

AIE INDUSTRY DAY

Every Soldier. Every Day.

JUNE 20, 2024

DISTRIBUTION STATEMENT A. Approved for public release: distribution unlimited.

AGENDA

- Industry Day Mission, Ground Rules and Disclaimers
- PEO EIS and Digital Transformation
- AIE 2.0
- Day in the Life of an Army Recruiter
- How U.S. Army Recruiting Command (USAREC) is Re-imagining Recruiting
- AIE Product Lead Remarks
- Technical Overview
- Elements of the RFP
- 15 Minute Break
- Questions & Answers

INDUSTRY DAY MISSION

OUR AIM IS TO...

- Improve the understanding of the Government's requirements in order to:
 - Allow potential offerors to better assess the opportunity against their capabilities
 - Enhance the Government's ability to obtain quality services
 - Increase efficiency in proposal preparation, evaluation, negotiation, and award
- Specifically review/address the following:
 - Draft Request For Task Order Proposal (RFTOP)
 - Draft Performance Work Statements (PWS)
 - Some of Industry questions/feedback received

GROUND RULES & DISCLAIMERS

ARMY CONTRACTING COMMAND – ABERDEEN PROVING GROUND (ACC-APG)

- Mr. Joseph Neil, Branch Chief | joseph.b.neil2.civ@army.mil
- Ms. Megan Lamiotte, Contracting Officer | megan.a.lamiotte.civ@army.mil
- Mr. Sesun Park, Contracting Specialist | sesun.j.park.civ@army.mil
- The Government will not publish Industry-Proprietary questions/comments or their responses.
- Nothing presented in this Industry Day commits the U.S. Army to any acquisition approach, agreement or contract.
- Any future published opportunity will take precedence over information presented today or in response to questions.
- The “final” version of these slides will be posted on www.SAM.gov.



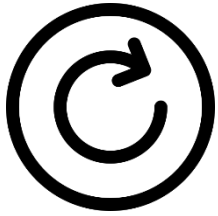
PEO EIS and Digital Transformation

COL(P) RJ Mikesh
Deputy PEO, PEO EIS

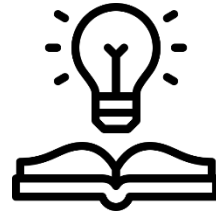
AIE 2.0

COL Matthew Paul
Project Manager, IPPS-A

AIE 2.0



REBOOTING TO
"AIE 2.0"



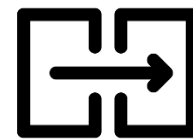
APPLYING LESSONS
LEARNED



ADOPTING NEW
CONTRACTING STRATEGY



MAXIMIZING
OUT-OF-THE-BOX CAPABILITIES



PIVOTING TO AGILE
CI/CD AND SAFE® 6.0



MAXIMIZING COMPETITION
OVER NEXT 10 YEARS



Day in the Life of an Army Recruiter

MSG Nicholas Vinson

AIE Product Owner, Training and Doctrine Command (TRADOC)

DAY IN THE LIFE OF AN ARMY RECRUITER

AIE CORE MISSIONS

- Supports Enlisted Recruiting, In-Service Requirements, Direct Commission, and ROTC

ROLE OF AN ARMY RECRUITER

- Function: Connect, engage, and recruit individuals into the U.S. Army
- Impact: Essential to building the Army's strength and future readiness

DAILY ACTIVITIES

- Morning: Planning and target review using AIE's dashboard for efficient lead management
- Afternoon: School visits and community engagement logged and tracked through AIE. Leveraging on-the-go technology to track interactions and manage follow-ups
- Administrative Tasks: Data entry and compliance checks via AIE
- Digital Interactions: How the system needs to support form-less recruiting and maintains records

CHALLENGES & SOLUTIONS

- Common Challenges: Engaging modern recruits and data management
- AIE Solutions: Mobile-first design, real-time updates, and comprehensive data security

