



DEPARTMENT OF THE AIR FORCE
BUSINESS AND ENTERPRISE SYSTEMS DIRECTORATE
MAXWELL AIR FORCE BASE GUNTER ANNEX ALABAMA

day/month/year

MEMORANDUM FOR BES PROGRAM EXECUTIVE OFFICER (PEO)

FROM: *(Organization Acquisition PMO)*

SUBJECT: Approval of Waiver to Business Enterprise Systems (BES) Small Business Enterprise Application Solutions (SBEAS) Contract Directive

Reference: BES Small Business Enterprise Application Solutions (SBEAS) Contract Directive, 20 Oct 2020

1. The purpose of this memo is to inform the SBEAS PMO of the waiver approval to not utilize the SBEAS Indefinite Delivery/Infinite Quantity (ID/IQ) to procure the *(Program Name)* platform sustainment requirement. Waivers are required for all within-scope BES requirements not utilizing the SBEAS ID/IQ (Reference (a)).
2. *(Program Name)* is a Platform as a Service (PaaS) cloud-based solution that allows for the rapid deployment of mission-critical applications, provides data analysis capabilities, and streamlines operational support. A critical factor for this enterprise capability is the need for a dedicated integration team to support the onboarding and development efforts of new customers. Sustainment for the *(Program Name)* platform was previously procured utilizing the *(different ID/IQ)*, which expires on *(day/month/year)* with no further extensions possible.
3. As part of our comprehensive market research and industry engagement, our team posted an RFI to the SBEAS ID/IQ. Based on the vendor responses, it was identified that none of the vendors in the contract vehicle could mitigate the risks associated with this contracting action. The following risk factors were assessed as **HIGH SEVERITY**:
 - **Schedule Risk (HIGH SEVERITY)**. Recent funding appropriation shortfalls have made the acquisition timeline critical. A competitive award process through SBEAS is estimated to take several months and would not meet the 1 April 2026 operational deadline. Furthermore, any new vendor selected through SBEAS would require substantial spin-up time to learn the Appian development environment and understand *(Program Name)* complex architecture, integration points, and operational nuances. This compounded delay would directly result in expiration of the *(Program Name)* Authority to Operate (ATO), forcing the platform offline and halting all customer onboarding.
 - **Budget Risk (HIGH SEVERITY)**. The government estimate for this work under SBEAS is **\$1.7M**, which is higher than other contract vehicle options. This

represents a significant utilization of **(Program Name)** limited budget and unnecessary cost during a period of fiscal constraint, with no corresponding additional capability or value.

- **Integration and Operational Risk (HIGH SEVERITY).** Introducing a new contractor creates significant risk of unforeseen technical challenges and delays during the critical onboarding phase for incoming systems. RFI responses confirmed that no SBEAS vendors possess adequate past performance or successfully demonstrated the accredited Appian expertise and dedicated integration team capabilities necessary for this specialized, mission-critical effort, jeopardizing platform stability.

4. A SBIR Phase III award resolves all identified shortfalls and reduces all risk factors to LOW SEVERITY:

- **Schedule Risk (LOW SEVERITY).** A SBIR Phase III award dramatically shortens the acquisition timeline, ensuring a new contract is in place before the 1 April 2026 deadline. Two major Air Force Appian platforms tasked with transitioning to **(Program Name)**, already utilize a SBIR Phase III requirement. This strategy allows for the acquisition of contractors who possess intimate knowledge of the customer's Appian environments and **(Program Name)** architecture, eliminating the spin-up time required of the new contractor, guaranteeing continuity of service, and ensuring that the **(Program Name)** customers cutover dates are not impacted. This directly aligns with the Secretary of War's outlined Acquisition Transformation Strategy in the Warfighting Acquisition System (WAS) publication released on 10 Nov 2025 (Reference (b)), emphasizing leveraging existing government-developed capabilities to accelerate delivery timelines.

- **Budget Risk (LOW SEVERITY).** The SBIR Phase III award offers a firm price of **\$1.2M**, delivering guaranteed cost savings of **\$500,000 (29%)** compared to the SBEAS estimate. Additionally, this approach delivers **15-20%** annual platform maintenance cost reduction and **\$8M** operational overhead savings over three years through consolidated support. This directly supports SAF's efficiency goals outlined in Reference (c) by eliminating redundant support structures and maximizing the use of government-developed intellectual property.

- **Integration and Operational Risk (LOW SEVERITY).** Leveraging a strategic contract vehicle allows **(Program Name)** to acquire sustainment support with proven expertise and intimate knowledge of the **(Program Name)** platform and systems currently being onboarded ensures a seamless transition and maintains platform stability. This approach minimizes disruption to ongoing enterprise operations and directly supports the Acquisition Transformation

Strategy's objective of maintaining uninterrupted operational capability for warfighting support systems (Reference (b)).

5. This waiver is approved to pursue a SBIR Phase III due to the unique circumstances and requirements for *(Program Name)* sustainment, modernization, and integration efforts. This course of action ensures continuity of operations for this enterprise capability, maintains ATO status, mitigates significant performance risk, and provides best value to the government through documented cost savings and technical superiority unavailable via SBEAS.

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