



# Forecast to Industry 2016

## Senior Services Manager

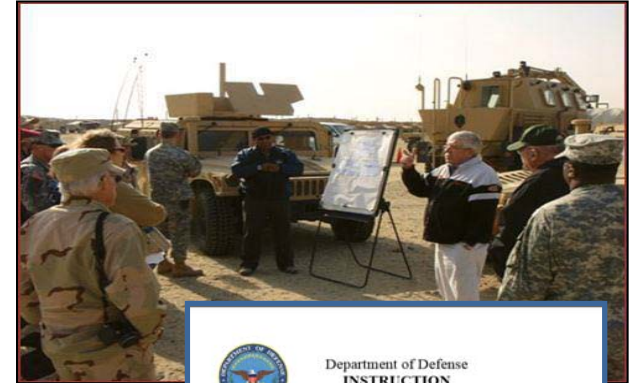
**Ms. Katrina Brisbon**  
**Senior Services Manager**  
**Vice Procurement Services Executive**  
**17 November 2016**



# Significance of the Acquisition of Services (AoS)

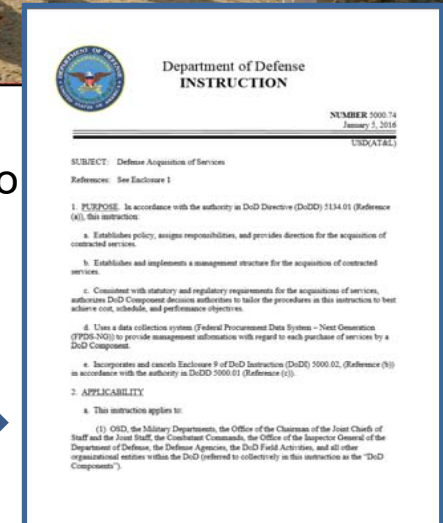


## Services Landscape is Constantly Evolving.....



- Vital services once performed by military members and federal employees are now being performed under contracts for services
- Current and near term budgetary climate calls for new and better paths to services acquisitions while reducing costs, improving performance, and driving innovation

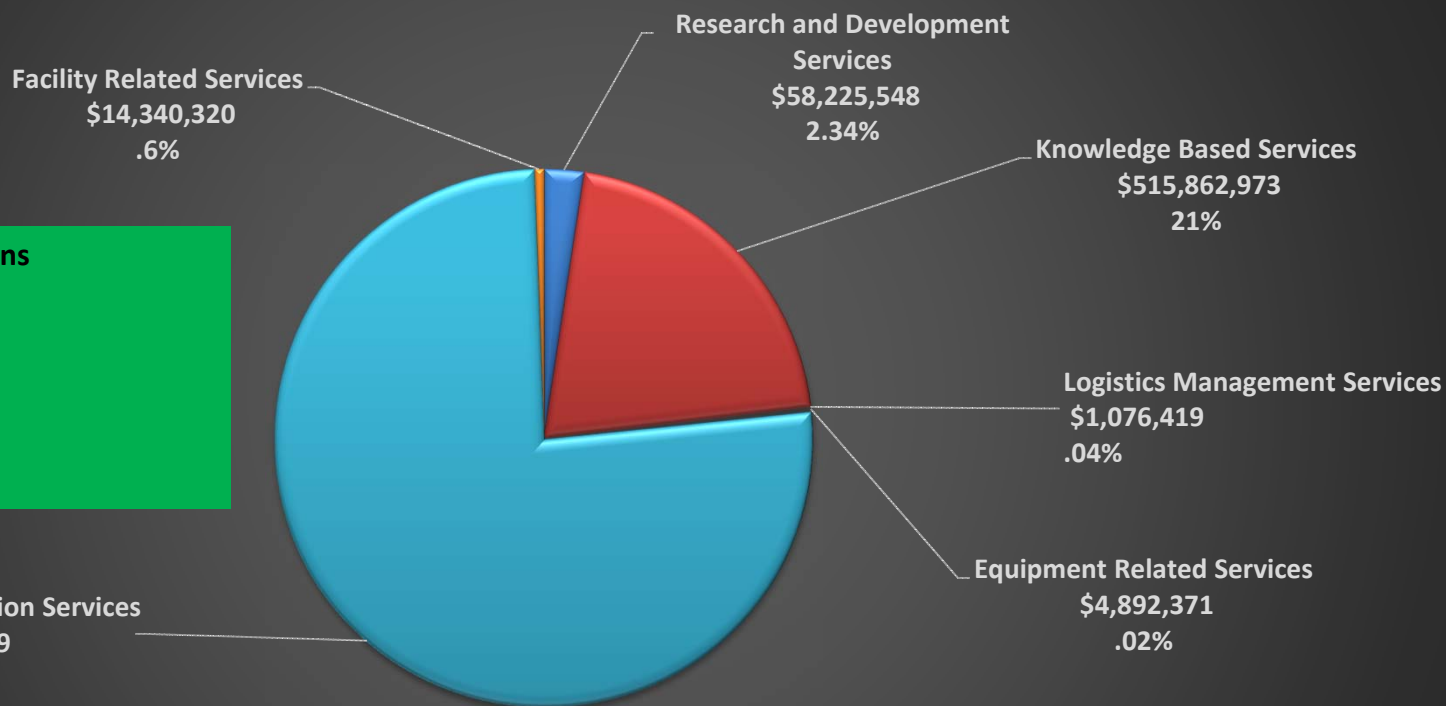
***New DoDI 5000.74 establishes policy for the management of AoS, highlighting key responsibilities & processes for meeting Department services acquisitions objectives***





