

Attendees: Steve Harnig, Kristy Penninger, Robin Rourk, Don Sallee, Gary Jaffe, Derrick Nixon, Manny Lovgren, Jennifer Osment, Dan Vola, Christopher Brown, Pete Van

Industry Media Campaign – There has been a lot of press from different organizations out there – Companies are utilizing several outlets such as LinkedIn... etc. On these outlets they publicize their awards, significant events, etc. SSC LANT is trying to improve their use of social media to share significant accomplishments or events as well. Steve was interested in how industry approaches the use of social media related to work it does with SSC LANT. Manny discussed LCE's strategy. LCE is really heavy on social media... specifically LinkedIn, Facebook and Twitter. Some of the things that LCE will publish on their social media pages are awards, articles, and events they will be hosting/ attending. A recent event LCE publicized on social media was the 'Cyber Boot Camp'. This was an event for advertising/ promoting cybersecurity in the DoD. Social media is a powerful/ important tool for companies to stand out and show they are unique compared to others. LCE does an analysis on who is reaching out through social media as well as who is viewing/ interested in their company. Other CIC members indicated their company does similar things. Gary mentioned as a smaller company, they focus on outreach/ community type of events. Classification could be an issue when interacting on social media and we must ensure that the message being conveyed on social media is appropriate/ not sensitive information.

FEDSIM – Gary attended a conference and said there were many companies marketing. There were groups that were discussing their ability to replace PD2 & NERP. The companies at the conference were advertising their support as more of a way to "supplement" the workforce – this is something that may be worth looking into. Gary has action to send some of the FEDSIM articles that he has recently seen. FEDSIM markets itself as surge support, acquisition planning, and a consultant.

Feedback on IPT Summit – There has been no specific feedback regarding the Summit yet. However, Bill Deligne recently sent out an e-mail regarding feedback from the Summit and the Contracts 101 training was mentioned several times. There is a big push to do better planning/ acquisition internally – get RFPs out earlier. Cindy Shaver briefed at the IPT Summit and they seem to have the same struggles as us. Meeting Cindy Shaver and discussing with her team is a great networking opportunity. Steve Harnig wants to create opportunities for networking with other Warfare Centers – specifically discuss NWCF.

DD254 – Common Issues/ guidance document needs to be posted on eCommerce. The draft will be sent out one more time for review and then it can be officially posted and pushed to the appropriate recipients. A special announcement should be posted on eCommerce when the document is pushed out. Manny also plans to announce the release of the document at the next SBIOI.

Recommendations – On RFPs – CIC members noted that currently we only allow the prime to submit PP to show their depth of the requirements and their experience in managing them for government customers –this option may lead to more no bid decisions. The two possible changes are 1) Only allowing 1 significant sub per prime or 2) Dropping the requirement to 10% and allowing maximum of 3

significant subs per bid. Still puts the focus on the prime's ability to execute the PWS. LANT 2.0 will discuss with PCOs and determine a way forward.

Other – Derrick received some feedback from industry regarding the pricing models and that we need to take a closer look at them. Industry is vocalizing that they are frustrated with the models and their inconsistencies. Furthermore, there are not calculations on the summary from Seaport-e which is considered to be a requirement. Did not realize there were still issues with pricing models since in the past we did a lot of work to improve them. Specifically it was mentioned that Seaport-e introduced some pricing challenges and industry is frustrated with this.

Closing Remarks – Steve will talk to Chris regarding the Industry Media Campaign to see if we should incorporate social media into our internal efforts. Steve will do some research and dig a little deeper into the pricing model issues and the challenges they are experiencing. DD254 – Issues with Sub-Contractor Package Submittals document will be pushed out in the upcoming weeks and it will also be advertised in the upcoming SBIOI.