

Business & Enterprise Systems

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DAFITC 2026



SBO INDUSTRY FORUM

24 AUGUST 2026

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OPENING REMARKS

Mr. Alvin Burse, SES

Portfolio Acquisition Executive (PAE) and Director, BES

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WELCOME

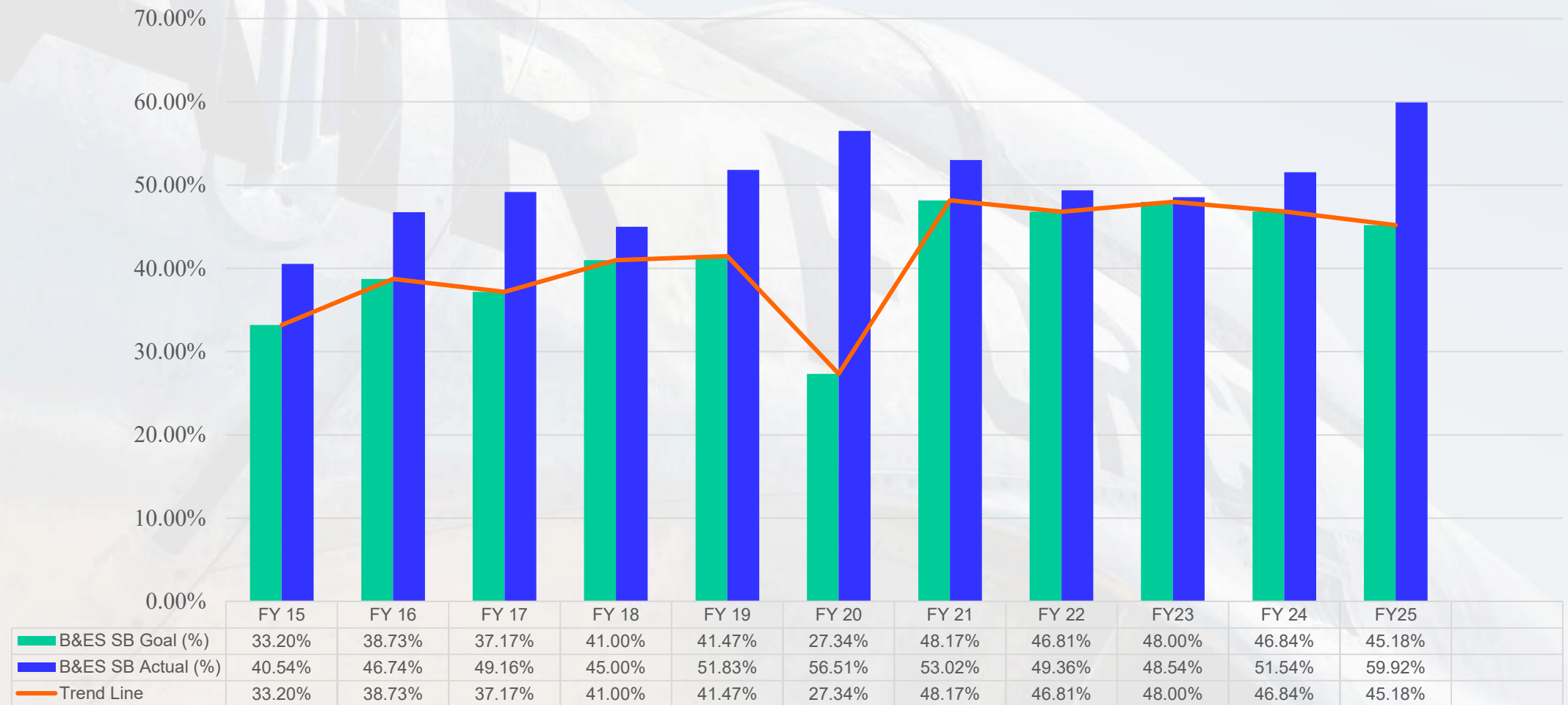
Ms. Yolanda McCain

Director, Small Business Programs, PAE BES

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FY25 BES Small Business Year in Review



