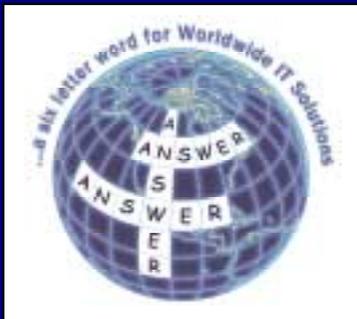


Inside this Issue:

- 1** Impact of the 2002 Defense Authorization Bill on Service Contracting
- 1** ANSWER SDC Briefs NCMA on Risk Mitigation
- 1** DSL¹ Option Year Exercised
- 2** FORUM Gains Momentum
- 2** ANSWER SDC Prepares for Annual Past Performance Survey
- 2** Ed Brown Joins ANSWER SDC Team
- 2** Pre-Solicitation Conference Held for 3GS



General Services Administration
ANSWER Solutions Development Center

9988 Hibert Street, Suite 102

San Diego, CA 92131

858.530.3175

1.877.534.2208

<http://answer.gsa.gov>

ANSWER IT

A MONTHLY PUBLICATION BY THE ANSWER SOLUTIONS DEVELOPMENT CENTER

Impact of the 2002 Defense Authorization Bill on Service Contracting *Sheila Leonard*

The 2002 DOD Authorization Bill will have significant influence on how the Government, not just DOD, acquires services. For DOD and those agencies with whom DOD contracts for services, the Bill requires new oversight, tracking, and approval of service acquisition in certain situations.

Specifically, Section 801 requires DOD to establish and implement a management structure comparable to the procurement of products. Designated contracting officers must ensure that services above a certain threshold not defined in the Bill meet all applicable statutes, regulations, and other requirements. This is regardless of whether the services are acquired through; a DOD contract, task order, or a task order issued by a non-DOD contracting officer. DOD contracting officers must approve, in advance, any acquisition of services above the threshold not performance-based or issued by a non-DOD contracting officer. This Section also establishes a tracking system of record for purchases above \$100,000, performance-based procurements, the extent of competition, and small business participation.

Section 803 defines competition requirements for service acquisitions above \$100,000 through multiple award contracts. The new procedures require that a fair notice of intent to purchase (including a description of the work and basis for selection) be provided to all contractors under a MAC and to afford all contractors responding to the notice a fair opportunity to make an offer and have that offer fairly considered. For FSS MAS contracts, notice must be provided to as many contractors as practicable, and if fewer than three offers are received, a **DOD contracting officer** must determine in writing that no additional qualified contractors were able to be identified despite reasonable efforts to do so. While the Bill applies only to DOD and those agencies with whom DOD contracts for services, it is likely that such changes will be extended to all agencies. The Bill becomes effective not later than July 1, 2002. To view the Bill, go to thomas.loc.gov, enter Bill Number S.1438, and click on the "enrolled" version.

ANSWER SDC Briefs NCMA on Risk Mitigation *Sherrie Householder*

On January 17, 2002 the ANSWER SDC received top billing for a presentation on the topic of "Risk Mitigation in Federal Procurement." The briefing was provided to the membership of the NCMA, San Diego Chapter and centered on the issues associated with pre- and post-award risk mitigation techniques. Specific emphasis and case references were offered regarding the ANSWER contract.

Primary focus was given to the inherent risks that Federal agencies face when going through a procurement process. Particular emphasis was placed on three critical techniques employed by ANSWER to mitigate risk: teamwork, well-defined and consistent plans, and complete and timely documentation.

(continued on next page)

DSL¹ Option Year Exercised *Paul Martin*

The DSL¹ Contract has just completed its first year of operation and the first option has been exercised for the 2002 calendar year. Technical refreshment since the inception of the DSL¹ contract (12/30/2000) includes; Security / Firewall / Intrusion Detection System, Virtual Private Network, Enterprise DSL (via T1/T3, and ISDN), CAS based DSL, Satellite DSL, and Wireless DSL.

Dialup modem and Cable connectivity provide stiff competition for DSL, but buyers should be aware of and compare security and peak loads that affect performance of other providers. The DSL¹ homepage provides a pre-qualification screening site for available DSL offerings in your specific geographic area. The site also offers notification and responses from all of the DSL¹ contract holders / awardees.

