

**About Booz Allen**

Booz Allen Hamilton is a leading provider of management and technology consulting services to the US government in defense, intelligence, and civil markets, and to major corporations, institutions, and not-for-profit organizations.

Booz Allen is headquartered in McLean, Virginia, employs more than 25,000 people, and had revenue of \$5.59 billion for the 12 months ended March 31, 2011. (NYSE: BAH)

**Questions for Program Managers, Contracts Administrators, and questions about subcontracts**

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## Strategic Services Sourcing (S3)

### Contract No. W15P7T-06-D-E401

The Army Communications Electronics Life Cycle Management Command (C-E LCMC) will depend on the S3 vehicle to maintain momentum on key Army command, control, communications, computers, intelligence, surveillance, and reconnaissance (C4ISR) capabilities. C-E LCMC's needs include:

- Continual access to highly qualified staff in both the continental United States (CONUS) and forward areas, such as Iraq and Afghanistan
- Technical and acquisition support to manage total life-cycle development, deployment, and sustainment over the full range of the C4ISR system
- Understanding of the relationships between Army C4ISR programs and programs managed by other branches or agencies that are critical to C-E LCMC's success
- Insight into C4ISR modularity and its impact on C4ISR total life-cycle planning
- Visibility and leverage of industry best practices
- Evolution of dynamic requirements to continue providing innovative tools and processes relevant to the current operational environment
- Smooth interaction with other key C4ISR partners
- Low-risk, well-understood methodology for moving to performance-based services

### Why the Booz Allen S3 Team?

Booz Allen Hamilton, a global strategy and technology consulting firm, combines a deep understanding of the client's mission and environment with expert services and an absolute commitment to client success. The firm's public sector work has significant impact—it enhances national security, economic well being, and the health and safety of countries around the world.

Booz Allen's breadth and depth stretches far beyond local office capabilities. Using our tremendous reachback, we can bring technical skill sets across the entire scope of the S3 effort. Our expansive team of subcontractors—each selected for their unique capabilities and depth across the requirements of the contract—and our commitment to meeting the small business participation requirement allow us to provide our clients with a value-added resource to help them accomplish their missions.

Booz Allen understands the environment in which government agencies must function. Our S3 capabilities available through the C-E LCMC S3 contract allow clients to access Booz Allen's comprehensive expertise quickly and accurately, anywhere in the world.

### Booz Allen's Commitment to the S3 Partnership

A 10-year vehicle requires more than a team—it requires partners committed to working together to respond to C-E LCMC's mission requirements.

In developing the S3 partnership, Booz Allen sought firms willing to support our concept of a team within which achieving the best solution was the most important focus. We named this team the S3 Partnership because the nature of C-E LCMC's requirements demands more than the typical arms-length relationship between government and prime contractor, and between prime and subcontractors. Booz Allen developed the vision for a partnership that would understand that S3 support is not a series of single transactions; rather, it is

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 delivering results that endure

a long-term engagement where all stakeholders, starting with the prime and including each subcontractor, are actively engaged in helping solve the challenges C-E LCMC faces over the next decade.

### S3 Services and Approach

- One-stop shopping for all strategic services—engineering, logistics, and business operations
- Short lead times—delivery orders can be executed in days or weeks
- Flexibility—tasks may be ordered as either fixed price or time and materials
- A significantly shorter procurement process
- A pre-qualified firm (Booz Allen)
- Pre-negotiated rates that are fair and reasonable
- A specialized mix of services
- No fee for C4ISR clients

### How to Prepare the S3 Data Package

The C-E LCMC has developed standardized requirements for delivery order award on the S3 contract. The following step-by-step instructions are a guide for our government clients on how to prepare and submit the necessary documents.

1. **Contact Your C-E LCMC Acquisition Center Representative to Register a New Project.** Process initiation begins when the government client contacts the appropriate C-E LCMC Acquisition Center customer representative. CAC Washington office client contact: Andrew O'Rourke, 703/325-6173, andrew.orourke@us.army.mil.  
  
The government client needs to specify that this is a registration for a new project on the S3 Program and provide the requested information.
2. **Prepare Task Performance Work Statement (PWS)/Statement of Work.** The government client will prepare a PWS describing the required work effort. C-E LCMC has a template for the client's use.
3. **Prepare Independent Government Cost Estimate.** The government client will prepare an independent government cost estimate. The C-E LCMC Acquisition Center customer representative will provide a template for the estimate.
4. **Prepare Basis for Contractor Selection.** The government client will prepare and submit a document indicating the basis for contractor selection. This document indicates the selection criteria for the PWS and the weighting of those factors.
5. **Prepare Technical Evaluation Form.** The government client will prepare and submit a technical evaluation form, which is an analysis of the technical proposal, cost/pricing information, and any other factors considered. The C-E LCMC Acquisition Center has a template for the client's use.
6. **Prepare S3 Business Case.** The government client will prepare a business case for the work to be done.

### Task Execution Plan (TEP)

Once the S3 data package is finalized and the government client has approved its release for bid, the C-E LCMC will send the Request for Task Execution Plan (RTEP) electronically to the S3 prime contractors. The prime contractors will prepare their bid responses to the RTEP and submit their team's bid within the timeframe specified (usually 7 calendar days). The TEP responses will include a technical description of the work to be performed, labor, materials breakdown, and a cost proposal.

### Government Award Process

Once the TEP responses have been submitted by the prime contractors, the C-E LCMC Acquisition Center will request that the government client review the bids and provide an evaluation report and recommendation for award.