# FY15 Obligation for Services (DISA & Mission Partners)

**FY15 Contract Obligations**  
Total Obligations: \$5.3B  
--\$2.5B – Services  
--\$2.8B - Supplies



Data current as of 1 September 2016

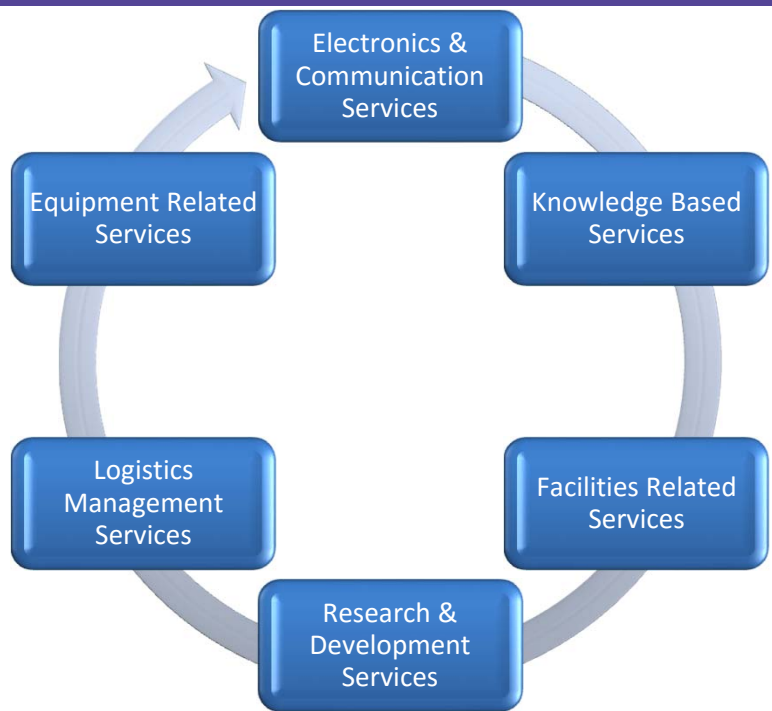


# What are We Buying?

76% of DISA's Obligations

## Electronic & Communication Services

- IT Services
- Telecom Services
- Equipment Maintenance
- Equipment Leases



21% of DISA's Obligations

## Knowledge Based Services

- Engineering and Technical Services
- Program Management Services
- Management Support Services
- Administrative & Other Services
- Professional Services
- Education & Training

# DISA TAXONOMY OF SERVICES



## Improving How We Spend: Efficiencies in AoS





## Improving How We Communicate: Cultivating Communication/Ongoing Dialogue with Industry

- Periodic value added engagements with contract holders on DISA multiple award contracts
- Survey of offerors and awardees on experiences during the pre-award, solicitation and post award acquisition phases

**A more substantive and consistent approach to outreach during contract execution improves communication, contract performance and delivery of measurable outcomes.**





## You Can Help...

### Participate in Agency Engagement Efforts –

- Respond to opportunities for improving government requirements
- Share best practices and lessons learned from other acquisition experiences
- Share details on ways in which the acquisition process was effective and responsive, and ways in which it was not
- Communicate with government stakeholders regularly to obtain performance feedback





## Contact Information

### Information

[www.disa.mil](http://www.disa.mil)

### Contracting Opportunities

[www.fbo.gov](http://www.fbo.gov)

### EMAIL

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