



# Procurement Times

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GOVERNMENTWIDE ACQUISITION CONTRACT (GWAC) CENTER

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Issue 4

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## Directors' Corner

The Alliant GWAC reached a significant milestone in July 2010 passing the \$1 Billion business volume in its first fourteen months. At the time this newsletter went to print, the numbers are \$1.118 Billion awarded (estimated total dollar value including option values) on 58 task orders, averaging 3.5 proposals per competitive solicitation, used by all branches of the DoD and 11 Federal civilian agencies, and orders issued to 28 of the 59 Alliant prime contractors. Alliant is ahead of where GSA's legacy enterprise GWACs ANSWER & Millennia were at in their first fourteen months.

The Alliant pipeline is very robust as demonstrated by a steady increase of: RFPs and RFIs being issued; number of people taking Alliant Delegation of Procurement Authority (DPA) training; number of Work Statements being sent to the Alliant team to review; and positive feedback Alliant has been receiving at the Alliant Outreach events that have taken place. Without question, it has been an unbelievably busy year in terms of Alliant participation at events such as FOSE, GSA Expo, DoD Procurement Conference, NCMA World Congress, GSA Network Services Conference, GSA Outreach Europe and Asia, and Alliant Outreach events in Washington D.C. and Philadelphia. Events still remaining this year include Alliant Outreach in Dayton, Ohio for Wright Patterson, and the Air Force IT Conference.

All these efforts have paid off in terms of the results in both customer usage and awareness. We look forward to a very strong finish to this fiscal year; and we will continue to demonstrate how Alliant can be successful in the next fiscal year. We thank all of our legacy Enterprise GWAC customers (ANSWER, Millennia, and Millennia Lite) that have transitioned their expiring task orders to Alliant and welcome all new customers that have selected Alliant for their IT support services requirements. We also thank all of the Alliant Industry Partners for their commitment and dedication to making Alliant successful. Their collaboration with the GWAC staff, engagement with clients, and willingness to save taxpayer money has contributed tremendously to the success of Alliant. Their vigilant efforts of providing cost effective, best value, total IT solutions to our respective customers has truly embodied the spirit of partnership.

- Casey Kelley



Casey Kelley  
Director  
Enterprise GWAC  
Center—West



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Center—Southwest

## Transparency in Government Contracting

Efforts supporting more transparency in government contracting continued as the FAR Case to post Justifications and Approvals (J&As) was finalized and a new case for publicizing contract actions was posted for comment. Effective June 16, 2010, FAC 2005-042 (FAR Case 2008-003), Posting J&As, implements NDAA 2008 Section 844 which mandates that FAR Part 6 J&As documents related to noncompetitive procedures be posted on the agency website within 14 days (30 days for urgency exceptions) after award of the contract. This also applies to any J&A's required under FAR 13.501 for simplified acquisitions over \$100k under the Test Program for Certain Commercial Items.

Although it does not apply to awards under Indefinite Delivery Indefinite Quantity (IDIQ) contracts (i.e. Multiple Award Schedules, Governmentwide Acquisition Contracts, Multi-agency contracts) there is a pending FAR Case 2007-012 (Section 863 of NDAA for FY 2009) that addresses publicizing non-competitive actions (i.e. exceptions to Fair Opportu-

nity) for IDIQ contracts—stay tuned.

Comments are due on or before July 12, 2010 for FAR Case 2009-004, Enhancing Contract Transparency. The objective of this preliminary discussion is to identify issues/establish parameters related to public posting of contract actions, should such posting become a requirement in the future, without compromising contractors' proprietary and confidential commercial or financial information. This transparency effort is intended to promote efficiency in Government contracting through an open acquisition process and improve Federal spending accountability consistent with the Administration's memorandum entitled Transparency and Open Government (January 21, 2009) (Published in the Federal Register at 74 FR 4685, January 26, 2009).

For the complete notice go to: <http://edocket.access.gpo.gov/2010/2010-11381.htm>

- Rebecca Eden

## A Post-Award Orientation Conference is Essential to a Successful Contract

In order to achieve maximum results, the post-award orientation conference should be conducted soon after the contract is awarded. The purpose of the conference is to foster a clear and mutual understanding of the contract requirements and identify key issues/concerns that could possibly impact contract performance.

Post-award orientations are most vital when potential risks to the contractor or the Government have not been addressed within the contract itself. A post-award conference identifies these risks and considers ways of reducing anticipated problems during contract performance.

The Contracting Officer has discretion to decide whether a post-award orientation, in any form, is necessary. The need for a post-award orientation varies on the complexity, performance risk, and dollar value of the contract action.

