

GSA Link

Issue 12

Summer 2007

Leslie Plomondon - GSA's New Regional Administrator for the Rocky Mountain Region



I am honored to accept President Bush's appointment as Regional Administrator for the U. S. General Services Administration in the Rocky Mountain Region. Under Administrator Doan's strong leadership, I am eager to work with you as we move forward with the mission of GSA.

Prior to my assignment at GSA, I was appointed by Governor Owens in 1999, to serve as the Director of Asia, Africa and the Middle East for the Colorado Office of Economic Development and International Trade. The responsibilities of this position included promoting Colorado exports to these regions, as well as, fostering diplomatic relations.

In addition to my work here at GSA, I am an adjunct professor for Regis University, teaching a variety of MBA classes on doing business in Asia. I also sit on the board of directors for the Global Volunteer Network Foundation, a non-profit organization dedicated toward the elimination of extreme poverty throughout the world.

Prior to joining Governor Owens's office, I worked in the private sector for Hughes Communications, Inc., in Los Angeles, California. There I was a member of the Asian team, participating in business development efforts for the launching of a global satellite system called SPACEWAY.

From 1988-89, my work took me to central China as a foreign teacher for Princeton University. I learned to speak Mandarin Chinese, and went on to study the written language at Beijing University.

I earned my Bachelor's degree in Sociology from Rutgers University, and a Master's degree in International Management from The American Graduate School of International Management, more commonly known as Thunderbird. I was honored to receive the Women's Leader of Excellence Award in 2002, and look forward to working with you in the GSA Family.

I live in Centennial, Colorado, and in my free time enjoy playing the piano, painting, and volunteering for the Lupus Association.

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<http://www.gsa.gov/r8>

ANNOUNCEMENTS

Meet Doug Flanders - Senior Advisor to the Regional Administrator



Doug Flanders was appointed Senior Policy Advisor to the Regional Administrator effective June 11, 2007. Prior to his appointment, Doug was the founding principal of Flanders & Associates, LLC, a Colorado-based public affairs firm assisting private companies and public sector entities connect with Washington, D.C.

In 1993, Doug went to work for then Congressman Wayne Allard as his Budget, Defense, Foreign Policy, and Trade Legislative Assistant in Washington, D.C. After Senator Allard's election to the U.S. Senate, Doug served as the Senator's Foreign Policy, Trade, Energy, and Military Legislative Assistant, where he staffed the Senator in his role as the Chairman of the Strategic Subcommittee on the Senate Armed Services Committee, focusing on military space, missile defense, and defense nuclear matters. In 2002, he became Senator Allard's Deputy Chief of Staff and Legislative Director. He managed all of the Senator's legislative matters and floor activities while continuing to be the lead policy advisor on matters related to the Department of Energy's defense nuclear programs and environmental management.

In 2003, Doug received a political appointment by President Bush to the Department of Energy as the Senior Policy Advisor for Environmental Management. He provided policy support and counsel to the Assistant Secretary for Environmental Management. Doug moved from Washington, D.C. to Colorado in 2005 to serve as the policy advisor to Jefferson County, where he advised county officials on federal and state legislation and represented the county on numerous inter-governmental entities.

Doug lives in Littleton with his wife Cathy, daughter Emily, and son Callen. He received his Bachelor and Master's degrees from Baylor University in Waco, Texas.

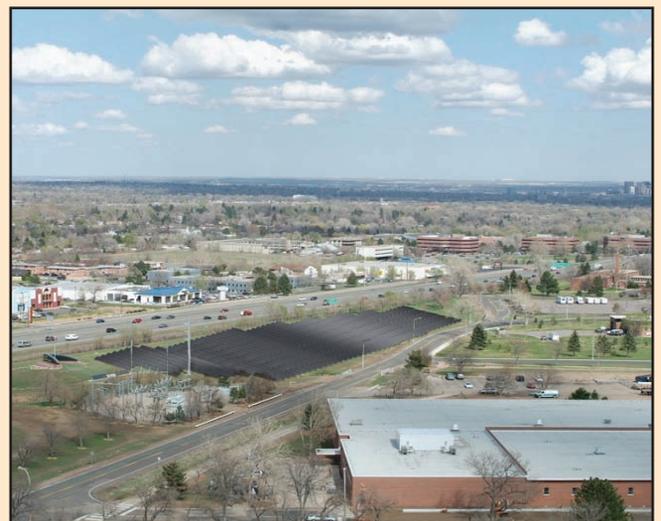
The Denver Federal Center Awards Contract for Solar Park - *Brenda Armijo*

