

Doing Business With the Government

Key Personnel in Acquisition Process

- Government Laboratories
- Acquisition and Purchasing Agents
- Service Test and Evaluation Centers
- Operational Requirements Developers
- Contracting Officers
- Bankers (Congress, Military and Acquisition Leadership)

Government Laboratories

- Develop weapons and technologies of the future
- Lab Investments are usually 5+ from the end users, using the traditional acquisition processes
- Main Funding Sources*
 - Congressional Appropriations
 - Ear-marks (Congressional Adds)
 - Small Business Innovative Research (SBIR) Grants
- Research and Development: 4 Main Investments Areas
 - Basic Research
 - Applied Research
 - Advanced Technology Development
 - Manufacturing Technology
- Mainly Responsible for Six Levels of Technology Maturity (Technology Readiness Levels, or TRL)
 - TRL 1: Observe and report basic principles
 - TRL 2: Formulate technology concept and/or application
 - TRL 3: Analyze and experiment the critical function and/or characterize the proof of concept
 - TRL 4: Validate component and/or breadboard in laboratory environment
 - TRL 5: Validate component and/or breadboard in relevant environment
 - TRL 6: Demonstrate System/subsystem model or prototype in a relevant environment

* Special Funding Programs like TTI, DAC, FCT. Director's also have 'Slush Funds' that can provide other sources of funding

Acquisition and Purchasing Agents

- Interface between industry and the operator during a system's development and demonstration, Low Rate Initial Production, Full Rate Production and Sustainment.
- Main Funding Sources
 - Appropriations
 - Ear-marks (Congressional Adds)
- Responsible for 2 Levels of Technical Maturity
 - TRL 7: Demonstrate system prototype in an operational environment
 - TRL 8: Complete actual system and verify that system meets key performance requirements through test and demonstration

Service Test and Evaluation Centers

- Assures technology is safe for military use
- Compares performance against key performance parameters articulated in the requirements document
- Responsible for 1 Level of Technical Maturity:
 - TRL 8: Complete actual system and verify that system meets key performance requirements through test and demonstration

Operational Requirements Developers

- 3 Stages of Requirements Development
 - Initial Capabilities Document (ICD)
 - Capabilities Development Document (CDD)
 - Capabilities Requirement Document (CRD) (formerly Operational Requirements Document (ORD))
- Establishes Key Performance Parameters (KPP) and Performance Parameters
 - Objectives
 - Thresholds
- Document Instructs Acquisition what to Buy
- Document Instructs Test and Evaluation Community what to test against
- Document Articulates What Operators Want
- Requirements documents exist for equipment that sees broad use across a service