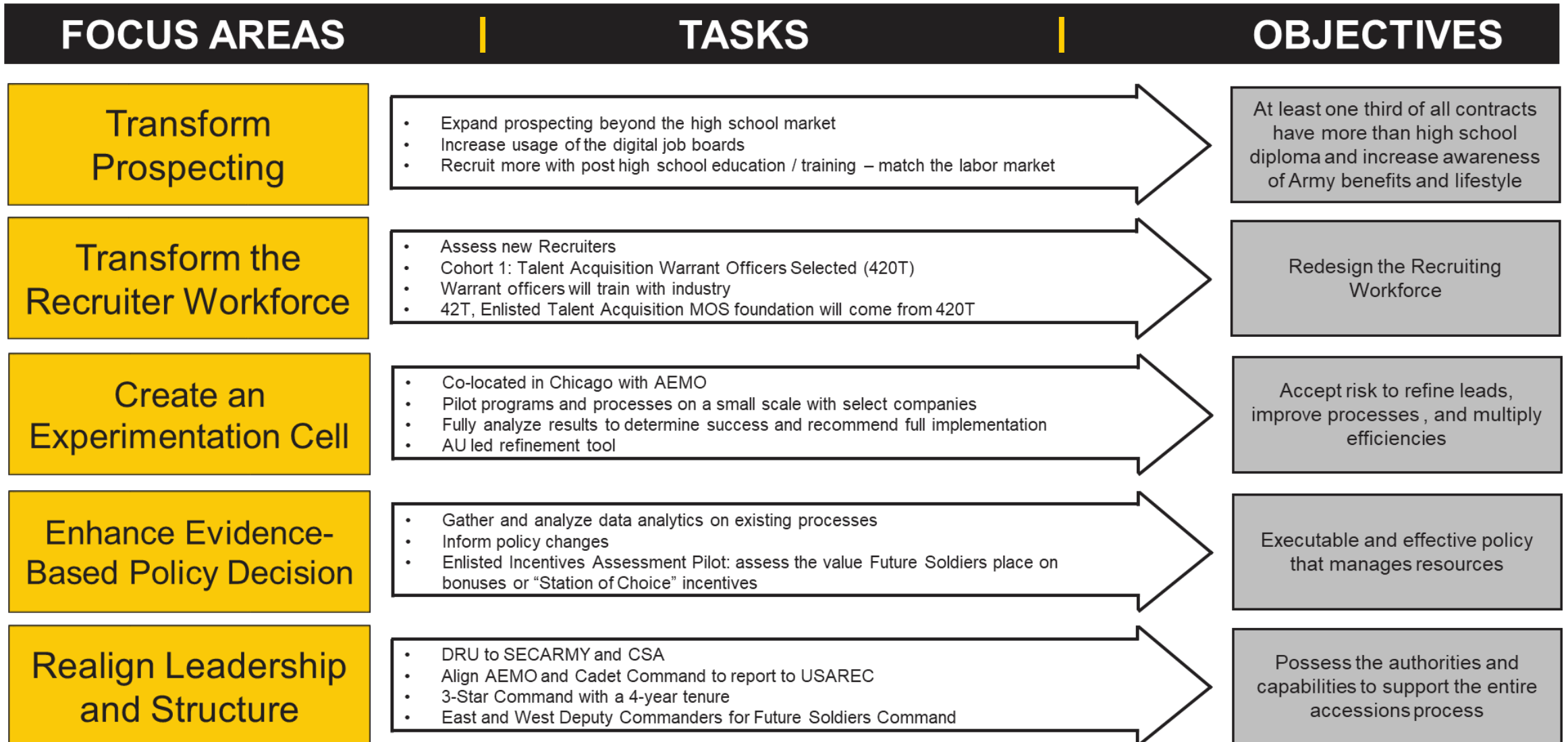
How USAREC is Re-imagining Recruiting

BG Fred Hockett Jr.

Deputy Commanding General – Support, USAREC

This brief will include unclassified information for market research purposes only. USAREC has an ever-evolving mission, and our way forward will inevitably adjust and adapt. We will not share any classified or insider information. However, the information shared may be used by your organization to match your capabilities to a known requirement for market research purposes. You are encouraged to reach out to our contracting professionals to discuss your organization's capabilities to increase competition.

ARMY RECRUITING ENTERPRISE TRANSFORMATION



AIE Product Lead Remarks

Ms. Valarie Tran
Product Lead, AIE

AIE AGILE APPROACH

PRODUCT MANAGEMENT OFFICE

MS. VALARIE TRAN



AIE Product Lead

Responsible for the development, integration, testing, deployment and sustainment of AIE

MAJ LUIS GAITAN



AIE Asst. Product Mgr.

Responsible for assisting the PL with the management of AIE

FUNCTIONAL USER COMMUNITY



Program Office



TRADOC
G-3/5/7, G-6, G-8



Army G6



ASA MRA



HQDA G1



AEMO



MEPCOM



HRC



USAREC



USACC



ARNG



C-IMT

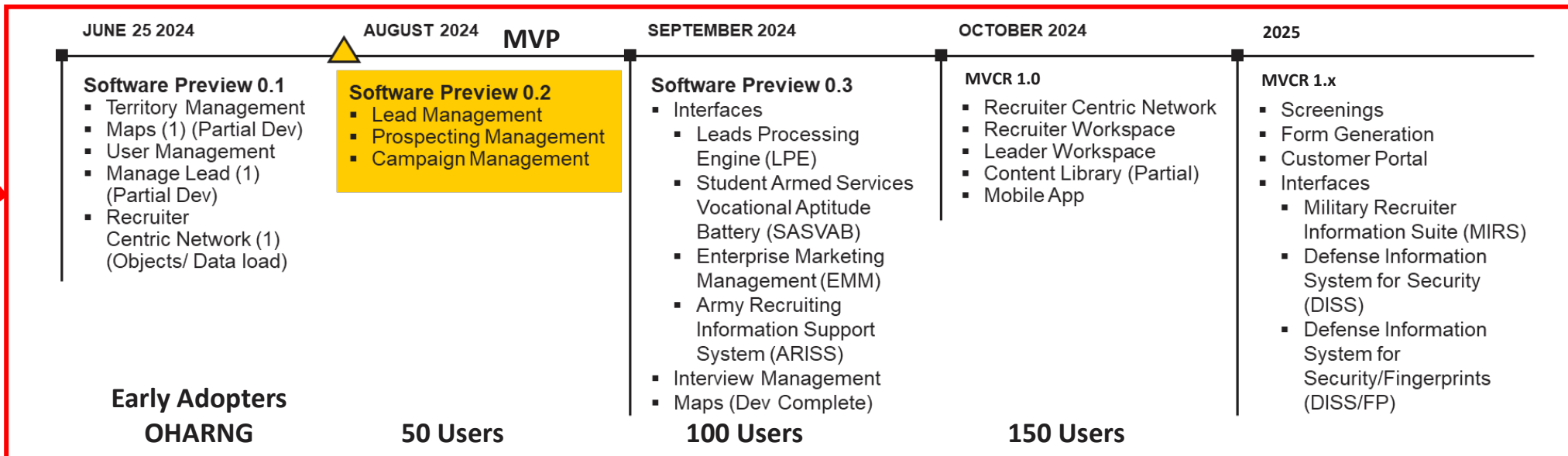
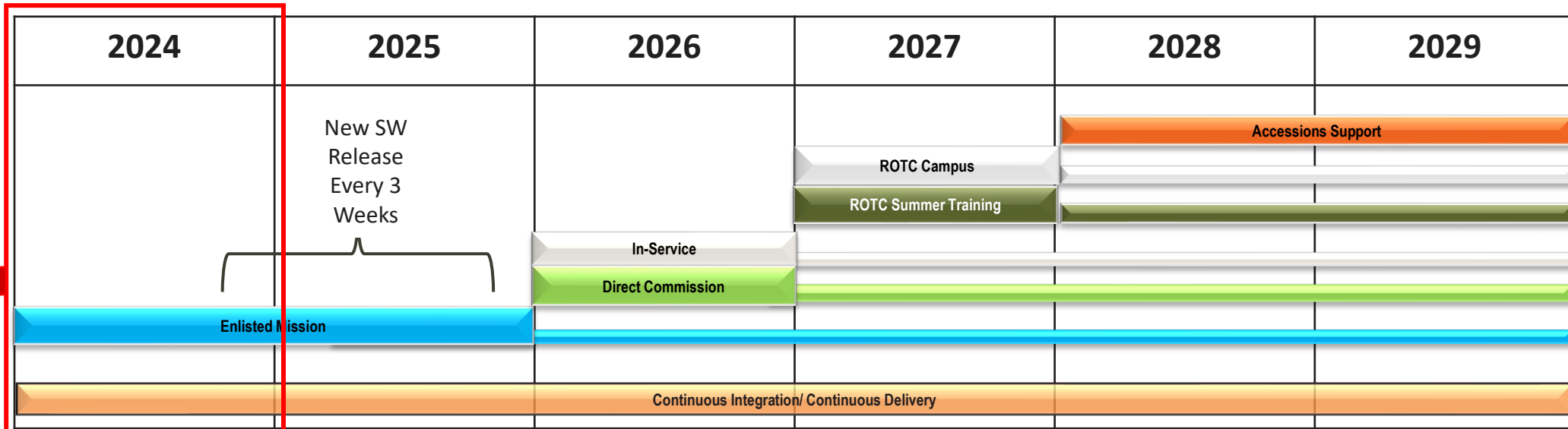
AIE AGILE APPROACH