On May 29th, 2007, GSA awarded a contract to Sun Edison to construct a solar park located on 6.5 acres of vacant land at the Denver Federal Center (DFC) and adjacent to 6th Avenue.

The 1 Mega Watt solar park is expected to provide nearly 10 percent of the DFC's electrical peak demand and will be one of the largest solar parks in the state of Colorado. The array will save \$65,000 per year in electrical charges, while generating nearly \$5M in revenue through the sale of renewable energy credits. The savings to investment ratio is slightly over one and the simple payback is 13 years. Additionally, this electricity will reduce air pollutants by over 340 tons per year!

This project is part of GSA's strategic plan to reduce energy demand and increase the use of renewable resources. It is a step forward in reaching GSA's ultimate goal of making the DFC the most sustainable campus in the country by 2020.

System construction will begin late summer and fall of 2007 with substantial completion and electric generation starting mid-December 2007.



DFC NEWS

Federal Center Site Plan Study Open House Draws Crowd - Lisa Morpurgo

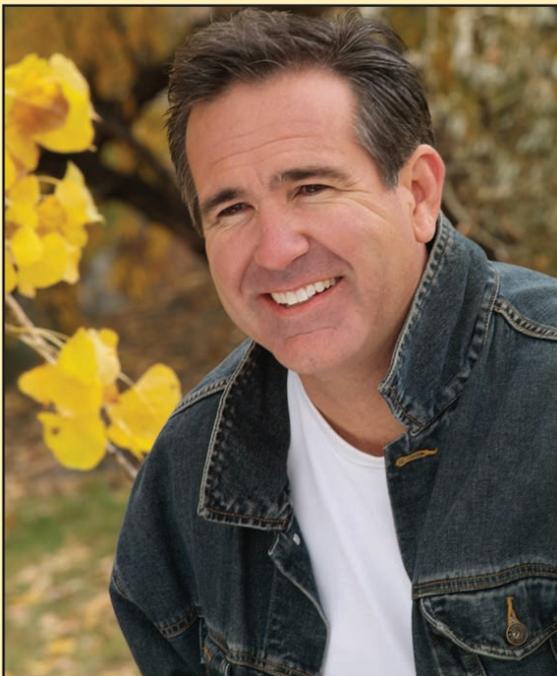
On May 15 - 17, 2007, the Rocky Mountain Region Denver Federal Center (DFC) Service Center hosted three open houses targeting federal tenants, the local community, and business owners. The purpose was to view proposed development alternatives for the DFC and provide an opportunity to share their thoughts and ideas with the project team. The Federal Center Site Plan Study will establish a long-range vision for the 640-acre campus in Lakewood, Colorado. The 24-month study will lead to the publication of a Final Master Plan and Environmental Impact Statement, projected for fall 2007. The input from the open house sessions, attended by more than 400 people, will assist GSA in selecting a preferred 20+ year development plan for the Federal Center. For more information, please visit www.gsa.gov/dfcsiteplan or contact Lisa Morpurgo, Project Manager, at 303.236.8000 ext. 5039.



Denver Federal Center SITE PLAN STUDY

SPOTLIGHT

Meet Mark Pearce - Sally Mayberry



Mark, a native of Colorado, graduated from the University of Northern Colorado with a Bachelor of Science in 1984. He began working for GSA in the Real Estate Division in September of 1988. He received his unlimited Contracting Officers Warrant in June of 1991, and has held it ever since. In 2004, he received the prestigious GSA Meritorious Team Award for work accomplished on the Initiative to acquire space for the Transportation Security Administration (TSA) in 49 airports across GSA's Rocky Mountain six-state region after the events of 9/11.

