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Notes from OFPP

April 2012

Welcome to the April edition of Notes from OFPP. We've got a lot of success stories and other updates to share this month, but I want to start by announcing that the Senate Committee on Homeland Security and Governmental Affairs has scheduled a nomination hearing for Joe Jordan, President Obama's nominee to be the next Administrator for Federal Procurement Policy. The hearing will take place at 10:00 AM on Wednesday, May 9. More information is available at the Committee's website, where the hearing will also be streamed: <http://www.hsgac.senate.gov>.

Spotlight on Success

At last month's Acquisition Excellence conference, the Chief Acquisition Officers Council presented three Acquisition Excellence awards, and one Small Business Excellence award. Please join us in congratulating all of the winners!

- **Mr. Edward Schultz, HHS**

- **Effective Vendor Communication - Individual Award Winner**

As the Chief of the CDC Procurement and Grants Office, Acquisition and Assistance Branch, Mr. Schultz oversees the purchase of all vaccines and vaccine-related services for the CDC's Vaccine for Children and adult vaccination programs. Purchases associated with the vaccine entitlement programs are available only from large businesses and account for roughly 70% of all contract dollars awarded by CDC. In FY11, Mr. Schultz began a concerted campaign to engage 8(a) small business contractors for nonvaccine-related supplies and services to demonstrate a measurable increase in his branch's contribution to the CDC small business goals. Mr. Schultz reached out to small businesses that had not previously done business with the CDC, thereby increasing competition and awards to small business. Mr. Schultz's outreach resulted in a 500% increase to his branch's 8(a) awards and a 600% increase in their SDB awards.

- **Ms. Ryan Luhman, DIA**

- **Strategic Sourcing - Individual Award Winner**

Solutions for Information Technology Enterprises (SITE) is a multiple award contract vehicle for delivering information technology services that support the global intelligence and command and control (C2) assets vital to the security of the United States. Departments and agencies supported by this contract vehicle include the Defense Intelligence Agency, Army, Navy, Air Force, Marine Corps, and Coast Guard. SITE contracts were awarded to 6 large businesses and 5 small businesses, allowing DoD to leverage its buying power, streamline procurement processes and increase small business outreach. Ms. Luhman's efforts have been instrumental in improving competition within the SITE contracts, including an increase in opportunities for small businesses. Her efforts resulted in dramatically exceeding the small

business goals set for the vehicle - instead of setting aside \$20M per year for small business awards, awards have averaged \$56M per year.

- **Missile Defense Agency Engineering and Support Services (MiDAESS)**

- **Buying Smarter - Team Award Winner**

The MDA needed to develop a new performance-based acquisition construct to replace the legacy project-oriented system engineering and technical assistance (SETA) approach. The legacy system had been in place for over ten years and allowed organizations to acquire their own individual services with no MDA-wide view of requirements. MDA chartered a program office to centralize and manage support services and establish consistent contractor performance reporting. The successful effort was led by the MiDAESS Management Council, comprised of the PM, deputy PM, acquisition lead, business financial officer, COR, contracting directors, and requirements team leads. The resulting management of support services was realigned Agency-wide from 25 different organizations. The total labor cost savings for the agency was \$140M/year or \$700M over five years. The program resulted in an efficient agency-wide view of support needs, better buying practices, increased competition, and increased small business participation.

Winners:

Carolyn Goldberg, PM

Kyle Carter, Deputy PM

Jennifer Sullivan, Acquisition Functional Lead

Daphne Edwards, Business Financial Manager

Tammie, Newby, COR Lead

Robbie Phifer, MS Contracting Director

Ella Chapman, MS Deputy Contracting Director

Denise Walker, Requirements Team Lead

Lester Young, Requirements Team Co-Lead

- **Ms. Amy Lineberry**

- **Small Business Award – Individual Winner**

Amy Lineberry, a GSA contracting officer, received a requirement to set-aside a Region 8 requirement for small businesses. After conducting extensive market research, she concluded that there were adequate SDVOSB firms identified and qualified to compete and made the solicitation a SDVOSB set-aside. After several challenging aspects of the procurement, Ms. Lineberry awarded the largest SDVOSB contract ever awarded by GSA Region 8, which greatly exceeded expectations. Agency-wide, GSA had struggled to meet the 3% SDVOSB goal, and GSA Region 8 had not met that particular goal in recent years. It is anticipated that, with the award of the support service contract with an estimated value of approximately \$6 million per year, GSA Region 8 will satisfy the 3% SDVOSB goal throughout the contract term (base years with four option years), and that the award will also contribute towards the agency meeting its overall SDVOSB goal during that same term.

Career Corner

- **Civilian Acquisition Workforce Competency Survey**

The Office of Federal Procurement Policy (OFPP) and Federal Acquisition Institute (FAI), in collaboration with the Chief Acquisition Officers Council (CAOC), are pleased to announce the 2012 Acquisition Workforce Competency Survey (AWCS) for the civilian workforce. The AWCS, which is administered biannually, provides OFPP, FAI and your agency with unique insight into your training needs, differentiated by program area and certification level, so that resources can be dedicated to the development and enhancement of acquisition-related training opportunities. The AWCS will be open from Monday, April 16th through Thursday, May 31st, and will take approximately 45 minutes to one hour to complete. If you did not receive a link to the survey, it's available here: <http://www.fai.gov/survey/index.php?sid=45615>. As indicated in the instructions, participants that are registered in FAITAS are eligible to receive 1 CLP for completion of the AWCS. We thank you for your participation in this important initiative.