PEO EIS uses the Scaled Agile Framework (SAFe®) for program office operations.

The Contractor shall integrate efforts (e.g., activities and tools) with the Government for AIE Agile Release Train (ART) workflow to support agile planning and continuous product delivery.



AIE PRODUCT ROAD MAP (NOTIONAL)



This list does not include all features and interfaces.

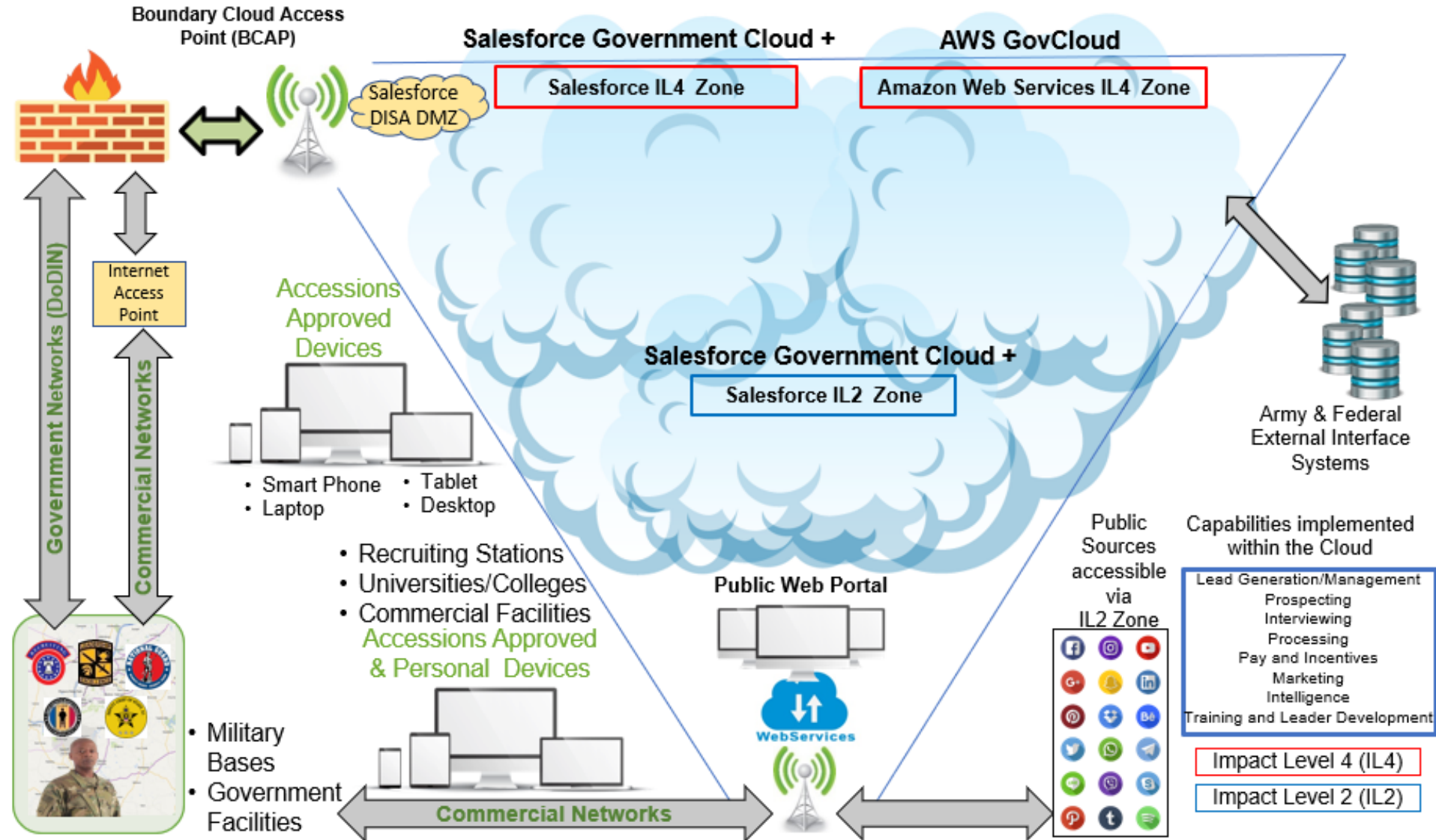


Technical Overview

Mr. Jay Patnaude

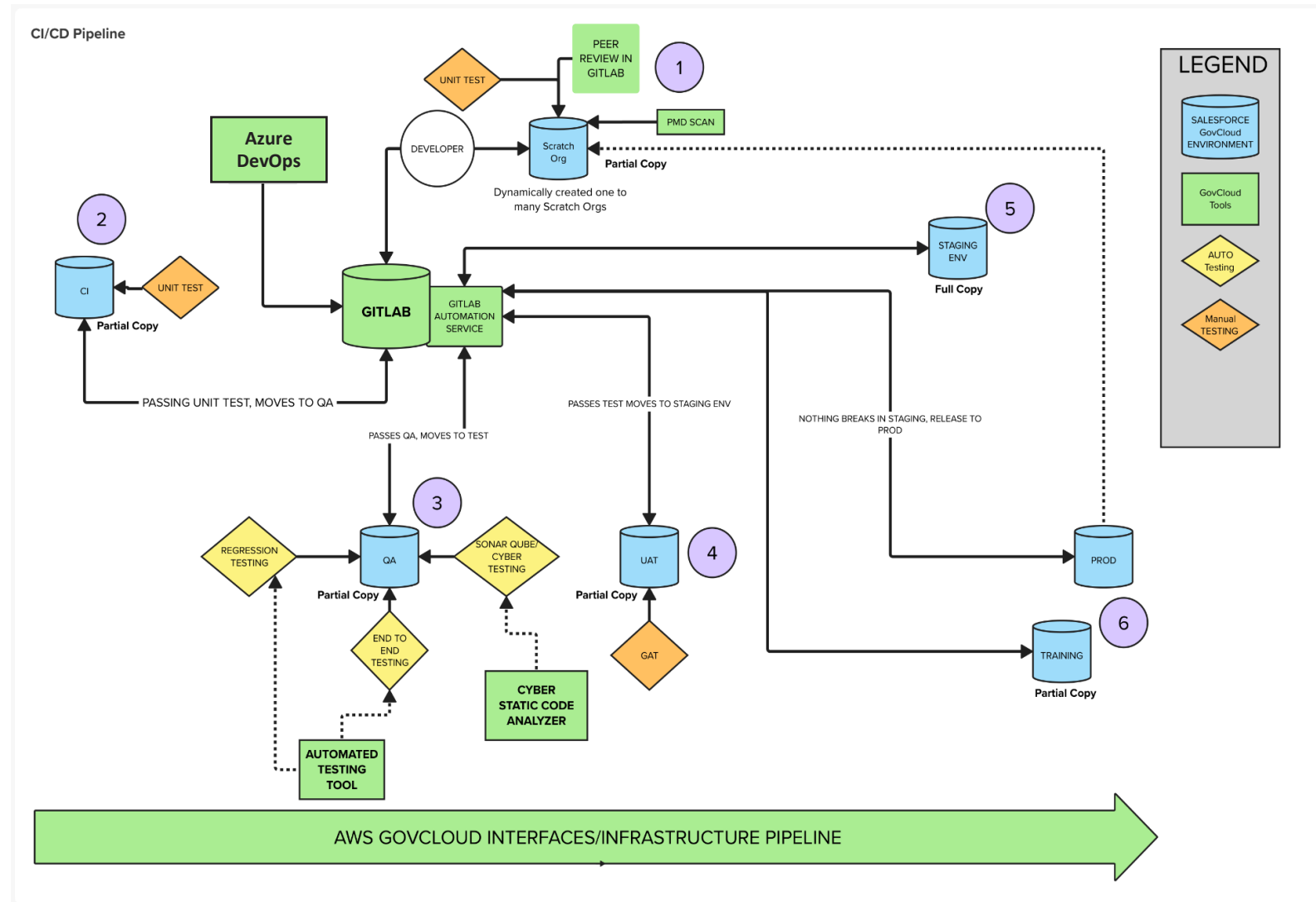
Acting Technical Lead, AIE

AIE INFRASTRUCTURE



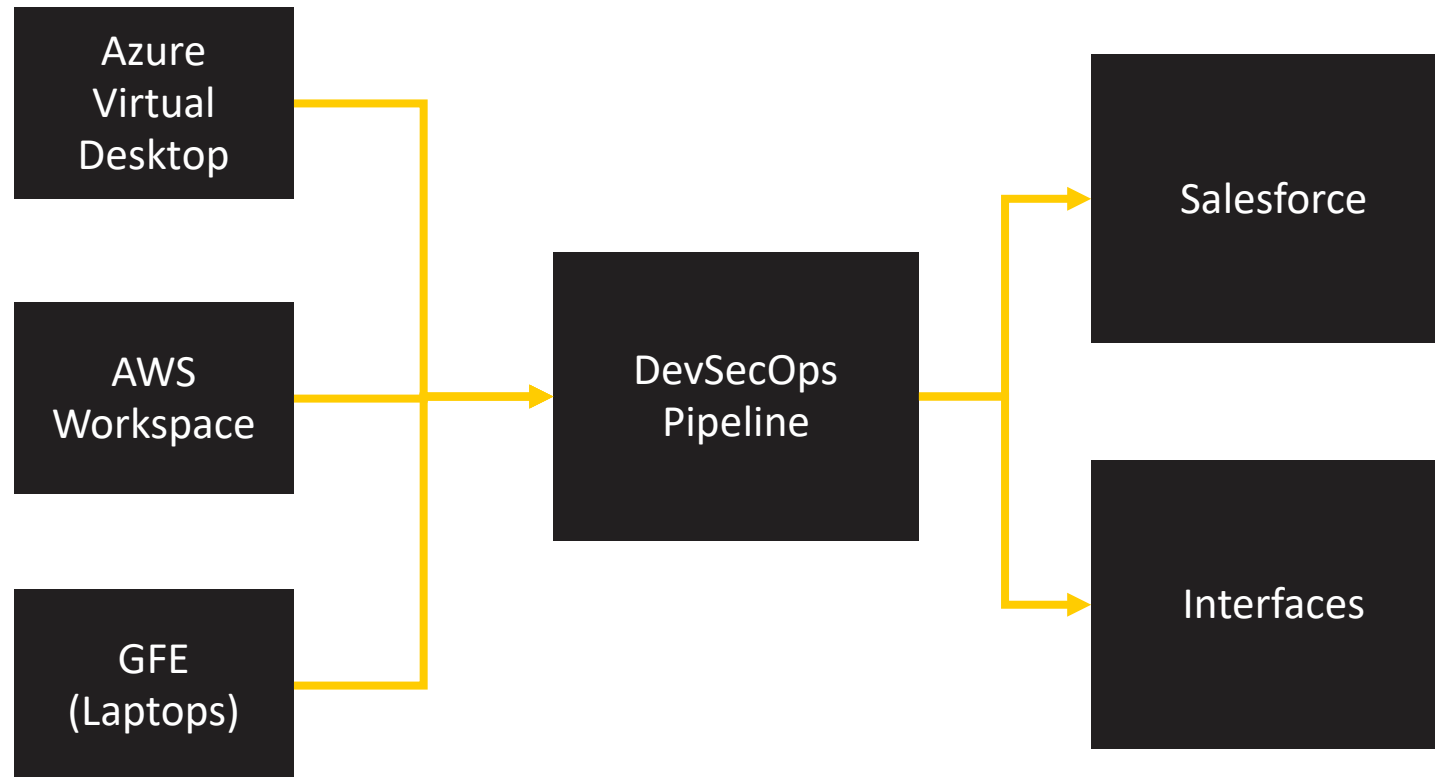
DEVSECOPS PIPELINE

