FOREIGN MILITARY SALES – ARMY CASE EXECUTION SYSTEM (FMS-ACES) INDUSTRY DAY

PROGRAM MANAGEMENT OFFICE

SEPT. 7, 2023

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INDUSTRY DAY AGENDA – 7 SEP

TIME	TOPIC	SPEAKER
0930-0940	• Administrative Remarks	*Ms. Lexus Wheeler*
0940-0950	• Industry Day Ground Rules	*Ms. Lexus Wheeler*
0950-1010	• Opening Remarks	*Mr. Patrick Mason* *Mr. Bill Hepworth* *Mr. Kevin Curry*
1010-1040	**FMS-ACES Overview** • Problems We Are Attacking • Stakeholder Community • FMS-ACES Current vs. Desired State • Mission and Vision • Capability Areas • System High-Level Architecture • Overview of Software Acquisition Pathway (SWP) • Agile Approach	*Ms. Amy Young* *Ms. Kelly Rutherford*
1040-1110	**FMS-ACES OTA Overview** • FMS-ACES Solicitation Approach • OTA Timeline Overview • Strategic Product Roadmap • Place of Performance	*Ms. Kelly Rutherford*
1110-1130	• Summary • Industry Next Steps • Closing Comments	*Ms. Kelly Rutherford*
1130-1230	• Q&A	*Ms. Lexus Wheeler*

FMS-ACES INDUSTRY DAY 2023

GROUND RULES

- This brief is marked "Distribution Statement A. Approved for Public Release, Distribution Unlimited."

- The Government will not publish Industry-Proprietary questions/comments or their responses.

- The Government intends to publish Industry-General frequently asked questions (FAQs) with Government-prepared 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 and a list of the registered companies will be posted to www.SAM.gov

- The Government is livestreaming this Industry Day event, and a video of the event will be published on YouTube at https://www.youtube.com/user/PEOEIS

OPENING REMARKS

Mr. Patrick H. Mason
Deputy Assistant Secretary of the Army for Defense Exports & Cooperation (DASA DE&C)

Mr. William J. Hepworth
Deputy Program Executive Officer Enterprise Information Systems (PEO EIS)

Mr. Kevin T. Curry
Project Manager
Defense Integrated Business Systems (DIBS)

DASA (DE&C) REMARKS
Mr. Patrick Mason

Mr. Patrick H. Mason
Deputy Assistant Secretary of the
Army for Defense Exports &
Cooperation (DASA DE&C)

DEPUTY PEO REMARKS
Mr. Bill Hepworth

Agile Transformation
- o Organizational change
- o AID (agile acquisition and contracting); CIO
- o Shift SETA to tech services; SAFe model

Expectations of Industry
- o CI/CD pipelines
- o Rapid delivery
- o User Interaction
- o OEM engagement
- o Demonstrated experience for like systems
- o Readiness and metrics

How FMS-ACES supports ASAALT
- o Data Mesh/UDRA

Mr. William J. Hepworth
Deputy Program Executive Officer
Enterprise Information Systems
(PEO EIS)

PM DIBS REMARKS
Mr. Kevin Curry

o History with FMS-ACES

o FMS-ACES Modernization

o Software Acquisition Pathway Benefits

o Key Goal of Industry Day

Mr. Kevin T. Curry
Project Manager
Defense Integrated Business
Systems (DIBS)

