



# ENTERPRISE INSIGHTS

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**EMBRACING CHANGE,  
MAINTAINING THE MISSION**

# Keith Baylor Named Deputy Project Director

By Project Director Enterprise Services

**M**r. Keith Baylor has been named Deputy Project Director, Enterprise Services (PD ES). In this role Baylor will assist in developing services that enable end-to-end communication Army wide.

A 22 year Army veteran, Baylor's unique skill-sets and work experiences brings a fresh insight to the Deputy PD ES role. He retired from service in 2014 and joined the Army's civilian work force bringing with him expertise in acquisitions, contract development and program management. Baylor joined Enterprise Computing (EC) in June 2015 where he served as Deputy Product Lead (PL).

"I'm grateful for the opportunity to serve as Deputy PD ES. I believe the skills I've gained from my Army service and my time as Deputy PL at EC have prepared me for this new environment. I'm encouraged by the fact that I'll be working with many of the same great people I've come to know over the past few years," said Baylor.



Baylor has performed a myriad of acquisition-related assignments since 2004. He served as a Combat

Developer under the Materiel Solutions Directorate of the then-Combined Arms Services Command (CASCOM). He was an Assistant Project Manager (APM) for the Installation Protection Program (IPP) and the Army Emergency First Responder Program (AEFRP) under the Joint Project Manager Guardian. Baylor was assigned as a Testing Officer at the Army Test and Evaluation Command (ATEC) supporting the Ballistics Missile Defense System-Operational Testing Authority (BMDS-OTA). Additionally, he also served as a Contracting Specialist under the Mission Installation Contracting Command-Joint Base Lewis McChord (MICC-JBLM).

"Keith brings a unique perspective to the acquisitions process. He is fully abreast with the needs of the Army and the potential of industry. In Keith we have a keen acquisitions talent with an excellent track record and I'm looking forward to continuing our work as we move forward supporting the Army," said PD ES Mr. Thomas Neff.

Baylor graduated from Morris College with a Bachelor of Science degree in Biology and earned a Master's degree in Business Administration with a focus on Project Management from Grantham University. He is Level III Defense Acquisition Workforce Improvement (DAWIA)-certified by the Defense Acquisition University (DAU). Baylor is also a graduate of the Chemical Officers Basic Course (COBC), Chemical Officers Advanced Course (COAC), Acquisition Corps Advanced Course (ACAC), Army Force Management School (AFMS) and Command and General Staff College-Intermediate Level Education (CGSC-ILE).

# Sergio Alvarez Named Product Lead for EC2M

On Friday June 17, 2016 Sergio Alvarez was named Product Lead (PL) for Enterprise Content Collaboration and Messaging (EC2M).

In his new role, Mr. Alvarez will lead the EC2M mission of providing 1.4 million Army users with classified and unclassified state-of-the-art asynchronous collaboration and access to email from every corner of the globe.

Under Mr. Alvarez's leadership, EC2M will provide soldiers and civilians with unified capabilities that standardize common services such as IM/Chat, voice, presence, and video as a soft client service across the enterprise.



John Howell, Thomas Neff and Sergio Alvarez pose for photos during the EC2M Change of Charter

# PD ES Welcomes LTC Michael A. Gilligan

By Project Director Enterprise Services



**T**he new Project Officer for the Army Correspondence Tracking System is LTC Michael Gilligan. A Northern

Virginia native, he attended James Madison University where he earned a Bachelor of Arts (BA) degree in Political Science in 1998. He later earned his Master of Arts (MA) degree in Diplomacy from Norwich University in 2010.

Gilligan has had operational assignments within the Virginia Army National Guard as a Platoon Leader, Reconnaissance Platoon Leader, and Company Executive Officer while assigned to 1st Battalion, 116th Infantry and 29th Infantry Division (L). In 2001 he deployed to Bosnia in support of SFOR 10 serving as the 29th Infantry Division Headquarters Company Executive Officer. Upon his return in 2002, he assumed command of A Company, 1st

Battalion 116th Infantry and in 2004 assumed command of C Company, 3rd Battalion, 116th Infantry where he was mobilized for 18 months and deployed to Afghanistan in support of Operation Enduring Freedom. While in Afghanistan his unit was assigned to Regional Command East and served in Ghazni and Wardak Provinces.

