Procurement Times

A Quarterly Publication by the Enterprise Governmentwide Acquisition Contract (GWAC) Division

## Director's Corner

The Enterprise GWAC Division once again had a stellar year in FY12, with Alliant (GSA's flagship Enterprise GWAC) having 95 Task Orders (TOs) awarded for a total estimated dollar value of $4.1 Billion. Most notable was the flurry of awards made in the final month of the year (September), as 38 new TOs were awarded under Alliant for a total estimated dollar value of $1.8 Billion dollars. From May 1, 2009 (the day Alliant began) through September 30, 2012 (41 months), the total estimated dollars awarded was $12.2 Billion dollars. For comparison purposes GSA's three highly successful legacy Enterprise GWACs (ANSWER, Millennia, & Millennia Lite) had a total estimated dollar value of $9.1 Billion in their first 41 months, respectively.   Merriam Webster's online dictionary defines success as "favorable or desired outcome". Without question, the outcome of Alliant, as measured in terms of dollars awarded, has been very favorable.

Casey Kelley, Director
Enterprise GWAC Division
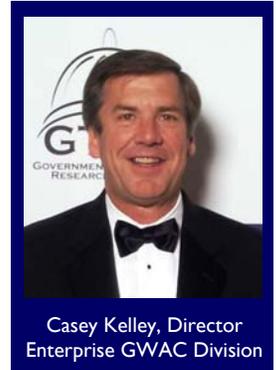
In FY12 Alliant emerged as one of the contract vehicles of choice in supporting Federal cloud computing requirements. Eight (8) new Alliant TOs for cloud computing services were awarded since February 2012, and as of this writing, a total of 14 cloud computing TOs have been awarded under Alliant for a total estimated dollar value of $331 Million dollars. A total of forty-four (44) separate agencies have now awarded at least one TO under Alliant and 44 of the 57 Alliant prime contractors have successfully been awarded at least one TO. The average number of offers on Alliant solicitations is 3.5 (more than adequate competition), and to date, there has not been a single TO protest that has been sustained.

We are all very proud of what has been accomplished thus far, yet we take nothing for granted and continue looking for ways in which we can add value to our customers. Case in point, the new GSA GWAC Dashboards that Herman Lyons as the project lead and members from the Enterprise GWAC Division and Small Business GWAC Division developed is now available (see article on page 2). Come December, GWACs will be featured in Defense Acquisition University's (DAU's) portfolio of online courses thanks to the work of Mimi Bruce & many other team members (see article on page 4).

As we continue riding this positive momentum that has been built under Alliant, as demonstrated by the diversity of agencies and dollars being awarded under Alliant, we will continue looking for innovative ways to best meet your needs in acquiring high quality IT services to best perform your respective agency mission.

- Casey Kelley

Alliant... Moving At The Speed of Technology

GSA GWAC Dashboard

GSA's GWAC program is pleased to announce their newest offering, **DASHBOARDS**!

Over the past several years the GWAC Program has received several requests by Federal Agencies and industry partners to increase transparency by sharing GWAC task order data to assist with market research endeavors. The GWAC Program is committed to your success and clearly understands the importance of sharing historical task order data in easy to interpret formats.

The Dashboards allow interested parties to view non-classified task order data through easy-to-use dashboards. Additionally, users may create customized reports that may be downloaded to serve their individual needs. The information provided allows industry partners to leverage GWAC data and federal customers to monitor their agency's use of GSA GWACs, respond to data calls, and prepare for executive briefings.

The dashboards also facilitate the GWAC Program's ability to respond to FOIAs, Congressional inquiries, data calls, and prepare for briefings, events or customer visits.

The dashboards may be accessed at www.gsa.gov/gwacs and by clicking "GWAC Dashboards" in the menu.

Please send any questions to herman.lyons@gsa.gov

- Herman Lyons,
  Business Development Specialist, Small Business GWAC

"The Dashboards allow interested parties to view non-classified task order data through easy-to-use dashboards."

