quality
- Increase Agency Buying Power
- Enhanced Contractor Accountability
- Consistent Architecture and Products
- Promote Best Practices
- Enhanced Transparency
- Funding, Traceability, and Accountability
- More Efficient and Effective use of Manpower
- Aid in achieving socio-economic goals and competition



# Upcoming Overarching AoSs

- **Program Office Support Services (POSS)** - acquisition, program management, and logistics support
- **Encore III** - IT products and services
- **Engineering and Test Support Services (ETSS)** – architecture, system engineering, and independent test support



# Overarching AoS Way Ahead

- **Cross-functional IPTs established to:**
  - **Conclude Market Research**
  - **Determine optimum acquisition approach**
    - Maximize competition - Competition is the key to obtaining the benefits of overarching AoS strategies
    - Identify and leverage existing DoD, other federal agency, FFRDC capabilities as appropriate
  - **Finalize governance documentation and procurement packages**
- **Robust industry engagement is foundational to overarching AoS success**



# Contact Information

## Information

[www.disa.mil](http://www.disa.mil)

## Contracting Opportunities

<https://www.fbo.gov>

## Point of Contact

**Al Schenck**

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**(301) 225-4000**



**Your Questions Please**



**15 Minute Break**



# Network Technologies

*2014 Forecast to Industry*

Ms. Cindy Moran  
Director Network Services

Mr. Jessie Showers  
Vice Director Network Services  
20 August 2014

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# Network Services Mission & Vision

**DISA Network Services (NS) is responsible for the Global Voice, Video, Messaging, and Data Networks and Strategic Mission support that provide Information Superiority to the President, Combatant Commanders, Senior Leadership, Services, Agencies and Warfighters.**



**Unmatched level of service and value to get authoritative information to the Warfighter through Global, Secure, and Networked Unified Capabilities**

# Key Services Delivered by DISA NS

## Current Environment



**Multi-Classification Level Data Services**  
NIPRNET, SIPRNET, JWICS, IP Core Services



**Secure and Non-Secure UC Services**  
VVoIP, DSN, DRSN, DVS-G



**Standard Tactical Entry Point (STEP)**  
Satellite Communications Mgmt & Sustainment



**Wireless and Mobility Services**  
EMSS, SME PED, Future Services



**Network Operations Tools & Support**  
Operational Support System Mgmt & Sustainment



**Interoperable / Secure Products & Services**  
DoD UC Approved Products List, Services Catalog, Process Improvement, Centralized Implementation & Connection Approval

# NS Acquisition Way Ahead

## NS Top 10 Projects

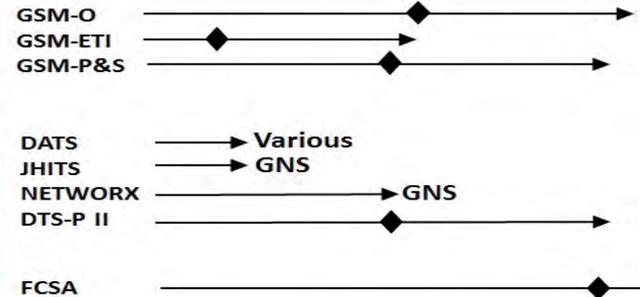
- Europe Transport Initiative (ETI)
- MPLS Implementation
- Unclassified ISDN to IP Video
- DATMS Elimination
- COMSEC EoL Replacement
- DISN Tech Refresh Projects
- Joint Regional Security Stacks (JRSS)
- DoD Enterprise Classified Travel Kit
- Pacific Enterprise Services – (PES-HI)
- Enterprise Voice (SBU & Classified)

Operations, Sustainment,  
Maintenance & Net Assurance  
of the DoDIN

Transport and Bandwidth  
Services

COMSATCOM

2014 2015 2016 2017 2018 2019





# Contact Information

## Contracts and Acquisition Support Division

Mr. Paul Barbera, [paul.v.barbera.civ@mail.mil](mailto:paul.v.barbera.civ@mail.mil), (301) 225-2449