By 2006 Gilligan entered the Active Guard and Reserve Program where he was assigned to serve in the Army National Guard (ARNG) G-8 working in the Materiel Program. While there, he managed the equipping and fielding priorities for a large portion of the maneuver and combat systems within the ARNG. In 2009 he was assigned to the U.S. Army Infantry Center and School then later the Maneuver Center of Excellence (MCoE) at Fort Benning, Georgia. While at the MCoE he served as the Deputy Special Assistant to the Commanding General for the Army National Guard Affairs and as the Battalion Operations Officer (S-3) for the ARNG Warrior Training Center. In 2011 Gilligan was selected to serve as

an Acquisition Officer in the newly established ARNG Acquisition Workforce and was assigned as an Assistant Product Manager (PM), Soldier Maneuver Sensors (SMS), Program Executive Office (PEO) Soldier and served in that capacity from 2011 – 2014. In 2014 he served at the Army National Guard Directorate Headquarters as a Service Acquisition Portfolio Manager overseeing the ARNG G-3 and G-6 service contracts that support both the directorate and the 54 States and Territories.

His awards and decorations include the Bronze Star Medal, Meritorious Service Medal w/ 2 OLC, Army Commendation Medal w/ 1 OLC, Army Achievement Medal, National Defense Service Medal, Armed Forces Expeditionary Medal, Afghanistan Campaign Medal, Global War on Terrorism Service Medal, and the NATO Medal (Bosnia), the Army Staff Identification Badge, the Combat Infantry Badge, Parachutist Badge, and the Ranger Tab.



## Star of the Quarter

By Project Director Enterprise Services

**M**s. Deidre Harris of Computer Hardware, Enterprise Software and Solutions (CHES) has been named the winner of the PD ES Star of the Quarter! As a Contracting Officer Representative (COR), Ms. Harris is responsible for the full range of Commercial Off-The-Shelf (COTS) Information Technology (IT) acquisition planning and management of hardware and software contracts for the IT Enterprise Solutions-3 Hardware (ITES-3H) contract.

While serving as the COR, she developed and managed the ITES-3H contract documents and served as a technical evaluator on the Source Selection Evaluation Board (SSEB), resulting in awarding a \$5B, performance-based, multiple award, Indefinite Delivery/Indefinite Quantity (ID/IQ) contract.

“Ms. Harris has consistently demonstrated exceptional initiative and exemplary



service within CHES,” said Mr. Haskin, Product Lead (PL) for CHES. “She coordinated the Post Award Kick-off Meeting with all seventeen ITES-3H vendors (9 large and 8 small businesses) and the Army Contracting Command (ACC) Rock Island, CHES’s primary contracting office.”

She has been diligently working with vendors, new and old, developing their ITES-3H website and reviewing proposed products/services to ensure they are within the scope of the ITES-3H contract. Harris demonstrated outstanding initiative by presenting ITES-3H at the ACQUIRE Conference in Washington D.C. this past June. Furthermore, she

participates in providing CHES training to customers and makes every effort to ensure they are receiving ample support and provides CHES customers with step-by-step ordering instructions. In addition to performing her regular duties, Harris took the initiative to research, propose and ultimately implement a sound-masking solution in the CHES office. This solution has significantly increased concentration and productivity while reducing noise disruptions. Several of Harris’s peers have expressed how this solution has improved their work environment and reduced stress. This pilot has proved highly successful and could be considered for adoption across the PEO.

Harris continues to exceed her performance goals, indicating skills and abilities above her current level and her tireless efforts demonstrate significant support for CHES and the customer.

## Doug Haskin Named Product Lead for CHES

On Friday July 15, 2016, Doug Haskin was named Product Lead (PL) Computer Hardware Enterprise Software and Solutions (CHES).

In a ceremony presided over by Thomas Neff, Project Director, Enterprise Service (PD ES), Haskin officially relinquished his role as Deputy Project Director and transitioned to PL CHES.

In his new role, Haskin leads CHES in providing architecturally sound standards and policy-compliant IT Enterprise solutions from more than 50 prime industry IT providers to all Army activities and organizations.



Doug Haskin accepting the CHES charter from PD ES Thomas Neff.

# CHESS REVERSE AUCTION FEATURE AIDS IT PURCHASES

By Computer Hardware, Enterprise Software and Solutions

**C**omputer Hardware, Enterprise Software and Solutions (CHES) is the Army's designated primary source for commercial IT. Through its online Army e-commerce ordering system (<https://chess.army.mil>), CHES provides no-fee, flexible procurement which an Army user may use for commercial off the shelf (COTS) IT hardware, software and services via an e-commerce (IT e-mart) based process.

