2014 Forecast to Industry

20 August 2014
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
Defense Communications Agency

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

<table>
<thead>
<tr>
<th>1960s</th>
<th>1970s</th>
<th>1980s</th>
</tr>
</thead>
<tbody>
<tr>
<td>Established DoD-wide circuit-based voice and data networks</td>
<td>Defined by the Cold War and Space Race</td>
<td>Interoperability with Rapidly Advancing Technologies</td>
</tr>
<tr>
<td><strong>Cuban Missile Crisis – Lessons Learned</strong></td>
<td>DCA assumed responsibility for communication with strategic nuclear forces</td>
<td>DCA established Joint Interoperability Test Command (JITC)-Conducts DoD &amp; private sector interoperability compliance and testing</td>
</tr>
<tr>
<td>• A need for direct, immediate, private comms between leaders of the US and Soviet Union</td>
<td>DoD directive appoints DCA as the system architect for all Defense Satellite Communications</td>
<td>extended information support to:</td>
</tr>
<tr>
<td>• A need for C2 of worldwide forces for National Command Authorities</td>
<td>DCA establishes new major directorate the MILSATCOM System Office</td>
<td>White House</td>
</tr>
<tr>
<td>Vietnam</td>
<td><strong>Vietnam</strong></td>
<td>SECDEF</td>
</tr>
<tr>
<td>• Created DCA Southeast Asia</td>
<td><strong>Vietnam</strong></td>
<td>Joint Chiefs</td>
</tr>
</tbody>
</table>

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**

<table>
<thead>
<tr>
<th>1990s</th>
<th>2000s</th>
<th>2010s</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Applying lessons learned from DESERT SHIELD and DESERT STORM</strong>&lt;br&gt;<strong>New Roles and Responsibilities</strong>&lt;br&gt;Tasked to consolidate the services’ and DoD’s information processing centers&lt;br&gt;Collapsed 122 networks and created the DISN&lt;br&gt;Extended combatant command support with Deployment of GCCS</td>
<td><strong>Global War on Terror and a Growing Cyber Threat</strong>&lt;br&gt;Complete reorganization in 2003&lt;br&gt;Driven by need to become a joint service IT acquisition organization&lt;br&gt;Took on Joint Force Headquarters - Global Network Operations (JTF-GNO)&lt;br&gt;Transferred the National Communications System to Department of Homeland Security</td>
<td><strong>Direct Mobile Warfighter Support &amp; Growing Cyber Operations</strong>&lt;br&gt;Transferred JTF-GNO functions to USCYBERCOM&lt;br&gt;Relocated to Fort George G. Meade&lt;br&gt;Focused on building out the Joint Information Environment&lt;br&gt;• Enterprise Services&lt;br&gt;• Cloud Services&lt;br&gt;• Mobility</td>
</tr>
<tr>
<td><strong>Reorganized &amp; Renamed DISA</strong>&lt;br&gt;• New Missions</td>
<td><strong>Global War on Terror: Net Centric Warfare and Expansion of the Enterprise</strong></td>
<td><strong>Relocate and Realign: USCYBERCOM Joint Information Environment</strong></td>
</tr>
</tbody>
</table>
United in Service to Our Nation
Five Senior Procurement Executive Pillars

2014 Forecast to Industry

MG Alan R. Lynn
Vice Director, DISA & SPE
20 August 2014
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
## FY13 Small Business Achievements

**Exceeding ALL Our Goals!**

$4.3 billion in total small business eligible dollars

<table>
<thead>
<tr>
<th>Small Business Categories</th>
<th>DISA Small Business Goals</th>
<th>DISA Small Business Achievements</th>
<th>DISA Contract Award Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB Small Business</td>
<td>26%</td>
<td>FIRST TIME 31%</td>
<td>1.4B</td>
</tr>
<tr>
<td>SDB Small Disadvantaged</td>
<td>9%</td>
<td>12%</td>
<td>523M</td>
</tr>
<tr>
<td>WOSB Woman Owned Small</td>
<td>5%</td>
<td>5.0%</td>
<td>219M</td>
</tr>
<tr>
<td>SDVOSB Service Disabled Veteran</td>
<td>3%</td>
<td>FIRST TIME 6.0%</td>
<td>255M</td>
</tr>
<tr>
<td>HUBZone Historically Underutilized Business Zone</td>
<td>1%</td>
<td>FIRST TIME 2.0%</td>
<td>85M</td>
</tr>
</tbody>
</table>

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

- 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

DISA Champions Small Business Success through Contracts!