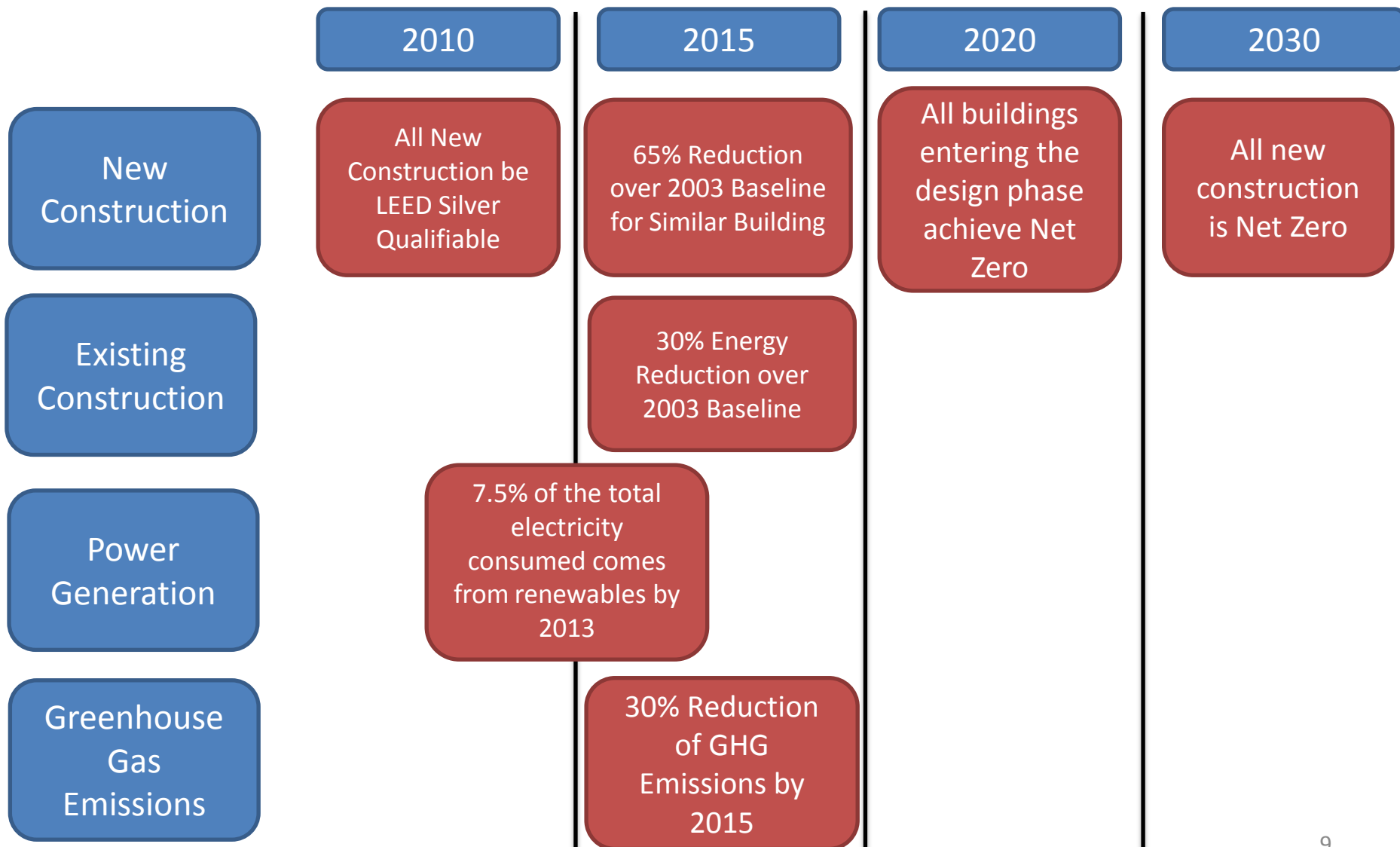
Contracting Officers

- Verifies that commercial companies can do business with the government—must be registered through Central Contractor Registration
- Signs agreements between Acquisition and Commercial Company
- Facilitates competitive procurement processes
- Determines when competition is necessary or when sole source will suffice
- Seeking 'Best Value' to government
 - Cost
 - Schedule
 - Technical Performance
 - Past Performance

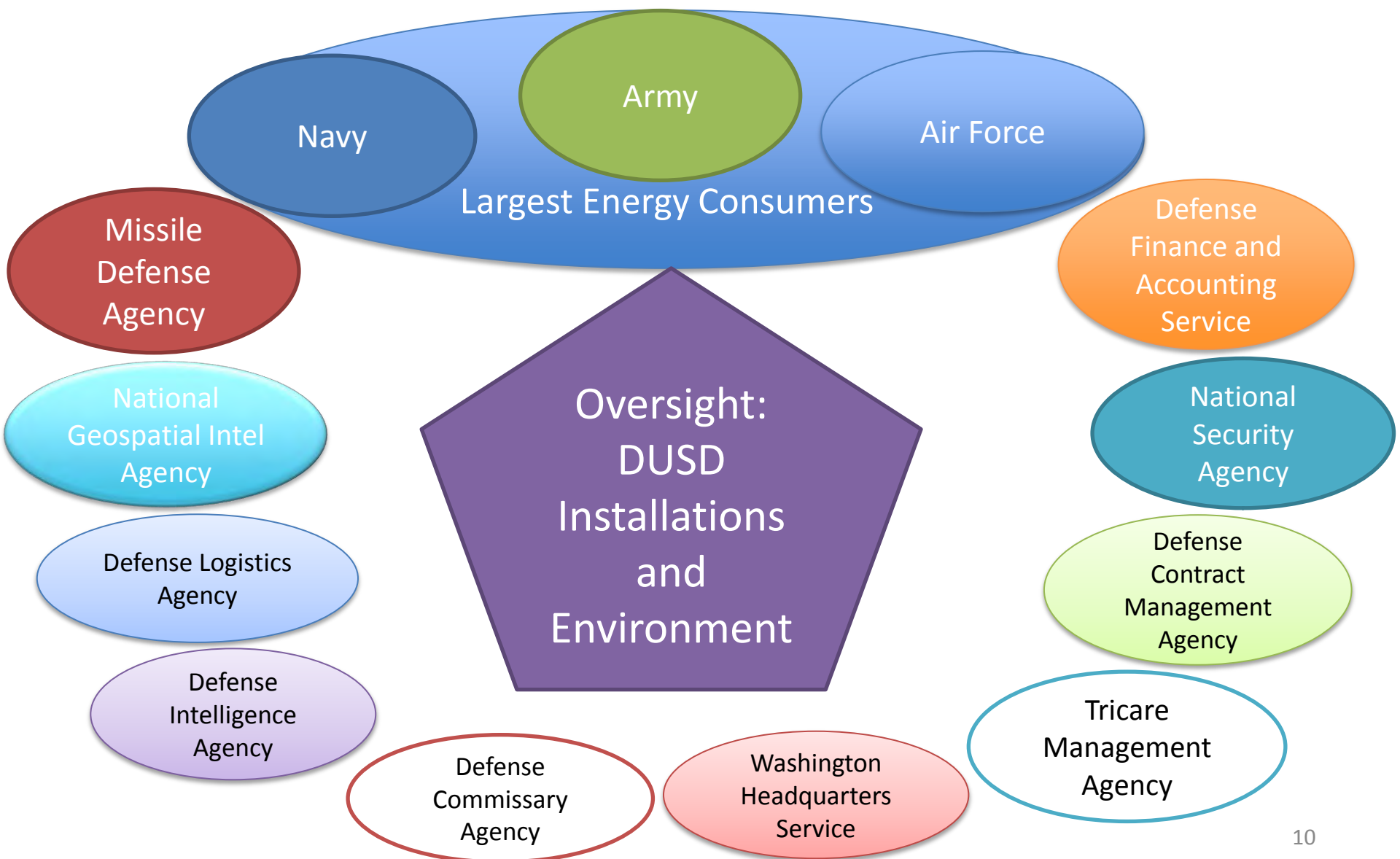
DoD Market Research

- Energy Overview
 - Policy
 - Organization
 - Goals
 - Funding and Decision Makers
 - Other Considerations

