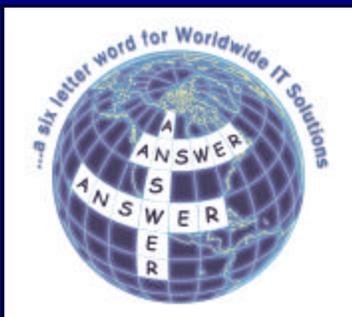


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Solutions Edu Tailors Course for FEDSIM*Jill Schillinger*

During the week of January 15th, Solutions Edu conducted a customized course for FEDSIM on "Contracting for Services under MA/IDIQs". The course was tailored to cover specific needs of FEDSIM's Program Managers. The materials for this course were developed in conjunction with the Contracting Officers at FEDSIM. The result was an extremely effective educational experience. This 3½ day course compared and contrasted FAR 16 (MA/IDIQ) with FAR 8 (Schedules), FAR 13 (Simplified Acquisition), FAR 15 (Full and Open), and FAR 12 (Commercial Services) to give the class a clear understanding of the advantages of FTS MA/IDIQs. Additionally, contract management concepts, such as earned value and critical path, were covered to give the FEDSIM Program Managers a well-rounded and complete picture of service contracting.

The post-course survey ratings for this class comprised a "personal best" for Solutions Edu with a summary rating of 4.86 out of 5.0. Since its inception two years ago, Solutions Edu has maintained a notable performance record of 4.58 out of 5.0 on these surveys.

Solutions Edu is a value-add service initiative of the SDCs, designed to bring acquisition training concerning FTS contract offerings to FTS, clients, and industry partners.

Fair Opportunity at the Push of a Button*Thelma Riusaki*

Did you know there is no need to send RFPs to one ANSWER contractor at a time? ITSS has an all-inclusive feature that allows all 10 ANSWER Industry Primes to be selected with the push of a button. After the submission of the Statement of Work, select the contractor

as follows: go to the Pick List; click on Sort by; select Distribution List; select ANSWER, then push Submit. All 10 ANSWER Contractors, with the associated program managers, will automatically be selected for distribution of your RFP.

Please note that since many industry partners have more than one contract, the best-practice would be to indicate at the top of your SOW that you are seeking proposals under the ANSWER Contract.

Client Appreciation in Hawaii*Sherrie Householder*

In December 2001, Burl Pepper, Area Director for FTS Region 9 in Hawaii, along with the ANSWER SDC, presented client appreciation awards to John Tufts, Business and Financial Manager at CINCPACFLT and Deborah Irei, Program Analyst at CINCPAC for their insights to leading-edge applications in Information Technology.

Currently, Mr. Tufts utilizes the ANSWER contract for support in the areas of: LAN administration, Help Desk support 24/7, hardware maintenance, security, training, and web development, at various locations overseen by CINCPACFLT, including Pearl Harbor, San Diego, Bremerton, Guam, Yokosuka, and Diego Garcia. This support also includes leading edge and high-end academic arenas such as Smart Card research, BPR, metrics analysis, future system configuration research, Joint Message Handling System, and Lotus/Domino systems software support for Collaboration at Sea effort.

Ms. Deborah Irei employs the ANSWER contract for IT support in the areas of critical infrastructure planning, network implementation, information assurance, application migration, web site development, systems administration, Help Desk support, hardware maintenance and inventory controls. Deborah works in the USCINCPAC C4I Architecture and Resources Division at Camp Smith, HI.

Congratulations on behalf of the FTS Hawaii Team, the ANSWER SDC, and our Industry Partners.

Burl Pepper, John Tufts

ANSWER Tech Refresh III on the Horizon*Mimi Bruce*

The ANSWER SDC is planning its Tech Refresh III Summit the week of April 22nd in Rancho Mirage, CA. The annual Tech Refresh provides a platform for Industry Partners and Government to share their ideas and insights on new technologies to support our clients and maintain state-of-the-art technical currency for the ANSWER contract. The past two summits have proven to be highly interactive and effective in terms of balanced participation of government and industry, and appropriate contract enhancement. This year's focus will be on Homeland Security and Communications.

