



Procurement Times

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Inside this Issue:

- 1 FTS Uses ANSWER and Schedule 70 To Provide A Winning Combination for JHOC
- 1 Proposed Federal Register Rule Broadens Scope of Performance-Based Acquisition
- 2 Enterprise GWAC Center Ranks High On FSS Business Partner Satisfaction Survey
- 2 Federal Register Provides New Details on Share-in-Savings

ANSWER CONTRACT FACTOIDS!

2374 Task Orders
\$2.96 B Funded Sales
\$7.02 B Estimated Value

MILLENNIA CONTRACT FACTOIDS!

88 Task Orders
\$3.00 B Funded Sales
\$7.56 B Estimated Value

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FTS Uses ANSWER and Schedule 70 To Provide A Winning Combination for JHOC *Paul Martin*

The U.S. Navy Anti-Terrorism Force Protection (AT/FP) Testbed Joint Harbor Operations Center (JHOC) Initiative, an FTS Pacific Rim project awarded under the ANSWER contract, recently received the DOD Antiterrorism Innovation, or Action-Installation/Operational Unit Award. The JHOC is designed to coordinate the overlapping AT/FP missions and share the technological and human resources of the U.S. Navy, U.S. Coast Guard (USCG), San Diego Port Authority, and numerous other federal, state and local agencies.

The Navy's Test Bed Project Office teamed with the U.S. Coast Guard and local, state, and federal law enforcement agencies to develop and deploy the JHOC in San Diego. Prior to the formation of the JHOC, all of these parties had stove-piped systems supporting the individual mission of their respective agencies. Information was compartmentalized, communicated verbally and via formal message traffic, making its way slowly (if at all) across agency boundaries. After September 11, 2001, it became clear that there was an acute need for an integrated system that would provide common situational awareness across the spectrum of organizations involved. Based around the National Strategy for Homeland Security and the USCG Maritime Strategy for Homeland Security, the JHOC concept was identified and refined, focusing on force protection of high-value assets within the harbor.

GSA's Federal Technology Service (FTS) Pacific Rim Technical Services Branch, under the experienced guidance of Bob Gill, supported the JHOC project by employing a combination of flexible contract vehicles including ANSWER and Schedule 70 to provide a total integrated service and product IT solution. By combining the use of the ANSWER GWAC and Schedule 70, FTS provided an effective alternative to a more costly acquisition process by streamlining the acquisition and providing competitive prices. ANSWER's comprehensive scope provided a wide range of information technology (IT) services, including access to high quality, large integration IT services and the FSS Schedule 70 provided a simplified acquisition process to acquire commercially available IT products at discount prices.

FTS delivered customer-centric value added services using proven acquisition strategies and utilizing contract vehicles such as the ANSWER GWAC and the FSS Schedule 70 contracts. In addition, the FTS assisted services saved taxpayer dollars by making it possible for the customer agencies to avoid doing costly, time-consuming technology acquisitions, and enabling the agencies involved in the acquisition to devote more of their own staffs directly to their agency missions and programs.

The Enterprise GWAC Center recognizes and fully appreciates the highly dedicated and skilled GSA FTS Information Technology Managers and Contracting Officers who assist our many clients.

Proposed Federal Register Rule Broadens Scope of Performance-Based Acquisition *Monti Jaggars*

A proposed rule recently published in the Federal Register will change all appropriate references in the Federal Acquisition Regulation (FAR) from performance-based "contracting" or performance-based service "contracting" to performance-based "acquisition" (PBA) or performance-based service "acquisition" (PBSA). The changes would amend the FAR by adding new PBSA definitions, broadening the scope of PBA, and reducing "the burden of force-fitting contracts and orders into PBA, when it is not appropriate." New definitions will include "performance work statement" and "statement of objectives."

Enterprise GWAC Center Ranks High on FSS Business Partner Satisfaction Survey*Monti Jagers*

The results of the 2004 FSS Business Partner Satisfaction Survey are in and the Enterprise GWAC Center received an overall satisfaction index of 85 out of a possible 100, the highest score of all FSS business lines. As a benchmark, the American Customer Satisfaction Index (ACSI) satisfaction score was 71. ACSI is the only uniform measure of customer satisfaction in the U.S. economy, covering about 75% of GDP. The FSS survey used multiple-item indicators to assess drivers of satisfaction. The Enterprise GWAC Center scores for each category are shown below:

Contract Negotiations	90
Partnership with the GWAC Center	88
Solicitation Process	85
Business Support	80
Policies and Regulations	76
Cost Recovery Fee Process	75
GWAC Center	84

Overall Satisfaction 85

The objective in measuring Business Partner Satisfaction is to identify "quality of service" concerns and to show which aspects of service have the greatest effect on business partners' levels of satisfaction; to identify areas for improvement in processes and link drivers of satisfaction with likelihood to increase product offerings; and to assess impacts of changes in programs and services and link business partner perceptions of FSS to customer experiences.

Federal Register Provides New Details on Share in Savings*Monti Jagers*

An updated proposal providing new details on share in savings was recently published in the Federal Register. The Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council Federal acquisition officials added a new layer of detail to a proposal published last fall to allow agencies to pursue share in savings contracts for certain information technology projects. Share in savings contracts are designed so agencies can acquire new technology without making large up-front investments. The latest proposal implements a section of the 2002 E-Government Act encouraging the limited use of share in savings agreements. The authority ends in 2005, but the published guidelines will be helpful despite the short window of time. Under the approach, agencies offer contractors a cut of the savings they help generate. The draft rule expands on the acquisition councils' fall proposal by offering guidelines for writing share in savings agreements, developing business cases to justify use of the approach, and selecting companies offering the best value on share-in-savings contracts.

Congress asked GSA to play a leadership role in developing and institutionalizing the share in savings concept government wide. In response, GSA has established a program office to assist prospective customers with 1) identifying the "right" opportunities, 2) developing the business case, 3) developing the statement of work, 4) developing and validating the baselines, 5) conducting the procurement, 6) Independent Validation and Verification (IV&V) during performance and 7) Coordinating with Congress and the Office of Management and Budget.

Recently, GSA took a huge step to improve agencies' acceptance of share-in-savings contracting with the award of blanket purchase agreements to six contractors, establishing the terms under which agencies may negotiate future share-in-savings contracts with Accenture LLP, CGI Group Inc. of Montreal, Computer Sciences Corp., IBM Corp., Science Applications International Corp. of San Diego and SRA International Inc. of Fairfax, Va. The contracts are worth up to \$500 million each. Twenty-three agencies are authorized to use the BPAs, for a broad range of information technology services, including e-government initiatives, systems consolidation, and business process re-engineering. The Enterprise GWAC Center is considering the use of share in savings agreements on future GWACs, such as Alliant.

July & August Events

Date: 7/13

Location: US Air Force Academy, Colorado

Event: GWAC Training

Date: 7/22

Location: San Diego, CA

Event: ANSWER Quarterly Program Meeting

Date: 7/27-7/28

Location: Del Mar, CA

Event: Millennia Informational 2-Day Symposium

Date: 8/18

Location: Washington, DC
Event: ITOP II Industry Day

Date: 8/19

Location: Washington, DC
Event: ACES Transition Meeting**Enterprise GWAC Center POCs**Mimi Bruce
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