Federal Energy Goals



DoD Facility Energy Users

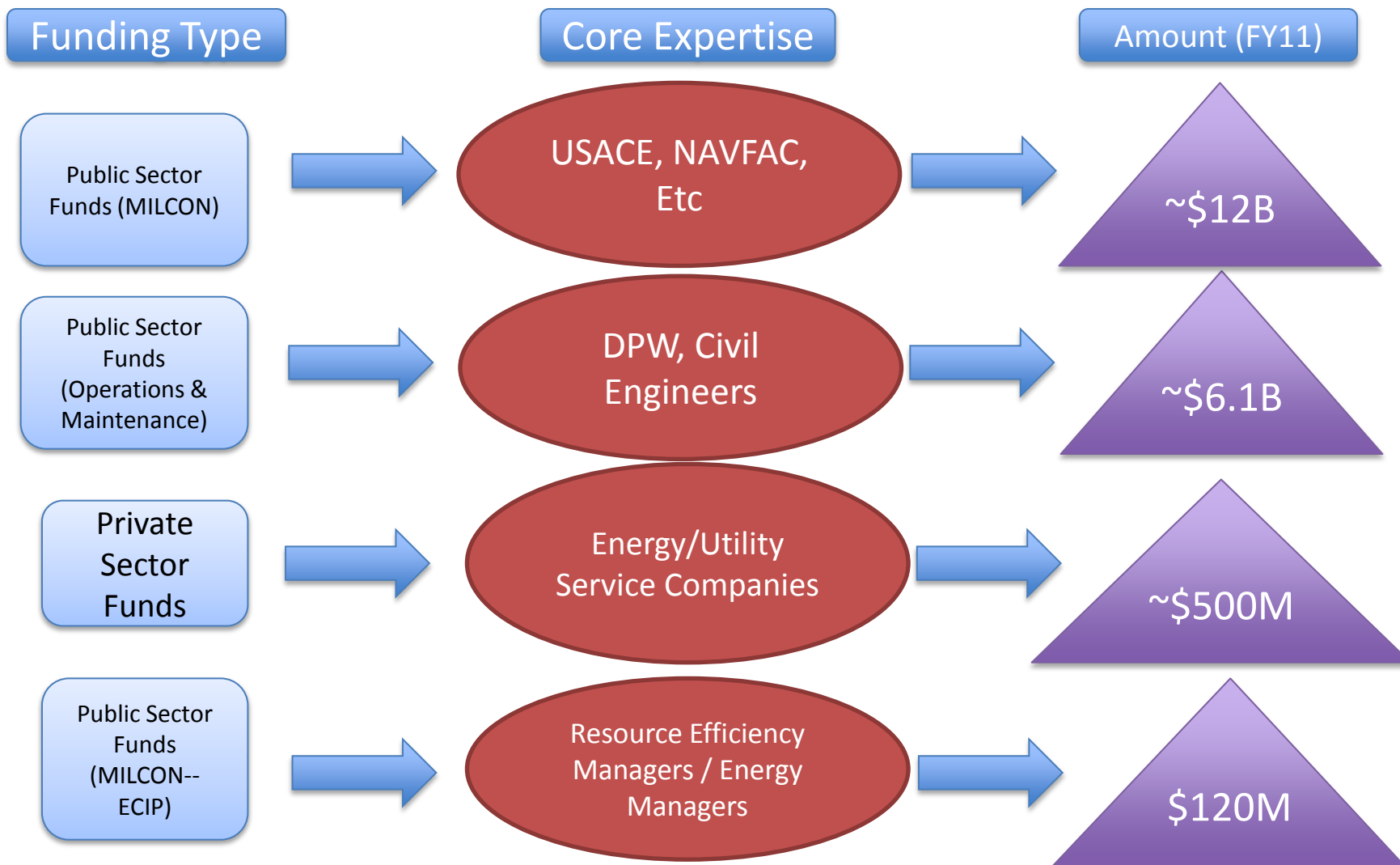


DoD-Wide Progress Towards EAct 2005, EISA 2007 and EO 13423*

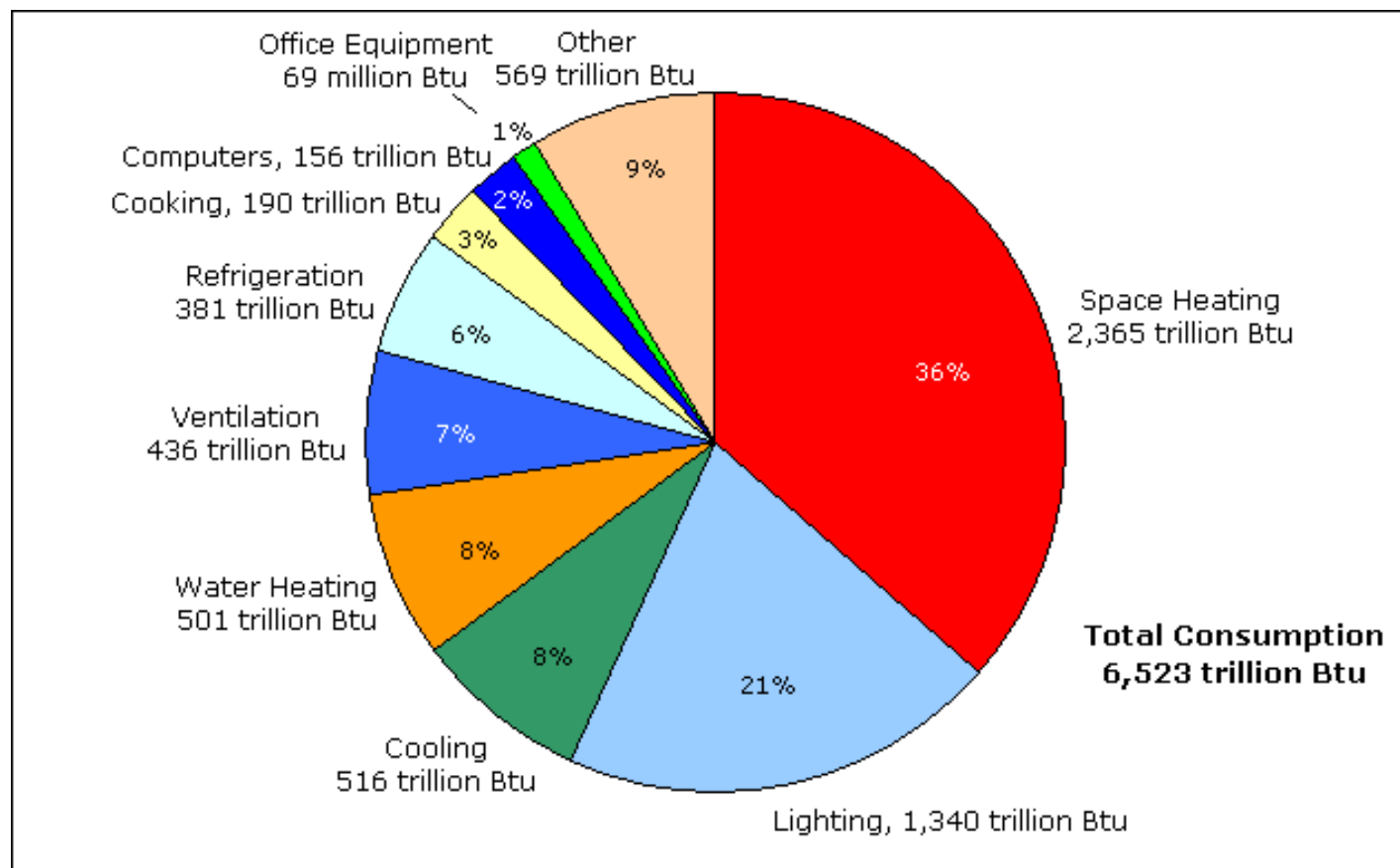
	2008	2013	2015
New Construction	TBD	TBD	GOAL: 65% Reduction
Existing Construction	CURRENT: 10.9% Reduction	GOAL: 24% Reduction	GOAL: 30% Reduction
Power Generation	CURRENT: 2.9% of Total Energy Consumed from Renewable Energy	GOAL: 7.5% of Total Energy Consumed from Renewable	TBD
Greenhouse Gas Emissions	TBD	TBD	TBD

*2003 Baseline

Funding and Expertise



Customer Considerations



Source: Energy Information Administration, 2003 Commercial Buildings Energy Consumption Survey

Capital / Up-Front Cost

Break-Even Point

Opportunity Cost

Operations and Maintenance Cost

Sunk Cost

Familiarity / Comfort

Sabot 6

Understands the DoD Construction Space

DoD, Largest Owner of Building Stock in the U.S. – Square Footage of Owned Buildings on Top 10 Installations

Base	Total Owned Sq Ft
Ft Bragg, NC	24,090,344
Ft. Hood, TX	20,426,563
Ft. Lewis, WA	16,580,637
Wright-Patterson AFB, OH	16,507,470
Tinker AFB, OK	14,742,158
Camp Pendleton, CA	14,337,004
Ft. Sill, OK	14,296,772
Camp Lejeune, NC	14,071,510
Robbins AFB, GA	13,148,209
Redstone Arsenal, AL	11,299,682

