Agenda

• JETS Statistics
• Contracting with Small Businesses
• JETS Common Vendor Mistakes
• Advancements
• Future Advancements
• JETS Experiences
## ALL JETS TASK ORDERS – Competition Type

<table>
<thead>
<tr>
<th>Category</th>
<th>Cost</th>
<th>Rqmts</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL UNRESTRICTED</td>
<td>$738,297,318.02</td>
<td>54 rqmts</td>
</tr>
<tr>
<td>TOTAL SMALL BUSINESS SET-ASIDE:</td>
<td>$218,351,349.89</td>
<td>59 rqmts</td>
</tr>
<tr>
<td>TOTAL 8(A) SOLE SOURCE</td>
<td>$169,803,151.21</td>
<td>67 rqmts</td>
</tr>
<tr>
<td>TOTAL 8(A) COMPETITIVE</td>
<td>$144,276,134.95</td>
<td>23 rqmts</td>
</tr>
<tr>
<td>TOTAL SOLE SOURCE (EXCEPTION TO FAIR OPPORTUNITY)</td>
<td>$155,103,688.06</td>
<td>74 rqmts</td>
</tr>
<tr>
<td>TOTAL JETS AWARDS:</td>
<td>$1,425,831,642.13</td>
<td>277 rqmts</td>
</tr>
</tbody>
</table>
### ALL JETS TASK ORDERS – Business Type

($ in Obligations)

<table>
<thead>
<tr>
<th>Category</th>
<th>Obligations</th>
<th>Task Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTHER THAN SMALL BUSINESS (OTSB)</td>
<td>$220,816,543.28</td>
<td>92 Task Orders</td>
</tr>
<tr>
<td>CTA PARTNERS OF OTSB</td>
<td>$100,875,744.76</td>
<td>50 Task Orders</td>
</tr>
<tr>
<td>SMALL BUSINESSES (EXCLUDES 8(A)):</td>
<td>$129,860,279.41</td>
<td>50 Task Orders</td>
</tr>
<tr>
<td>8(A) SMALL BUSINESSES</td>
<td>$176,060,583.17</td>
<td>117 Task Orders</td>
</tr>
<tr>
<td>TOTAL JETS AWARDS:</td>
<td>$627,613,150.62</td>
<td>319 Task Orders</td>
</tr>
</tbody>
</table>
## UNRESTRICTED TASK ORDERS

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Amount</th>
<th>Task Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTHER THAN SMALL BUSINESS (OTSB)</td>
<td>$370,070,536.21</td>
<td>30</td>
</tr>
<tr>
<td>CTA PARTNERS OF OTSB</td>
<td>$255,203,227.91</td>
<td>41</td>
</tr>
<tr>
<td>SMALL BUSINESSES (EXCLUDES 8(A)):</td>
<td>$86,398,187.11</td>
<td>11</td>
</tr>
<tr>
<td>8(A) SMALL BUSINESSES</td>
<td>$25,556,007.47</td>
<td>6</td>
</tr>
<tr>
<td>TOTAL UNRESTRICTED</td>
<td>$737,227,958.70</td>
<td>88</td>
</tr>
</tbody>
</table>
Contracting with Small Businesses

• 65% of JETS Task Order dollars have been obligated to Small Businesses
  – $406M of $627M

• 60% of Competitive JETS Task Orders restricted for Small Business Competition
  – DCSO works closely with our Small Business Office to increase that number
  – Issue RFIs to research the capability of the JETS small businesses

• Better informs customers (J6) of the capabilities of Small Businesses

• JETS has implemented other techniques to increase Small Business involvement
  – CTA Requirements on Unrestricted Task Orders
  – Small Business Subcontracting Requirements
Common Vendor Mistakes

• Not addressing all of the requirements of the RFQ.
  – Missing information in the Personnel Summary/ Resource allocation sheet
  – Not providing a resume for all Personnel assigned to Key Personnel Labor Categories
  – Missing, Incomplete or Expired Certifications
    • 8570 certification
  – Not properly conveying recent and directly related experience in Key Personnel resumes
  – Not conveying an adequate understanding or approach for Technical Approach
Advancements

• List of JETS Awards
  – Recently released in June 2020;
  – Goal is to release this information semi-annually

• Preference of Trade-off over LPTA

• Emphasis on Past Performance for future task orders
  – Review of performance on previous JETS Task Orders, the Past Performance Information Retrieval System (PPIRS), etc.

• Limit on Key Personnel

• CTA Additions

• 2019 Labor Category Revisions

• Task Area Identification in Task Orders

• DLA JETS Website; Availability to other DoD Customers
Future Advancements

• 8570 Solicitation Matrix
• Addition of Cost and Fixed Price Incentive Fee CLINs
• List of JETS Awards
  – Next release in November 2020
• Small Business Vendor Re-Certification (September 2021)
  – CTA Additions
• Option Execution and beginning of 3 year option period (January 4, 2022)
JETS Experiences

• Challenges
  – A lot of players with different needs and wants
    • Leadership (DoD, DLA, DCSO)
    • DLA JETS Employees
    • J6 Customers
    • JETS Vendors
  – Changes can’t happen overnight

• Positives
  – Industry Engagement
    • Annual Industry Day
    • AFCEA Events
    • One on One vendor meetings
  – Open To Feedback
  – Flexible and open to change
  – Standardization
Questions?