### GSM-ETI

Mr. Frank Cabral, [Frank.G.Cabral.civ@mail.mil](mailto:Frank.G.Cabral.civ@mail.mil), (301) 225-8334

### GSM-P&S

Ms. Mary Lou Dennis, [Mary.L.Dennis24.civ@mail.mil](mailto:Mary.L.Dennis24.civ@mail.mil), (301) 225-2414

### GNS

Mrs. Laura Herbertson, [Laura.A.Herbertson.civ@mail.mil](mailto:Laura.A.Herbertson.civ@mail.mil), (301) 225-2449



**Your Questions Please**



# Defense Spectrum Organization

*2014 Forecast to Industry*

Stuart F. Timerman  
Director, DSO  
20 August 2014

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# DSO Provides

- Direct Combatant Command and Joint Task Force Support
- Spectrum Advocacy – National and International electromagnetic spectrum planning
- Enterprise capabilities and services – Enables effective global spectrum operations and information dominance
- Engineering center of excellence – SME's, experience and tolls required to address the complex technical and operation issues associated with spectrum operations

## Embedded Support



*United Nations*

*International Telecommunication Union (ITU)*  
World Radio Conferences WRCs)

US Federal Government

## Spectrum Advocacy



**Supporting the  
Warfighter!**

## Engineering/SME Reach Back



**Enterprise Services**

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# Spectrum Management Vision

**Today**

**Technology Enablers**

**Tomorrow**

*Inefficient Spectrum Usage*

*Effective Spectrum Usage*

*Long and Manual Spectrum Planning*

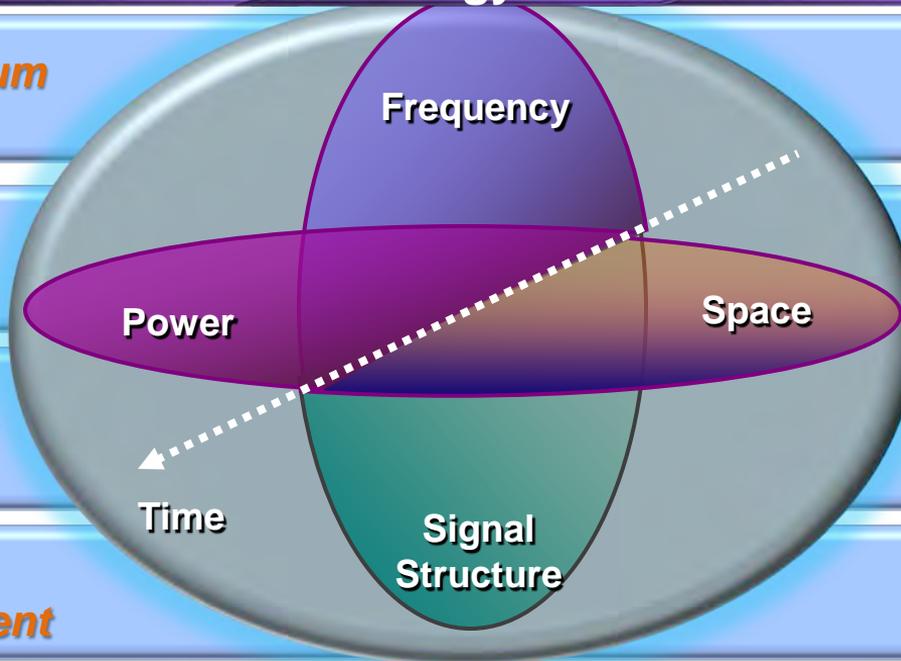
*Near Real-time & Agile Spectrum Access*

*Stove-pipes, Not Interoperable Radios & Networks*

*Sensing, Reprogrammable, Interoperable*

*Static Frequency Assignment*

*Adaptive Spectrum Access*



**Fully utilize all dimensions:  
frequency, time, space, signal, and power**



# Contact Information

## DSO Contracts Management Team

[disa.annapolis.dso.mbx.bmo-contract-mgmt@mail.mil](mailto:disa.annapolis.dso.mbx.bmo-contract-mgmt@mail.mil)

**John Ennema – 410-293-2356**

**Tia Bryant – 410-293-2223**



**Your Questions Please**



**Enjoy Your Lunch**



# Mission Assurance

*2014 Forecast to Industry*

Mr. Mark S. Orndorff  
Mission Assurance Executive  
20 August 2014

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# The Problem

**Problem Statement:** Neither the DoD nor the combatant commanders can adequately see, control, or defend their networks. We can't meet the urgent and immediate cyber threat, defend the current infrastructure or reduce network vulnerabilities.

