



PROMOTING NATIONAL SECURITY SINCE 1919

**MARINE CORPS SYSTEMS COMMAND  
PROGRAM EXECUTIVE OFFICER LAND SYSTEMS  
2012 ADVANCED BRIEFING TO INDUSTRY**

*“Lighten the MAGTF”*



APRIL 30 - MAY 2, 2012

MARRIOTT WATERSIDE  NORFOLK, VIRGINIA

[WWW.NDIA.ORG/MEETINGS/2900](http://WWW.NDIA.ORG/MEETINGS/2900)

EVENT #2900

**Marine Corps Systems Command (MCSC)**  
**Program Executive Officer, Land Systems (PEO LS)**  
**Advanced Planning Briefing to Industry (APBI)**  
**30 April - 2 May 2012**

Theme: “Lighten the MAGTF”

The Marine Corps is a Middleweight Force that fills the need in our Nation’s defense for an agile force that can operate anywhere from the high to the low end of the spectrum of conflict, rapidly deploy from sea or land to defeat well-armed adversaries or respond to any natural or man-made crisis that may arise.

Like so much of the world, we rely on the maritime commons for the exchange of commerce and ideas. Many depend on us to maintain freedom of movement on those commons; we continue to take that responsibility seriously. U.S. Naval Forces are the solution set to fulfilling our global maritime responsibilities. Larger than special operations forces, but *lighter* and *more expeditionary* than conventional Army units, we respond to crises and engage quickly, with enough force to ensure success upon arrival. The Marine Corps is a scalable and tailorable part of both the Naval and Joint Forces that are capable of persistent forward engagement.

What we need from Industry:

- Science and Technology
- Energy Performance
- Posture the Marine Corps for the future
- Innovation
- Lighten the MAGTF
- MAGTF Systems Engineering
- Quality, reliable and affordable systems
- Reset and modernize

Throughout this conference, guest speakers from Industry as well as Marine Corps general officers and Navy officials will present relevant subject matter. All MCSC Product Group Directors will conduct briefs followed by a panel question and answer session. MCSC and PEO LS Program Managers will also provide briefings. Simultaneously, we will conduct seminars on Commercial Enterprise Omnibus Support Services (CEOss), how to bid for service contracts and product contracts using Navy Electronic Commerce On-line (NECO). International Programs and Small Business will also provide seminars. During this event, displays from Marine Corps Combat Development Command (MCCDC); Program Executive Officer Land Systems (PEO LS); Marine Corps Warfighting Lab (MCWL); Marine Corps Logistics Command (LOGCOM); Office of Naval Research, Science and Technology, Energy (ONR); Marine Corps Tactical Systems Support Activity (MCTSSA) and Defense Acquisition University (DAU); will be available to answer questions and provide information. There will be subject matter experts and support staff at each display area to answer questions or set up appointments for more in-depth meetings.

## **Static Displays/Information Booths**

### **All day/both days**

MCSC Product Groups and Program Managers; MCCDC, MCWL, PEO LS, Systems Engineering, Interoperability, Architecture and Technology (SIAT); LOGCOM; ONR; and MCTSSA will all have static displays. There will be a display on the “USMC Power & Energy Needs.” Business managers or operations officers will be manning the booths, ready to answer your questions or make appointments for in-depth meetings.

### **Workshops (1-2 May)**

#### **Commercial Enterprise Omnibus Support Services      4 classes** **Mr. Paul Ortiz**

The MCSC Acquisition Center for Support Services (ACSS) will provide morning and afternoon workshops both days of the event for those firms interested in providing technical services in support of Command Product Groups. Workshops are focused on providing an overview of the Command's highly successful CEOss business model and discussing the annual "open season" for new contractors.

The CEOss business model supports the Command's entire 2,788-member constituency, as well as other Marine Corps offices, with a complement of 35 prime vendor teams and a total participating base of over 400 firms. In 2012 MCSC CEOss anticipates to expand up to 43 Prime Vendors including Small Business. All tasks are executed through their enterprise business portal which provides for awards in less than 40 days. Annually, CEOss generates in excess of 200 competitive task orders yielding~\$450M in business opportunities for participating firms.

