



# Procurement Times

A QUARTERLY PUBLICATION BY THE ENTERPRISE  
GOVERNMENTWIDE ACQUISITION CONTRACT (GWAC) CENTER

Volume 11, Issue 3

July 2008



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## Director's Corner

My name is Casey Kelley and I am the new Director of the GSA Enterprise GWAC Center here in San Diego. I wanted to take this opportunity to introduce myself to you and share some of my background as well as my vision for the Center. However, before doing so, I first wanted to say thank you to Paul Martin, for the outstanding job he did serving as the Center's Acting Director for the past year. Paul is still with us and is the Senior Contracting Officer supervising our seven Contracting Specialists.

Prior to joining the GWAC Center, I was the Branch Manager for GSA's Assisted Acquisition Services (AAS) in Southern California. I started with AAS back in 2002 and really enjoyed the experience of everything involved with managing acquisitions from cradle to grave for DoD and civilian agency customers at the task order level using all of GSA's contract vehicles, including ANSWER and Millennia. I was very fortunate to have the opportunity to start as an Information Technology Manager in 2002, then transition to a Sales Account Manager in 2004, and then become the Branch Manager for the team in 2005. I believe this multi-faceted experience will serve as a good foundation in my new role here as the GWAC Center Director.

Prior to joining GSA, I worked primarily in private industry in telecommunications with both SBC (now AT&T) and Nortel, designing data networks, provisioning telecom and network services, and selling telecommunication systems. Before that I was the Telecommunications Manager for the United States District Court in downtown Los Angeles for 3 years.

I have about 20 total years of business experience, half of which is with the Federal government and the other half of which is with private industry. I've been fortunate enough to be placed in an organization that is surrounded by consummate professionals that are great people that have been doing great things.

My vision for the Enterprise GWAC Center is to do my part in contributing towards the GWAC program performing its mission, which is to support customer missions with innovative Government-wide IT contracts, flexible streamlined processes, acquisition expertise, and responsive service.

I look forward to speaking with each and every one of you and hopefully meeting you as well and getting to know you better. I encourage our customers to call me at any time if there is anything I can do to support you. I can be reached at 858-537-2222, or [casey.kelley@gsa.gov](mailto:casey.kelley@gsa.gov). Thank you for allowing me this opportunity to introduce myself and thank you for allowing us the opportunity to help you meet your respective missions.



Casey Kelley  
Director  
Enterprise GWAC Center

## ANSWER Contract Extended

A contract modification was issued to extend the ANSWER (Applications 'n Support for Widely-diverse End User Requirements) contract from 31 Dec 2008 to 30 June 2009 within the limits and at the rates specified in the contract. All ANSWER task orders awarded on or before 30 June 2009 can be awarded for a period of up to five years inclusive of base and options.

The contract extension provides new and existing clients in the planning stage of their procurement a "sigh of relief" as they will no longer have to make critical adjustments to their acquisition plans to accommodate other contract vehicles.

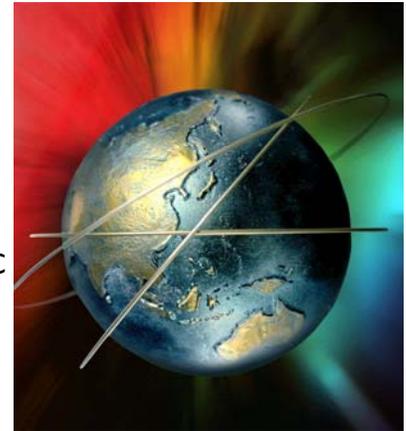
From information assurance to enterprise architecture, ANSWER has been at the forefront as the Information Technology solution provider for the Federal Government, including the Department of Defense, for the last 9.5 years. Through the ANSWER contract, the Enterprise GWAC Center provides clients a full spectrum of IT services through innovative "best value" solutions to support client missions worldwide.