FMS-ACES INDUSTRY DAY 2023

FMS-ACES OVERVIEW

- Problems We Are Attacking

- FMS-ACES Stakeholders

- FMS-ACES Current vs. Desired State

- Mission and Vision

- Capability Areas

- System High-Level Architecture

- Software Acquisition Pathway

- Agile Approach

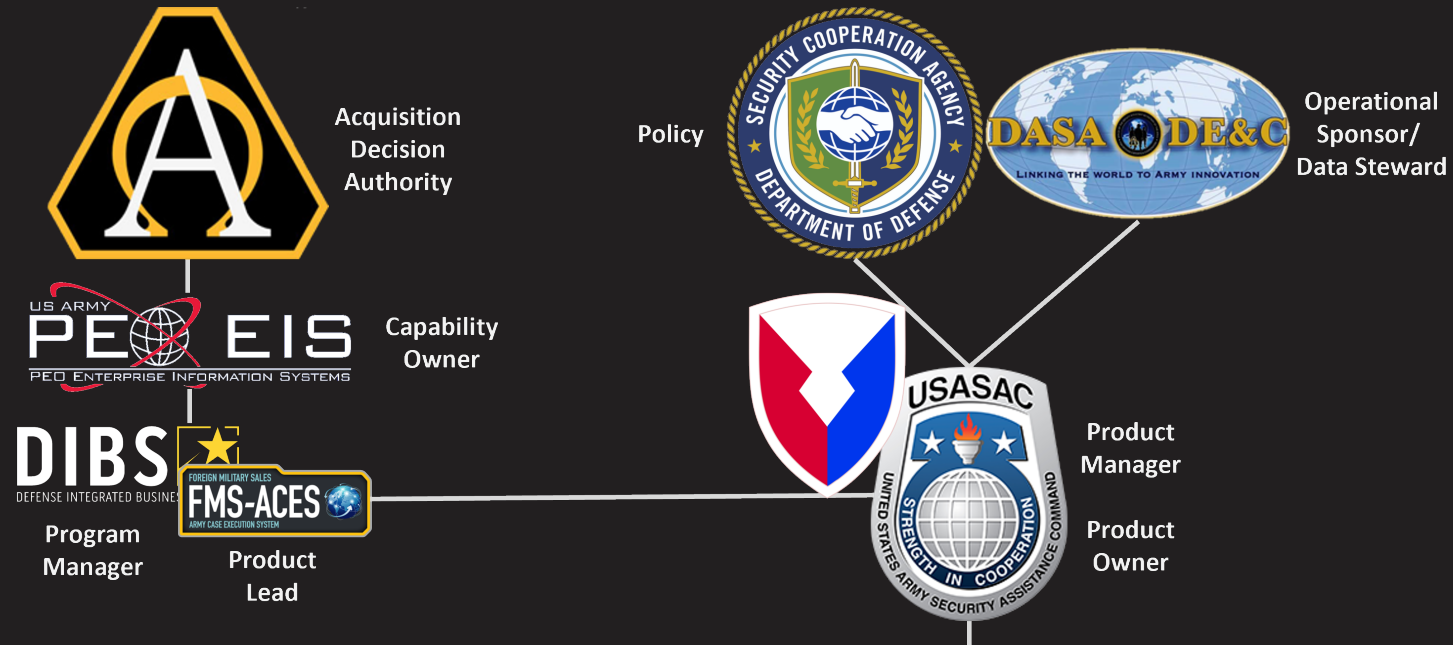**Ms. Kelly A. Rutherford**
Product Lead
FMS-ACES

Ms. Amy J. Young
Product Owner
U.S. Army Security
Assistance Command
(USASAC)

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PROBLEMS WE ARE ATTACKING
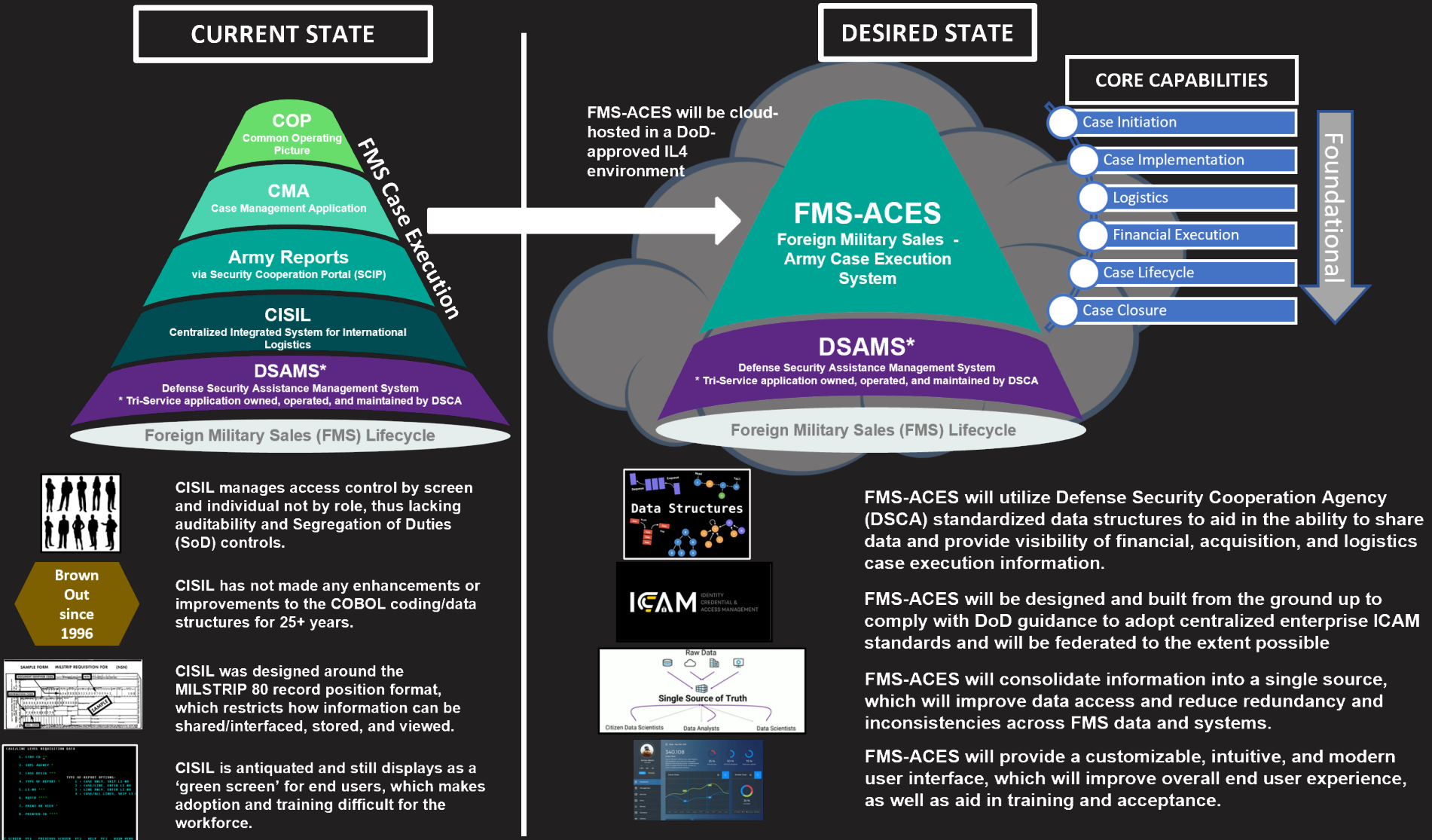*(MODERNIZING THE ARMY SECURITY ASSISTANCE ENTERPRISE)*

