



Procurement Times

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Directors' Corner

This has been an exciting year for the Enterprise GWAC Centers West and Southwest. First I have had the wonderful opportunity to work with my counterpart Casey Kelly, Director of EGWAC West. For the last year we have been operating our programs together so it has been a busy year for collaboration. Due to our collaboration we have learned each others strengths and weakness. We have found that although we have different expertise we truly are yin yang (as some of you have called us) therefore we think we are complementary opposites and together we make a great team. Ultimately we both feel very fortunate to work in such a high performing organization with outstanding, engaged and dedicated associates.



Casey Kelly
Director
Enterprise GWAC
Center—West

The EGWAC SW has had the opportunity to work several highly visible initiatives this year. Our biggest initiative was to work with the Alliant and Alliant SB team members to get the Alliant procurement awarded and up and running. I am happy to say that we were able to successfully award Alliant and issued notices to proceed in the first half of this year. Casey Kelley was named program manager of the Alliant program and under Casey's direction, the work of our associates, and outstanding industry partners, Alliant is off to a fantastic start with the award of 22 task orders with an estimated value of \$175 million.



Patricia Renfro
Director
Enterprise GWAC
Center—Southwest

The EGWAC SW was also asked by GSA's Chief Acquisition Office to work on a special project to award a contract for the web redesign for the Recovery Accountability and Transparency Board. We were honored to be asked to procure this critical contract and we are proud to say that our work on this project resulted in the first task order award under the Alliant GWAC. Also due to our work on the project our team was named GSA wide acquisition professionals of the year.

As you can see we have had some exciting initiatives this year and Casey and I want to thank all of you this year for helping get the Alliant contract off to a great start. Happy New Year to all of you and your families and we look forward to working with our clients and industry partners in another successful year 2010!

- Patricia Renfro

A Tale of Two Programs for IT Solutions—The Alliant GWAC and Schedule 70



Which contract vehicle should I use? Unfortunately, as is so often the case in the world of acquisition, the answer is “it depends”. First, let us acknowledge what many have already concluded— there is overlap between the Alliant GWAC and the Schedule 70, both in terms of IT scope and in terms of contract types allowed on Orders. Therefore,

in many cases either vehicle will offer you a cost effective, streamlined acquisition option for providing integrated IT solutions. Clearly there are many facets of your acquisition environment that will impact your decision and herein are some questions that may help you navigate the GWAC/Schedule dilemma:

1. *Does my IT requirement (for services or supplies) meet the FAR definition for a commercial item?* If yes, either vehicle may be used; however, requirements must have a service component if using Alliant. If no, Alliant should be used, and not Schedules.
2. *Is my IT requirement solely for hardware or software?* If yes, then Schedule 70 should be utilized.
3. *Do I need a Blanket Purchase Agreement structure?* If yes Schedule 70 may be used; however GWACs may also be structured to achieve the

same outcome or flexibilities offered by a BPA through the use of optional CLINS, NTE CLINS, and a combination of contract types to achieve maximum flexibility and risk management (e.g., hybrid task order).

4. *Do I need a cost type Order?* If yes, then Alliant can be used.
5. *Does my IT requirement involve ancillary support (i.e. non-IT subject matter experts, ancillary construction, hardware, software etc...) in order to achieve an integrated IT solution?* Whereas either vehicle may be viable, the process is very different. Alliant is specifically designed to support complex integrated IT solutions offering a single prime to manage an Order. To accomplish an integrated IT solution on a Schedule, a Contractor Team arrangement (CTA) between two or more GSA Schedule contractors is established, each acting as a prime. The CTA is a documented written agreement establishing the responsibilities of each team member.

Please note that these are merely guidelines. The acquisition strategy for each Order should be determined based on your agency's policy and objectives. So, be creative and ask questions. Please contact Mimi Bruce at 1-877-534-2208 for further information.

- Rebecca Eden

Contract Management Tip: Manage Contract Close-outs

Federal Acquisition Regulation (FAR) 33.206 allows Contractor claims to be submitted up to six (6) years after claims are accrued. Thus, it is imperative that the obligations of Government entities be managed in a timely and effective manner. Before a contract is closed and funds de-obligated, Government contract personnel should obtain a “Release of Claims” for the project from the applicable Contractor. Contracts issued by the General Services Administration (GSA) under the Alliant Governmentwide Acquisition Contract (GWAC) require Contractors to submit task order close-out reports on an annual basis. This helps ensure Contractors work closely with clients to

address close-out issues before they become funding problems. Proactively managing contracts in this manner helps mitigate problems often encountered when close-outs are performed merely as an after-thought.