One of the vehicles CHES uses for IT procurement is a reverse auction function in its IT e-mart. A reverse auction is a type of auction in which the roles of buyer and seller are reversed. In an ordinary auction (also known as a forward auction), buyers compete to obtain goods or services by offering increasingly higher prices. In a reverse auction, the sellers compete to obtain business from the buyer and prices will typically decrease as

the sellers underbid each other. The reverse auction has proven to be a great tool for purchasing commodity IT hardware where the technical requirements can be defined and multiple sellers can compete to drive the price down.

**Maximum Price is an Optional field:** The maximum price is the best estimate of the current market price for a product. If the maximum price is based on a quote, input the exact amount to the penny.

If you check "Make Maximum Price Active" vendors will not see a status of "Lead" unless they have submitted a bid that is lower than the Maximum Price and all other bidders.

**NOTE:** If there is a valid pricing source, the Maximum Price should be active.

The screenshot shows the 'Create Reverse Auction' form with the following fields and callouts:

- Maximum Price (Optional):** A text input field. Callout: "Maximum Price is an Optional field: The maximum price is the best estimate of the current market price for a product. If the maximum price is based on a quote, input the exact amount to the penny."
- Make Maximum Price Active:** A checkbox. Callout: "If you check 'Make Maximum Price Active' vendors will not see a status of 'Lead' unless they have submitted a bid that is lower than the Maximum Price and all other bidders."
- NOTE:** "If there is a valid pricing source, the Maximum Price should be active."
- NOTE:** "If 'Make Maximum Price Active' is NOT checked, it will not influence lead bid, vendors will see 'Lead' as soon as they have bid lower than the other vendors or they are the first vendor to submit a bid."
- NOTE:** "If there is no valid pricing source, the Maximum Price should be inactive."

If "Make Maximum Price Active" is NOT checked, it will not influence lead bid, vendors will see "Lead" as soon as they have bid lower than the other vendors or they are the first vendor to submit a bid.

**NOTE:** If there is no valid pricing source, the Maximum Price should be inactive.

If you would like to learn more or attend a training session on how to utilize Reverse Auction, please contact Tricia Shelley ([tricia.a.shelley.ctr@mail.mil](mailto:tricia.a.shelley.ctr@mail.mil)).

# Major Denyada Barnes Joins PD ES

By Project Director Enterprise Services



In his new role, Major Denyada Barnes will serve as a Project Officer for Enterprise Email (EE). He joins PD ES from

Program Executive Office Combat Support & Command Service Support (PEO CS&CSS).

Barnes began his career as a team leader assigned to the 75th Training Division, Ft. Hood Texas from 2003 to 2005. In 2005, he was assigned as the Assistant Operations Officer (AOO) for the 311th Signal Command (SC) in Ft. Meade, Maryland. During this period, he also served as an S6 liaison to 8th Army, Yongsan, Korea. After a two year rotation, he was selected to serve as Headquarters

Company Executive Officer for the 88th Regional Readiness Command (RRC) at Ft. Snelling, Minnesota. During this time, he was deployed to Afghanistan as the Battalion S6 for the 401st Army Field Support Brigade (AFSB) Bagram Airfield, in support of Operation Enduring Freedom (OEF) from 2007-2008.