Mark's outside activities include coaching girls basketball for the Green Mountain High School feeder system, and holding the position of President of Lakewood Girls Softball. Mark and his wife Karen of 19 years have three daughters; Kelsey 18, Lauren 16, and Hannah 14.

SPOTLIGHT

Federal Acquisition Services highlights Daniel R. Bush, Contracting Officer - Carolyn Helstrom



Mr. Bush is highlighted as a Federal Acquisition Service (FAS) Contracting Officer due to his dedication and commitment in “getting the job done!”

In the span of one year, Mr. Bush successfully completed 15 Task Orders/Contract Awards, 85 Closeouts/Modifications, 40 standard modifications and 240 Network Service Purchase Orders, all while taking several mandatory courses.

Mr. Bush began work at GSA's FAS as a Contract Specialist in July 2005, and was appointed to the position of Contracting Officer. He believes that his acquisition analysis, examination, and determination techniques have proved to be organized and thorough. Excellence in his work and true dedication has won various awards during his career with GSA.

A major accomplishment was identifying a group of employees who worked together to successfully execute a contract critical to GSA's Integrated Technology Service's (ITS) daily operation in five states saving the government \$9M over a five year period.

Mr. Bush received an honorable discharge from the Air Force and is a graduate of California Polytechnic University, BSEL Degree. Early in Mr. Bush's private industry career he held the following positions, F4 Phantom Verification/Validation Flight Test Manager with Lear Seigler Corp., Consultant /Project Management with General Dynamics, and On-site Test Manager with National Waterlift – Teledyne Continental Motors.

Later in his career, Mr. Bush was president of DRB Corporation, Consultant/Program Manager of General Dynamics – Land Systems Division, Consultant/General Manager of Harco Graphic Products; General Manager of Alkanox Corporation, and Director of Operations of Omnitech Robotics.

Mr. Bush holds four U.S. patents and two European patents in audio/video data compression technology.

The GSA Federal Acquisition Services would like to thank Mr. Bush for being on our team!

SUCCESS STORIES

2007 GSA Expo Success! - Christopher Cole



The 13th General Products and Services Expo concluded in Orlando, Florida, May 15-17, 2007. This is a major annual customer event for GSA. There were more than 10,400 attendees from 375 agencies, setting various records. This year offered the largest number of training classes - 255. Customers attending training logged 15,000 training hours. There were 812 exhibiting vendors and 763 non-exhibiting vendors representing every small business category, offering GSA customers and Industry partners a forum for exchanging ideas, and learning about the many services that GSA offers. The key players in this year's EXPO—the new FAS and PBS worked hand-in-hand to show how GSA and its various programs will be more effective and efficient in the years ahead.

SUCCESS STORIES

Communicating in the Customer's Terms - *Tammy Eatough*

As you can imagine, technological advances have had a great impact on the way the Internal Revenue Service (IRS) does its business. Many of their facilities are out-of-date and no longer meet their functional requirements. Over the past several years, GSA, along with Jacobs Engineering, worked with the IRS in developing long-term master plans to determine the best way to meet their needs in each major location across the country.

During this time, Rob Hewell, Assistant Regional Administrator for GSA's Mid-Atlantic Region, worked to implement a strategic partnership with IRS. As a former portfolio director, Rob is familiar with the Capital Program Process and the financial tools GSA uses to analyze its project submissions to Office of Management and Budget (OMB) and Congress. The IRS needed a useable tool that could convince top IRS management the selected alternatives were financially viable. Rob suggested adapting GSA's tool for IRS's needs to analyze their housing alternatives, such as new construction, leasing, or renovation of existing facilities. Confirming a customer's requirements and communicating the information in their terms is something GSA has been working on in an effort to reach a more strategic level of customer cooperation and partnership.