Other benefits of using the ANSWER GWAC:

- Premier pool of IT Industry Partners: Booz Allen Hamilton, CACI-ISS, Computer Sciences Corp,

CSC Systems and Solutions LLC,  
General Dynamics IT, ITS Corp, L3 Services Inc, Northrop-Grumman IT, SAIC and TASC Inc.

- Provides comprehensive IT scope
- Supports agency mission requirements through integrated, multi-faceted information technology solution based contracts
- Provides complex solutions while meeting time-sensitive deadlines (i.e. reduced acquisition lead times)
- Fosters competition yet save time and money through use of streamlined acquisition approach (FAR 16.505)
- Supports small business through aggressive subcontracting goals at prime contract level
- Provides various contract types (FFP, LH and T&M)
- Contract Access Fee: .75% fee included in labor rates



For additional info:  
[www.gsa.gov/ANSWER](http://www.gsa.gov/ANSWER)

- Dan Vidal

## Getting the Word Out

The Enterprise Center West and South West represented by Mimi Bruce and Shan Clark have initiated an extensive outreach effort to update current and prospective clients on key changes to our legacy Contracts as well as to provide delegation training to Contracting Officers who need a delegation of procurement authority (DPA) to issue orders under GSA's GWACs.

The key message is the “*continued viability*” of the ANSWER, Millennia and Millennia Lite Contracts in supporting a full spectrum of customer needs for IT services solutions. Customers planning their acquisitions within the next year have been advised by GSA that ANSWER, Millennia, and Millennia Lite will be available for their continued use through June 30, 2009, Oct 30, 2009 and July 2010 respectively. Task orders awarded prior to contract expiration may be issued for up to five years or longer depending on the terms and conditions specified in each

GWAC.

To “get the word out” we will continue to offer webinar DPA training every Wednesday and will also be available to work directly with customer agencies upon request.



Please contact Mimi Bruce ([mimi.bruce@gsa.gov](mailto:mimi.bruce@gsa.gov)) or Shan Clark ([shan.clark@gsa.gov](mailto:shan.clark@gsa.gov)) for further information on participating in future webinars.

- Mimi Bruce

## National GWAC Conference—San Diego

The Enterprise GWAC Center West hosted the 3<sup>rd</sup> National GWAC Conference April 1-3, 2008 in San Diego, CA. It was an action packed event kicked off by John Boyan, FAS, Assistant Regional Administrator, Region 9. He affirmed the importance of the GWAC program to GSA and the federal contracting community at large and enthusiastically supported our work-focused conference agenda. Mary Powers-King, Director, Office of GWAC & IT Schedule Programs provided her strategic outlook for the program.

Michael O'Neill, Acting ITS Director of Acquisitions Operations summarized various issues he is working and presented FAC-C certificates to Region 9 contracting staff. Jim Ghiloni, Director, Center for GWAC Programs provided a GWAC program update before attendees moved to their focus groups to work on specific GWAC issues which ranged from GWAC operational and contracting issues to outreach.

It was 3 days of hard work that yielded substantive outputs that should streamline operations and enhance the overall effectiveness of the GWAC program. Of course, there was some fun involved as well. Participants were able to attend a San Diego Padres baseball game, enjoy a Mexican dinner in Old Town and savor the magnificent harbor views from our conference room.



## Enterprise GWAC Center Subcontracting Dollars Increase



Congratulations to all our Industry Partners! As of the March 2008 subcontracting reporting period, the total amount of subcontracted dollars reported in the electronic Subcontracting Reporting System (e-SRS) for all Enterprise GWAC vehicles increased by \$378 million.

Of that amount, the reporting showed an increase in small business subcontracting dollars by approximately \$150 million. This brings the cumulative small business subcontracting dollars for the Enterprise

GWAC Center up to \$2.7 billion from the \$2.5 billion reported at the end of FY07. Individually, both the AN-SWER and Millennia contracts met GSA's small business subcontracting goal of 45%.

The Enterprise GWAC Center and its Industry Partners remain committed to maximizing subcontracting opportunities to small business and achieving the subcontracting goals adopted by GSA and the Small Business Administration.