- **Vacancy Announcement – Deputy Director at the Department of the Interior**

The Department of the Interior is looking for an SES-level 1102 to serve as the Deputy Director, Office of Acquisition and Property Management. The successful candidate will coordinate with the Director to provide executive leadership, technical assistance, and oversight in developing and implementing Department-wide policy for acquisition and financial assistance. The posting is open until May 29, 2012, and more information about the additional duties and qualification requirements for this position is available here:

<http://www.usajobs.gov/GetJob/ViewDetails/314875000>.

- **Training Opportunity**

Section 863 of the FY 2009 NDAA required changes to the procedures for ordering from Federal Supply Schedules, and GSA has posted a detailed presentation outlining those changes. The presentation has been divided into five parts, which are available here:

- Part 1: http://www.youtube.com/watch?v=ORz2UyaxVD0&feature=player_embedded
- Part 2: http://www.youtube.com/watch?feature=player_embedded&v=3pv8t-vFNus
- Part 3: http://www.youtube.com/watch?feature=player_embedded&v=b2b8W5Y2KoI
- Part 4: http://www.youtube.com/watch?feature=player_embedded&v=1uA0-F1b5nc
- Part 5: http://www.youtube.com/watch?feature=player_embedded&v=Vx0w7J_BUZQ

PortfolioStat

On March 30, 2012, OMB issued a memorandum announcing the new PortfolioStat initiative, which requires agency CIOs, CFOs, and CAOs to work closely together to improve the acquisition and management of IT. The memo implements a new tool, the PortfolioStat, to help agencies leverage technology and build on existing IT investments by conducting an annual review of the agency's IT investments. This will help agencies assess the current maturity of their IT portfolio management process, identify areas to eliminate duplication, and move to shared solutions. These efforts at identifying duplication will also provide new opportunities for strategic sourcing, so we encourage you to work with

your colleagues in your CIO offices to support them in this important effort. The memo is available here: http://www.whitehouse.gov/sites/default/files/omb/memoranda/2012/m-12-10_0.pdf.

Oracle Schedule 70 Cancellation

The General Services Administration (GSA) has announced that, effective May 17, 2012, Oracle's multiple award schedule contract under IT Schedule 70 is cancelled. As a result of this action, ordering activities will not be able to exercise options on existing task orders or place new orders after May 17, 2012, and blanket purchase agreements (BPAs) will terminate as of the cancellation date as well. Existing task orders may continue through the current period of performance, and Oracle products and services will remain available through resellers with active IT Schedule 70 contracts. If you have any questions about the cancellation, please contact:

Sandra Upson, (816) 823-1281, sandra.upson@gsa.gov,
Brandy Gott (816) 823-2188, brandy.gott@gsa.gov, or
Jeffrey Winters (816) 823-2685, jeffrey.winters@gsa.gov.

System Updates

- **Changes Coming to CCR/FedReg, EPLS, and ORCA - Introducing SAM!**

The GSA Integrated Acquisition Environment has been working to improve the various centralized systems that you use to access and report information supporting your agency contracting activities. This effort involves consolidating the multiple systems (FBO, FPDS, ORCA, CCR/FedReg, etc.) into one environment, the System for Award Management, or SAM. For those of you familiar with this effort, you know it will reduce the number of passwords you need to remember, reduce the number of systems you need to enter and interact with, and reduce data redundancy by sharing the data across the award lifecycle.

The first phase of this effort will go live in May 2012 when GSA will be integrating the capabilities of Central Contractor Registration/Federal Agency Registration (CCR/FedReg), the Online Representations and Certifications Application (ORCA), and the Excluded Parties List System (EPLS). To help you better understand how this will work, SAM training will be available online in early May. For more information or details on SAM, please visit www.sam.gov and please share this information across your office and with any colleagues across your agency working in federal grants or financial management systems.

- **FPDS Updates**

As part of ongoing efforts to reduce burden on the acquisition workforce and provide easier access to data and information essential to acquisition management, the GSA Integrated Acquisition Environment (IAE) has made some helpful changes to the Federal Procurement Data System (FPDS) – <https://www.fpds.gov>. Under the leadership of the Chief Acquisition Officers Council (CAOC) Acquisition Committee for E-Government (ACE), and with funding from the

CAOC, the IAE has created new standard reports for FPDS that will help agencies improve their management of FAPIIS data, subcontracting reporting, competition information, and small business goals. These changes will decrease the time required to run both standard and ad-hoc reports, and will also allow for reports that encompass up to five years of data. Thanks to GSA, the ACE, and the IAE team for making these useful tools available.

The new standard reports are:

- **Contract Termination for Default-Cause** – may be used as a point of reference against which to review information that should be contained in FAPIIS;
- **Subcontracting Plan** - may be used to compare data in FSRS and eSRS to identify gaps in subcontracting reporting;
- **Potential Anomaly Report** - may be used to identify records that have been marked as "small business" by the contracting officer but where the contractor is also on the annual FPDS list of the top 100 federal contractors, which could indicate a potential anomaly for review; and
- **Competitive Procedures but One Offer** – this report may help agencies improve competition by identifying those competitions that resulted in only one offer, which will give agencies the opportunity to analyze changes that can be made for similar acquisitions in the future to increase the number of offers.

Until next month, thank you for all of your hard work.



Lesley A. Field
Acting Administrator for Federal Procurement Policy

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Issues of Notes from the Administrator are available online for any employee of the executive branch in the Acquisition area of the MAX Federal Community. The MAX community is open to Federal government employees with a valid .gov, .mil, or .fed.us email address, and you can register here: <https://max.omb.gov/maxportal/registrationForm.do>.

Once you're registered, you can find the Notes from the Administrator here: <https://max.omb.gov/community/x/cYJ2I>.