



UNITED STATES MARINE CORPS
MARINE CORPS SYSTEMS COMMAND
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IN REPLY REFER TO:

1000
CMDR
27 Apr 12

DECISION MEMORANDUM

Subj: SERVICES ACQUISITION IN MARINE CORPS SYSTEMS COMMAND

Ref: (a) CEOss-SEAPORT Decision Meeting of 23 Apr 12

1. In consideration of the results of the trade-off analysis presented to me during the referenced meeting, I have determined that it is in the Marine Corps Systems Commands' (MARCORSYSCOM) best interests to transition our services acquisition buying vehicle from that of the Commercial Enterprise Omnibus Support Services (CEOss) acquisition model to that of the Department of the Navy SEAPORT model.

2. The CEOss acquisition model, introduced in MARCORSYSCOM nearly 10 years ago, has served the Command well in the critical area of support services acquisition. Since its inception, the Acquisition Center for Support Services (ACSS), using the CEOss model, has awarded over \$3.1B in contracts that have provided vital services to our program managers and other command elements. In parallel with our introduction and use of CEOss, the Department of the Navy also developed and is using a similar sourcing model known as SEAPORT. SEAPORT has now evolved into a powerful services acquisition tool that offers many advantages over CEOss. It is a buying vehicle that is open and available to all Department of the Navy Systems Commands.

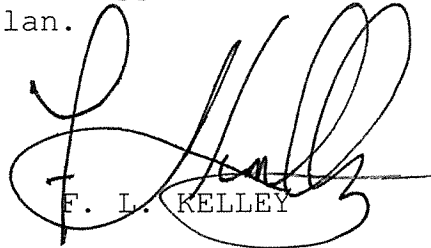
3. During the referenced decision meeting, I was presented with a detailed, side-by-side comparison of the features of CEOss and SEAPORT. What is clear from that trade-off study is that SEAPORT is equal to or better than CEOss in terms of the ability of its e-commerce tools and underlying contract instruments to provide the full range of support services this Command requires. In addition, the costs to the Marine Corps to use the SEAPORT contract vehicles are minimal, whereas CEOss has considerable costs of ownership for the Command. These are costs we can no longer continue to bear when there is a much less costly and equally capable alternative available to us. In addition, the ACSS Team, free from the burden of awarding and administering dozens of CEOss BPAs, will be able to fully focus on customer support for our PEOs, PMs and competencies. It is

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also noted that the vast majority of our current CEOss suppliers, along with hundreds of other companies across our region, have SEAPORT contracts providing us with a highly competitive environment in which to acquire contract support services.

4. Accordingly, during July 2012, we will begin a transition from our current use of CEOss basic purchase agreements to using task orders placed against SEAPORT contract vehicles. This transition will be seamless, well planned and carefully executed so as to ensure there is no interruption in the support services required by our supported PEOs, our PMs and other command organizations. Our ACSS Team will continue to provide a strategic sourcing customer service center for the command and our affiliated PEOs, and will also provide overall management of this important effort.

5. In the coming weeks, the ACSS and Assistant Commander for Contracts will be providing our Command, our external stakeholders and our current CEOss suppliers with detailed information regarding the transition plan.



F. L. KELLEY