Dashboard Sample

| All GWACS | By Federal Agency | By Industry Partner | Data Feed | Contacts | User Guide | x Clos |

Oct/17/2012

ALL GWACs   2004 ▬ 2013   ○Bar ○Line   ○Hide Values ○Show Values

ALL GWACs - Total Obligated Sales:
$9,549,754,833.69

ALL GWACs - Total Task Order Awards:
4,645

Legend: ■ 8(a) STARS ■ 8(a) STARS II ■ Alliant ■ Alliant SB ■ VETS

SAM - System for Award Management

The new System for Award Management (SAM), which has been active for close to three months, is welcomed by both industry and government. SAM is the consolidated site that combined the capabilities of Central Contractor Registration (CCR)/Federal Register, Online Representations and Certifications Application (ORCA) , and Excluded Parties List System (EPLS).

The benefits to using SAM will be to reduce the burden on those seeking to do business with the government by logging into one system for a more streamlined and integrated processes environment, having one record, one expiration date. SAM will eliminate data redundancies and reduce costs while providing an improved capability. Not to go left unmentioned, everyone will also have fewer passwords to maintain.

Industry Partner's need not to worry about their legacy data/information that was stored in the legacy sites because that has all successfully transferred over to and is now active in SAM. Industry Partner's will, however, need to register at www.sam.gov to renew their account if it is due to expire or when updates or changes to their business circumstance arise. Please be mindful that it takes 3-5 days to get a new record through the external validations of IRS Taxpayer Identification Number (TIN) and Defense Logistics Agency (DLA) Commercial and Government Entity (CAGE). This has caused some frustrations, especially noted during this fiscal year end crunch. Also, be aware of the difference between a "Draft" record, a "Work in Progress" record, and one actually "Submitted". Users will need to review/complete the entire record before submitting; otherwise their updates will not go through. The Federal Service Desk advises, when seeking SAM assistance, that users first access the Quick Start Guide that is available under the SAM.gov HELP tab under User Guides.

Finally, so that you are not caught off guard by the new look and feel of the system, it is highly recommended that you start familiarizing yourself with the new SAM site. For example, once logged in a significant change you will notice is that SAM eliminated the separate search fields, such as Data Universal Number System (DUNS) and Company Name. Instead, it reduced the many searchable fields into just one generic search field/box. All in all SAM has created a win for both Government and Industry by eliminating redundancies and reducing costs while also improving system capability though use of a common portal.

- Jason Schmitt

SAM Customer Service

Federal Service Desk:
URL: www.fsd.gov

Hours: 8am - 8pm
(Eastern Time)

US Calls: 866-606-8220

International Calls: 334-206-7828

DSN: 866-606-8220

Alliant STATS (October 2012)

Top Ten Agencies Using Alliant:

1. Department of Homeland Security
2. Department of State
3. United States Air Force
4. Department of Justice
5. United States Army
6. Department of Health and Human Services
7. Federal Deposit Insurance Corporation
8. Department of Agriculture
9. Defense Cyber Crime Security
10. United States Central Command

	Total Orders Issued	Total Estimated Dollars
GSA Assisted Services	127	$ 6,354,463,347
Direct Order Direct Bill	164	$ 6,197,138,867
Totals:	**291**	**$12,731,602,215**

Defense Acquisition University's Portfolio of New Course Offerings will include GWACs

Defense Acquisition University (DAU), a best-in-class corporate university, offers military and civilian personnel access to formal courses and continuous learning modules. For the first time in GSA's history, GWACs will be featured in DAU's portfolio of online courses. We will offer two venues for receiving delegation training as follows: (i) delegation training for Alliant and Alliant SB only or (ii) joint delegation training for all GWACs (e.g. Alliant & Alliant SB, Vets, 8(a) STARs II). Individual classes will offer 2 Continuous Leaning Points (CLPs) while the joint class will offer 4 CLPs.