1. **DEVELOPMENT** - in a scratch org. When complete, move code to CI environment. Feature/story branch created here. Each story has its own branch.
2. **CI ENVIRONMENT** - Conduct unit level testing. If Unit Level Testing is passed, move code to QA environment.
3. **QA ENVIRONMENT** - Conduct Regression testing, End to End Testing, and Cyber scans. If code passes, branching is packaged and moved to Test Environment to conduct GAT.
4. **TEST ENVIRONMENT** - Conduct GAT. Bugs and fixes go back to dev. Approved/Passed code moves to Staging Environment.
5. **STAGING ENVIRONMENT** - Code is packaged and tested to validate that new code will not break anything in production. If test is successful, deploy package/branch to the Production Environment.
6. **TRAINING ENVIRONMENT** - mirrors the production environment using specific data sets for training users.
7. **PRODUCTION ENVIRONMENT** - All modular, versioned and packaged code is released to the production environment for the end users to start using, providing constant feedback and bugs reported through the helpdesk. Production is used to refresh lower environments for development against the most recent version of production.

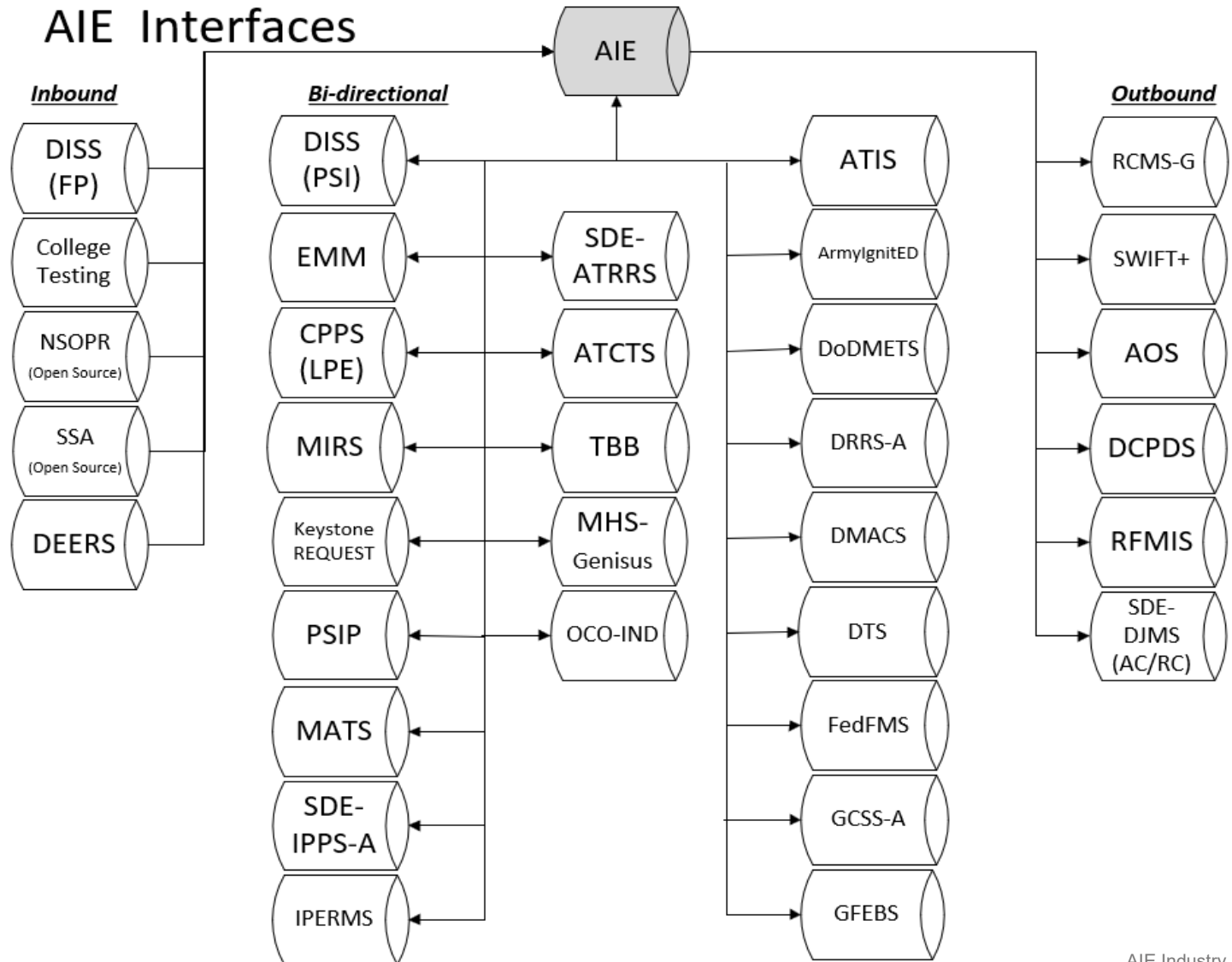
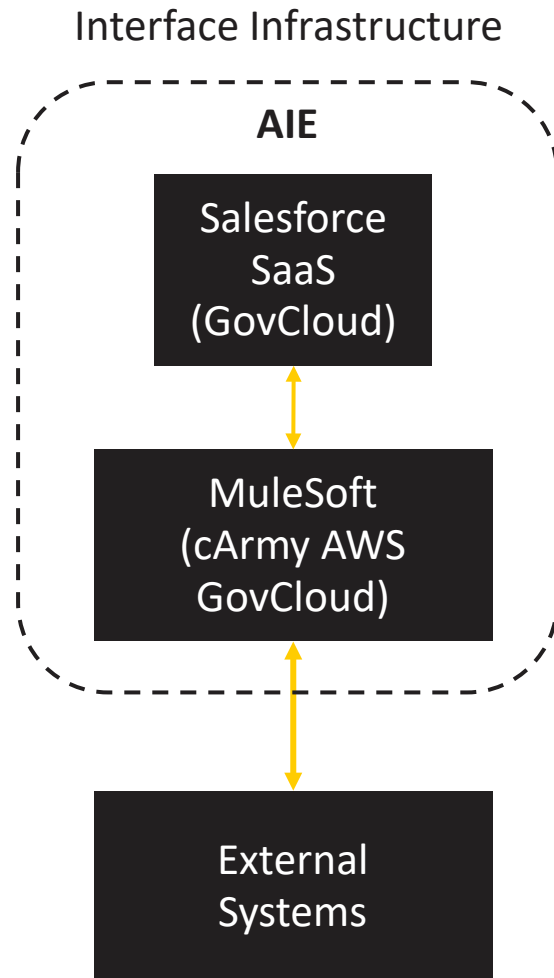