(continued from previous page - ANSWER SDC Briefs NCMA on Risk Mitigation)

In the post-award world of ANSWER, the need to continue the risk mitigation process through a host of multi-dimensional tools was emphasized. These tools are communicative, educational, and interactive by form. For example, Regional Program Meetings (RPMs) provide communication between GSA regions and the ANSWER SDC; Solutions Edu provides regional on-site education to further enhance the use of FTS MA/IDIQ vehicles, and FORUM blends all these approaches to provide a highly interactive environment for real time experiences and lessons learned. In addition, the ANSWER SDC publishes a monthly newsletter "ANSWER IT", which disseminates information on procurement policy and other ANSWER initiatives.

Throughout the presentation, emphasis was placed on the importance of leveraging these multi-dimensional tools in order to provide a comprehensive platform for instruction, interaction, and the dissemination of critical information. Ultimately, the approach provides the user of an FTS, Government Wide Acquisition Contract (GWAC) vehicle, a highly viable way to mitigate procurement risk when awarding task orders.

ANSWER SDC Prepares for Annual Past Performance Survey

Thelma Riusaki & Bill Archambeault

The ANSWER SDC is ready to conduct the third Annual Past Performance Survey for ANSWER. A new web-enabled approach for contract evaluation will be used this year to canvass both the internal and external clients. It is anticipated that the results will once again exceed expectations.

Last year, over 99% of the responses provided favorable ratings with an overall contract evaluation of 4.52 on a scale of 5.0.

FORUM Gains Momentum **Mimi Bruce & Ron Heald**

FORUM, a joint initiative of the SDCs designed to present the latest in procurement news, completed two sessions in January. FORUM was conducted in Auburn, WA on January 15th and Phoenix, AZ on January 17th. Attendance for these sessions averaged 16 attendees, which allowed for highly interactive and lively participation.

FORUM has universally received positive feedback from attendees. They have stated that their participation in this informative environment has been time well spent. The cross-matrix of experience and expertise among regional attendees has made each FORUM session a unique endeavor. FORUM highlights include FAR 16.505 proposed changes, and discussion on the DOD Defense Authorization Bill, comparative matrices, and the value-add attributes of the FTS GWACs.

Ed Brown Joins ANSWER SDC Team **Ann Gladys**

On January 28th Ed Brown will join the ANSWER SDC Team. Ed comes to us from the Fleet & Industrial Supply Center, San Diego, where he performed as a Supervisory Contracting Officer.

Ed has nearly two decades of Federal contracting experience and is highly sought after for his knowledge in complex, best-value acquisitions. At FISC, his technical savvy and acute business acumen were critical to the success of the Navy's \$200 million satellite operations contract. Before FISC, Ed's Contracting Officer duties at SPAWAR Systems Center (SSC) included the oversight of several Research and Development acquisitions, as well as a number of contracts in the Grants arena.

Ed's IT and technical experience will prove to be a valuable addition to the ANSWER team. Welcome aboard, Ed!

Pre-Solicitation Conference Held for 3GS **Ron Heald**

A pre-solicitation conference was conducted and chaired by Chris Wren, Project Manager for 3GS on December 3rd. This conference was held to address industry questions related to support for the planned acquisition of the new FTS eCommerce system. Approximately 50 people attended and included representatives from all Millennia contract holders. Millennia has been chosen as the contract vehicle for the 3GS requirement. Ron Heald represented Greg Byrd, the 3GS PCO at this meeting and fielded questions regarding anticipated acquisition processes. The RFP is scheduled to be released in February, with award anticipated in May.

January/February Events

Date: 1/22-25
Location: Fort Worth, TX
Event: Solutions Edu, Proj Mgt

Date: 1/22-24
Location: Denver, CO
Event: Solutions Edu – Contracting for Services

Date: 1/25
Location: San Diego, CA
Event: ANSWER Board Meeting

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

ANSWER POCs

Thelma Riusaki
ANSWER PCO
510.637.3880

Sheila Leonard
Safeguard PCO
510.637.3893

Mimi Bruce
Client Service Manager
510.637.3890

Paul Martin
DSL¹, Connections PCO
510.637.3884

Ron Heald
Director, Bus Development
360.697.4916

Jill Schillinger
Bus Development Manager
858.530.3177

Ed Brown
Contracting Officer
858.537.2204

Bill Archambeault
Contracting Officer
858.530.3176

Sherrie Householder
ANSWER PM
858.537.2210

Ann Gladys
Director, ANSWER SDC
858.537.2201