- Bob Sheehan



Multiphased Procurement Successfully Utilized Under VETS GWAC



GSA's Enterprise GWAC Center Southwest Contracting Officers Todd Richards and Valerie Bindel recently conducted a creative multiphased procurement effort on behalf of the Recovery Accountability and Transparency Board (RATB). Taking

advantage of the ordering procedures in FAR 16.5, the Request for Proposals contained instructions to all Offerors that the procurement would be conducted in two stages, including oral presentations as a concept demonstration, followed by written proposals.

While not formally evaluated, the oral presentations served as a demonstration of requirement understanding as well as a potential solution to the RATB requirement. The evaluation team witnessed six one-hour presentations, then the Contracting Officers notified each Offeror whether the evaluation team felt they stood a reasonable chance of providing

a best value proposal based upon the presentations.

Of the six one-hour presentations several Offerors were told they did not stand a reasonable chance of providing a best value proposal and the remaining Offerors were told they did have a reasonable chance of providing a best value proposal. The Contracting Officers allowed any Offeror who made oral presentations to submit written proposals, even if they had been informed that the evaluation team did not feel they stood a reasonable chance of submitting a best value award. Ultimately, four proposals were submitted and evaluated.

The objective of this procurement process was to save both Government and Offerors time and money in the proposal writing process, and was very well received by the industry partners who participated. The acquisition was performed relatively quickly as well, with only 46 calendar days from the issuance of the solicitation to date of task order award.

– Valerie Bindel & Todd Richards

The Results Are In; No Landslide; Reasonable Competition Results on Alliant

Preliminary results are in and the news is favorable. To date there have been 22 awarded Orders against Alliant. Of these awards, the average number of proposals received per Order has been 3 and the highest number of responses has been 8. These results should convincingly assuage the initial fears expressed by many that the 59 companies that make up Alliant's robust contractor pool would generate a landslide of proposals and potentially slow the award process down to a crawl. However, so far this just has not proven to be the case. In our October newsletter we tried to address those concerns by offering the reader several techniques designed to promote price competition as well as streamline the ordering process. Now with a reasonable number of Alliant awards under our belt, we have sufficient data to support our expectation of adequate price competition based on a reasonable number of proposals. Although Alliant is

still in its infancy, this current snapshot supports a reasonable competitive environment. Clearly there are a myriad of factors that may influence a contractor's decision to submit a proposal (e.g. timing, expertise, dollar value, incumbency, and due diligence) therefore the number of contractor responses will vary based on the unique characteristics of each requirement as well as the business climate specific to an individual contractor.

– Mimi Bruce



Millennia Comes To An End— Industry Perspectives

A Lesson in Success

With little or no fanfare, and actually with a touch of melancholy, GSA's Millennia Contract ended on October 27, 2009. For ten and one half years (10.5), this contract served as the model for how a GWAC should be performed. I was a part of this contract for about five years, and the friendships created and the camaraderie that arose from the Quarterly Performance Reviews (QPR) truly made the words "industry partners" mean something. While we were all competitors, we also understood the meaning of putting the contract first.

The lively discussions at the meetings only reinforced how passionate we were about this program. The Quarterly Program Reviews were like a reunion, seeing Government and Industry coming together.

All good things do come to an end and Millennia, for all of its success, closed quietly. Just think back kindly on the wonderful program it was.

Those memories will never be erased. And I am forever grateful to have been a part of this wonderful project. I thank GSA and the other Industry Partners who welcomed me with open arms. I go back to the old expression; it really is the journey that matters most.

- David Shumway, Computer Sciences Corporation



Quote from Industry:

"It's always sad to see something good come to an end, nonetheless, it has been a real pleasure to work with the professionals at the GSA Enterprise GWAC Center, the Assisted Services Regions and FedSim, and the many client agencies we have supported throughout the 'Millennia Years'. We at CSC have no doubt that the experiences with Alliant Contract will be equally positive in all respects."

- Ann Gladys, Computer Sciences Corporation

GSA and Industry Forged a Partnership

"Things may come to those who wait, but only the things left by those who hustle." Abraham Lincoln's words were meant to inspire a nation, but resonate today in a wholly different context. GSA didn't sit back and wait for work to be brought to Millennia- it forged a partnership with industry to jointly market the contract, evolve the acquisition process based on lessons learned, and leverage best practices honed across a wide range of Governmentwide Acquisition Contracts (GWACs) and ID/IQs administered by dozens of Agencies.