AIE DEVELOPER'S TOOL KIT

AIE GovCloud Boundary



AIE INTERFACE INFRASTRUCTURE & INTERFACES



Elements of the RFP

MAJ Luis Gaitan
Assistant Product Manager, AIE

Ms. Megan Lamiotte
Army Contracting Command — Aberdeen Proving Ground (ACC-APG)

IDIQ & TASK ORDER 1

PWS IDIQ Scope

The Army requires the following services in the following Task Areas (TAs) to deliver an AIE solution.

- TA 1: Agile Program Management
- TA 2: Salesforce Solution Design, Configuration, Development, & Test
- TA 3: DevSecOps
- TA 4: Architecture
- TA 5: Training Material Development
- TA 6: Production Operations Transition

Period of Performance

The period of performance for this multiple-award IDIQ is 10 years:

- Consisting of a five-year base period from date of award
- Five one-year option periods

Contract Type

The Task Orders will be Hybrid including:

- Firm Fixed Price (FFP)
- Cost Plus Fixed Fee (CPFF) Term
- CPFF Completion
- Cost Reimbursable (no fee) line items for Travel and Other Direct Costs (ODCs)

PWS Task Order 1 Scope

Obtain one Agile team to perform the following task area requirements in support of AIE Salesforce design, configuration, development, and test and deployment activities.

- TA 1: Agile Program Management
- TA 2: Salesforce Solution Design, Configuration, Development, & Test
- TA 3: DevSecOps (Optional)
- TA 4: Architecture (Optional)
- TA 5: Training Material Development (Optional)
- TA 6: Production Operations Transition (Optional)

PWS Task Order 1 will include 9.5 FTEs.

Period of Performance

Base plus one-year option period

CONTRACT SECTION L - INSTRUCTIONS

VOLUMES	APPROACH	FILE NAME(S)	NOTES
Factor 1 – Technical Challenge	Technical Challenge using Salesforce CRM	Technical Challenge (Provided w/final RFP)	See Factor 1 instructions
Factor 2 – Small Business Participation	Small Business Participation & Subcontracting Approach	xxxxSmallBusinessxx Docx DF) * Docx (or PDF) *	See Factor 2 instructions
Factor 3 – Cost/Price	Cost Narrative	xxxCOSTNARRxxx (or PDF)*	See Factor 3 instructions
Factor 3 – Cost/Price	Cost Proposal	xxxCOSTxxx.xlsx*	See Factor 3 instructions
General	Cover Letter; Property Management Plan; Subcontracting Plan; OCI, Data Software Rights	xxxxGENERALxxxx. doc x (or PDF) *	No page limit.
Factor 1 Oral Demonstration	Oral Demonstration	xxxORALDEMOxxx	See instructions
Factor 2 – Cost/Price	Cost Narrative	xxxCOSTNARRxxx (or PDF)*	See Factor 2 instructions

- Phase 1
- Tech Challenge
 - SB Plan
 - Cost Price
 - General

Phase 2 (via Upward Invite)
Oral Demo:

To be submitted in written form

ANTICIPATED SOURCE SELECTION FACTORS

Multiple Award IDIQ Contract Award

PHASE 1

Factor 1: Technical Challenge (***more significant than other factors***)

- Solution easily accessible via web link?
- Solution addresses the entire scenario?
- Solution utilize Human Center Design (HCD) for usability heuristics?
- Solution maximize Salesforce out-of-box functionality?