INACCURATE ACCOUNTING

Funds availability and financial/logistics auditability are significant challenges for the enterprise

INTERFACE MODERNIZATION

Inability to modernize interface methods and/or update to modern protocols

ANTIQUATED TECHNOLOGY

COBOL system hosted on a mainframe, virtually untouched since the mid-1990s

CYBER/SYSTEM SECURITY

Extremely burdensome or unable to keep pace with modern security threats, mandates, or protocols

LEGACY SYSTEMS

MANUAL WORKAROUNDS

Workforce users rely on deskside job aids, paper-based processes, and manual document generation

USABILITY

Workforce training and retention challenges are exacerbated by a legacy IT-centric versus user-centric environment

LACK OF A COMMON OPERATING PICTURE

Conflicting FMS Visibility at echelon using two reporting tools (CMA and Army Reports)

ACCESS CONTROL

Inability to segregate users and/or control system component availability to users or groups of users

FMS-ACES STAKEHOLDER COMMUNITY

Acquisition Decision Authority

Policy

Operational Sponsor/ Data Steward

Capability Owner

Product Manager

Product Owner

Program Manager

Product Lead

Key Stakeholders / User Community

Life Cycle Management Commands (LCMCs)	Other Implementing Agencies (IA)	Minor Implementing Agencies (IA)
TACOM AMCOM CECOM JMC MEDCOM USAMMA	TRADOC USACE	DCMA DISA DLA DTRA MDA NGA NSA

FMS-ACES CURRENT VS DESIRED STATE

CURRENT STATE

FMS Case Execution

- **COP** — Common Operating Picture
- **CMA** — Case Management Application
- **Army Reports** via Security Cooperation Portal (SCIP)
- **CISIL** — Centralized Integrated System for International Logistics
- **DSAMS*** — Defense Security Assistance Management System * Tri-Service application owned, operated, and maintained by DSCA

Foreign Military Sales (FMS) Lifecycle

DESIRED STATE

FMS-ACES will be cloud-hosted in a DoD-approved IL4 environment

FMS-ACES — Foreign Military Sales - Army Case Execution System

DSAMS* — Defense Security Assistance Management System * Tri-Service application owned, operated, and maintained by DSCA

Foreign Military Sales (FMS) Lifecycle

CORE CAPABILITIES

Foundational

- Case Initiation
- Case Implementation
- Logistics
- Financial Execution
- Case Lifecycle
- Case Closure

Brown Out since 1996

CISIL manages access control by screen and individual not by role, thus lacking auditability and Segregation of Duties (SoD) controls.

CISIL has not made any enhancements or improvements to the COBOL coding/data structures for 25+ years.

CISIL was designed around the MILSTRIP 80 record position format, which restricts how information can be shared/interfaced, stored, and viewed.