Federal Agencies have a myriad of choices and GSA recognized that the selection of a contract vehicle of choice is truly Darwinian, with business naturally gravitating to the best vehicles based on fees, service, competition, and speed. The large volume of business contracted through Millennia – by each of the eight prime contractors – is a testament to Millennia's success.

GSA was at the vanguard of a profound change in how IT services are procured, and Millennia, following on the heels of the successful FEDSIM 9600 contract vehicle, was one of its most prized tools. GWACs, specifically Millennia, established a new paradigm for how IT services could be procured – replacing lengthy paper-centric proposals with interactive orals, streamlining the procurement process without undermining competition, emphasizing best value through specified cost and level of effort ranges rather than low cost, and fostering a true trilateral partnership between the customer, GSA, and the contractor community.

As we look back on Millennia, we do so with sadness as it draws to an end, but also with appreciation for the defining role it played in institutionalizing GWACs throughout Government and proving the power of Government/industry partnership.

- Sandi LaCroix, SRA International

Implementing Past Performance Into Your Administrative Process

The Federal Acquisition Circular 2005-34, (specifically Federal Acquisition Regulation Case 2006-022) was passed to ensure that the FAR:

- clearly reflects the use of the Past Performance Information Retrieval System (PPIRS);
- requires the evaluation of past performance for a task order or delivery order against a contract awarded by another federal agency (i.e. such as the Alliant GWAC); and
- clarifies that the Agency shall identify those responsible for preparing interim and final evaluations

Recording contractor current performance information periodically during contract performance and discussing the results with contractors is a powerful motivator for contractors to maintain high quality performance or improve inadequate performance before the next reporting cycle. Current performance assessment is a basic "best practice" for good contract administration, and is one of the most important tools available for ensuring good contractor performance. The Alliant GWAC strongly emphasizes interim assessments as part of good contract management.

Alliant's Strategic Sourcing Initiative

"There are dollar savings and process improvements to be derived from Strategic Sourcing. Federal government, industry suppliers and ultimately the US taxpayers benefit when government can better articulate its requirements and provide committed purchase volumes, and in return, industry suppliers can provide better pricing and solutions – GSA Federal Strategic Sourcing Initiative."

Some of the bigger benefits of strategic sourcing include: (1) Replicate cost-saving business processes; (2) Share lessons learned and best practices; and (3) Streamlines procurement process. The Alliant Program supports strategic sourcing initiatives by looking at the "spend analysis" of Orders issued under the Alliant GWAC. Strategic sourcing is accomplished by analyzing the Ordering Agency's spend under a contract vehicle and using the information to steer busi-

ness decisions about acquiring services more effectively and efficiently. They provide Contracting Officers an opportunity to give contractors performing well a "pat on the back" and encouragement to keep up the good work. Interim assessments give contractors experiencing problems the opportunity to correct problems before they jeopardize contract completion. Most agency's contract administration practices dictate that interim assessments be prepared at least every 12 months for contracts.

All rating systems should track four basic assessment elements – cost, schedule, technical performance (quality of product or service) and business relations including customer satisfaction – and use five basic ratings:

- Exceptional
- Very Good
- Satisfactory
- Marginal
- Unsatisfactory

- Paul Martin

ness decisions about acquiring services more effectively and efficiently. The Alliant Program supports strategic sourcing initiatives by looking at the "spend analysis" of Orders issued under the Alliant GWAC.

To implement the initial steps of strategic sourcing, the Alliant GWAC is in the process of gathering which of the 80 labor categories are being used and actual hourly unit cost invoiced to the federal clients on these Alliant Orders. Also, we will promote collaboration to leverage buying power across multiple organizations by educating federal clients on the benefits and use of Alliant. Alliant is here to help maximize the benefits of strategic sourcing and we need your help.

- Paul Martin

Applying Clauses from the Master Contract to the Task Order Level

There has been more than one interpretation on whether clauses from the master contract are necessarily incorporated by reference at the task order level. From a legacy perspective, under the ANSWER GWAC, clauses from the master contract were expected to apply to all orders issued under the master contract. We based this interpretation on FAR 52.216-18(b) which states that "...task orders are subject to the terms and conditions of the contract." Following that logic, one may conclude that the clauses from the master contract would be incorporated even if it was not specifically cited in the task order.