The workshop will be conducted by Mr. Paul Ortiz, ACSS Director, who will discuss how to become a successful CEOss participant in both prime and subcontractor roles. Workshop sessions are intended to be open dialogue and participation is limited to 50 attendees per session. Additional information on the CEOss business model can be found at:

<http://www.marcorsyscom.usmc.mil/sites/acss/default.asp>.

#### **Navy Electronic Commerce On-line      4 classes** **Ms. Beverly Hobbs**

Are you wondering where to go to find out about MCSC contracting opportunities? Are requirements listed on the MCSC website? Are they available on FEDBIZOPPS?

MCSC advertises contracting requirements using the Navy Electronic Commerce Opportunities (NECO) website as part of the DoD and Navy initiative to create a paperless acquisition process. This session will provide step-by-step instruction on using NECO as a vendor. You will be able to register as a vendor on NECO and sign-up to receive notification of future procurements via email.

Beverly Hobbs, MCSC Lead Contracting Officer for Business Operations, will show you how user-friendly NECO is and provide navigation techniques. Vendors will leave with a copy of the NECO Vendor's Guide and helpful information, which will guide you on doing business with MCSC Contracts Directorate.

**Small Business**

4 classes

**Mr. David Dawson, Associate Director for Small Business Programs**

In today's acquisition environment, it is essential for small businesses to obtain current information about the products and services needed to support our warfighters. During the next two days, you will have an opportunity to network with the Product Groups and Program Manager representatives, to learn about their requirements, and to share information about your company and the products and services that you can offer each of the Program Management Divisions. During the APBI, you will hear about the latest trends, technology and best practices that affect your business day to day.

At MCSC, we are always looking to improve and expand our relationships with the small business community. That is why it is great to have you be a part of this conference. The success of the MCSC Small Business Programs Office will only continue to grow with government and small businesses continuing to work together. The Associate Director for Small Business Programs will present information during the workshops that will assist you in marketing your company to the MCSC as well as all other Government Agencies.

**The International Program Directorate**

4 classes

**Mr. Steven Manchester, Director**

**Ms. Shawn Prablek, International Cooperative Programs Team Lead**

The International Program Directorate will provide morning and afternoon informational sessions during both days of the event for audiences interested in the topics of Foreign Comparative Testing (FCT) and the Defense Acquisition Challenge (DAC) Program. The mission of FCT is to test the non-developmental items (NDI) of our allies and friends in order to satisfy valid defense requirements more quickly and economically, avoiding research and development costs, lowering procurement costs, reducing risk for major acquisition programs, and accelerating the fielding of equipment critical to the readiness and safety of U.S. operating forces.

FCT has served as a catalyst for industry-teaming arrangements which have been productive for both U.S. and foreign industries in an increasingly global market. The mission of the DAC Program is to provide increased opportunities for the introduction of commercial, cost-saving, NDI technologies, processes or products into existing DoD acquisition programs. Agenda items will include an overview of both programs, program objectives, required criteria, requirements for participation and processes, followed by a question and answer session.

**AGENDA**  
**MARINE CORPS SYSTEMS COMMAND**  
**And PEO LS**

**Advanced Planning Briefing to Industry**

**30 April - 2 May 2012**

**Theme: Lighten the MAGTF**

**MONDAY, 30 April 2012**

**6:00 AM – 6:30 PM**            **Registration**  
*Hampton Roads Foyer*

**6:00 AM – 11:00 PM**        **Displays Move-In**  
*Norfolk Ballroom & Foyer*

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1:00 PM        **Welcome and Opening Remarks**  
Major General Barry Bates (Ret), Vice-President, Operations,  
NDIA

1:15 PM        **Keynote Speaker – Marine Corps**  
General James F. Amos, Commandant of the Marine Corps (invited)

1:45 PM        **Speakers**  
Lieutenant General Richard P. Mills, Marine Corps Deputy Commandant  
for Combat Development and Integration (invited)  
Changes in the Requirements Command

2:15 PM        **Brigadier General Frank Kelley, Commander, Marine Corps Systems  
Command**  
MCSC overview

2:45 PM        **Mr. William E. Taylor, Program Executive Officer Land Systems**  
PEO LS overview

**3:15 PM**        **Break in Display Room**

3:30 PM        **Mr. Smerchansky, MCSC, Deputy Commander for Systems Engineering  
Interoperability, Architectures and Technology**