## Capability Gaps

- Lack of Enterprise-level view and standardized security topology
- Too many avenues of attack
- Heavy reliance on independent delivery of security services
- Inability to apply advanced threat analysis
- Lack of Enterprise responsiveness in assessing, detecting, responding to threats
- Lack of [unity of effort] in operating and managing cyberspace operations
- Segmented approach to networks creates seams and creates difficulty in information sharing, thus complicating protection of forces

## High Level Objectives (HLOs)

- HLO 1: Operate, defend, manage, and maintain the JIE (DoDIN)
- HLO 2: Enable and protect critical warfighting information and information exchange through various capabilities and services
- HLO 3: Ensure critical warfighter information, capabilities and services are available in a degraded cyber condition

### Authoritative Sources:

- JIE ICD v 3.1.1, GIG 2.0 ICD and Cyber SA ICD
- JIE OPS CONOPS and Chairman's White Paper

*Gaps and HLOs Identified in Authoritative Sources (paraphrased)*



# Mission Assurance (Cybersecurity and NetOps)

## Internet Access Points

- Sensors (ECOS)
- Web Content Filtering
- Demilitarized Zone (DMZ)
- Distributed Denial of Service Mitigations
- Enterprise Email Security Gateway
- Domain Name System (DNS) Hardening

## Regional Security

- Joint Regional Security Stacks
- Perimeter Zero Day Network Defense
- Cross Domain Enterprise Services
- Filter List Manager

Commercial Cloud (Levels 3-5)

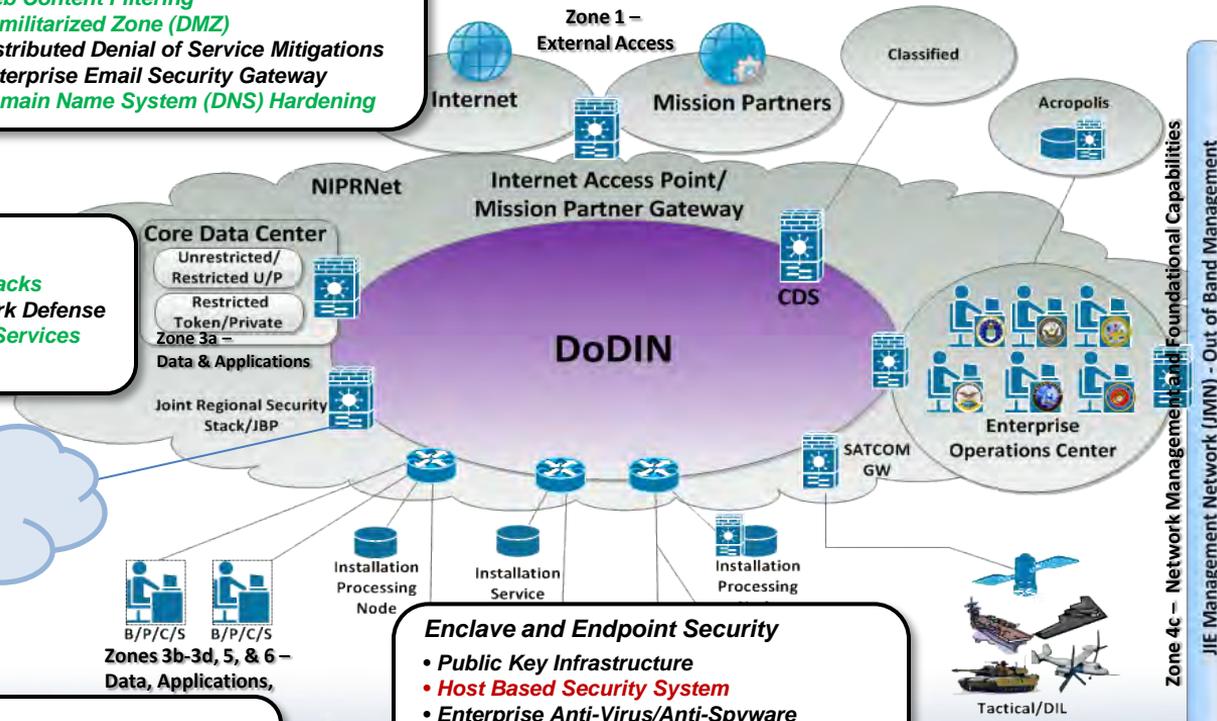
B/P/C/S B/P/C/S  
Zones 3b-3d, 5, & 6 –  
Data, Applications,

