



# Procurement Times

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### ANSWER CONTRACT FACTOIDS!

2302 Task Orders  
\$2.75 B Funded Sales  
\$6.73 B Estimated Value

### MILLENNIA CONTRACT FACTOIDS!

82 Task Orders  
\$2.64 B Funded Sales  
\$6.79 B Estimated Value

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### *ITS Takes Top Honors in Past Performance Survey for Fifth Year in a Row* Sherrie Householder/Paul Martin

The survey scores of this year's Past Performance Survey for the ANSWER Industry Partners have been tabulated and six Industry Partners; Anteon, CSC, DynCorp, ITS, SAIC and TASC received the coveted ANSWER "Brass Ring" Award by exceeding their pre-award scores. ITS Corporation achieved the highest overall past performance score rating for the fifth year in a row. The ANSWER Industry Partners matched last year's record number of six partners achieving "Brass Ring" status. The survey was conducted during January and the responses computed to an overall average of 4.52 on a scale of 5. The survey had an overall response of 48.3% with a record number of 2681 surveys distributed.

In addition to ITS, recognition was provided to the following ANSWER Program Managers for exceeding their pre-award survey scores: Bob Burk of Anteon Corp., Elaine Dauphin of Computer Sciences Corporation (CSC), Diane Ruffner of DynCorp Systems & Solutions, LLC, Jeanne Innis-Olson of TASC, Inc. and Dave Blottie of SAIC.



The I.T.S Team

All Project Managers, Information Technology Managers and Customer Service Representatives within GSA who placed an order under ANSWER during the fifth year of the contract were invited to participate in the survey. Additionally, all end-user clients who ordered from ANSWER during the same timeframe were surveyed. The ANSWER Industry Partners received their Past Performance debriefs during the ANSWER Tech Refresh V Summit in Rancho Mirage.

### *GWAC Center Hosts ANSWER Tech Refresh V Summit* Monti Jagers/Mimi Bruce

The GWAC Center, Pacific Rim Region hosted the ANSWER Tech Refresh V Summit from April 19-23, 2004 in Rancho Mirage, CA. Mr. Dale Markley, Deputy ARA, FSS, Region 9 made opening remarks and Ann Gladys, ARA FTS, Region 9 delivered the keynote address entitled "Performance in the Context of Change Management- The Resilience Factor". Sherrie Householder, Director of the GWAC Center, Pacific Rim Region, discussed the state of the ANSWER contract and Robert Keller, Navy Anti-Terrorism/Force Protection Test Bed Program Director, brought everyone up to date on the Joint Harbor Operation Center, a very interesting and timely presentation.

This year's Technology focus groups covered six key topics: Best Practices MA/IDIQ Contracts, Successful Performance Based Contracting Under ANSWER, Enterprise Transformation-The CIO Challenge, Contract Refresh, and two Homeland Security topics- Emergency Preparedness and Response and Data Security. Six ANSWER Industry Partner teams conducted individual presentations on each focus area. A full day of technology focus area workshops followed with both GSA Associates and Industry Partners participating.

The Tech Refresh Summit provides a platform for the ANSWER Industry Partners and Government to come together and share thoughts, ideas and insight in the area of new technologies in order to support our clients and to maintain a state of-the-art technical currency for the ANSWER contract.

### ***ANSWER Exceeds Small Business Subcontracting Goals***

*Monti Jagers/Paul Martin*

The ANSWER program has exceeded the FY03 small business subcontracting goals. Our Industry Partners' support of small business participation in the ANSWER Program has been exceptional. Small business accounts for 50% of the cumulative ANSWER subcontract dollars from FY99 through FY03. The cumulative dollars awarded to small businesses, including both subcontract and prime, under the ANSWER contract totaled over \$631M. A total of \$264M was awarded to small business subcontractors and \$367M was awarded to our two small business primes, ITS and ISS. Overall, 28% of the ANSWER total obligated dollars of \$2.27 Billion was awarded to small businesses including both prime and subcontract.

The ANSWER contract has created a dynamic environment where small businesses and entrepreneurs have flourished. As a result of recent policy changes, the two small business primes, ISS and ITS Corporation, graduated to large business status and the contract was modified to incorporate the recertification. The ANSWER PCO will continue to monitor the ANSWER Contractors' Small Business Subcontracting Plans to ensure that small business participation is pursued and small business goals are achieved.

### ***Proposed Bill Overturns Section 843 of the FY2004 Defense Authorization Act***

*Monti Jagers*

An FY 2005 defense authorization bill introduced in the Senate March 24 contains a provision that would double the maximum length of task order and delivery order contracts from five years to ten years. The proposed bill would change Section 843 of the FY 2004 defense authorization act, which limited the contract period of task and delivery order (TO/DO) contracts to five years. Under Section 831 of the proposed bill, TO/DO contracts may cover up to five years and may be extended for one or more option periods provided that the total contract period does not exceed 10 years. According to DoD, a 10-year limit would allow "more flexibility to develop contractual arrangements tailored to specific acquisition situations."

When Congress passed the Defense Authorization Act last year, the DoD Director of Procurement and Acquisition Policy suggested that Section 843 of the Defense Authorization Act would be overturned. However, the provision took effect March 23, 2004 and limited the terms of task and delivery order contracts to five years. Section 843 applies to task and delivery order contracts awarded by DOD, NASA and the Coast Guard. Existing contracts, definite-quantity contracts, General Services Administration schedules and governmentwide contracts awarded by agencies other than DOD, NASA or the Coast Guard are not affected. There are no waivers and no exceptions.

### ***Use of Performance-Based Contracting Increases on ANSWER Contract***

*Monti Jagers*

The ANSWER OMB Report shows the number of task order statements of work written as performance-based increased from 30% in FY02 to 37% in FY03. Federal laws and regulations now establish a preference for performance-based contracting when buying services, and agencies are making an effort to write their requirements as performance-based. A Performance Work Statement, often called a Statement of Objective (SOO), describes what the Government wants done and when. Performance Standards establish the performance level acceptable to the Government and the Quality Assurance Plan contains the measurement techniques the Government will use to determine how well the work was performed.

Common practice has been to prepare SOWs in a way that dictates how the contractor must perform the work. Progress toward performance-based contracting has been slow and the transition to performance-based contracting continues to be an evolving process. However, the use of performance-based contracting is increasing on the ANSWER contract.

To learn more about performance-based statements of work, visit [www.acqnet.gov](http://www.acqnet.gov), and click on "Seven Steps to Performance Based Services Acquisition Guide".

### ***April Events***

Date: April 6-7, 2004  
Location: San Diego, CA  
Event: FSS19 System Training

Date: April 12-16, 2004  
Location: Chicago, IL  
Event: Solutions Edu -PBSOW

Date: April 13-15, 2004  
Location: Los Angeles/Pasadena  
Event: LA Marketing Conference

Date: April 19-22, 2004  
Location: Rancho Mirage, CA  
Event: ANSWER Tech Refresh V

Date: April 26-28, 2004  
Location: Orlando, FL  
Event: NCMA World Conference

Date: May 10-13, 2004  
Location: Orlando, FL  
Event: FSS Expo

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