- Tony Ojeda

## Mitigating Protests on Orders over \$10M

Historically, FAR 16.505 has precluded protest of any order except on the grounds that the order increased the scope, period of performance or maximum value of the contract. The 2008 National Defense Authorization Act has amended FAR 16.505 by adding a provision to allow protest of any order in excess of \$10M, effective 28 May 2008. The Act puts no limits on the reasons that could be used for filing a protest on any order over \$10M. Only those contractors that have received an award under a Multiple Award, Indefinite Delivery/Indefinite Quantity (MA/IDIQ) scenario have the right to protest.

However, rather than abandoning GWACs for the even more treacherous waters of full and open competition, Ordering Contracting Officers should promote transparency by considering the following approaches to mitigate the chance of a protest:

1. Communicate early and often with contractors to insure understanding of the requirement and selection criteria (i.e. requests for information, pre-solicitation conferences, draft solicitations...)
2. Consider the use of modular contracting to reduce risk

3. Streamline/simplify your selection process- FAR 16.505
  - a. Keep submission requirements to a minimum
  - b. Limit the number of evaluation factors to those that are meaningful discriminators
  - c. List your evaluation criteria and their relative order of importance
  - d. Use Oral Presentations when applicable
4. Allow sufficient time for evaluation and award
5. Ensure that the evaluation is consistent with the terms of the solicitation
6. Offer comprehensive debriefings (face to face, if possible) that address material strengths and weaknesses in the proposal as related to the evaluation criteria



Ordering Contracting Officers who embrace these guidelines and follow sound contracting principles & practices should have no trouble navigating safely through these new waters.

- Rebecca Eden

## New Team Member

Shirlee Rivera joined the U.S. GSA Enterprise GWAC Program Team in San Diego on May 2008.

Prior to joining the GWAC Center, she worked as a Technology Project Executive for the Federal Acquisition Service (FAS), Assisted Acquisition Service (AAS), Region 9. Prior to FAS,

Shirlee served as the GSA Area Manager and Information Technology Manager in Ventura under the GSA Federal Technology Service and the previous organization, Information Resources Management Services.

Welcome aboard, Shirlee!



Shirlee Rivera

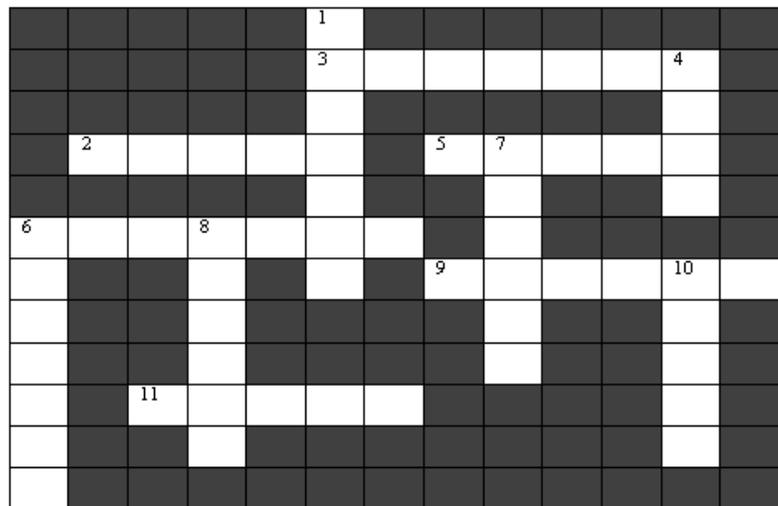
## Meet the Enterprise GWAC West Team!



