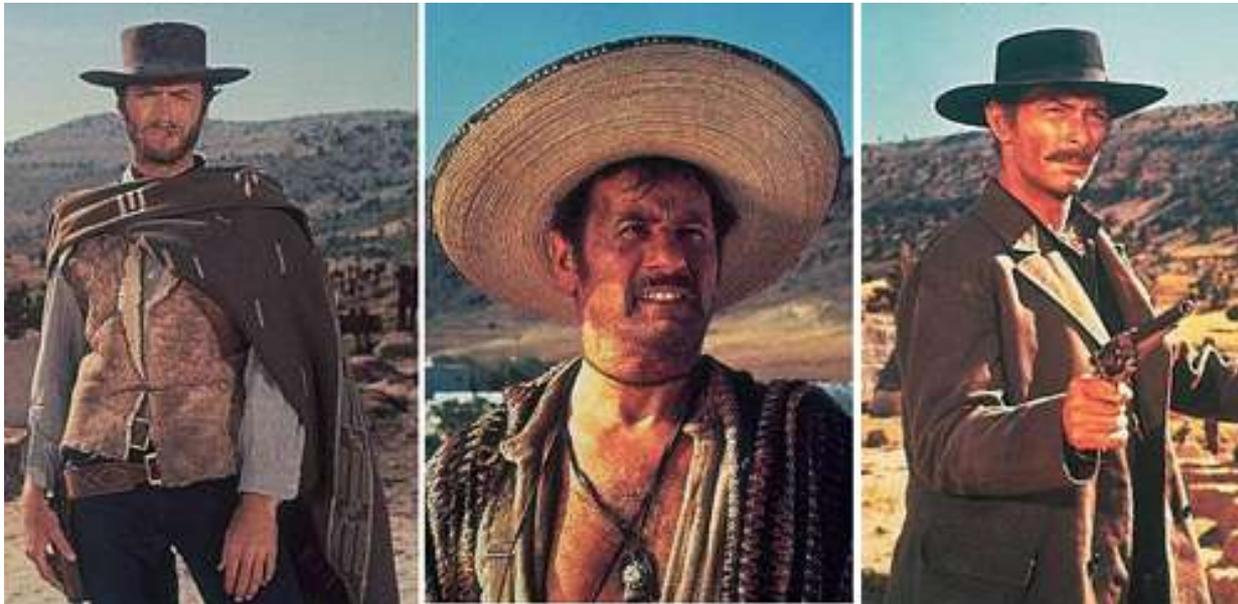




Industry Outreach Program “Partnering for the Future” 10 August 2010



**Focus Topic: “Standardized Processes within Contracting”
.....The GOOD, The BAD and The UGLY**





Industry Outreach Program

10 August 2010



Shared Approaches to Mutual Success

Limited Gov't
Budget \$\$
versus Limited
Industry
Marketing \$\$

Limited Industry
B&P \$\$\$

Limited Gov't
Resources

DoD's look for
more Savings

- Maintain a Level Playing Field, Equal Opportunities to Compete and Win
- Achieve Resource/Cost Savings; Benefit from Efficiencies
- Open Communications Yielding Clear Understanding of Requirements
- Provide and Receive Responsive and Adequate Capability to meet Requirements
- Make it Easier for: Industry to Respond and MICC to Evaluate and Award Contracts
- Reduce Protests

