

Course Title: *From Requirements to Acquisition at DLA & USTRANSCOM***Abstract:**

This course will address the process associated with awarding a government contract at USTRANSCOM and DLA. We will help define the Government's common process of requirements gathering, market research, business case analysis, contracting vehicle selection and the acquisition process.

Addressing DLA's and USTRANSCOM's biggest contracts

- DFTS background/future and do you see other contracts like this in the future
- JETS background/future and do you see other contracts like this in the future
- Additional publicized opportunities

Approaching topics from a senior leadership perspective.

- Your agency receives has a problem and you need a solution example RBA
- The need has been identified and a weak scope of work has been prepared now what is AQ's process to prepare to solicit and bring the SOW and RFP to industry ...

Additional Questions and Conversation topics.

- Making an impact on the government with White Papers, Industry Day participation, and RFI responses
- Future Market Research approaches- Where is the government focus now (AI, RBA, additional IRAD opportunities)
- Preferred Vehicles, GSA IT70, JETS, OASIS, OTAs
- Thoughts on Sole Source Awards & Set Asides

Instructor(s): Sean Caulfield, Tammie Thouvenot, and Roxanne Banks – See bios below

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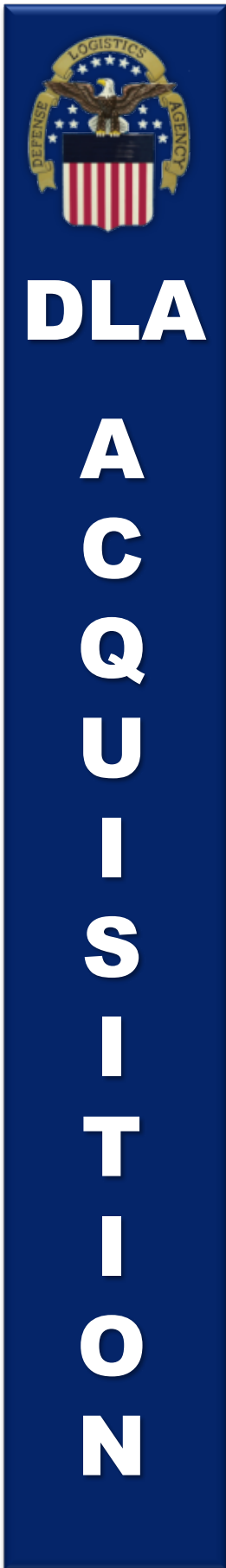


Tamara D. Thouvenot
Deputy Director, Acquisition
United States Transportation Command

Ms. Tammy Thouvenot is the Deputy Director in USTRANSCOM's Acquisition Directorate. She provides executive level direction, advisory support, and senior management of 190+ acquisition professionals. She provides contracting and program management oversight of \$16B life cycle transportation, transportation related services, and information technology support contracts for USTRANSCOM's global transportation and distribution process mission. She has over 30 years of experience in the acquisition and transportation industry.

Ms. Thouvenot entered the Department of Defense in 1987 as a Palace Acquire Intern in the Military Airlift Command. Following early graduation from the intern program in 1990, she began her career as a Contract Specialist in the Division's Support Airlift Section. Ms. Thouvenot became Chief of the Division's International Airlift Expansion Section just as Operation DESERT SHIELD began and managed airlift contracts during the first Civil Reserve Air Fleet activation. Until late 2006, she managed the Airlift Expansion Section, purchasing both International and Domestic airlift for the Department of Defense. In 2007, she transitioned to USTRANSCOM and became a Procurement Analyst. She became Deputy of the Specialized Transportation and Support Division and in 2010, was promoted to the Division Chief. In July 2012, she became the Deputy, Acquisition Business Operations and in 2014 was honored by the Under Secretary of Defense as an Acquisition Contracting Legends Award Recipient. In July 2018, Ms. Thouvenot was appointed as a Senior Executive Service member and assumed her current duties.

Ms. Thouvenot holds a Bachelor's Degree in Marketing from Southern Illinois University, Carbondale, IL and a Master's Degree in Business Administration from Southern Illinois University, Edwardsville, IL. She is a Contracting Officer, holding an unlimited warrant, a member of the National Contract Management Association, a Level III Certified Acquisition Professional, a Level I Certified Program Management Professional and a graduate of Air War College. She received the Meritorious Civilian Service Award and the Joint Meritorious Unit Award.