4:00 PM        **Information Systems & Infrastructure (ISI)**  
**Introduction:**  
**Ms. Karen Davis, Product Group Director, PG 10**

PM Marine Corps Network & Infrastructure Services, PM Common Computing  
Resources, PM Total Force Information Technology Systems, PM Marine Corps  
Enterprise Information Technology Services

4:45 PM        Panel questions and answers

5:00 PM      **Col Bob “Brutus” Charette, USMC**  
**Director, Expeditionary Energy Office (E2O)**

Adjourn

## **TUESDAY, 1 May 2012**

**7:00 AM- 6:30 PM**                      **Registration**  
*Hampton Roads Foyer*

7:00 AM      **Continental Breakfast**  
*Norfolk Ballroom & Foyer*

8:00 AM      **Welcome and Opening Remarks**  
**Major General Barry Bates (Ret), Vice-President, Operations, NDIA**

8:10 AM      **Keynote Speaker – Marine Corps Speakers**

8:10 AM      **Dr. John D. Burrow, Executive Director, Marine Corps Systems Command**

8:40 AM      **Industry Representative** ( by Mr. Bates )

**9:10 AM**      **Mr. William Taylor, program Executive Officer Land Systems**

**10:40 AM**      **Break in Display Room**

10:00 AM      Mr. Bryan Prosser, PM Medium/Heavy Vehicles

11:30 AM      Admin remarks for Lunch

**11:55 AM**      **Buffet Lunch in the Display Room**

13:15 PM      Lt Col Mike Burks, PM Light Tactical Vehicles

14:30 PM      Col Keith Moore, PM Advanced Amphibious Assault (PM AAA)

**15:45 PM**      **Break in the display room**

**16:15 PM**      **Mr. Keith Gooding, PM Lightweight 155 MM Howitzer**

**17:00 PM**      **Mr. Michael Halloran, PEO LS Director, Science & Technology**

**17:30 PM Reception in Display Room**

**WEDNESDAY, 2 May 2012**

**7:00 AM Registration and Continental Breakfast**

8:00 AM **Welcome and Opening Remarks**  
**Major General Barry Bates, Vice-President, Operations, NDIA**

8:10 AM **Keynote Speaker Marine Corps**  
**Lieutenant General John E. Wissler**  
**Deputy Commandant for Programs and Resources, HQMC**  
Marine Corps Needs & Resources

8:40 AM **Brigadier General Mark R. Wise**  
**Marine Corps Warfighting Lab**

9:10 AM **PM INTEL Col Michael Bergerud**

9:35 AM **Combat Equipment & Support Systems Product Group (CESS)& Product Group 14**  
**Introduction:**  
**Colonel Joseph Shrader, Product Group Director, PG 16 & 14**  
  
PM Infantry Combat Equipment, PM Combat Support Equipment, PM Test, Measurement and Diagnostics Equipment, PM Autonomic Logistics

10:35 AM Panel questions and answers

**10:55 AM** Ground Transportation & Engineer Systems Product Group  
**Introduction:**  
**Jack Cave, Product Group Director, PG 15**  
  
PM Engineer Systems, PM Expeditionary Power Systems

11:55 PM Panel questions and answers

**12:15 PM Buffet Lunch in Display Room**  
**Mr. George W. Solhan, Deputy Chief of Naval Research for Expeditionary Maneuver Warfare and Combating Terrorism; and Director, Marine Corps Science and Technology**

- 1:15 PM **MAGTF C2 Weapons & Sensors Development & Integration (MC2I)**  
**Introduction:**  
**Colonel Peter Reddy, Product Group Director, Product Group 23**
- PM MAGTF Command and Control Systems, PM MC2I Systems Integration Team, PM Radar Systems, PM Air Defense Weapons Systems/Unmanned Systems
- 2:15 PM Panel questions and answers
- 2:30 PM GCCS Marine Corps
- 3:00 PM **Infantry Weapons Systems Product Group**  
**Introduction:**  
**Colonel Andrew Bianca, Product Group Director, PG 13 & part of PG16**
- PM Anti-Armor Systems, PM Infantry Weapons, PM Marine Expeditionary Rifle Squad, PM Optics and Non-Lethal Systems, PM Recon & Amphibious Raids
- 3:40 PM Panel questions and answers

**Adjourn**