**Front Row:** Dan Vidal, Anjanette Magante, Shirlee Rivera, Paul Martin, Mimi Bruce  
**Back Row:** Tony Ojeda, Chris Andrade, Casey Kelley, Jason Schmitt, Rebecca Eden, Bob Sheehan

## News Clues Crossword Puzzle

1. Program Analyst
2. Contract Specialist for ANSWER
3. Contract Specialist for Millennia & ITOP II
4. PCO for ITOP II
5. Client Support Director
6. PCO for Millennia
- 6↓ PCO for Virtual Data and ACES
7. New member to the EGC-W team
8. Senior Contracting Officer
9. EGC-W Director
10. Enterprise Governmentwide Acquisition Center
11. PCO For ANSWER



Answers to be provided in the next Procurement Times issue

**Answers to last Quarter Newsletter Crossword Puzzle:** 1—Claims; 2—ANSWER; 3—Survey; 4—eSRS; 5—Millennia; 6—GAO; 7— LSS; 8—ITSS; 9— TO; 10—FAS; 11—FPDS

## Enterprise GWAC Center- West (EGC-W)

The EGC-W contracting staff located in San Diego, CA offers responsive, efficient, professional support in assisting our customer agencies in laying the groundwork for successful technology acquisitions, while also providing a variety of program support functions including contractual and advisory assistance throughout your Task Order lifecycle. Our GWAC Center staff is committed to:

- Understanding the missions, goals, objectives, and requirements of federal clients
- Providing timely procurement assistance and related ongoing educational initiatives on GWACs
- Possessing a full complement of technical, acquisition, and cost pricing expertise

For access to GSA's comprehensive IT services contracting vehicles, current and potential clients are invited to work directly with our Client Support Director Mimi Bruce as well as our EGC-W Contracting team to:

- Understand the GWAC value proposition and how these comprehensive IT vehicles can support your agency's IT mission
- Access our GWACs through our Delegated Procurement Process
- Receive GWAC Training and
- Obtain valuable contractual advice and assistance at both the Basic Contract level and at the Order level

Enterprise GWAC Center  
Phone: 877-534-2208  
Fax: 858-530-3182

We're on the web  
[www.gsa.gov/egc](http://www.gsa.gov/egc)

### Upcoming Events:

**ANSWER and Millennia QPMR**  
San Francisco, CA  
July 22—24, 2008

**FAS / ITS 2008 Network Services Conference**  
Dallas, TX  
August 14—18, 2008

#### Casey Kelley

Director  
(858) 537-2222  
[casey.kelley@gsa.gov](mailto:casey.kelley@gsa.gov)

#### Paul Martin

Senior Contracting Officer  
(858) 530-3176  
[paul.martin@gsa.gov](mailto:paul.martin@gsa.gov)

#### Mimi Bruce

Client Support Director  
(925) 735-1641  
[menlu.bruce@gsa.gov](mailto:menlu.bruce@gsa.gov)

#### Daniel Vidal

ANSWER Contracting Officer  
(858) 537-2259  
[answer@gsa.gov](mailto:answer@gsa.gov)

#### Jason Schmitt

Millennia Contracting Officer  
(858) 537-2260  
[millennia@gsa.gov](mailto:millennia@gsa.gov)

#### Rebecca Eden

ITOP II Contracting Officer  
(858) 243-1557  
[rebecca.eden@gsa.gov](mailto:rebecca.eden@gsa.gov)

#### Robert Sheehan

ACES & Virtual Data Center  
Contracting Officer  
(858) 537-2254  
[robert.sheehan@gsa.gov](mailto:robert.sheehan@gsa.gov)

#### J. Chris Andrade

Contract Specialist  
(858) 530-3192  
[joseph.andrade@gsa.gov](mailto:joseph.andrade@gsa.gov)

#### Tony Ojeda

Contract Specialist  
(858) 537-2261  
[louis.ojeda@gsa.gov](mailto:louis.ojeda@gsa.gov)

#### Anjanette Magante

Program Analyst  
(858) 530-3177  
[anjanette.magante@gsa.gov](mailto:anjanette.magante@gsa.gov)

#### Shirlee Rivera

Program Analyst  
(805) 482-9501  
[shirlee.rivera@gsa.gov](mailto:shirlee.rivera@gsa.gov)

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