Contracting Officers, Contract Specialists, and Program Mangers can soon gain visibility into the world of GWACs, and warranted Contracting Officers will have the opportunity to complete the mandatory training to receive their delegation of procurement authority (DPA) to issue task orders. Our GWAC presentation will tell a story beginning with a GWAC Overview and Introduction, Contracting Terms and Conditions, Scope, Contract Types, Ordering, and Delegation. The DAU online course will provide yet another training venue while affording Government customers 24/7 access to DPA training worldwide. The anticipated "go-live" month is December 2012. So, if you haven't taken the training to receive your DPA for GSA's GWACs, it's easier than ever with DAU Online.

- Mimi Bruce

Adjusting the Focus - Slightly

In the world of budget cuts, sequestration and continued demand Government is on the lookout for new and innovative technologies to affect the mission, leverage resources and maintain vital services. Cloud was the buzz recently – and almost certainly will remain a key strategy for the foreseeable future. But, cloud doesn't solve all the requirements Government must consider in this challenging and changing world.

For example – the latest buzz cycle includes known, but less considered technologies. If we want to include them on an "emerging technology" list - that is fine. In any case, I believe they will become a big part of our vocabulary as we grow and succeed as a program. Further, I think it should be obvious that these technologies are related – cousins in an enterprise landscape that will offer excitement and opportunity if we pay attention. Alliant will be prepared to meet the needs of:

➔ Bring Your Own Device (BYOD)
➔ Cyber Security (CS)
➔ Mobility

Now, it is not my intent to fully unpack all this here and now. In fact, it will be a learning process as the fiscal year progresses and future articles, panel participation, blogs, tweets and discussions will eventually form the final message. For now I am convinced the proliferation of various personal devices, smart phones, iOS (Apple Operating System), Droid and ever improving connectivity present a meaningful challenge for Chief Security Information Officers (CSIOs) and Chief Information Officers (CIOs) across the enterprise. In short, the days of building a security moat around the flashing green lights in the basement, serving controlled workstation images with baked in security controls are rapidly fading – overtaken by agile, requirements designed to serve an ever demanding mobile working group with a much broader security reach and risk (add cloud to the mix and it is wonder CSIOs are sleeping at all). Still, the ability to secure this moving target – however daunting and risk filled - must be successful.

So, stay tuned. As I unpack the federal need I will certainly post my tidbits and findings and encourage you to do the same. In change there is always opportunity and challenge. I am looking forward to our continued work together as we meet the need. *- Richard Blake*

Alliant in the Cloud

As you can see on the chart, cloud orders issued under Alliant continue to increase each fiscal year, we expect this trend to continue through fiscal year 2013.

	Total Orders	Total Estimated Value
FY09	1	$ 17,948,518.00
FY10	1	$ 6,686,093.33
FY11	3	$ 12,324,934.67
FY12	8	$ 275,314,697.10
TOTAL	13	$ 312,274,243.10

Alliant Ordering Guide Revisions

This past fiscal year has been very active with many Federal Policy changes and other recommendations. We have just completed our annual update to several sections of the Alliant Ordering Guide (OG). The revised OG dated September 2012, is now posted onto the Alliant website www.gsa.gov/alliant under document library and ordering. Discussions on high-risk contract types such as cost reimbursement and the skill sets needed to manage this type of contract are now included in the OG. Other new additions include highlighting new clauses to be considered at the Order level such as "Certification Regarding Responsibility Matters" and "Prohibition against Contracting with Inverted Domestic Corporations." Furthermore, other areas of interest include modular contracting and documenting a Best Interest Procurement Approach. To review these changes please refer to our "Summary of Alliant Ordering Guide Revisions/Changes/Additions" below:

Scope Review	Page 6	N/A	What are the questions?
Contracting Officers Representative (COR)	Page 9	FAR 16.301(a)(4)	COR responsibilities under Cost Reimbursement Contracts
Other Solicitation Considerations	Page 15	FAR 52.209-5 & FAR 52.209-7	Certification Regarding Responsibility Matters
Other Solicitation Considerations	Page 15	FAR 52.209-2 & FAR 52.209-10	Inverted Domestic Corporations
Modular Contracting	Pages 12	FAR 39.103(a);	Consider Modular Contracting
Determination of Best Procurement Approach	Page 12	FAR 17.502-1 General	Documenting Best Interest Procurement Approach in your Acquisition Plan
High Risk Contracts	Page 10 & 12	FAR 16.103(d)(1); FAR 16.301-3(a)(4)(i); FAR 7.103 (e) & (j) and FAR 7.105 (b) (3)	Cost Reimbursement Contract Types

- Mimi Bruce

GWAC Information and Client Support

If you are interested in learning more about the GSA Government wide Acquisition Contracts, please visit: www.gsa.gov/gwac. Everything you need to know can be found with a click of a button!

