Inaugural Industry Forum

Pacific Rim (PACRIM) Assisted Acquisition Support Services

18 December 2020
AGENDA

❖ Purpose

❖ Our Program

❖ Collaboration with Industry

❖ Initiatives

❖ Open Forum Discussion - Other Challenges
PURPOSE

Share our mission, our goals for the future, and collaborate on ways to enhance the effectiveness of our partnership with Industry.
AAS is an office in the Federal Acquisition Service of GSA

Modernize and consolidate AAS business systems (ASSIST)

Ensure capacity to meet customer needs, while creating a consistent experience across AAS

Expand AAS business, while maintaining acquisition and financial quality

AAS operates as an enterprise

1. Expand AAS business, while maintaining acquisition and financial quality
2. Ensure capacity to meet customer needs, while creating a consistent experience across AAS
3. Modernize and consolidate AAS business systems (ASSIST)
4. Foster communication and engagement across AAS
5. Champion acquisition innovation while mitigating risks
WORKING WITH OUR PACRIM TEAM

❖ Acquisition Planning
  ➢ Leverage Client & Industry Feedback to Make Every Acquisition Better
  ➢ Rapid Package Development Teams (Larger Procurements)
  ➢ Tailoring Acquisition Strategy to address project specific constraints/requirements

❖ Maximize Communication with Industry
  ➢ Posting Drafts
  ➢ Track to Ensure 100% Follow-Up with Industry on RFI’s
  ➢ One-On-One Due Diligence Sessions
  ➢ Industry Days
  ➢ Almost Always Best Value (Tailored)
  ➢ Oral Presentations
  ➢ Enhanced Debriefings
  ➢ In Person or Virtual Industry Outreach Events
  ➢ Working to Build External Facing Pipeline
  ➢ Forecast program magnitudes to assist Industry
WORKING WITH OUR PACRIM TEAM

❖ Solicitation Streamlining
  ➢ Maintaining uniformity in solicitations
  ➢ Integrated technical evaluations
  ➢ Contract flexibility / Surge

❖ When coordinating with our Pacific Rim Team
  ➢ Dedicated CO/PM/PM-COR
  ➢ Consistency in Experience
    ■ Across Enterprise
    ■ Task Orders Lesson Learned
  ➢ Streamlined Approval Chain
    ■ Direct Access to HCA Approval Authority
    ■ Legal Coordination

❖ Utilizing INFORM 2.0 Enhanced Debriefings
COLLABORATION WITH INDUSTRY

❖ Previous PACRIM Industry Engagement Events
  ➢ 2019 San Diego, CA - Alliant GWAC
  ➢ 2020 Virtual SMC/PACRIM AAS Industry Day (OASIS Pool 5b / Small Business Participants - Subcontracting)

❖ Feedback
  ➢ Pipeline visibility to aid Industry obtaining Bid & Proposal (B&P) Dollars
  ➢ Quick reference “snapshot” for New Opportunities
  ➢ Expanded use of Industry Days & Due Diligence Sessions
  ➢ Better Visibility of Current Top Regional Clients / Strategic Partnerships
  ➢ Transparency (Leads, Opportunities...)
  ➢ Fair and Equitable Treatment
  ➢ Better understanding Regional Experience/Capabilities
PACRIM AAS INITIATIVES

❖ Enhance Regional Website

➢ Version 1.0 Q1FY21

■ “Go To” Location for Clients and Industry
■ Standardize content with AAS PMO/FEDSIM
■ Align with GSA Regional structure
■ Multi Dimensional
■ Promote Transparency / Fairness / Competition
■ Standardize Communication Methodology
■ Standardized Naming Convention
PACRIM AAS INITIATIVES

❖ Enhanced Regional Website

➢ Version 2.0 **Feb/Mar 2021**
  - Add Bio’s
  - Add New Team Lead Key Staff (AAS/CD)
  - Add Strategic CSC Partnerships to “What We Do”
  - Add Strategic Client Partnerships to “For Industry”
    ● Office of People Analytics
    ● Space Force - Space and Missile Systems Center (SMC)

➢ Version 3.0 TBD (Enterprise Initiative)
  - Add Client Toolkit Media to “Getting Started”
  - Add Industry Toolkit Media to “For Industry”
PACRIM AAS INITIATIVES

PACRIM AAS WEBSITE

We are EASY to find - Google Us!

https://www.gsa.gov/r9aas

Updated Site is LIVE TODAY!
OPEN FORUM DISCUSSION
Other Challenges

❖ Increased Leads/Opportunity Transparency
  ➢ Client Constraints
  ➢ Balance What's Real
  ➢ Protect limited Industry B&P dollars
  ➢ Maximize opportunity awareness

❖ Other Industry Concerns/Feedback (Open Forum)