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Engaging with BES

■ **BES Industry Initial Engagement**

- Small Business Office (SBO) is the BES entry point for Industry engagement.
- Introductory meetings and capability briefings are scheduled with the SBO through the BES Strategic Communications (STRATCOMM) team at <https://www.airforcebes.af.mil/besvendorcomm/>.
- Follow-on meetings will be coordinated by the STRATCOM team as applicable

■ **BES Resources**

- BES Reference Guide: Details programs/systems within the BES Portfolio.
<https://www.afcmc.af.mil/Portals/79/2026%20Winter%20BES%20Reference%20Guide.pdf>
- BES Smart Guide: List upcoming BES acquisitions opportunities (18-month projections).
https://www.afcmc.af.mil/Portals/79/BES%20Smart%20Guide_4QFY26_11%20August.pdf



Engaging with BES

■ BES Resources (cont'd)

- **BES Small Business Office website:**

- <https://www.afcmc.af.mil/WELCOME/Organizations/Business-and-Enterprise-Systems-Directorate/Units/SBO/>

- **BES Vendor Communication Website:**

- <https://www.afcmc.af.mil/WELCOME/Organizations/Business-and-Enterprise-Systems-Directorate/BESVendorComm/>

- **Points of Contact**

- Ms. Yolanda B. McCain, Director, Small Business Programs; yolanda.mccain@us.af.mil
- BES Strategic Communications Team (STRATCOMM); besstratcomm@us.af.mil



Stay Connected

BES Social Media

Small Business Website: <https://www.aflcmc.af.mil/WELCOME/Organizations/Business-and-Enterprise-Systems-Directorate/Units/SBO/>

BES Website: <https://www.aflcmc.af.mil/WELCOME/Organizations/Business-and-Enterprise-Systems-Directorate/>

Email: BESVendorComm@us.af.mil



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facebook.com/AirForceBES



Instagram.com/AirForceBES

SAF/SB Social Media

Website: www.airforcesmallbiz.org

Email: answerdesk@airforcesmallbiz.org (Customer Service)



