Agenda

- JETS Statistics
- Contracting with Small Businesses
- JETS Common Vendor Mistakes
- Future Advancements
- JETS Experiences
## JETS Statistics

### ALL JETS TASK ORDERS – Competition Type

<table>
<thead>
<tr>
<th>Type</th>
<th>Total Amount</th>
<th>Requests</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL UNRESTRICTED</td>
<td>$592,290,119.89</td>
<td>38</td>
</tr>
<tr>
<td>TOTAL SMALL BUSINESS SET-ASIDE:</td>
<td>$147,810,527.23</td>
<td>40</td>
</tr>
<tr>
<td>TOTAL 8(A) SOLE SOURCE</td>
<td>$115,947,325.96</td>
<td>45</td>
</tr>
<tr>
<td>TOTAL 8(A) COMPETITIVE</td>
<td>$89,171,429.21</td>
<td>15</td>
</tr>
<tr>
<td>TOTAL SOLE SOURCE (EXCEPTION TO FAIR OPPORTUNITY)</td>
<td>$71,160,456.80</td>
<td>40</td>
</tr>
<tr>
<td>TOTAL JETS AWARDS:</td>
<td>$1,030,529,526.36</td>
<td>178</td>
</tr>
</tbody>
</table>
## JETS Statistics

### ALL JETS TASK ORDERS – Business Type

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
<th>Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other Than Small Business (OTSB)</td>
<td>$194,624,564.61</td>
<td>59</td>
</tr>
<tr>
<td>CTA Partners of OTSB</td>
<td>$88,356,201.25</td>
<td>38</td>
</tr>
<tr>
<td>Small Businesses (Excludes 8(A))</td>
<td>$104,907,361.71</td>
<td>37</td>
</tr>
<tr>
<td>8(A) Small Businesses</td>
<td>$169,399,001.47</td>
<td>80</td>
</tr>
<tr>
<td>Total JETS Awards</td>
<td>$557,287,129.04</td>
<td>214</td>
</tr>
</tbody>
</table>
### UNRESTRICTED TASK ORDERS

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Task Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTHER THAN SMALL BUSINESS (OTSB)</td>
<td>$300,369,043.50</td>
<td>24 Task Orders</td>
</tr>
<tr>
<td>CTA PARTNERS OF OTSB</td>
<td>$198,781,431.05</td>
<td>34 Task Orders</td>
</tr>
<tr>
<td>SMALL BUSINESSES (EXCLUDES 8(A))</td>
<td>$67,583,637.87</td>
<td>8 Task Orders</td>
</tr>
<tr>
<td>8(A) SMALL BUSINESSES</td>
<td>$25,556,007.47</td>
<td>6 Task Orders</td>
</tr>
<tr>
<td>TOTAL UNRESTRICTED</td>
<td>$595,420,614.13</td>
<td>72 Task Orders</td>
</tr>
</tbody>
</table>
Contracting with Small Businesses

- 65% of JETS Task Order dollars have been obligated to Small Businesses
  - $362M of $557M
- 59% 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
Future Advancements

• List of JETS Awards
  – Next release anticipated in May 2019
  – Goal is to release this information semi-annually

• Preference of Trade-off over LPTA

• Renewed 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
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
    • i.e. Forecast, Competition Tool, Key Personnel, Task Area Ramp-on

• Opportunities
  – Growth in the Program as more requirements transition to JETS
  – Attract other DoD customers
  – Consistent Contracting voice for J6 and JETS Vendors
    • Leads to more standardization, and a better understanding of what is expected
Questions?
JETS Outside/Non J6 Agency Support

- **Decentralized Orders**
  - 4 Task Orders
    - All GEX Requirements (2 ACC, DCMA, WHS)
    - Total value of $11M
    - Obligations: $4.75M

- **Orders supported by DCSO**
  - 10 Task Orders
    - Customers: DPAP, DMDC, Air Force, Navy, DFAS, TRANSCOM
    - Total value of $14,177,487.41
    - Obligations: $11,850,792.04
    - 5 packages in house - $5.7M estimated
JETS Ordering

Decentralized Orders

- Send request to JETS inbox (jetsrequirements@dla.mil)
- DLA will review and issue a letter designating contracting authority to issue a task order for the requirement
- Requests should include:
  - Draft PWS, SOO or SOW
  - D&F I/A/W FAR 17.502-29(c) completed by outside agency KO for DLA KO signature
  - Copy of KO Warrant
- Outside agency follows internal procedures for FAR 16.505(b) task order
- Outside agency provides copy of TO (& EFO if applicable)
- MIPR for 1% of TO value (max $100K) submitted to JETS inbox along with copy of TO award
JETS so far

- Currently open to DLA and other DoD activities/agencies
- Minimal usage by outside activities to date
- Delegation of Ordering Authority to other DoD Agencies
  - Thus far it has only been done for a few sole source requirements
- JETS Website
  - Geared towards Outside DLA customers
  - Includes ordering procedures, documents, and templates
  - Email “blast” sent to all vendors
  - [https://today.dla.mil/JETS/Pages/default.aspx](https://today.dla.mil/JETS/Pages/default.aspx)
JETS up next

• Work with vendors to expand usage
• Obtain J6 buy in / develop process for accepting outside requirements
• Nail down process for assisted vs. un-assisted acquisitions
• Work with J7 on delegating 1144/ISSA approval to DCSO-P Site Manager or DCSO Director (currently resides at SES level)
• Participate in Industry Events to increase awareness
• Reach out / follow up with those who have expressed an interest in using JETS
JETS in the future

- Participate in acquisition planning for JETS follow on effort
- Establish realistic IDIQ ceiling to accommodate DLA, DoD and other Federal agencies
- Best in Class (BIC) Designation
- Potential roadshow / marketing efforts to increase usage
Questions?