The Contracting Officer should consider the following areas when decide to conduct an orientation:

- (a) Type, value, and complexity of the contract;
- (b) Complexity and acquisition history of the service;
- (c) Urgency of the delivery schedule and relationship of the service to critical programs;
- (d) Extent of subcontracting;
- (e) Contractor's performance history and experience with the service;
- (f) Contractor's status, if any, as a small business entities.
- (g) Safety precautions required for hazardous materials or operations; and
- (h) Complex financing arrangements, such as progress payments, advance payments, or guaranteed loans.

A post-award orientation may be conducted in a face-to-face conference, by letter, or by teleconference. Any combination of these formats is acceptable. The Contracting Officer makes the final choice.

- Diemle Phan

## GSA Invited to Host Training Sessions at the 2010 DOD Procurement Conference in Orlando Florida

In keeping with our mission to understand, support, and provide IT solutions to the federal customers, GSA's Enterprise GWAC Center (EGC-W), at the invitation of Mike Canales, Defense Procurement and Acquisition Policy (DPAP) Policy Office, actively participated for the first time at the DoD Procurement Conference held in Orlando Florida. During this three day conference, attended by over 1300 DoD acquisition personnel, GSA's EGC- W team conducted 5 "Delegation of Procurement Authority (DPA)" training sessions, providing DoD Contracting Officers and Contract Specialists the requisite training to receive a DPA, thereby granting them authority to issue Orders under the Alliant and Alliant SB Contracts. Approximately 79 DoD acquisition personnel

attended the five sessions.

During the general kick-off session Shay Assad, Director DPAP, encouraged all DoD participants to attend the GSA sessions and receive training. Mr. Canales personally visited almost every GSA GWAC training session to clarify DoD's policy on the use of GSA vehicles and to further open the door for communication between the DoD procurement community and GSA.

For further information on DPAP interagency policy as it pertains to interagency acquisitions go to <http://www.acq.osd.mil/dpap>.

- Mimi Bruce

### Event Highlights



**Alliant Program Management Review (PMR)** - The Enterprise GWAC Centers held its 3rd Alliant PMR at GSA Expo on May 3rd in Orlando, Florida. The PMR provides an opportunity for Industry Partners, GWAC Center associates, and GSA regional representatives to communicate current issues, discuss business opportunities, and review future and ongoing initiatives. There were well over 120 in attendance. We also celebrated Alliant's 1 year anniversary. We thank the FAS AAS Region 4 staff for providing an "anniversary" cake for this momentous occasion!

### Mid-Atlantic Region 3 hosts the Alliant Outreach in Philadelphia, PA -

The Mid-Atlantic Region (R3) hosted the 2nd Alliant Outreach for more than 100 attendees at the Pennsylvania Convention Center in Philadelphia, on June 2nd. The Mid-Atlantic Region met with Alliant Industry Partners to collaborate with one another on how to best support customers' IT service needs with Alliant. Prominent speakers and guests included Linda Chero, Region 3 Acting Regional Administrator & FAS Regional Commissioner, Mary Davie, Assistant Commissioner, Assisted Acquisition Services, Mark Aucello, Director, Assisted Services, Mid-Atlantic Region (R3); Peter Han, Director, Northeast and Caribbean Region (R2), Division Director.

- Jennifer Jeans



## Alliant Responds to an Urgent Mandate—*Rebuilding Recovery.gov – Smartronix GWAC PMO*

In February 2009, Congress passed the American Recovery and Reinvestment Act (ARRA) to rapidly inject roughly \$787 billion in tax cuts and spending into the American economy. The law created a new era of accountability and transparency, requiring recipients of Recovery funds to submit detailed data reports on their awards following each calendar quarter, with the data publicly released 30 days later. To provide a reporting system for Recovery Act spending, President Obama put his Vice President at the lead, appointed a proven and aggressive Inspector General, and established the creation of a public Web site to enable citizen monitoring of the effort.

That Web site—Recovery.gov—would support ARRA accountability through two primary means. First, it would create transparency for all government spending, management actions, and Recovery Board activities. Second, it would provide a platform to analyze ARRA data and the means to report fraud, waste, and abuse.

Yet within months of Recovery.gov's initial launch, the administration found that the site's content management system and back-end components would not provide a robust, scalable and feature rich platform for supporting the reporting and content management needs of this unique and unprecedented initiative. Recovery.gov immediately needed:

- A secure, highly available, fault-tolerant data center infrastructure
- A highly tailored content management system to meet unique publishing and workflow requirements
- A scalable, reliable, secure hosting environment with easy feature and function expansion

On June 15, 2009, the Recovery Accountability and Transparency Board (RATB) turned to GSA Alliant and issued an urgent RFP for the redesign, implementation, and operation of Recovery.gov. This was the first task order issued under the now successful GSA GWAC.

The RFP called for nothing less than a complete overhaul of Recovery.gov—including the database technology, content management system, and hosting platform—in record-setting time, despite the project's enormous scale and complexity.