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PAE BES ENTERPRISE TECHNICAL GOVERNANCE FRAMEWORK



Ms. Tanisha Latimore

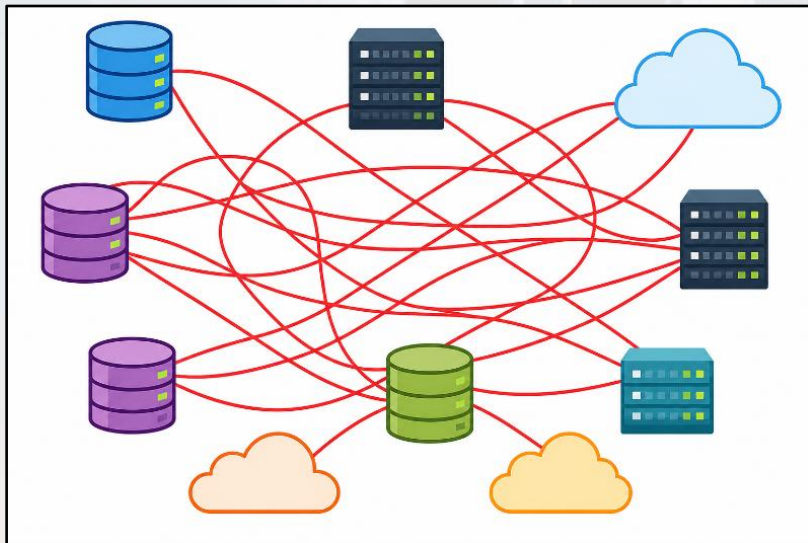
Chief, Business Transformation, PAE BES

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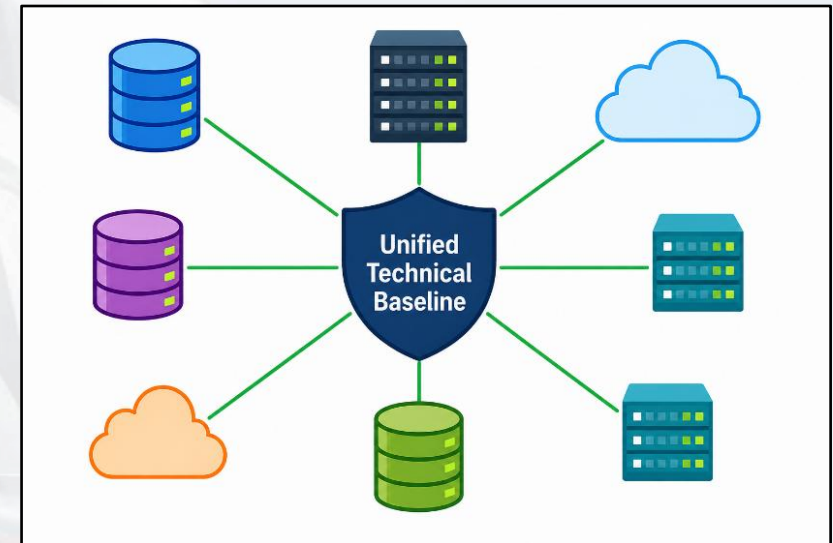


The Need for Technical Governance

Current State: Fragmented



Future State: Unified





Technical Governance Council

The **Technical Governance Council (TGC)** framework provides a technical strategy decision-making process that guarantees technical recommendations made to the PAE are fully assessed for programmatic, financial, and contractual impacts.

TGC Responsibilities

- Approve enterprise architectures, patterns and technical baselines
- Establish enterprise technical baseline = BES approved architecture, SDLC, cyber and auditability, standards requires for interoperability, modernization velocity, and enterprise alignment.
- Direct enterprise migrations (e.g., C1, engineered enclave)
- Prioritize innovation pilots for scaling
- Issue COAs and enforce enterprise alignment

TGC Membership

- **Chair:** Deputy PAE
- **Delegates:**
 - Director of Engineering
 - Business Transformation Officer
 - T&E Chief
 - Cybersecurity Chief
 - FM Chief
 - PK Chief
- **Invited Members (not required):**
 - Chief of Staff
 - Division Chiefs
 - Staff Judge Advocate



Innovation & Execution Board

- The **Innovation & Execution Board** enforces and operationalizes TGC decisions across BES to:
 - Monitor adoption, progress, maturity, and blockers
 - Accelerate innovation aligned to enterprise direction

IEB Responsibilities

- Execute TGC technical direction and enforce enterprise standards
- Monitor program compliance and drive corrective actions
- Oversee enterprise migrations and tool adoption
- Accelerate innovation across GenAI, SBOM, APIs, automation, and cloud patterns
- Assess technical risk and elevate issues for TGC decision

IEB Membership

- Co-Chair: Business Transformation Officer
- Co-Chair: Director of Engineering
- Core Members:
 - PEG Chief & Staff
 - Cybersecurity Leads
 - Innovation Leads
 - Division Engineers
 - PK Rep



IEB Vendor Solution Intake Workflow

1. **Submission:** All vendor solutions are formally submitted through STRATCOM to an IEB subgroup of appropriate technical and acquisition skills dependent on the solution.
2. **Initial IEB Review:** The IEB subgroup conducts an initial assessment of the submitted solution to determine its relevance and potential alignment with the established BES enterprise technical baseline and strategic objectives.
 - **SharePoint:** Utilize SharePoint suspense tracker to submit solutions for assessment
3. **Technical Alignment Check:**
 - **If Aligned:** If the solution aligns with the technical direction, the IEB subgroup will invite the vendor for a detailed presentation, either virtually via Teams or in-person. There will be 1-2 dedicated days per month for vendor presentations.
 - **If Not Aligned:** If the solution does not align, it is recorded and the process concludes for that vendor.
4. **In-Depth Presentation:** The vendor presents their solution to the entire IEB, providing a deeper dive into the technology, architecture, security, and potential use cases.
5. **TGC Consideration:** Following a successful presentation and further assessment, the IEB will route the technology to the Technical Governance Council (TGC) for enterprise-level consideration and potential approval.