CISIL is antiquated and still displays as a 'green screen' for end users, which makes adoption and training difficult for the workforce.

Data Structures

ICAM — IDENTITY CREDENTIAL & ACCESS MANAGEMENT

Raw Data — Single Source of Truth — Citizen Data Scientists / Data Analysts / Data Scientists

FMS-ACES will utilize Defense Security Cooperation Agency (DSCA) standardized data structures to aid in the ability to share data and provide visibility of financial, acquisition, and logistics case execution information.

FMS-ACES will be designed and built from the ground up to comply with DoD guidance to adopt centralized enterprise ICAM standards and will be federated to the extent possible

FMS-ACES will consolidate information into a single source, which will improve data access and reduce redundancy and inconsistencies across FMS data and systems.

FMS-ACES will provide a customizable, intuitive, and modern user interface, which will improve overall end user experience, as well as aid in training and acceptance.

CAPABILITY AREAS

USASAC's capability needs have been categorized into eight (8) capability areas that encompass Army FMS, Security Cooperation, DSCA CEMI, and DoD security requirements. The six (6) core capability areas defined below make up operational capability needs. The two (2) remaining capability areas are:

- Foundational - The Foundational capability area consists of common processes that span multiple capability areas
- Non-Functional (Technical) - The Non-Functional (Technical Requirements) Capability Area consists of the system architecture, design, technology stack, and implementation of United States Department of the Army (DA), DoD, and National Institute of Standards and Technology (NIST) standards that allow a system to operate securely and reliably on the DoD Non-classified Internet Protocol (IP) Router Network (NIPRNet) while meeting audit standards.

Case Initiation
1. Receive and Review Proposed LOA for Execution
2. Create FMS Case Master Record
3. Update FMS Case Master Record to Offered Case Status

Case Implementation
1. Receive Documentation and Authority for Implementation
2. Perform Emergency Implementation
3. Forced Manual FMS Case Implementation
4. Update Case Master Record [ILIF] to Implemented
5. Perform Logistical Case Review for Execution

Logistics
1. Initiate Materiel Requisitions
2. Initiate Service Requisitions – Funding or Service Line
3. Process FMSO2 Requisitions
4. Create and Manage Concurrent Spare Parts Packages
5. Publication Data Management Process
6. Process Customer Publication Request -- Defined Line
7. Process Customer Publications Requests - - Blanket Order Resupply
8. Process Customer Publications Requests - - Blanket Order Initial Distribution
9. Manage Customer Publication Accounts
10. Assign Fund Center
11. Manage Requisition Supply Status
12. Manage Requisition Shipment Status
13. Manage Requisition Modifications
14. Manage Requisition Cancelations
15. Initiate Special Process Requisitions [SNAP, R&R, FSSP] Renegotiate Cooperative Logistics Supply Support Arrangement (CLSSA) Program
16. Prepare Acquisition Package for Non -Standard Services and Products
17. Receive - Adjudicate Supply Discrepancy Reports (SDR)
18. Supply Discrepancy Write-Offs
19. Execute Presidential Drawdowns – Materiel
20. Manage System Support Buyout (SSBO) Process

Financial Execution
1. Provide FMS Line Funding
2. Provide Funding for Emergency Orders
3. Provide FMS Requisition Funding
4. Receive and Manage FMS Interfund Billing Process
5. Execute Customer Billing
6. Receive and Manage FMS non-Interfund Billing Process

Case Lifecycle
1. Execute Case Financial Evaluation
2. Execute Case Logistical Evaluation
3. Execute Case Closure Evaluation
4. Create and Maintain the Case Master Plan
5. Conduct Case Lifecycle Management Reviews
6. Perform Centralized Error Correction (VVV) Activities
7. Delivery Reporting