## Foundational

- Cyber Workforce Development
- Cyber Readiness Assessments

## Enclave and Endpoint Security

- Public Key Infrastructure
- Host Based Security System
- Enterprise Anti-Virus/Anti-Spyware
- Assured Compliance Assessment Solution
- Bootable Media
- Rogue Wireless Detection



## Cyber SA/NetOps

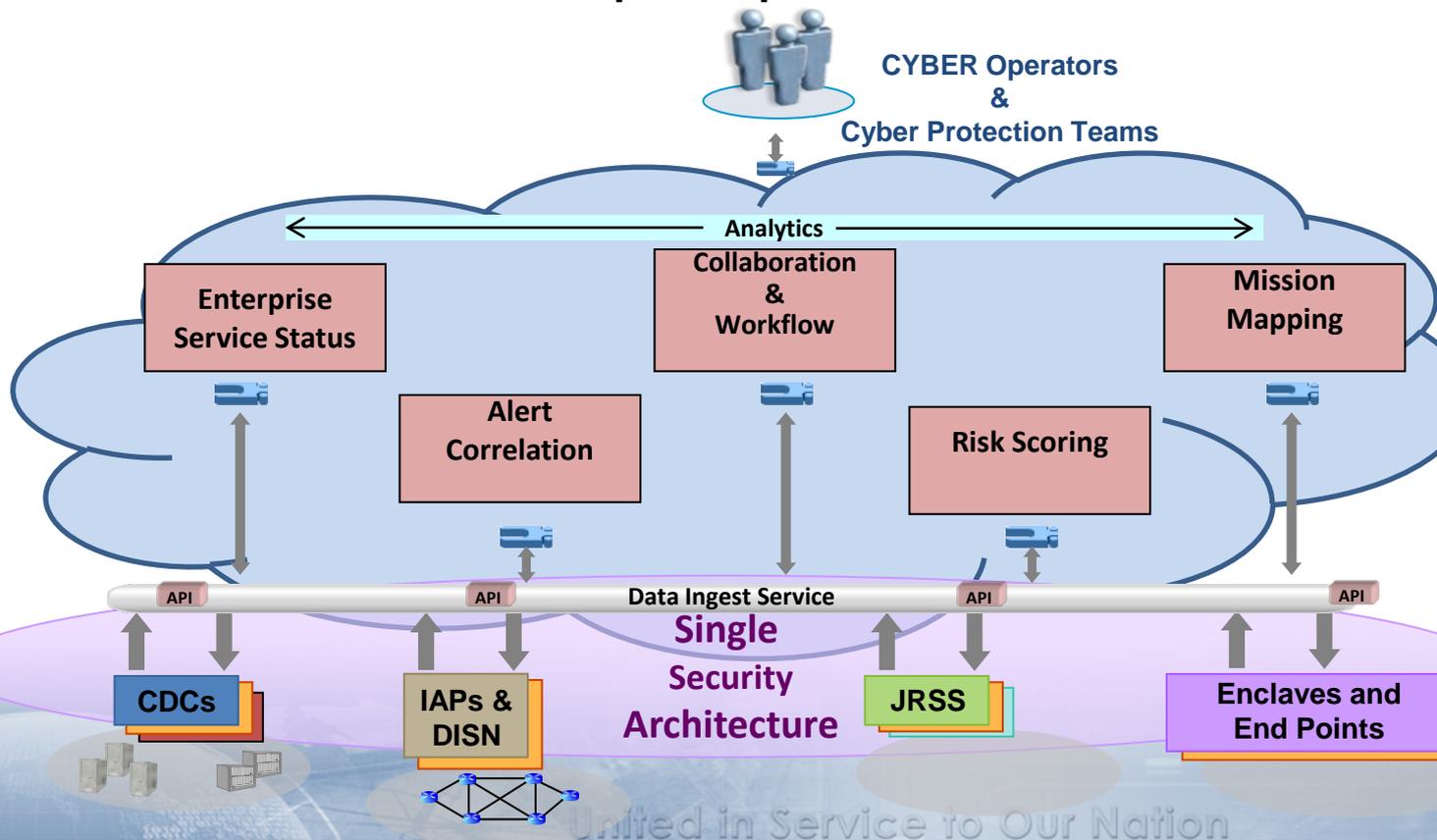
- Cyber SA Analytic Cloud (CSAAC)
- Secure Configuration Management
- Continuous Monitoring Risk Scoring
- Enterprise Mission Assurance Support Service (eMASS)
- Insider Threat Analytics
- Security Information /Event Manager
- Joint Incident Management

