

Meeting Minutes:

- **1:00 PM: Meeting Kick-Off** – Jim Lasswell
 - Introduction of meeting attendees , Sponsor: CSCI

NDIA Small Business Meeting - Attendee List			
Jim Lasswell – Indus	Ken Gerber – PM Tec	Cigi Oakley - VCT	Kurt Worden – Nova Power Solutions
Alberto Argil - CSCI	Dave Grundies – Due Regard	Stacy Reddan - TUG	Nora Wright -
Chris Butcher - CSCI	Amelita Jomaut - TUG	Mike Rin – Omni2Max	Lillian Maestas – Knowledge Made
Vonnie Craig-Parkeer - IMIR	Rich Tear - CSCI	John Shope - KES	
Dave Cully -	David Lowe – Daines Advisory	Wayne Slocum - SRC	
Kimberly DeMaritno – KD Project	Richard MacDonald – RAM Labs	J. Southerland - Retired	
Errol Gorman – Ginisis Group	Jamie Moraga – Intelli Solutions	Andrew Spector – Ardent Solutions	
Tuan Doan - SPAWAR	Jacqui Munger – Cypher Analytics	Jeff Summerhays – NCE Consultant	
Larissa Fawkner – Catalyst & Co	Jeff Nagle – SDSU Foundation	Bob Thomas – Cartridge Discounters	

❖ **Compliance DEADLINE: 31 December 2017**

- Compliance piece is real; implemented and compliant with by December 31 regarding cyber security. Hard copies handed out and Sent out via email to distro list. DoD-wide requirement.
- Challenges on how to do you prove that you have it? It is self-certifying. If you do not have it by now, let us know that you are in the process.
- Q: Who can we talk to (a compliance officer)?
- A: I don’t think there is an officer, but it did come up in a recent offsite. Word is people are still working it but nothing right now. There are companies that can help. “Standard says, by 31 Dec, good luck.”

❖ **SeaPort E:**

- If a contract cannot be awarded before next generation, it has to start over
- Industry COAs
- Lasswell. How many were not at the luncheon (small number). SeaPortE, NextGen Q/A
- Lasswell (post an event with new information). But we need to know our strategy moving forward.
- Q: SeaPort transparency is nice (historical data). It’s a great work force. Are you doing cost realism (globally?)? A: No, to be honest. We submit labor rates of what we are experiencing and local san diego.
- Q: Is this a trend? A: depending on program office.

❖ **Movement to orals on RFPS.**

- This will be costly....paper and electronic proposal. Bring the people, Prep in advance and contingent offers.

❖ **Cost Realism:**

- Q: Issues with low bidder, how do you separate after years...like in a penalty box(?). A: set the bar different in the future (with C-Pars). Trying not to reward for "low-ball".

- ❖ (Lasswell), if contracts can validate the codes (30 of these) IGCE, maybe require CTRs to deliver what's in there and force us into the rate...you can elaborate to eliminate fee per hour?

- ❖ **IGCE:** Received some push back. A move defined IGCE would help.

❖ **MAC versus SAC (Multiple Awards versus Single Awards).**

- Understand competition in proposals for cost plus fixed fee in rolling cost into the votes.

- Q: losers have to fold in the cost in their proposals; 4 recognize they don't have a chance, then you don't have competition (evidence)?

- A: we have looked at competition at the Task order level. But we haven't looked at competition.

- (Lasswell), this question was asked and Faye did put together a working group regarding this, a lot of warps from the MAC program were removed from this. Nancy mentioned this today at lunch doing cost analysis IDIQ makes more sense.

- BL: these comments do get acted on

❖ **CSCI Brief (Butcher, Tear):**

- talk to us, but this is a serious issue. IT's a self test.

- If people are confused, talk to us, if I need to get an engineering on it, I will.

- This could having auditing as well.

- We are located in San Diego...we have a whole program around this.

❖ **Security Compliance (Not be included) (Lasswell)**

- SBDG put on a number of events that introduce things that can be done, resources that can be found. DHS will inspect your system for free (vulnerability testing/assessment), lot of resources out there.

- We are spending a lot of \$ to make sure we are ready for it. All sizes have the same requirements.

- Do the best you can, so you can look folks in the eye and say here's the best that I could do. It is entered into contracts (required to be floated to subcontractors".

❖ **Small Business Forum: October Meeting.**

- LM talked about capture plan, LM happy with small business pick up from meeting.

- Northrup Grumman has done this in the past, tend to bring in people from each of their operations. They do a great job of this.

- Deloitte is developing a operation in San Diego.

- Cuebec forum for the NDIA (been approached), mostly around SPIR technology.

- Used to have this meeting monthly, now we have this every other month, and then acquisition networking sessions the opposite month. Doesn't make sense to do a small business committee meeting in a beer hall.

- Second Wednesday of every month it is the NDIA meeting. Some months it's lunch, some days it's the Stone Brewery (with two coupons for beer). Next month is December 13, evening event at liberty station.
- ❖ **Defense Clusters**
 - Winding down based on new administration; but still looking to help small business
 - (Jeff): SBA created a movement for regional participation. Cyber Security, Data Analytics.
- ❖ **GSA (G-WAC Vehicles)**. Nancy made comment regarding analysis alternatives for Oasis for SeaPort, only 4% range so not acceptable. GSA vehicles could be available.
- ❖ **Clearance Issues/Security Access (Warden)**. Q: Are you aware of gov hosted events (unclass), but is requiring JPAS or an active clearance to attend. Gathering information to make Gov aware of issue. Send to Jim. Let's try not to put barriers up.
- ❖ **NGEN follow on (to NMCI) requirements:**
 - Weekly meetings via dial-in to ask questions. Really need input. Previous meeting minutes and all questions posted online.
- ❖ **Small Business Defense Contracting** summit (at the convention center) next week. (this week). Decided not to send (charge a fee).
- ❖ **Special Event**, 5 course dinner with wine (only 12 dollars a person).
- ❖ **STEM Events:** Lillian is POC