Improving on the successes of the ANSWER GWAC, the Alliant GWAC clauses in Sections E, F, H and I identify the specific contract clauses that should be applied at the task order level based on

applicable contract type and required fill-in clauses that must be incorporated in full text at the Order level.

The Alliant GWAC also allows for inclusion of additional clauses at the task order level to meet specific agency requirements. These additional clauses are as follows:

- Optional FAR clauses;
- agency supplemental clauses;
- alternate FAR clauses;
- order-specific clauses; and
- Service Contract Act/Davis Bacon Act clauses, when applicable.

- Diemle Phan

GSA San Diego Participates in Local Outreach Program - Adopt-A-Family



The San Diego office participated in the Adopt-A-Family program through the Saint Gregory The Great Catholic Church in San Diego, CA this holiday season. The mission for this organization is for the Adopt-A-Family ministry to provide Christmas presents to needy families within the San Diego region.

Over 100 families receive Christmas gifts provided by donor families and companies. For some, these will be the only gifts they receive. The San Diego office consists of multiple GSA groups which includes the Enterprise GWAC Center-West team, the CAR group and Assisted Acquisition Service.

The family we adopted consisted of 6 members with children ranging from 6 months to 10 years old. The outreach effort was a huge success and all of the family wishes (and then some) were fulfilled! Prior to the delivery of the gifts, the office gathered together for a gift wrapping party and just about everyone participated in the activities. This was a wonderful experience to be able to make a difference in someone's life this holiday season. We plan to make this an office tradition moving forward! - Jennifer Jeans

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 and any other comments that you believe may add value to future newsletters. Please submit your comments to jennifer.jeans@gsa.gov

The Enterprise GWAC Centers Employee Highlights

Dorothy M. “Shan” Clark – Deputy Director

Dorothy M. “Shan” Clark began her federal career in 1973 as a Personnel Specialist in the U.S. Army stationed at Fort Ord, California. Following her military service, she became a civilian Procurement Clerk at Fort Ord, then moved to the Defense Language Institute at Presidio of Monterey, California.

Shan joined GSA in 1978 at Fort Worth, Texas. When she first arrived in Texas, she held jobs on the GSA warehouse shipping floor preparing customer shipments for transportation, and as a Property Disposal Clerk. Shan re-entered the acquisition field in 1984 as a Procurement Clerk supporting services contracts with the former Federal Supply Service in Fort Worth. Opportunities for professional growth took Shan to the Public Buildings Service (PBS) and the former Information Resources Management Service (IRMS), continuing to work on services contracts. For several years she was a Contract Specialist in the current Assisted Acquisition Services portfolio.

Shan joined the GWAC program in 2000 to provide customer support for the newly awarded Mil-

lennia Lite contracts. Earlier this year Shan was part of the Presidential Transition (Outgoing) team, which provided support to move former President Bush from the White House to his offices in Dallas, Texas. She currently serves as Deputy Director of the Enterprise GWAC Center Southwest.



Shan has been married to Mike for 30 years, and has one son and two granddaughters, ages 13 and 6. She is a Dallas Stars (hockey) fan, and enjoys traveling, which is a good thing because both work and personal interests have taken her to many places in the United States and abroad. Shan received her Bachelor of Arts degree in Anthropology from the University of Texas at Arlington.

Richard Blake — Business Management Specialist

Mr. Richard Blake is a Business Management Specialist serving the U.S. General Services Administration (GSA) Federal Acquisition Service (FAS) Enterprise Government wide Acquisition Contract (GWAC) Center, San Diego, CA. He currently serves as the technical expert on the GWAC Scope Review team.

Richard has thirty plus years of hands on Information Technology experience and offers a unique blend of technical expertise and business acumen having previously served as the Chief Information Officer and Vice President of Information Technology with eCend Managed Systems from 2000 to 2006, executing sales strategy of Avaya's Modular

Messaging Enterprise Platform.

He also served as a Senior Administrator with Salient Networks from 1998 to 2000, and was the Director of Information Technology for Pro-Kennex International from 1994 to 1998.

Richard first served his country with the U.S. Army in Vietnam from 1972 to 1975.



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Alliant

Millennia Lite

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Upcoming Events

Alliant PMR
January 26—27, 2010
San Diego, CA

AUSA
February 24-26, 2010
Ft. Lauderdale, FL

Alliant Industry Day
Early March
Washington, DC

FOSE
March 23—25, 2010
Washington, DC

IRMCO
April 11, 2010
Cambridge, MD

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