GSA's efforts are focused on helping IRS make the right decision on their housing needs, while providing them financial data in their terms in order to arrive at the best solutions. All of this work is set into motion prior to GSA's normal Capital Program process.

In the Rocky Mountain Region, IRS is currently focused on their Service Center located in Ogden, Utah. GSA's Tammy Eatough is working closely with IRS to coordinate a variety of space solutions – including leasing, construction of a new warehouse, and renovation of the main Service Center building. GSA's Stephanie Downs and Chris Kerner will assist IRS with the financial analysis needed to support their proposed project. The goal is that this master planning effort will be a win-win situation, as GSA meets the IRS's new requirements while efficiently utilizing federally-owned facilities.



**Department of the Treasury
Internal Revenue Service**

OUR SERVICES

GSA Finalizes the Federal Acquisition Service (FAS) Implementation - *Carolyn Helstrom*

GSA has now implemented the Federal Acquisition Service (FAS). We told you it was coming and now it is here. GSA Administrator Lurita Doan and FAS Commissioner Jim Williams were pleased to announce the establishment of FAS on April 5, 2007.

FAS is the consolidation of GSA's Federal Technology Service (FTS) and Federal Supply Service (FSS). Many factors led to the planned reorganization, including shifting customer needs, an evolution in how agencies acquire technology products and services, and a greater emphasis on GSA's role in federal procurement. This new service will ensure that GSA continues as the central acquisition agency for the federal government. The FAS organization has ten program areas. Here are a few that you can utilize right now in the Rocky Mountain Region:

- Office of Assisted Acquisition Services - complements the programs of the Integrated Technology Services portfolio by providing acquisition, technical, and project management services, that assist agencies in acquiring and deploying information technology and professional services solutions.
- Office of Customer Accounts and Research - enables GSA to better understand customer requirements and become a strategic partner in helping agencies meet their acquisition needs.
- Office of General Supplies and Services - combines the GSA business lines that acquire a broad range of commercial products and closely-related services, as well as some specialized logistics-based activities.
- Office of Integrated Technology Services - combines the GSA business lines that acquire information technology, telecommunications, and professional services.
- Office of Travel, Motor Vehicles, and Card Services - combines GSA business lines that share commonalities and can provide opportunities for synergy and scale.

Benefits you will receive from the establishment of FAS include a deeper understanding by GSA of your requirements, stronger management of the agency's acquisition processes and programs, and greater integration of GSA business lines to provide multiple channels for customers to acquire the products, services, and solutions they need.

One of the most notable features for the new organization is the Office of Assisted Acquisition Services (AAS). The Assisted Acquisition Services Office provides federal agencies and the military a complete suite of acquisition services for ALL projects to include:

- Energy
- Environmental assessments
- Facilities maintenance
- Security (both physical and networks)
- Training
- Logistics
- HSPD-12
- Financial/business solutions
- Information technology
- Telecommunications and professional services

Continued on Page 7...

OUR SERVICES

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Did you know that we can provide integrated end-to-end solutions to assist with the acquisition planning - for both pre and post-award acquisitions – helping you obtain the best value as well as offering a la carte support for any subpart of the overall suite of services offered? We can provide acquisition services for most any project that you are currently responsible for.

FAS can help you if you are struggling with:

- Meeting your mandates or directives
- Revamping your network infrastructure
- Securing your systems
- Writing performance based statements of work and achieving your objective
- Lacking resources
- Accessing contracts
- Meeting socio-economic goals

The highest quality services are delivered while in compliance with the Federal Acquisition Regulations (FAR) and with the Defense Federal Acquisition Regulations (DFAR) and any other governmental regulations that may apply. We provide best value solutions on a cost-reimbursable basis based on your individual needs.

Regardless if you are looking for open market, set asides, socio-economic goals or pre-competed contract vehicles such as GWACs (e.g. VETS, Connections, MAA, Networx, SWEP III), GSA schedules, or tailored IDIQ and BPA's, we can find the right contract to meet your needs. With delegated authority, we can also utilize other agency contracts such as NETCENTS and COMMITS.