Case Closure
1. Manage Line Certification Process
2. Manage Case Certification Process
3. Re-Open Closed Case - Accelerated Case Closure Participant (ACCP) Process
4. Reopen Closed Case - Non-Accelerated Case Closure Participant (Non-ACCP)
5. Manage Line Re-certification Process
6. Process Unliquidated Obligations (ULO) Refunds on Interim Closed Cases
7. Cancel Case Certification Process
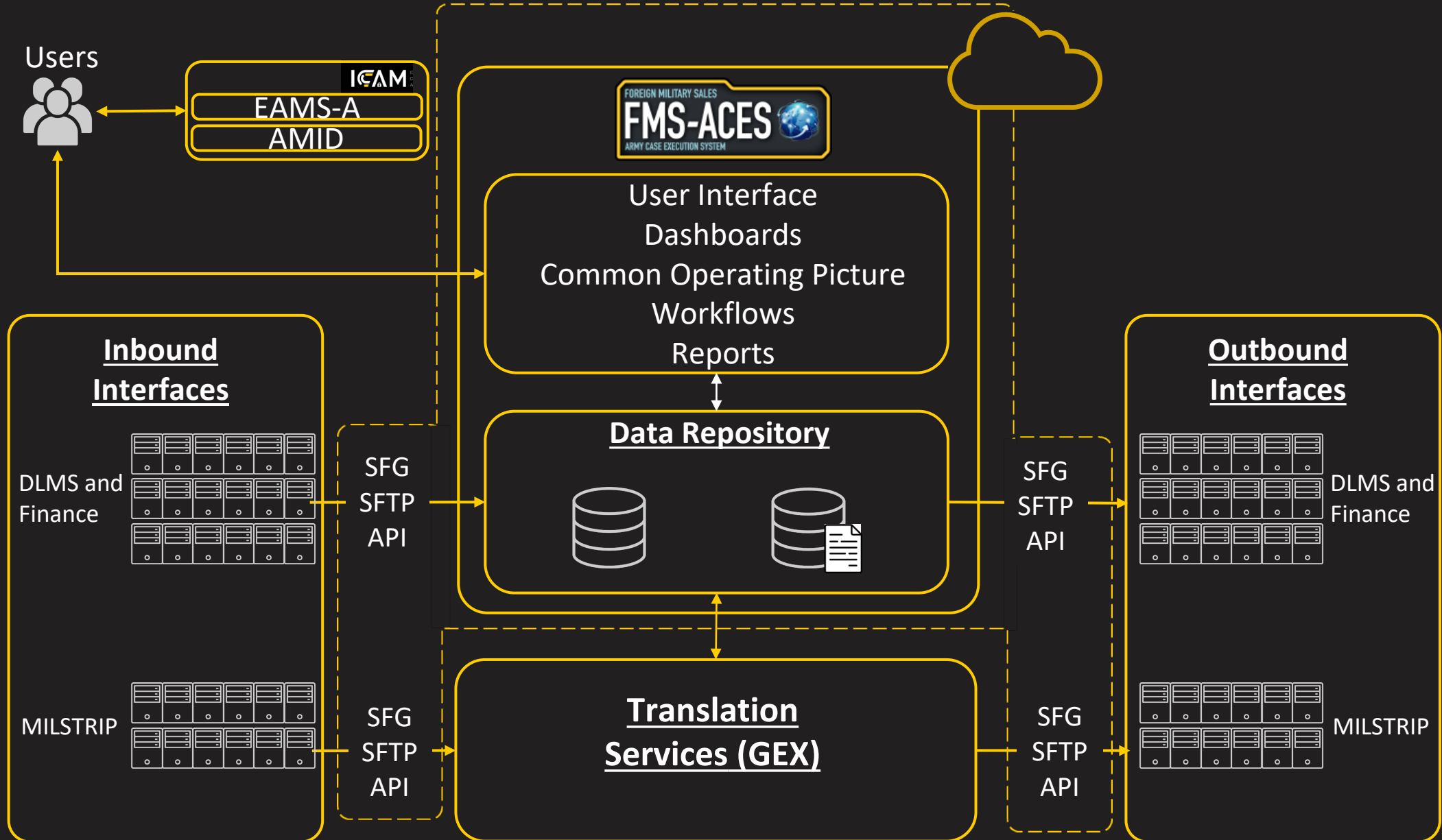
FMS-ACES MISSION - VISION

MISSION

Deploy an integrated solution that meets the needs for foreign military sales case execution through innovative capabilities, automated interfaces and enhanced reporting and data analytics.

VISION

FMS-ACES will be the Army's modernized solution to provide the security cooperation community with the capability to manage FMS cases from end-to-end on a cloud-based platform at the speed of relevance with improved data quality and visibility, integrating Army and Department of Defense (DoD)-disparate systems while using non-linear development methods.