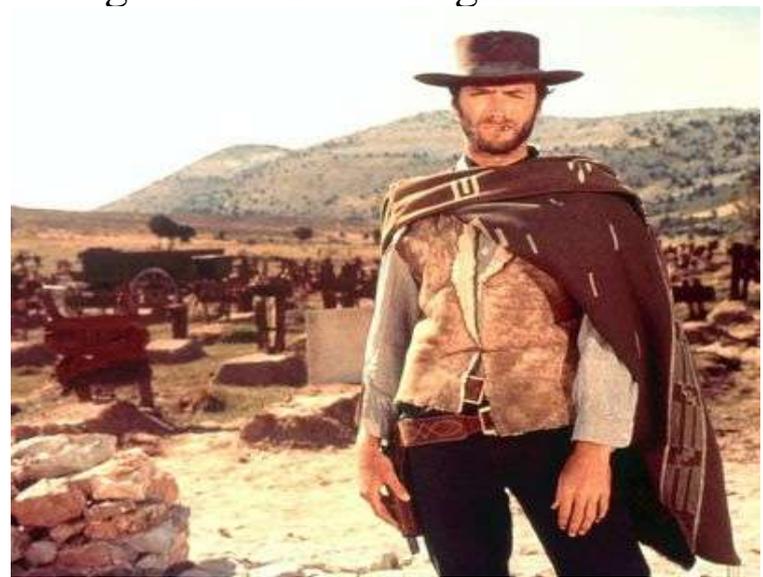


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The GOOD: *Standardized Contracting Processes that Improve and Mutually Support All Parties thereby Saving Resources*

- Conduct Timely “One On One” Sessions Allowing Industry Recommendations on Planned Contract Vehicles Strategies; Continue Usage of Sources Sought
- Publish, Distribute and Use Ordering Guides (FIRST)(CSBS)(EAGLE)
- Incorporate Lessons Learned from previous Contracts (FIRST/Focused Sustainment)
- Use and Issue Draft PWS
- Allow Electronic Submission of Proposals
- Continuous Disclosure and Accurate Tracking of ID/IQ Ceiling Balance
 - ✓ Enforce and Standardize Format for Industry Reporting Requirements
 - ✓ Consistent use of “Award Value”, “Obligated”, and “Funded” in Reporting





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The BAD: *Non Standardized Contracting Processes that Inhibit and may Delay Mutual Success for all Parties thereby Wasting Resources*

- Failure to Establish “Preferred” Pricing Formats for all Types of Contracts
- Failure to Provide Standard and Meaningful Competitive Information in Post Award Debriefs
- Contract Admin: Failure to Enforce and Manage Requirements and Milestones IAW Advanced Acquisition Plan
- Failure to Maintain, Post and Distribute ID/IQ Awards to all Primes
- Ordering Guides: Not Updated and Keep Current
- Failure to Use and Maintain MICC Website
- Conduct Late Post Award Debriefs
 - ✓ Delays have Potential impacts on Awards
 - ✓ Recommend MICC Metrics





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The UGLY: *Non Standardized Contracting Processes that Prevent Mutual Success by all Parties thereby wasting Limited Resources*

- Failure in the Timely Sharing of Current/Accurate Opportunity Information, especially for Re-Competes
- Failure to Synchronize the Type of Contract/CLIN Used (FFP, T&M, etc) and Evaluation Criteria (Best Value Trade Off, LPTA, etc) with the Requirements
 - ✓ Level of Certainty or Uncertainty of Requirement
 - ✓ Leads to Risk Resulting in Unsuccessful Performance
 - ✓ Failure to Perform CLIN Level Req't's Analysis
- Not Providing Meaningful Workload Data
 - ✓ Quantify Requirements in terms of Man-Hours (Available through STAMIS)
 - ✓ Quantify the “Average” time required to perform each task
 - ✓ Quantify number of personnel required and skill sets
- Continuous Failure to Award on Time





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Industry Ideas to Improve Standard Processes

- Ensure Open Communication of Requirements; Use and Manage by the Advanced Acquisition Plan; Keep Ordering Guides Current
- Continue to Conduct Early Industry Days, Site Visits, “One on One” Sessions to Allow Industry to Make Informed Business Decisions
- Provide Meaningful Workload Data
- Mandate the Use of Electronic Submission of Proposals; Use MICC Website, Post All Awards
- Post Award Debriefings: Establish and Enforce MICC Metrics for Timely Debriefings; Be Consistent, Provide Open and Meaningful Content
- Award on Time; Reducing J&A’s, Extensions; Communicate Reasons