Ms. Roxanne J. Banks Deputy Director, DLA Acquisition (J7)

Roxanne J. Banks is the Deputy Director of Acquisition (J7). As Deputy Director, Ms. Banks assists with all aspects of development, application, and oversight of DLA acquisition policy, plans, programs, functional systems, and operations for the annual Agency acquisition program exceeding \$38 billion.

Ms. Banks previously served as the Director of the Denver Finance Center at the U.S. Small Business Administration, Denver, CO. She oversaw execution of all financial management for internal operations and served as the agency Senior Procurement Executive with oversight of all acquisition functions.

Ms. Banks began her career with the Air Force's Copper Cap Intern Program at the Aeronautical Systems Center, Wright-Patterson AFB, OH and later transferred to Brooks AFB, TX as a Contracting Officer at the Human Systems Center. Ms. Banks then served as a procurement analyst at the Office of the Deputy Under Secretary of Air Force (Contracting), Pentagon, Washington, DC where she supported the Air Force Program Executive Officer for Logistics & Information Systems and the Air Force Senior Acquisition Executive on a wide range of contract policy issues.

Ms. Banks was later assigned as Deputy Director of Contracting at the Air Force's Space & Missile Systems Center (SMC), Detachment 12, Kirtland AFB, NM where she led contract operations for several multi-million dollar programs within the DoD Space Test Program, the Rocket Systems Launch Program, and the Space Vehicles Operations Division. Ms. Banks later became the Deputy Team Lead for the Air Force Inspection Agency where she performed an independent management review of the Air Force's Warfighter Urgent Needs process under the direction of the Air Force Inspector General.

In 2006, Ms. Banks joined the Missile Defense Agency as the Director of Contracting for the Joint National Integration Center, Colorado Springs, CO, which was later renamed the Missile Defense Integration and Operations Center (MDIOC). She oversaw all acquisition and contracting operations for a contract portfolio valued at over \$5 billion and served as business advisor to the MDIOC Deputy Director and several other senior MDA leads, including Directors for Advanced Technology; Ground Test Support; Warfighter Strategic Integration, Modeling, and Simulation; Space Tracking and Surveillance Systems; and the Chief Information Officer.

Ms. Banks holds a Bachelor's degree in business administration from the College of Santa Fe, Santa Fe, NM and completed her Master's degree in business administration at the University of Saint Mary's, in San Antonio, TX. She earned a second Master's degree in National Resource Strategy from the Industrial College of the Armed Forces, National Defense University at Fort McNair, Washington, DC. Ms. Banks also completed the Advanced Program Manager's Course at the Defense Systems Management College; the Senior Acquisition Course through the Defense Acquisition University; and the Federal Executive Institute's Leadership for a Democratic Society. Ms. Banks became a member of the Defense Acquisition Corps in 1999 and is Level 3 certified in Contracting, and Level 1 certified in Program Management.



Sean Caulfield
Vice President
Caulfield Consulting

Sean Caulfield is on the leadership team at Caulfield Consulting and has nearly thirty years of experience in information technology, logistics, risk and security solutions. For over twenty years, Sean has worked with the Department of Defense (DoD) and the Federal Government.

At Caulfield Consulting, a Woman Owned Small Business (WOSB), Sean serves as a consulting partner. In this role, he provides strategic guidance, program management and business development support to companies that work with DoD and Federal Government. Businesses Sean works with range from small to mid-tier businesses, as well as Fortune 500 corporations.

Before joining Caulfield Consulting, Sean worked in senior leadership roles at Lockheed Martin, ARES, McLane Advanced Technology, UPS and DHL. At these companies, Sean engaged in DoD business development efforts in IT and logistics. In addition, he assumed roles in risk management, strategy, and mergers and acquisitions.

Sean graduated from the University of Missouri and received a Bachelor of Arts degree in communication. In addition, he holds a Masters degree in marketing and a Masters degree in management.

While living in the Washington, DC area for over 20 years, Sean has participated on several boards including: The Armed Forces Communications and Electronics Association (AFCEA), where he serves as the Vice President of Activities. Currently, he serves as a mentor at the National Defense Transportation Association – Washington DC, where he was a past president of the DC Chapter and received Distinguished Service Awards in 2006 and 2008.

Sean is also a published author with his fictional government conspiracy novel “Blue Line,” and lives in Northern Virginia with his wife, Susan, and two children.