Team Smartronix, led by the eponymous Alliant Contractor, was awarded the project on July 8, 2009. A mere 82 days later, Recovery.gov version 2.0 went live with the following highlights:

- On-time, under-budget delivery
- 99.99% continuous uptime
- Innovative integration of several complex enterprise technologies using Web 2.0 capabilities – Enterprise Search, Business Intelligence and Reporting, Virtualization/Cloud computing, Geospatial Information Systems, Enterprise Content Management, XML Web Services, and Social Media
- Pioneering use of commercial Cloud services and large-scale Web-Oriented Architectures
- Over 10 million page views to date
- Multiple Web site awards (MeriTalk, ADDY, Webby Honorable Mention)

The Recovery and Transparency Board had access to multiple contracting vehicles, yet they chose the then untested GSA Alliant GWAC to fulfill a complex set of requirements with a critical timeline. According to the RATB, the choice was easier than could be imagined.

*“GSA Alliant offers superb flexibility and provided great staff. The vehicle allows the RATB to procure services in a very efficient time and the ability to communicate with the contracting officer, who knows our ability to comply with mandates. Using the current contract (GSA Alliant) has allowed us to save money, increase the efficiency of staff, and also resulted in us meeting our goal to get into the cloud. The ability to work with multiple stakeholders; States, agencies, and senior administration officials to address quick turnaround issues has been fantastic. The Recovery Board is exceedingly satisfied with the staff and their ability to respond to inquiries.”- RATB*

The success story of Recovery.gov and GSA Alliant continue to be written. The Alliant GWAC recently passed the \$1 billion mark and Recovery.gov transitioned successfully to the cloud. From an urgent yet humble genesis both programs have blossomed and continue to set high standards.

- Dave MacRae, EVP Business Intelligence & Operations, Smartronix, Inc.

## The Enterprise GWAC Centers Employee Highlights

### ★ Jason Schmitt - Contracting Officer

Jason Schmitt serves as the Millennia Procuring Contracting Officer for the Enterprise GWAC Center. Jason came to the Center in February 2007 from the Naval Facilities Engineering Command Southwest (NAVFAC). Jason has over 11 years of experience in contracting. His previous experience includes working for the United States Property and Fiscal Office (USPFO) for California, which does all the larger contracting acquisitions for the Army and Air National Guard locations throughout the state.

Jason's knowledge in contracting includes a wide variety of cradle to grave procurement actions, including construction, architect-engineering, service, and environmental.

Jason has a BA degree in History from CAL POLY San Luis Obispo and a BS degree in Hotel Management from UNLV, as well as a FAC-C Level III Certification in

Contracting. Jason is a 17 year California Air National Guard member and currently assigned to the Force Support Squadron at March AFRB.

Jason spends his free time with his wife Lily and beautiful daughter Sofi. When time permits, you will find Jason on the golf course. Jason has many interests, although his top interests are in Science & Technology, Architecture, Art, and Archaeology. He also loves keeping current with news and politics.



### ★ Robert "Bob" Sheehan—Contracting Officer

Bob Sheehan joined the GSA Enterprise GWAC Center - West in May 2005 as a Contract Specialist. Bob's current job responsibilities include an active role as the Procuring Contracting Officer for both the Information Technology Omnibus Procurement II (ITOP II) and Virtual Data Center Services (VDCS) GWACs.

Bob has a Bachelor of Science (B.S.) degree in Chemistry from Montana College of Mineral Science and Technology, and a Masters in Business Administration (MBA) degree from Idaho State University. Prior to joining GSA, he spent 11½ years working for the Sample Management Office (SMO) under the auspices of the primary management and operations (M&O) contractor for the United States Department of Energy Idaho Operations Office (DOE-ID) at the Idaho National Laboratory (INL).

Bob is an avid tennis player in his spare time. He is also an advocate for allocating tax money to build, administer, and maintain public accessible sport facilities for a myriad of physically active interests (basketball, football,

baseball, soccer, swimming, skateboarding, jogging, etc.). Quote: "Such facilities offer members of society with a positive outlet to relieve stress, promote a healthy lifestyle, and have fun.

Easy access to sport facilities for little to no admission fees are especially important to teenagers who have excessive time on their hands. Teenagers utilizing their time constructively in sport facilities benefits society as a whole and will most assuredly produce a favorable return on investment for these facilities."

Bob is happily married with three children and two grandchildren.



### 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](mailto:jennifer.jeans@gsa.gov)

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[www.gsa.gov/alliant](http://www.gsa.gov/alliant)  
[www.gsa.gov/answer](http://www.gsa.gov/answer)  
[www.gsa.gov/millennia](http://www.gsa.gov/millennia)  
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We're on the web  
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### Upcoming Events

**LandWarNet**  
**August 3—5, 2010**  
Tampa, FL

**Alliant PMR and Out-  
reach**  
**August 11—12, 2010**  
Dayton, OH

**AF IT Conference**  
**Aug 30—Sept 2, 2010**  
Montgomery, AL

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