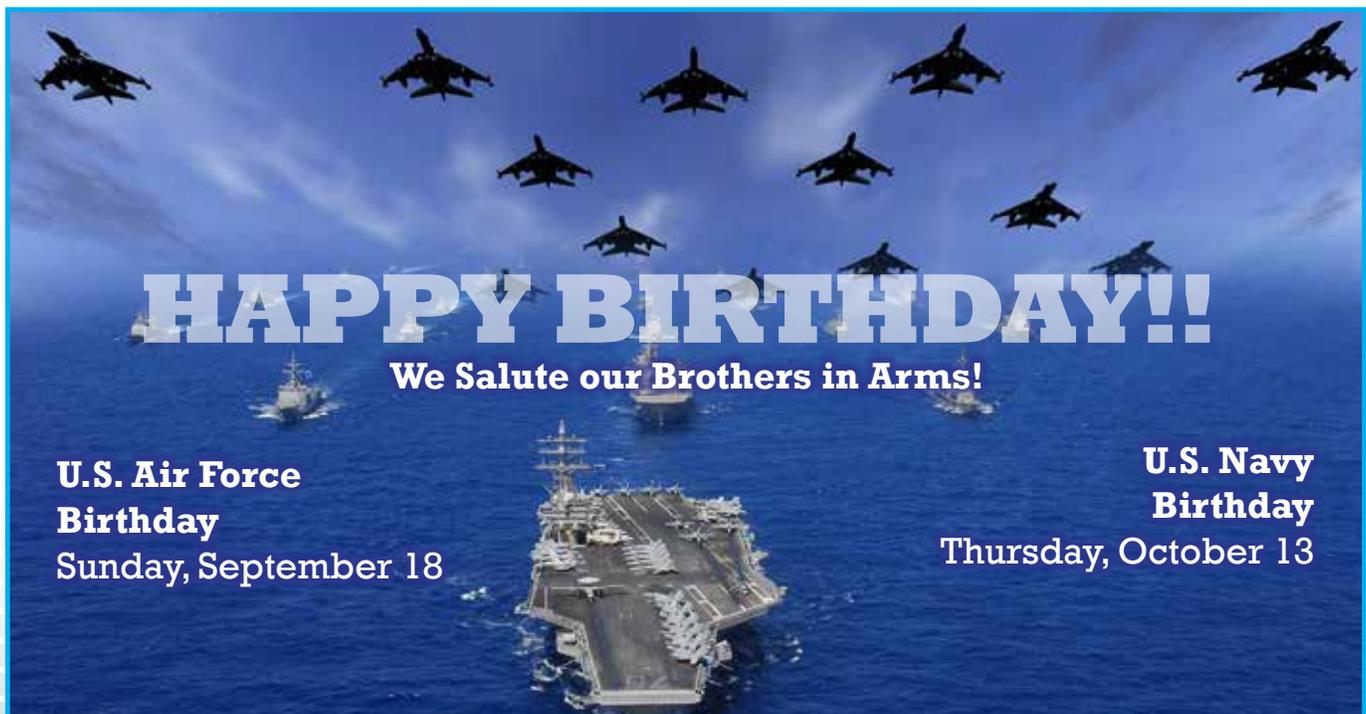
Upon completion of the Signal Captain's Career Course, he was assigned to the 311th SC in Ft. Shafter, Hawaii and selected as the Headquarters and Company Commander (CC) until 2011. After completion of command, he deployed to Cuba as the J6 Special Projects Chief for the Joint Task Force Guantanamo Bay (JTC-GTMO).

In 2012, Barnes accepted a nominative position as United States Army Reserve (USAR) Signal Branch Career Manager

(SBCM). Barnes transitioned to the Acquisition Corps in 2013 where he served as Assistant Product Manager (APM) for the Joint Light Tactical Vehicle (JLTV) program and the Mine Resistant Ambush Protected (MRAP) program through 2016.

Barnes commissioned as a Second Lieutenant (Signal) upon graduation from the Officer Candidate School (OCS) in Ft. Benning, GA in 2003. He later earned a Master's Degree in Business and Management.

Barnes's awards and decorations include the Bronze Star Medal, Meritorious Service Medal, Joint Service Commendation Medal, Army Commendation Medal (4 awards), Army Achievement Medal, Afghanistan Campaign Medal, Korea Defense Service Medal, Military Outstanding Volunteer Service Medal, and NATO Medal.



# Calendar

DATE	EVENT	LOCATION
Monday, September 5	<b>Labor Day</b>	Federal Holiday
Friday, September 16	<b>National POW/MIA Recognition Day</b>	National Observance
Sunday, September 18	<b>U.S. Air Force Birthday</b>	National Observance
Monday, October 10	<b>Columbus Day</b>	Federal Holiday
Thursday, October 13	<b>U.S. Navy Birthday</b>	National Observance
Sunday, November 6	<b>Daylight Saving Time Ends</b>	
Tuesday, November 8	<b>Election day</b>	National Observance
Thursday, November 10	<b>U.S. Marine Corps Birthday</b>	National Observance

## Welcome

PD ES is happy to welcome the newest additions to the organization.

Earl Pegram	AKO
MAJ Denyada Barnes	EC2M
Meagan Croan	EC2M
Lesley Plitz	EC2M
Andrew Valencia	EC2M
Amy Bowser	EC2M/AKO
Jamil Dalugdug	EC2M/AKO
Pierson Mattei	EC2M/AKO
Kevin Zawistowski	EC2M/AKO
LTC Michael Gilligan	ES
Richard Lindholm	EC2M/EE
Ramon Rodriguez	EC2M/EE
Victor Santiago	EC2M/EE
Jennifer Jordan	EC2M/UC
Louis Hwang	EC2M/UC
Spencer Chambers	ES
Travis Poole	ES
Chiara Shubrooks	ES

## Tom's Book Recommendation

*"The Black Widow" by Daniel Silva*

*His 16th novel that features Israeli Intelligence operative Gabriel Allon. A timely story of the battle against ISIS; in the Middle East, Europe and in the United States.*