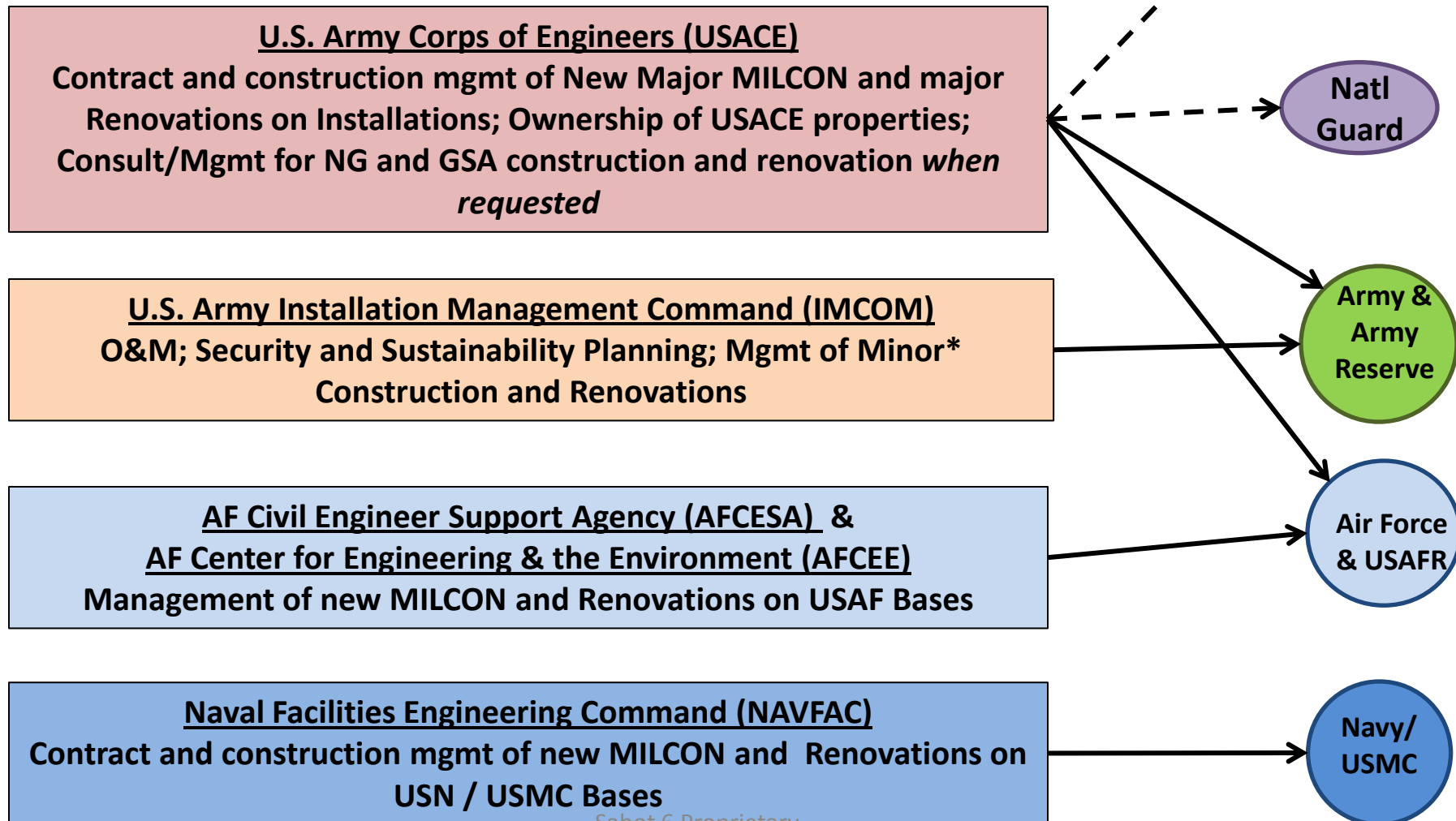
FY 2010 New Construction Appropriations

Military Construction FY 2010 Summary	Authority (\$000s)
Military Construction, Army	3,660,779
Military Construction, Navy	3,763,264
Military Construction, Air Force	1,145,434
Military Construction, Defense-Wide	3,097,526
NATO Security Investment Program	276,314
Military Construction, Army National Guard	426,491
Military Construction, Air National Guard	128,261
Military Construction, Army Reserve	374,862
Military Construction, Navy Reserve	64,124
Military Construction, Air Force Reserve	27,476
Total	\$12,964,531