To provide suggestions for the technical refreshment or for additional information concerning the summit meetings, please contact Mimi Bruce.

Calendar Year 2001 in Review!*Thelma Riusaki, Ann Gladys*

January - In partnership with FEDSIM, the ANSWER SDC awarded an 8(a) IDIQ contract to C2 Multimedia for the development of distance learning and training materials for the US Marine Corps Distance Learning Center. The contract is to be used by US Marines worldwide.

February - The ANSWER SDC conducted the second Past Performance Survey for ANSWER. The two-dimensional approach to contract evaluation was crafted with a survey that canvassed both internal and external clients. The results exceeded expectations with an overall rating of 4.52 on a scale of 5.0 (up from 4.21 for the previous year). Accolades went to Anteon Corp., Booz.Allen & Hamilton, CSC, DynCorp, and top honors to ITS. The survey had an overall response of 56.4% with approximately 1200 surveys distributed.

March - ANSWER Tech Refresh Summit II was conducted to provide for ongoing technical currency of the ANSWER Contract. 60 representatives of government and industry attended the summit and contributed vital insights and information for use in constructing a tech refresh contract mod.

April - Partnering with FedLearn to support the Office of the Chief People Officer, the ANSWER SDC awarded a \$4M contract for GSA's On-Line University to VCampus Corporation. The contract provides a real time, on-line, web-based training application, with learning management system features, with courses offered via the Internet, GSA's Intranet, and/or CD-ROM (or a combination).

May - In celebration of National Small Business Week, the SBA awarded The Prime Contractor Small Business of the Year Awards to two ANSWER contractors, ISS and ITS. The ANSWER SDC presented the awards to these industry partners in a formal ceremony in San Diego.

June - The second tech refresh mod to ANSWER was issued to incorporate 19 new skill levels. Functional areas of the refresh included Section 508, Supply Chain Management, Telecommunications, Business Continuity Planning, and High End Scientific Specialists.

July - The Safeguard BPA was technically refreshed to provide a more comprehensive approach to addressing the requirements associated with Information Assurance and to focus more closely on critical infrastructure and the security parameters associated therewith.

August - The DSL¹ contract was technically refreshed to further address alternative DSL Technologies (such as Satellite DSL), as well as enhancing current security, VPN, and distance features.

September - The ANSWER SDC awarded a 3-year Blanket Purchase Agreement (BPA) with Acquisition Solutions, Inc (ASI) to support FTS Client Support Centers (CSCs) and Solutions Development Centers (SDCs) seeking expert information on any aspect of acquisition and contract management.

October - With \$419M in funded sales, ANSWER experienced another successful fiscal year! For their multi-million dollar efforts across numerous and highly complex task orders, 44 FTS professionals were inducted into the ANSWER Hall of Fame, with Kevin Metcalf of Region 4 taking top honors.

November - The ANSWER SDC team finalized and prototyped FORUM (Functional Overview of Resources, Utilities, and Methodologies) with a seminar workbook and a test-run class. FORUM, a joint initiative of the FTS SDCs, is designed to provide an interactive information "Forum" at FTS central, regional, and field offices with representation from both the SDCs and CSCs; covering theoretical to operational dimensions of FTS.

December - As the grand finale to an extraordinary year, Paul Martin released the RFP for CONNECTIONS ON 12/16. The goal of the \$35B CONNECTIONS CONTRACT is to provide for a telecommunications infrastructure by offering choice, best value, local vendors, and equipment and technical support worldwide.

February/March Events

Date: 2/13
Location: Chicago, IL
Event: Regional Program Meeting

Date: 2/12 – 2/14
Location: Kansas City, MO
Event: Solutions Edu – Contracting for Services

Date: 2/25 – 3/1
Location: San Diego, CA
Event: Solutions Edu – Performance-Based SOW

Date: 2/26
Location: Kansas City, MO
Event: FORUM

Date: 2/28
Location: Atlanta, GA
Event: FORUM

Date: 3/12 - 3/14
Location: Wash D.C.
Event: Solutions Edu – Contracting for Services

Date: 3/26
Location: Fort Worth, TX
Event: FORUM

Date: 3/28
Location: Chicago, IL
Event: FORUM

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