Factor 2: Small Business Participation

Factor 3: Cost/Price

General

Acceptable



Task Order Contract Award

PHASE 2

Factor 1: Oral Demonstration (***more significant than other factors***)

- Key Personnel (task order-tech lead, dev lead, test lead)
- Agile Methodology, Staffing Plan, DevSecOps
- Walkthrough Technical Challenge solution

Factor 2: Cost/Price

CONTRACT SECTION M – EVALUATION FACTORS FOR AWARD

Phase 1: Multiple Award IDIQ:

- 1) Technical Challenge be rated as “Acceptable or higher” for Factor 1
- 2) Small Business Participation be rated as Acceptable for Factor 2;
- 3) Cost/Price be determined Fair and Reasonable and evaluated for realism for Factor 3;
- 4) Provide all submission requirements; (compliance with general requirements)

Factor 1 – Technical Challenge is more important than Factor 2 - Small Business Participation and Factor 3 - Cost/Price

Phase 2: Task Order 1 Award:

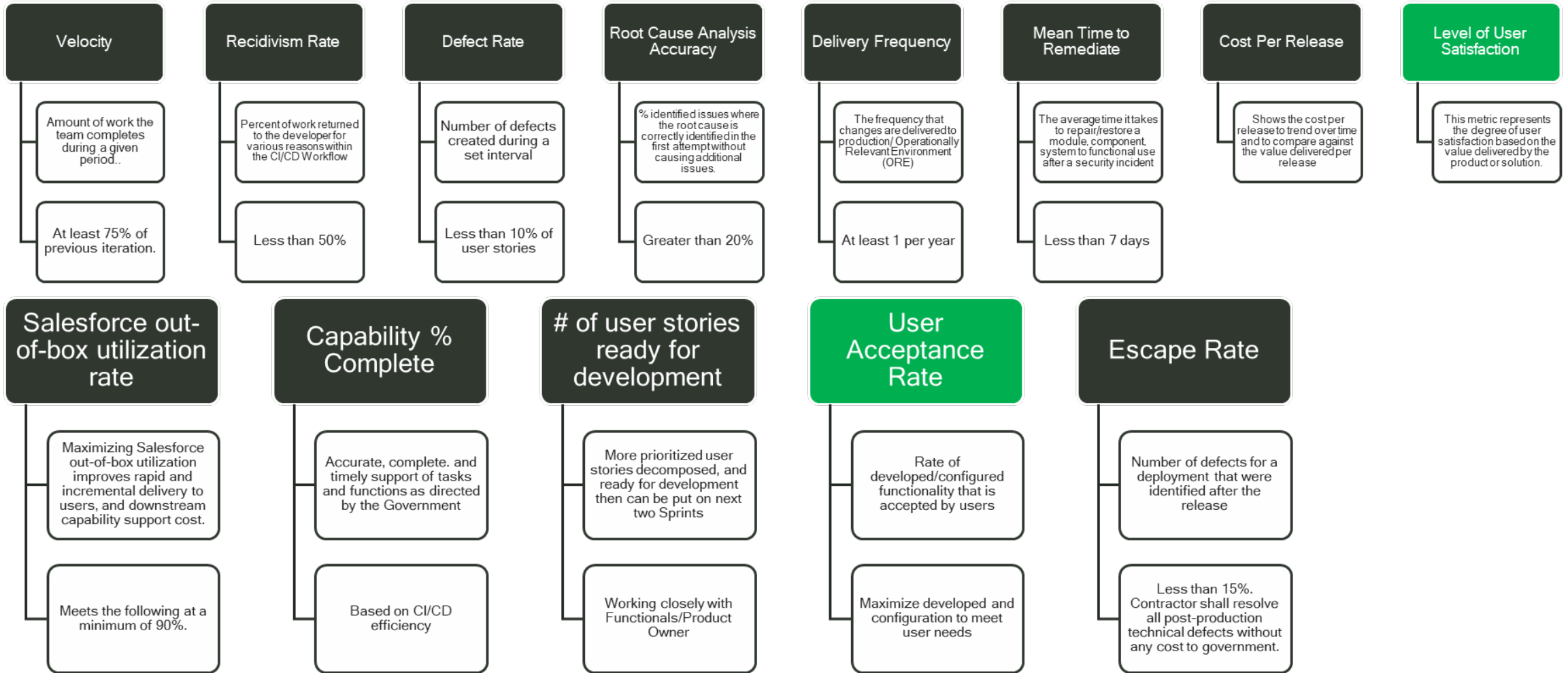
- 1) Oral Demonstration Receive a rating of “Acceptable or higher” Factor 1
- 2) Cost/Price be determined Fair and Reasonable and evaluated for realism for Factor 2

Factor 1 – Oral Demonstration is more important than Factor 2 - Cost/Price

METRICS IN THE QASP

ASA(ALT) Required

AIE Specific



Potential incentive CLIN based on user acceptance and user satisfaction being considered



AIE INDUSTRY DAY
WILL RESUME IN 15 MINUTES.

Scan here to read the AIE draft RFP.





QUESTIONS & ANSWERS



THANK YOU FOR ATTENDING
AIE INDUSTRY DAY.

AIE INTERFACE DESCRIPTIONS (1 of 4)

AIE Interface Descriptions As of 4/23/2021

ArmyIgnitED: Replaces GoArmyED: Exchanges information about Cadet education using Flat Files.

AOS/FMS – Army Organization Server/Force Management System: Exchanges information about organizational structures to maintain the underlying force structure in AIE using a Web Service; may be OBE if the information is pulled from IPPS-A. May need to be bi-directional to provide feedback to IPPS-A and AOS

ATCTS – Army Training and Certification Tracking System: Will be used by the workforce to validate Information Assuranced Certifications (Requirement needs to be validated)

ATIS - Army Training Information System: The AIE to ATIS interface allows the accessions community to assign an applicant against available course openings for initial entry training and additional required training. Need to confirm if requirement is met through IPPS-A

ATMS – Army Training Management System: Receives information about the Soldier completing initial training from AIE. Removed from the AIE interface list after an ATIS memorandum informed AIE that the interface is not needed because ATIS will be fed the same information from IPPS-A.

ATRRS – Army Training Requirements and Resources System: Receives information about the Soldier arriving for initial training from AIE through the SDE (Wave 1) and then direct.