Funding and Contract Mechanisms

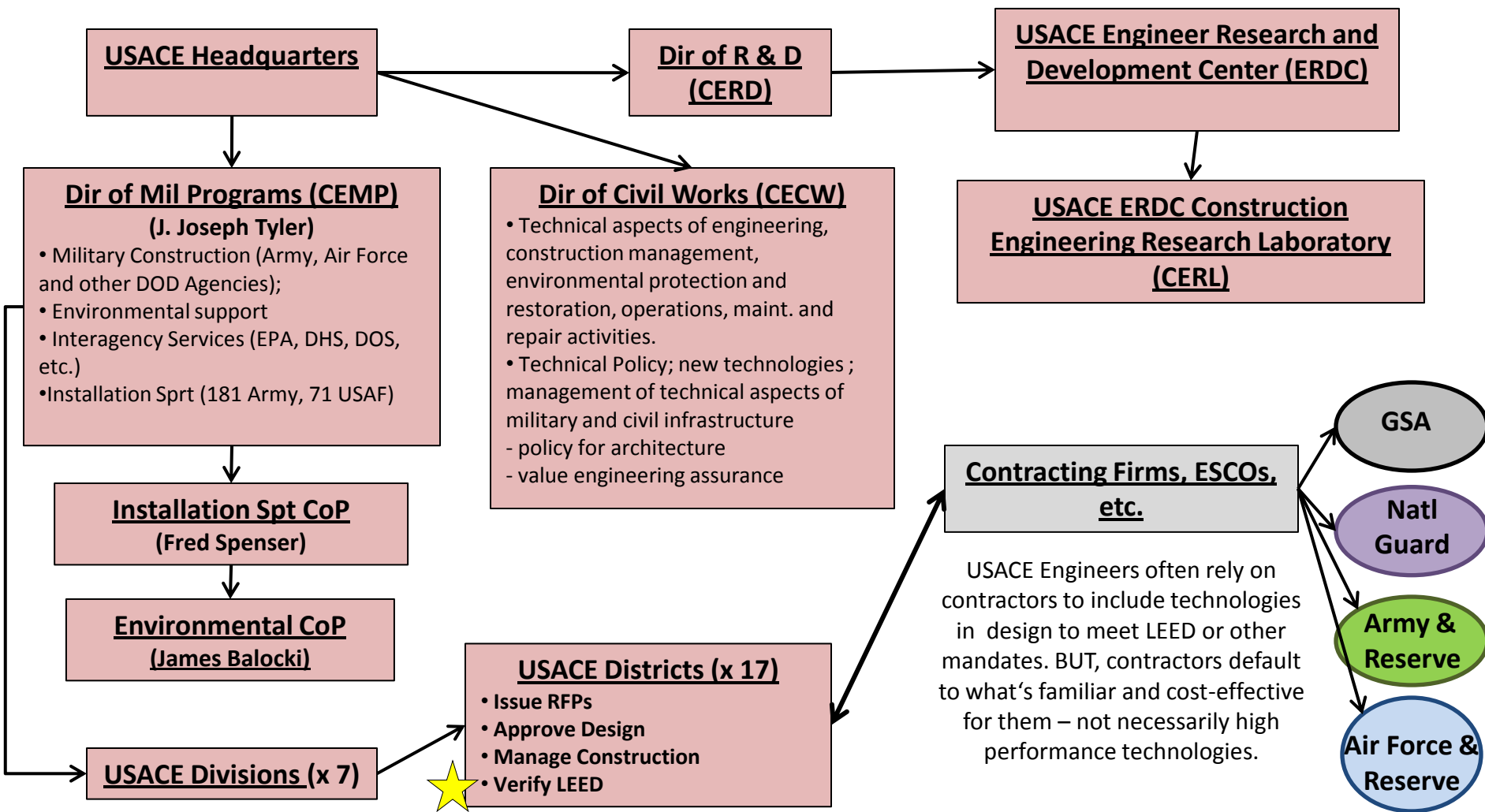
- Funding Mechanisms
 - New Construction Funding (MILCON)
 - Energy Conservation Investment Program (MILCON)
 - Sustainment, Restoration and Modernization (O&M)
 - Private Funds
- Contract Mechanisms
 - Bid and Proposal
 - Energy Savings Performance Contracts
 - Utility Energy Savings Contracts
 - Sub-Contractors to New Construction Award Winners

DoD Military Construction (MILCON), Energy and Installation Management Organizations



Sabot 6 Proprietary

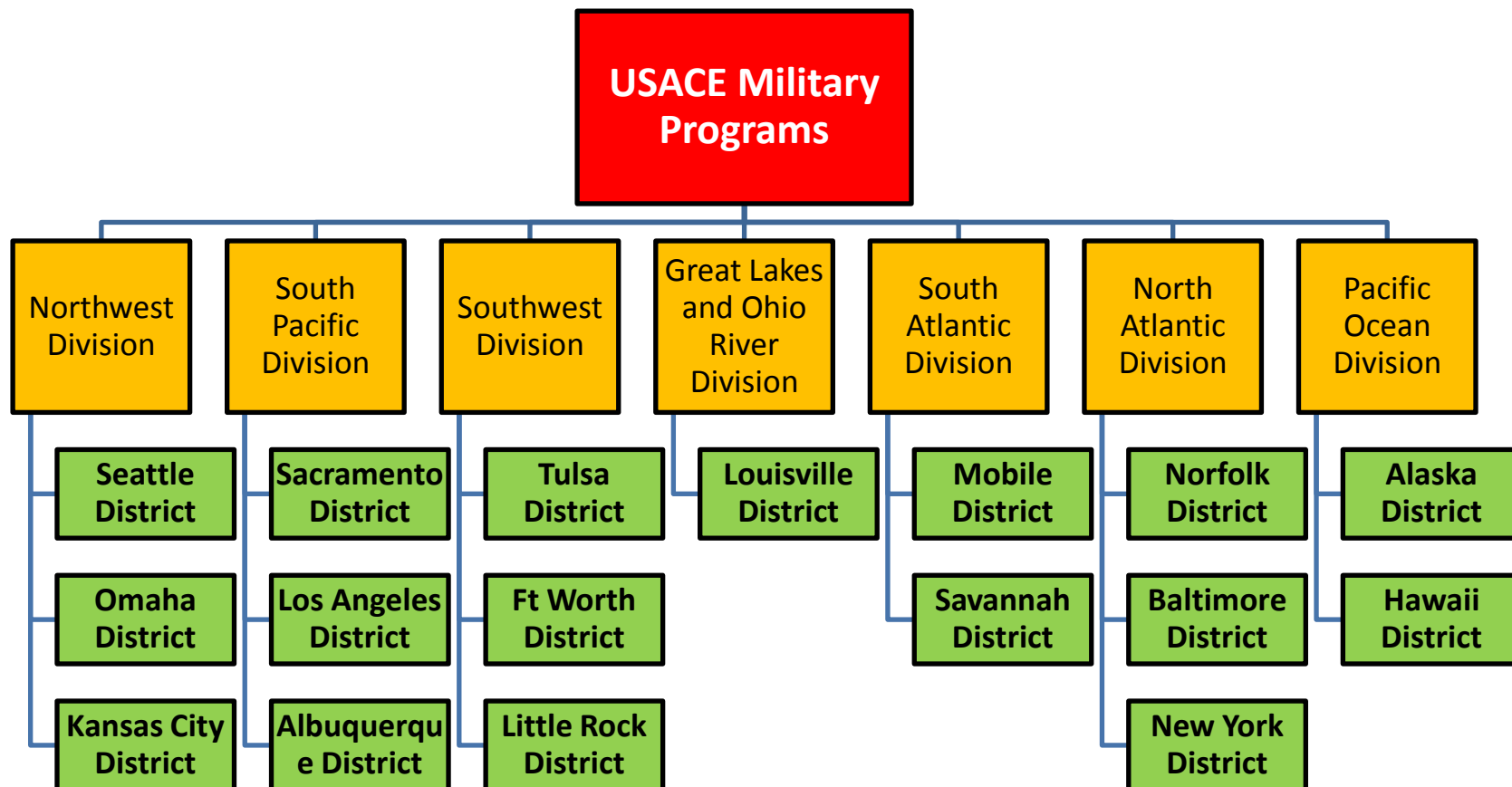
U.S. Army Corps of Engineers (USACE)