- 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

Contracting Opportunities
https://www.fbo.gov

EMAIL for Small Business Appointments
disa.meade.osbp.mbx.disa-small-business-office@mail.mil

Points of Contact

Office of Small Business Programs - Director
Sharon Jones
301-225-6003

Small Business Specialist
Brenda Leonard
618-229-9667
Your Questions Please
Enterprise Information Services

2014 Forecast to Industry

Mr. David Bennett
Director, Enterprise Information Services
20 Aug 2014
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
• 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
Cloud Services
Julie Mintz, Cloud Services Project Management Office
301-225-5753, julie.j.mintz.civ@mail.mil
Joel Hampshire, Cloud Services Engineer
301-225-5721, joel.i.hampshire.civ@mail.mil

UCaaS
Andy Bryczek, UCaaS Project Manager
301-225-5679, andres.j.bryczek.civ@mail.mil

EIS Acquisition Opportunities
Laura Williams, Director Logistics Management Division
301-225-8093, laura.a.williams62.civ@mail.mil
Your Questions Please
Acquisition of Services

2014 Forecast to Industry

Dr. Jennifer Carter
Component Acquisition Executive
20 August 2014
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
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

Contracting Opportunities
https://www.fbo.gov

Point of Contact

Al Schenck
Alfred.a.schenck.civ@mail.mil
(301) 225-4000
Network Technologies

2014 Forecast to Industry
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

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

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

- **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
Contact Information

Contracts and Acquisition Support Division
Mr. Paul Barbera, paul.v.barbera.civ@mail.mil, (301) 225-2449

GSM-ETI
Mr. Frank Cabral, Frank.G.Cabral.civ@mail.mil, (301) 225-8334

GSM-P&S
Ms. Mary Lou Dennis, Mary.L.Dennis24.civ@mail.mil, (301) 225-2414

GNS
Mrs. Laura Herbertson, 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
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 tools required to address the complex technical and operation issues associated with spectrum operations

Embedded Support

Engineering/SME Reach Back

Supporting the Warfighter!

Enterprise Services
Spectrum Management Vision

Fully utilize all dimensions: frequency, time, space, signal, and power
DSO Contracts Management Team

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
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.

- 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

Gaps and HLOs Identified in Authoritative Sources (paraphrased)

Authoritative Sources:
- JIE ICD v 3.1.1, GIG 2.0 ICD and Cyber SA ICD
- JIE OPS CONOPS and Chairman’s White Paper
Mission Assurance (Cybersecurity and NetOps)

UNCLASSIFIED

Zone 3a – Data & Applications
- Mission Assurance (Cybersecurity and NetOps)

Zone 3b-3d, 5, & 6 – Data, Applications, End Users, and Tactical Edge

Zone 2 – Enterprise Network Core

Zone 1 – External Access

Zone 4c – Network Management and Foundational Capabilities
- 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

Foundational
- Cyber Workforce Development
- Cyber Readiness Assessments

Commercial Cloud (Levels 3-5)

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

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

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

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

Single Security Architecture

Enterprise Service Status

Collaboration & Workflow

Mission Mapping

Alert Correlation

Risk Scoring

Data Ingest Service

CDCs

IAPs & DISN

JRSS

Enclaves and End Points
Your Questions Please
Contact Information

Acquisition Point of Contact

Charles S. Hamilton
Charles.S.Hamilton1.civ@mail.mil
(301) 225-8598

Vendor Coordinator

Mark D. Hamilton
DISA.Meade.ma.mbx.dcto-ma@mail.mil
(301) 225-8583
Contracting Considerations

2014 Forecast to Industry

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

Dustin Timmermann
dustin.timmermann.civ@mail.mil
(618) 229-9125

Jane Uhles
jane.m.uhles.civ@mail.mil
(618) 229-9458

Jackie Johnson
jacqueline.d.johnson20.civ@mail.mil
(618) 229-9351
Your Questions Please
Thank You for Attending

Please Join Us on the Lower Level
Meet the Senior Leaders