FMS-ACES HIGH-LEVEL ARCHITECTURE

Users

ICAM

EAMS-A
AMID

FOREIGN MILITARY SALES
FMS-ACES
ARMY CASE EXECUTION SYSTEM

User Interface
Dashboards
Common Operating Picture
Workflows
Reports

Data Repository

Inbound Interfaces

DLMS and Finance

SFG
SFTP
API

MILSTRIP

SFG
SFTP
API

Translation Services (GEX)

Outbound Interfaces

SFG
SFTP
API

DLMS and Finance

SFG
SFTP
API

MILSTRIP

FMS-ACES AND THE SOFTWARE ACQUISITION PATHWAY (DoDI 5000.87)

BENEFITS

Integrates modern software development practices

Emphasizes active user engagement and teamwork

Working software is prioritized based on operational community needs and delivered rapidly

Responsive to change

Planning

Execution

Prototype 1

Prototype 2

MVP/MVCR*

Subsequent Releases

MVPs

Capability Release

Software is never done
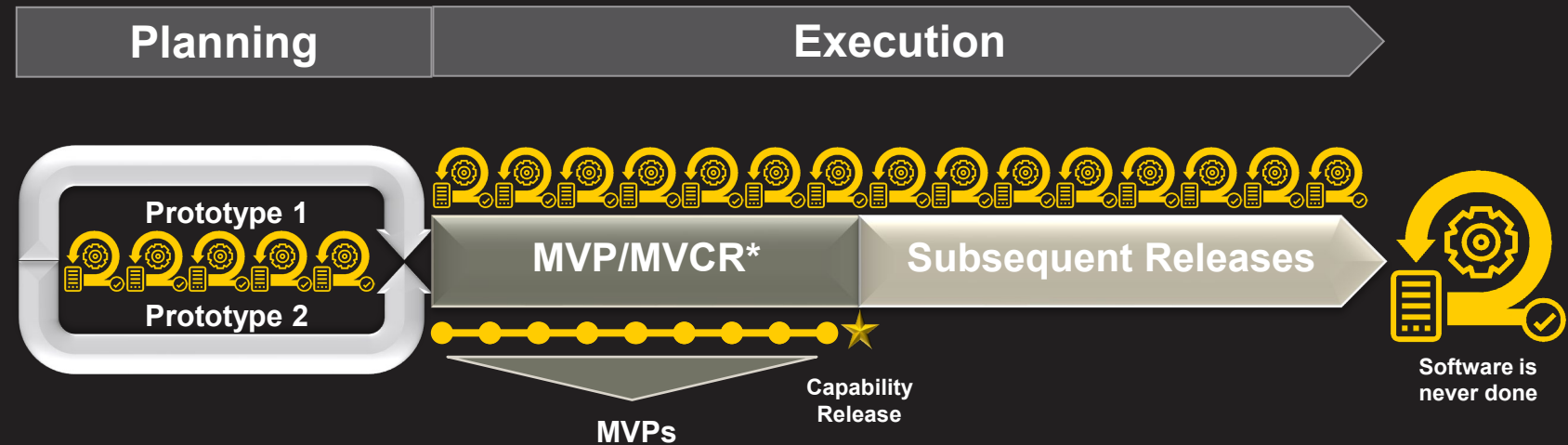
*Note: MVP/MVCR represents 1st year execution to a capability release per 5000.87. MVCR/Capability Release can be reached at any point within the first year of execution.

FMS-ACES AGILE APPROACH

OBJECTIVE
To create a partnership between the Government and Industry through collaboration and shared responsibilities

PROCESS
FMS-ACES aligns with the Army's Digital Transformation initiatives and DoDI 5000.87 (Software Acquisition Pathway) which will accelerate the timeline for developing and fielding software capabilities

OUTCOME
Increased speed and agility, improved customer satisfaction, enhanced user engagement and morale, increased collaboration and teamwork, and reduced costs and risk

SOLICITATION APPROACH

How did we get here?

➢ **The FMS-ACES program was categorized as a Defense Business System (DBS)**

➢ **Title 22 FMS admin funded**

➢ **Special approval was provided by the Assistant Secretary of the Army (Acquisition, Logistics and Technology) to use the Software Acquisition Pathway 5000.87 to enable iterative and rapid software delivery using an agile approach**

➢ **Market research was performed to understand potential solution approaches to meeting the functional and technical requirements, to identify trends or modern concepts and identify capabilities and concerns for hosting a system in a government cloud environment**

➢ **Request for Information was conducted in the Fall 2022**

➢ **Industry Meetings were held in the Summer of 2023**

➢ **FMS-ACES will pursue multiple prototype agreements via Other Transaction Agreement for initial capability demonstration to promote innovation and reduce Acquisition Lead Time**

OTHER TRANSACTION AUTHORITY

This action will be carried out in accordance with U.S.C. 4022(d). Further, §4022(d)(1) requires:

"The Secretary of Defense shall ensure that no official of an agency enters into a transaction (other than a contract, grant, or cooperative agreement) for a prototype project under the authority of this section unless one of the following conditions is met:

A. There is at least one nontraditional defense contractor or nonprofit research institution participating to a significant extent in the prototype project.