USACE Districts are the prime targets

Sabot 6 Proprietary

U.S. Army Corps of Engineers (USACE) Military Programs Directorate -- Divisions and Districts



USACE Organization (Military Construction Projects)

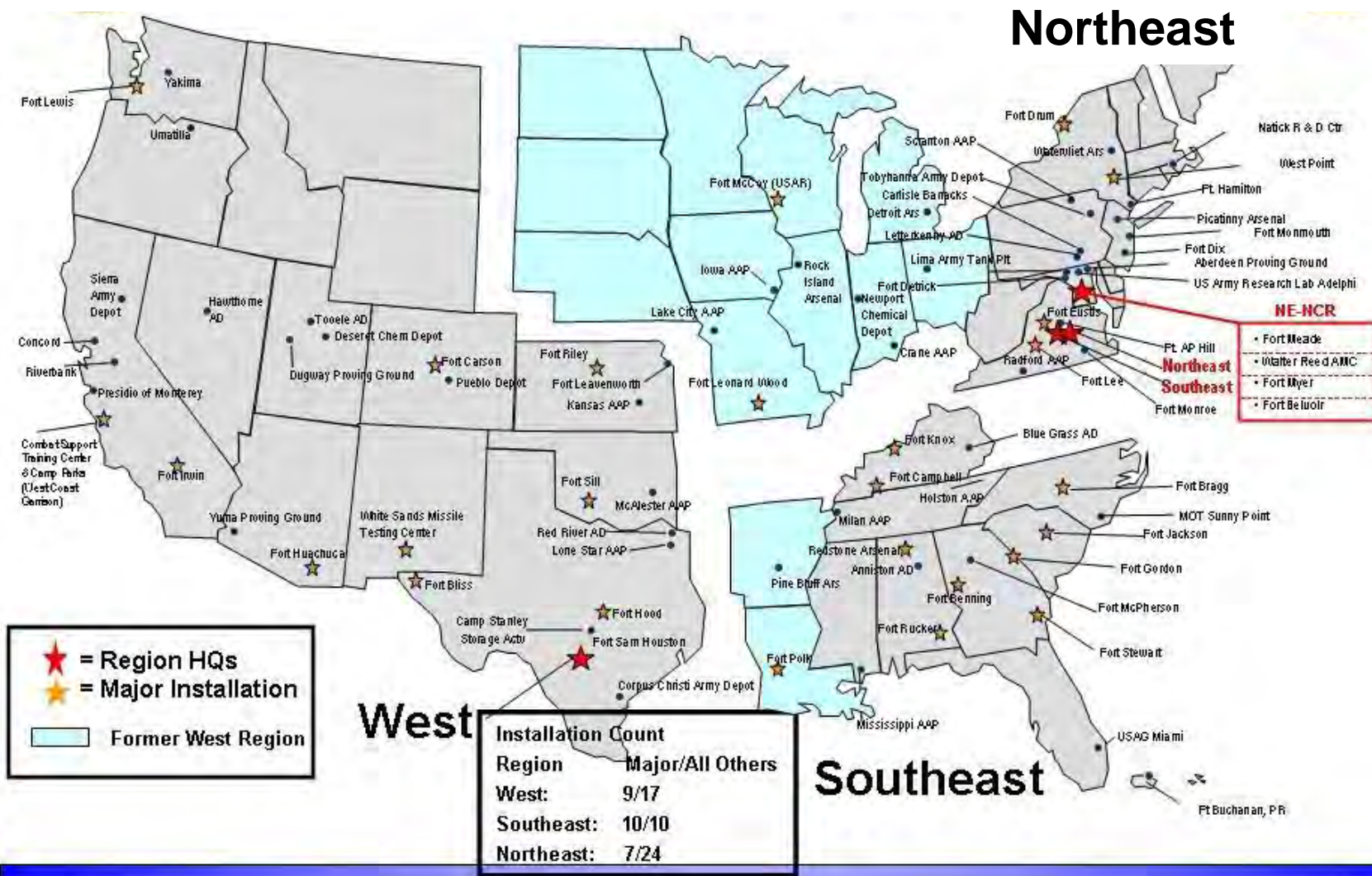


LEGEND:

- Yellow circle: Division/Regional HQ location
- Thick black line: Division boundary
- Red circle: District location
- Thin black line: District boundary
- Dotted blue line: State boundary

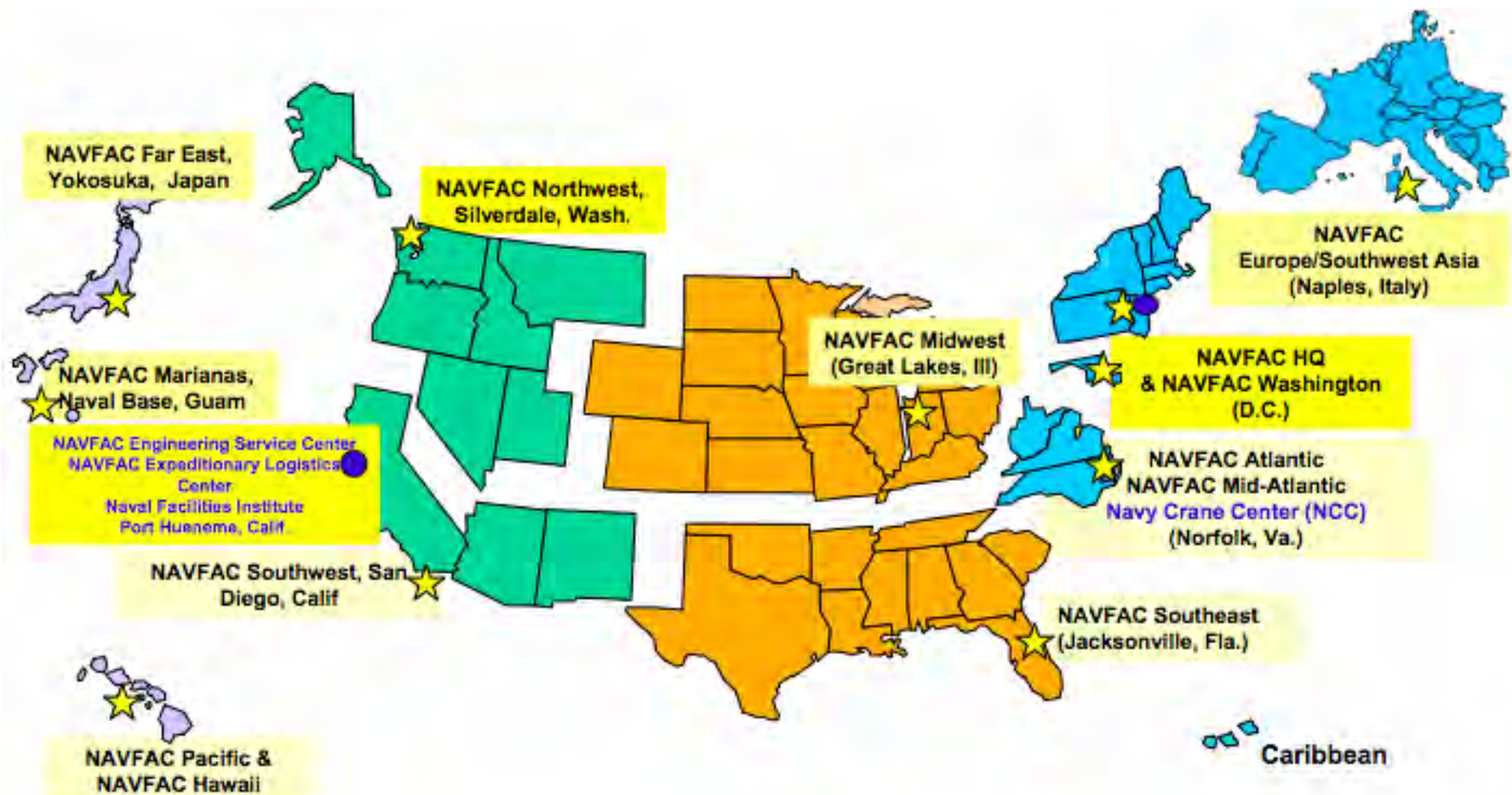
Sabot 6 Proprietary

U.S. Army Installation Management Command (IMCOM) Organization



Sabot 6 Proprietary

NAVFAC Organization



Air Force Facilities Organizations

AF Civil Engineer Support Agency (AFCESA) (Lackland AFB, San Antonio)

- **Operations and Maintenance programs**
 - Surge requirements of local installations
 - Infrastructure SRM
 - Energy, utilities privatization, service contracts
- **Centralized Energy expertise w/ the AF Facility Energy Center (AFFEC) –**
 - Capital Investment Program Management Office executes infrastructure energy dollars
 - Facility Capital Investment Strategy -- 6 years, \$2.3B
 - Energy Conservation
 - Energy-related facility audits
 - Third Party contract buy-outs
 - Water Conservation
 - Renewable energy Projects

AF Center for Engineering & the Environment (AFCEE) (Tyndall AFB, Florida)

- **Centralization of Capital investment programs**
 - Design/construction management for all Active AF MILCON
 - New / current mission Military Construction
 - Military Family Housing MILCON
 - Sustainment, Restoration, Modernization (SRM)
- **Realigned from decentralized MAJCOM execution (MILCON now better aligned with execution agents (USACE & NAVFAC))**