College Testing – An inbound interface to provide the results of college testing.

DCPDS - Defense Civilian Personnel Data System: AIE sends information to DCPDS using Flat Files.

DEERS – Defense Enrollment Eligibility Reporting System: Responds to a request from AIE to update with the latest personnel information through a Web Service.

DISS(FP) – Defense Information System for Security (Fingerprinting): Results of fingerprint records checks are imported into AIE using a Web Service.

DISS(PSI) – Defense Information System for Security (Personnel Security Investigation): Requests for personnel security investigations are sent to DISS and the results of the investigations returned and imported into AIE using a Web Service.

DJMS(AC/RC) – Defense Joint Military System Active Component / Reserve Component: Receives initial pay and benefits transactions from AIE through SDE, until subsumed by IPPS-A.

AIE INTERFACE DESCRIPTIONS (2 of 4)

DoDMETS - Department of Defense Medical Exam Testing System/: Exchanges information regarding medical qualifications of Uniformed Service University of Health Sciences and Reserve Officer Training Corps (ROTC) applicants using SFTP.

Subsumed by DMACS o/a Q2 2022

DRRS-A - Defense Readiness Reporting System – Army: Exchanges Active Duty, Army Reserves and National Guard data to produce readiness reporting of mission-critical information to commanders through a Web Service.

DTS - Defense Travel System: Exchange travel related information such as an Applicant's airline reservations to Initial Entry Training using a Web Service.

eMILPO – electronic Military Personnel Office: Receives personnel information to instantiate the initial soldier record for Army through the SDE until subsumed by IPPS-A.

EMM – Enterprise Marketing Management: Army/ Reserves/ Army National Guard bulk leads from goarmy.com are imported into AIE and passed to components for further assignment to recruiters using SFTP.

FedFMS - Federal Fleet Management System: Exchanges information about Recruiters' vehicles using a Web Service.

GCSS-A - Global Combat Support System – Army: Property management system Bi-directional Web Service.

GFEBs - General Fund Enterprise Business System: Exchanges financial information related to the accessions process through a Web Service.

iPERMS - interactive Personnel Electronic Records Management System: Official documents are sent to iPERMS to serve as an official records repository using a Web Service.

IPPS-A – Integrated Personnel and Pay System-Army: Receives personnel information to instantiate the initial Soldier record for all components.

Keystone **REQUEST** – Applicant data is sent to REQUEST to make reservations for initial training seats and assignments using a Web Service and SFTP through HRC's Soldier Data Exchange (SDE).

Keystone **RETAIN** – Sends information to AIE about Service members reaching their Expiration -Term of Service (ETS) so they can be asked to reenlist through a Web Service. Subsumed by IPPS-A Release 4

AIE INTERFACE DESCRIPTIONS (3 of 4)

LiveScan – Interface to collect biometrics locally and send data to perform identity and background checks. (Requirement must be validated)

LPE – Lead Processing Environment for Army National Guard bulk leads received from nationalguard.com are imported into AIE and assigned to recruiters for follow up using SFTP.

MEDCHART-MATS – Medical Electronic Data care History and readiness Tracking - Medical Action Tracking System: Receives Army National Guard medical waiver information for analysis and reporting, new interface.

MHS-Genisys: Military Health System: Is a DoD system providing a single health record for service members (Requirement needs validation)

MIRS – MEPCOM Integrated Resource System: Used to send applicant data and make reservations at Military Entrance Processing Station (MEPS) and receive responses and applicant status information to AIE using a Web Service.

NSOPR – National Sex Offender Public Registry: * Open Source interface to search the registry to identify applicants with previous sex offender convictions

OCO-IND - Overseas Contingency Operations Individual Active Duty: Manages and automates the business process for the orders of those volunteering for contingency operations. OCO-IND produces the individual active duty and mobilization orders for Reserve Component (RC) Soldiers who volunteer or are called to active duty as individuals rather than as members of RC units. (Requirement needs to be validated)

Open Source – An undetermined number of inbound interfaces with Open Sources such as census information (Wave 2: SSA & NSOPR)

PaYS - Partnership for Youth Success: Allows recruits to sign up for guaranteed interviews with private companies after completing their military service. Initially manual upload of opportunities with agreements codified using the Keystone REQUEST interface. Long term is to incorporate PaYS functionality within AIE.

PSIP - Personnel Security Investigation Portal: Capability to review SF86 forms is incorporated into AIE Wave 1 (Waiting for Wave 1 deployment before the system owner agrees to remove the interface)

RCMS-G – Reserve Component Management System – Guard: Receives information from AIE to support further analysis and reporting in the Army National Guard using SFTP.

RFMIS - Rental Facilities Management Information System: Exchange information about accessions related facilities using Flat Files.

AIE INTERFACE DESCRIPTIONS (4 of 4)

SDE – Soldier Data Exchange: Used as an interface router to HRC systems using a Web Service. Becomes OBE as interfaces are subsumed by IPPS-A

SSA – Social Security Administration: *Open Source interface to search the database to validate Social Security Information

SWFT + - Secure Web Fingerprint Transmission: Receives, validates, biometric and biographic data to initiate Applicant background and security clearance processes through a Web Services.

TAPDB – Total Army Personnel Database: Receives information from AIE to feed legacy systems and support further analysis and reporting using SFTP until subsumed by IPPS-A Release 3.X

TBB - Talent Based Branching: AIE receives Army career opportunity information for ROTC cadets (Requirements needs to be validated)

TOPMIS II – Total Officer Personnel Management Information System: Receives personnel information for Officers to support Cadet Command and general analysis and reporting through an SFTP file flat exchange. Subsumed by IPPS-A in Release 3 and Release 3.X

AIE 2.0

- Rebooting to "AIE 2.0"
- Applying lessons learned
- Maximizing out-of-the-box capabilities
- Adopting new contracting strategy
- Pivoting to Agile CI/CD and SAFE 6.0
- Maximizing competition over next 10 years