Direction & Execution Cycle

A Closed-Loop System for Modernization



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Empowering BES Programs: Our Path Forward

Standardized Baselines

- Shift from fragmented setups to common architectures
- Aligns local program architectures with enterprise-wide standards
- Simplifies system integration and data sharing across portfolios
- Reduces long-term technical debt

Required Tool Adoption

- Consolidate on enterprise-approved technical solutions
- Reduces tool sprawl and duplicate licensing costs
- Streamlines developer onboarding and cross-program support
- Ensures security compliance out-of-the-box

Clear Migration & Timelines

- Clear, centrally-managed schedules for enterprise migrations
- Ensures resource alignment before transitions begin

Prioritized Innovation Pilots

- Fast-track and scale proven solutions across the PEO allowing for shared lessons learned



Summary

- This enterprise technical framework is how BES will execute modernization at scale.
- The Technical Governance Council sets enterprise technical direction, while the Innovation & Execution Board enforces, measures, and accelerates it
 - Together, they create a closed-loop governance system that:
 - Drives enterprise alignment
 - Reduces fragmentation
 - Accelerates modernization
 - Ensures transparent, data-driven accountability

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THE BES COMMERCIAL SOLUTIONS OPENING (CSO)

GBKW Team, PAE BES

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The Problem

Traditional Acquisitions

- Long lead time (12-36 months)
- Overspecification stifles innovation
- Limited vendor pool, vendor lock
- FAR 15/16 solicitation methods are not the best for our requirements

Operational Impact

- Capability lag vs. threat environment
- Missed commercial innovation cycles



Policies and Regulation

April 9, 2025, EO: Modernizing Defense Acquisitions

- Mandates “first preference” for commercial solutions
- Emphasizes speed, flexibility, innovation
- Requires workforce to take calculated risk

April 15–16, 2025 EOs:

- Reduce FAR burden
- Require agencies to procure commercial solutions to the max extent practicable

SecDef memo (2025):

- CSOs + OTAs = default solicitation approach (especially for software)

Acquisition Transformation Strategy:

- Directs use of CSO + OTA as primary tools

DFARS 212.70 – Commercial Solutions Opening

- Competitive procedure for innovative/commercial solutions
- Treated as commercial products/services
- Enables fixed-price awards

NDAA 2026 expansion signed into law December 18, 2025 (Update imminent to DFARS):

- CSO now usable broadly—not just “innovative” solutions



The BES CSO

Characteristics

- “IDIQ for Solicitations” – All-in-one commercial solicitation vehicle.
 - Allows for Open or Closed calls
 - FAR-based contracts and OTs
- Increase utilization of small business within PAE BES
- **Modular Contracting**: efficacy is demonstrated in execution, not in proposal writing and hypothetical evaluation schemes.
- Facilitates rapid award to highest performing vendors.

BES Focus Areas

- | | |
|---------------------|--|
| ■ Agile Methodology | ■ Reporting and Analytics |
| ■ Integration | ■ Regulatory Compliance |
| ■ Scalability | ■ Implementation and Maintenance Support |
| ■ Cyber Security | ■ Artificial Intelligence |
| ■ Automation | ■ Reduced Cost of Ownership |

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Utilizing the BES CSO

Closed Calls

- Specific requirement, time-limited/deadline solicitation.
- More closely resembles traditional acquisition while leveraging CSO advantages

Open Calls

- Broader requirements
- Specified open solicitation periods or rolling/recurring windows
- Evaluations and awards can be conducted at any point

Important Note: Acquisition Teams have **full autonomy** to completely customize their utilization of the BES CSO.



Questions?

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CLOSING REMARKS

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