Projected contract actions:

- Service Contract
- New Solution

# Cyber Situational Awareness Analytic Cloud

## Enterprise Operations Center



### Components

#### COTS:

- ArcSight
- Splunk
- Sensage
- Etc

#### GOTS:

- “Big Data Analytics”
- Insider Threat
  - Fight by Indicator
  - CMRS

#### Structured Databases:

- MADSS
- JIMS
- eMASS



**Your Questions Please**



# Contact Information

## Acquisition Point of Contact

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(301) 225-8583



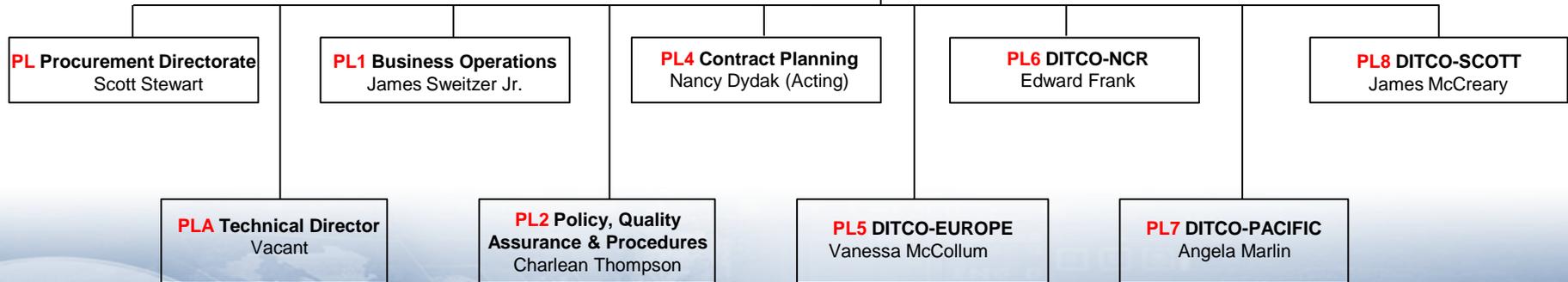
# Contracting Considerations

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Mr. Douglas Packard  
Acting Director, Procurement Directorate  
20 August 2014

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# Procurement Directorate Organization





# Contracting Hot Topics

- Speed to Market and Speed in Acquisition
- Managing Risk – Not Fearing It
- Empowerment of Contracting Officers
- Source Selection Continuum
- Clauses:
  - Supply Chain Risk Management
  - Cyber Security
- Future Updates to Forecast to Industry



# Contact Information

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**Your Questions Please**

**Thank You for Attending**



Please Join Us on the Lower Level  
**Meet the Senior Leaders**