If you wish to speak to a GWAC staff member, you can contact Client Support by dialing (877) 534-2208 or sending an email to the Alliant mailbox: alliant@gsa.gov

This is just an example of the many ways you can get in touch with us!

Contracting Tips & Tidbits: T&M / LH Deliverables

> *"We must recognize that there is a degree of potential risks to the government when using a T&M / LH contract.."*

All can agree that Time-and Materials (T&M) or Labor Hour (LH) contract-types offers tremendous advantages and conveniences to both government and contractor. It's very flexible, quick to procure, requires a minimal amount of auditing and oversight compared to cost-types, and is adaptable to a world of services. All the positives aside, we must also recognize that there is a degree of potential risks to the government when using a T&M/LH contract. Let's take a look at how required deliverables in a T&M/LH contract are different from other contract-types.

If using a T&M/LH contract-type, whether you are a government contracting officer requesting services or the contractor providing them, always ensure that there are no firm deliverables written into the contract requirements. These contract types provide units of labor from the contractor to the government. Those units procured should be viewed as an input, not an output or outcome. So, these contract types

are more akin to a level-of-effort contract where the contractor receives compensation called for by the contract upon expenditure of the hours of effort, despite whether the anticipated work is completed. For these reasons, it is important for the government to establish and communicate overall objectives and goals early-on in the solicitation or statement of work (SOW); and thereafter, engage in continuous discussions with the awarded contractor over such issues as progress toward the goals, funding, and any challenges faced during contract performance.

Although firm deliverables should not be required in the T&M/LH contract, a specific task can be required. For example, "Provide trouble-shooting services on failing power surge systems to all Navy bases in San Diego, California with payment to be made at $X.XX per hour." Unlike other contract-types, T&M/LH payments to the contractor are not conditioned on their satisfactory performance. Instead, payment is con-

ditioned on contractor hours worked. (See FAR § 52.232-7 Payments under T&M/LH Contracts.) In a T&M/LH contract, there is no task carrying a mandatory end-date that can be required for a deliverable, as is allowed in a fixed-price contract. The government cannot ask contractors to complete work outside the paid T&M hours.

The one sure way to reduce the risks of the government failing to reach their goals of a T&M/LH contract and for the contractor to succeed in providing required services toward the goal is to ensure both parties understand their expectations while working closely together with robust communication throughout the life of the contract.

- John Cavadias

NAICs - The Facts, Just the Facts

Industry statistics play a major role in defining political platforms and shaping economic and financial recovery plans. Compiling meaningful and accurate information for the production, distribution, and consumption of goods and services is no trivial task. Organizing the data for practical use is also a challenging endeavor. Industrial classification systems have long been used to model the economy's structure and provide a stage for aggregating data in a logical and constructive manner.

In 1997 OMB adopted the North American Industry Classification System (NAICS) to replace the Standard Industrial Classification (SIC). Every five years the Economic Classification Policy Committee (ECPC) reviews NAICS codes and presents their recommendations for changes to OMB for approval and subsequent implementation. After new or revised NAICS codes are approved by OMB and published in the Federal Register, the Small Business Administration (SBA) develops and publishes size standards to coincide with OMB's modified NAICS categories on an industry by industry basis.