B. All significant participants in the transaction other than the Federal Government are small business or nontraditional defense contractors.

C. At least one-third of the total cost of the prototype project is to be paid out of funds provided by parties to the transaction other than the Federal Government.

D. The senior procurement executive for the agency determines in writing that exceptional circumstances justify the use of a transaction that provides for innovative business arrangements or structures that would not be feasible or appropriate under a contract or would provide an opportunity to expand the defense supply base in a manner that would not be practical or feasible under a contract."
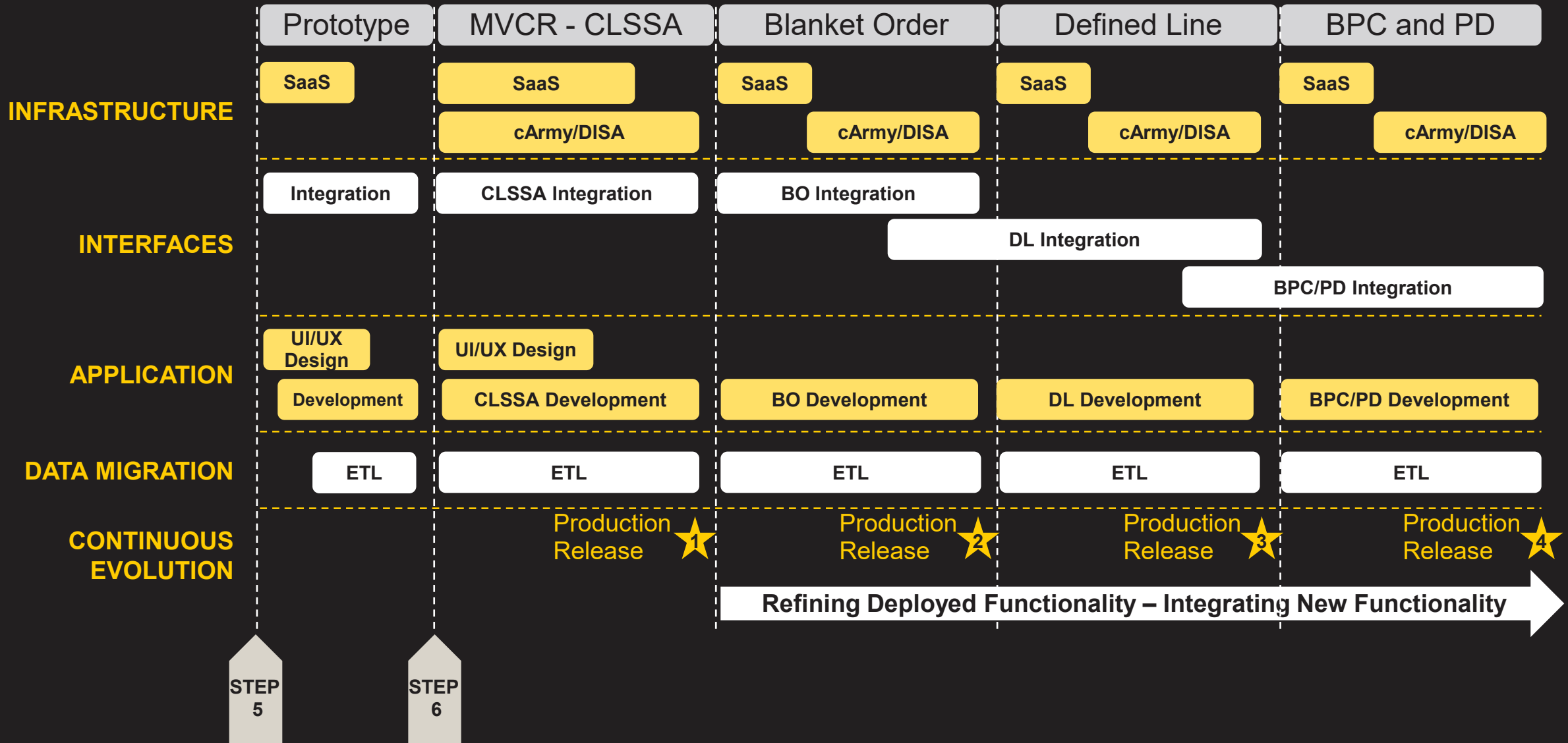
FMS-ACES OTA TIMELINE

PROCUREMENT PROCESS FOR OT AGREEMENTS:

	Step 1 Request for White Paper and Offeror Questionnaire	Step 2 Offeror Defined Product Demonstration	Step 3 Government Defined Product Demonstration	Step 4 Request for Prototype Proposal	Step 5 Competitive Prototype	Step 6 Continuation Award
Industry Timeline	• Solicitation Released: S • Responses Due: S+21	• Upward Invite: S+52 • Demonstrations: S+67-76	• Upward Invite: S+90 • Demonstrations: S+103-112	• Upward Invite: S+126 • Responses Due: S+140	• Upward Invite: S+173 • Prototype kickoff: P (S+173) • Prototype end: P+152, S+326 • Updated proposal: S+327	S+371
Evaluation Criteria	• OT Eligibility • Solution Viability • Technical Viability • Roadmap Feasibility • Affordability • Demonstrated Experience	• User Experience • Data Management Access • Business Usability • Vulnerability Management	• Scenario Implementation Results	• OT Eligibility • Technical Proposal • Program Management Approach • Demonstrated Experience • Final Price	• Create/Manage New Cases • Store, Access, and Present Data • Provide Improved User Experience • Successfully Process Interface Files	
Offeror Submission	• White Paper • Offeror Questionnaire	• Demonstration Team Members • Offeror Defined Demonstration	• Demonstration Team Members • Data Usage Agreement • Government Defined Demonstration	• Prototype Proposal • Offeror Questionnaire (updated)	• Mandatory Training Certification • Competitive Prototype	

FMS-ACES STRATEGIC PRODUCT ROADMAP

	Prototype	MVCR - CLSSA	Blanket Order	Defined Line	BPC and PD
INFRASTRUCTURE	SaaS	SaaS cArmy/DISA	SaaS cArmy/DISA	SaaS cArmy/DISA	SaaS cArmy/DISA
INTERFACES	Integration	CLSSA Integration	BO Integration	DL Integration	BPC/PD Integration
APPLICATION	UI/UX Design Development	UI/UX Design CLSSA Development	BO Development	DL Development	BPC/PD Development
DATA MIGRATION	ETL	ETL	ETL	ETL	ETL
CONTINUOUS EVOLUTION		Production Release ★1	Production Release ★2	Production Release ★3	Production Release ★4

Refining Deployed Functionality – Integrating New Functionality

STEP 5

STEP 6

PLACE OF PERFORMANCE

APPROACH

- The place of performance will be a mixture of virtual (leveraging the Government's Office 365 and CReATE tools), Contractor facility, and Government facilities as needed, to include operational community facilities around New Cumberland, PA and the program office in Crystal City, VA.

DEPENDENCIES

- Beginning with step 5, all personnel associated with the upward invited offeror(s) must be eligible to obtain a Common Access Card (CAC) to access the Office 365 and CReATE tools and perform the associated step.

SUMMARY

FMS-ACES

01

Foreign Military Sales - Army Case Execution System (FMS-ACES) will be the modernized, cloud-native, Army FMS management, tracking, and reporting system that subsumes CISIL, CMA and Army Reports capabilities, while implementing a DoD enterprise approach and achieve data standardization that efficiently and effectively supports FMS programs and the ASAE at large

REQUIREMENTS

02

Executing under DoD 5000.87 SWP, the FMS-ACES contract approach is to pursue two separate Other Transaction Agreement (OTA) Prototype Agreements from a minimum of two offerors.

FMS-ACES is pursuing requirements in an Agile development methodo-logy for the software development

PROCUREMENT

03

FMS-ACES program, will award two OT Prototype Agreements to achieve Minimum Viable Product (MVP) targets.

Upon completion of Step 5, a successful competitive prototype, the Army will award a follow-on production agreement to one offeror with the best prototype solution to continue in-corporating capabilities

CAPABILITIES

04

FMS-ACES' goal is to acquire a Solution Provider to meet or exceed the requirement to deliver operational software Minimal Viable Capability Release (MVCR) and subsequent capability releases.

INDUSTRY NEXT STEPS

➢ **The FMS-ACES Draft Solicitation Package was posted to www.Sam.gov on 25 August 2023**

➢ **Requesting questions and/or comments regarding the draft solicitation files, these slides or any posted files to be submitted in writing through email by 8 September to: <u>fmsaces_industryday@army.mil</u>**

Questions from Government to Industry: (respond to email provided above)

1. Requesting immediate feedback on any of the Solicitation documentation: Statement of Objectives, Announcement and Instructions

2. From Step 1 to Step 2, from an Industry perspective, what is a reasonable amount of time to be able to provide a product demonstration from receiving an upward invite?

3. Does the Cost Template allow for being able to provide cost measures to reflect buying capacity? (Executing Agile)

4. For the competitive prototype phase, please provide a rough estimate for that phase.

QUESTIONS & ANSWERS