The following are a few of the services that can be obtained with your next procurement:

- Statement of Work (SOW) development / performance based SOW
- Request for Proposal (RFP) package development
- Acquisition strategy and options
- Provide small business and socioeconomic credits
- Contract administration / problem and protest resolution
- Develop and track task orders
- Provide project and financial management - (manage schedules and costs)
- Order/contract closeout services

You decide what services you need so you can focus on your agency's mission! For more information on assisted services, please e-mail fas.r08@gsa.gov or call 1-877-734-8387. We can enhance your agency's procurement and acquisition processes, ensuring service, innovation, and value.

OUR SERVICES

What is HSPD-12? - Carolyn Helstrom

You have probably heard this acronym discussed among your co-workers, but do you know what it is about?

The Homeland Security Presidential Directive – 12 (HSPD-12) was issued in August 2004. It is the policy for a Common Identification Standard for federal employees and contractors.

Its purpose is to enhance security, increase government efficiency, reduce identity fraud, and protect personal privacy by establishing a mandatory, government-wide standard for secure and reliable forms of identification issued by the federal government to its employees and contractors.

GSA the HSPD-12 Managed Services Office (MSO) located in Washington D.C., will be responsible for all project, acquisition, and financial management necessary to provide this end-to-end service to contributing agencies. GSA is continuing to accept Memorandum of Understanding (MOUs) and funding documents for HSPD-12 Shared Services from federal agencies. More than 40 agencies have already signed an MOU.

If you are in a quandary about the “next step” or require assisted acquisition services, GSA Rocky Mountain Region Federal Acquisition Services (FAS), Assisted Acquisition Services (AAS) can provide assistance. Agencies requiring more information and/or guidance on the implementation of HSPD-12 may contact us locally at 877-734-8387 or email fas.r08@gsa.gov.

You may also acquire services using the direct order/direct bill through the GSA Schedule 70 or contact the MSO office in Washington D.C., HSPD12@gsa.gov, 703-872-8646.

GSA's Role with the 2010 Census - Mark Pearce

After successfully procuring 520 offices for the Department of Commerce in the 2000 Census in the United States and Puerto Rico, the Department of Commerce requested GSA to fill the role of appealing their space needs for the upcoming 2010 Census.

GSA started procuring space for the 2010 Census eight months ago when GSA made awards for 12 Regional Census Centers (RCC) across the U.S., including Denver, Colorado. Additionally, GSA will need to acquire 540 more offices across the country, including Puerto Rico, prior to January 1, 2009.

The United States Constitution mandates that a Census be taken every ten years under Article 1, Section 2. The primary purpose of the Census is:

- Apportioning seats in the United States House of Representatives among the states.
- Allocation of approximately \$185 billion of federal funding each year.

Taking the Census every ten years is the largest peace-time activity of the U.S. Government. It is one of the very few U.S. Government activities that require direct action so that everyone is counted. The Census must be complete and inclusive as it impacts everyone.

GSA's Rocky Mountain Region will be responsible for procuring space for 12 Early Locational Census Offices (ELCO's), which will consist of 7,200 rentable square feet for a term of 24-36 months, and must be up and operational by June 1, 2008. GSA will also be responsible for 20 Late Census Offices (LCO's) requiring 6,000 rentable square feet for a period of 18 months.

In an attempt to assist GSA in this endeavor, GSA Central Office awarded a \$9.5 million broker contract to Equis Corporation. During the week of May 14-17, 2007, GSA Regional contacts met with Equis officials to assign roles and define responsibilities. Equis will begin working with GSA on July 1, 2007. For more information, please contact Mark Pearce, at 303-236-8000 ext. 2271 or mark.pearce@gsa.gov.