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM

United States, 2007

EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
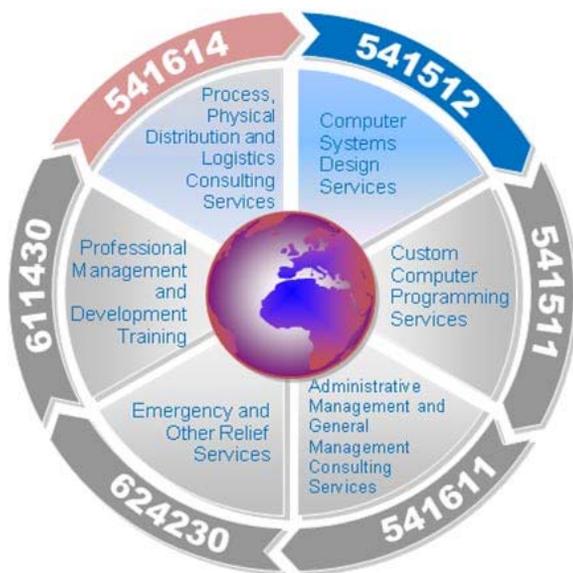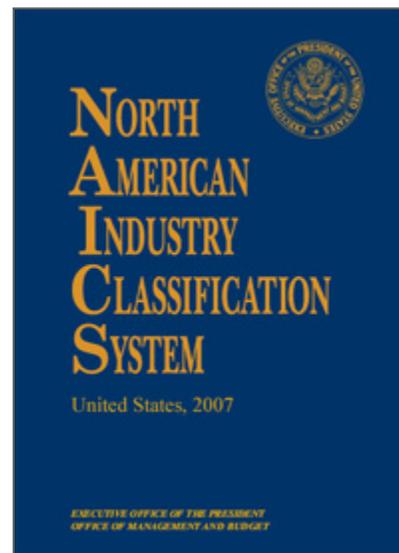
The NAICS 2007 industry code applied by the General Services Administration (GSA) to its solicitation for the Alliant Governmentwide Acquisition Contract (GWAC) was 541512 – Computer Systems Design Services. NAICS 2012 created 76 new industry codes and reused 13 NAICS 2007 industry codes with additional or modified content. Changes to NAICS 2012 from NAICS 2007 affected the coding of a number of industries in four sectors—Manufacturing, Wholesale Trade, Retail Trade, and Accommodation and Food Services. However, the NAICS 2012 sector for Professional, Scientific, and Technical Services had no industry code changes from NAICS 2007. Thus, the NAICS code applied to the GSA Alliant GWAC at the basic contract level remains unchanged. NAICS codes other than 541512 (e.g., 541511 – Custom Computer Programming Services, 541513 – Computer Facilities Management Services, and 541519 – Other Computer Related Services) may be more appropriate for some orders issued under Alliant.

However, the Federal Procurement Data System – Next Generation (FPDS-NG) strictly defaults to NAICS Code 541512 for all order data entered into FPDS-NG under the auspices of Alliant. Even with the same NAICS code, Alliant order data entered into FPDS-NG can be differentiated by the application of various product/service codes. A list of product/service codes suggested by the Alliant GWAC Program can be found at Uniform Resource Locator (URL) http://www.gsa.gov/portal/content/308765.

- Bob Sheehan

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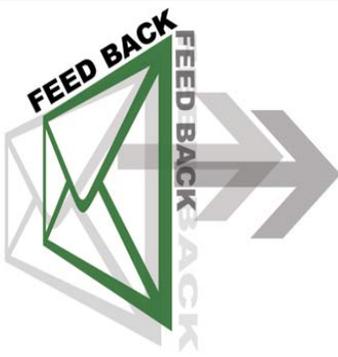jason.schmitt@gsa.gov

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Contract Websites:

- **Alliant—** www.gsa.gov/alliant
- **ANSWER—** www.gsa.gov/answer
- **Millennia—** www.gsa.gov/millennia
- **Millennia Lite—**www.gsa.gov/millennialite

We Want Your Feedback

The Enterprise Newsletter has been a tradition since the inception of the ANSWER Contract. We believe the Procurement Times newsletter adds value by providing Government and Industry insight into current Alliant trends, activities, and key noteworthy accomplishments. We want this newsletter to be of value to you so we are asking for your input   What do you like? What would you like to see more of or less of? Any other comments that you believe may add value to future newsletters?

Please submit your comments to jennifer.jeans@gsa.gov