UPCOMING EVENTS:

NETWORK SERVICES CONFERENCE
AUGUST 6-9 2007
Adams Mark Hotel Denver CO

INDUSTRY PARTNER SHOWCASE
for dates, location, and registration information
please visit: www.gsa.gov/events

OUR SERVICES

Transformation: A Different View - *Carolyn Helstrom*

That's the theme for the GSA Federal Acquisition Service Office of the Integrated Technology Service as they announced the GSA/ITS 2007 Network Services Conference. The date to save is August 6-9, 2007, and the event will be held at the Adam's Mark Hotel in Denver, Colorado. All federal agencies are encouraged to attend this annual event, receiving Continuous Learning Points (CLP) credits.

There is much to discuss as agencies plan for the future of possibly transitioning to the new GSA Network Contract.

- Prepare for the transition from FTS2001 and Crossover contracts to the Network Contract
- Find out the latest technologies from the Industry Partners
- Does your agency know what they are spending on wireless handheld devices and services? Talk with the Federal Strategic Sourcing Initiative (FSSI) Wireless Team!
- You have awarded a performance based task order – congratulations! But how will you manage it to achieve success? Attending this event will tell you how.

Workshops will include transition, Network service providers, strategic solutions, acquisition strategy, ordering procedures, HSPD-12, satellite services, GWACs, performance based task orders, and risk management to name a few.

Both Verizon and Qwest will provide Designated Agency Representatives (DAR) Training. Be sure to register for this half-day training. Information Technology products and services can streamline an agency, expedite processes, and add capabilities. For more information about the agenda, exhibitors, training sessions, keynote speakers, and to register, please visit www.gsanetworkservices.org/training/html.

Did you know that GSA hosts Industry Partner Showcases? - *Carolyn Helstrom*

The GSA INDUSTRY PARTNER SHOWCASE is an event that you do not want to miss. It is for agencies and industry partners.

The showcase provides a venue for Industry Partners to showcase their products and/or services to the federal government. Agencies have the opportunity to meet and discuss upcoming acquisition opportunities with each vendor. GSA provides a table for the businesses to display their marketing material and agencies are invited to meet with them as time allows. Categories vary from month to month. The showcases are hosted at various agency buildings at the DFC from 8:00 a.m. to 1:00 p.m.

If an agency would like to select/suggest a category and reserve a conference room for a particular month, we will take care of the rest of the details in working with the businesses. We can also invite guest speakers on a topic of interest at these events or ask the businesses to provide capability briefings. Only businesses have to register for each event.

If you would like to select and host a showcase or require more information, please contact Carolyn Helstrom at 303-236-0717 or Carolyn.helstrom@gsa.gov.

UPCOMING EVENTS

Creating A Sense of Partnership between GSA and Customers - *Jonna Larson*

The Greater Southwest and Rocky Mountain Regions are gearing up for their second bi-annual Joint Customer Conference in Austin, Texas. The conference will be held August 13-15, 2007, at the OMNI Hotel in Austin with more than 200 customers expected to attend.

The theme of this year's conference is "A Sense of Partnership," providing GSA a venue for networking with you, our federal customers, as well as an opportunity for us to learn more about your needs, issues, and concerns. Both regions believe that GSA's success as a whole will depend on how well we intuitively understand your agencies and how we can help you be successful in your mission.



Breakout topics will include (but not limited to):

- Pricing
- Reimbursable Work Authorization (RWA)
- Security
- Project Management and much more

General sessions will feature nationwide initiatives from no other than GSA's Administrator, Lurita Doan, as well as, other GSA guests. One of the conference featured speakers will be professional motivational speaker and humorist Suzie Humphreys. Booths featuring environmental and sustainable design, large construction, real property disposal, and others will be on display all throughout the two-day conference.

Both regions hope that this year's conference will be just as good as the first one which was held in Colorado Springs, bringing in more than 190 attendees from all over the nation. For more information about the conference, please visit www.gsa.gov/r7r8customerconference or contact Jonna Larson at 303.236.8000 ext. 3239.

Network Services Conference starts August 6-9, 2007 at the Adams Mark Hotel in Denver, Colorado. Please review the following Website for more details and registration: www.gsa.gov/events.