

**External Discussion**

**Mission and Installation Contracting Command**  
**Integrated Product Team One: Communications with Industry**

Ft Sam Houston  
January 21, 2009

*This document is confidential and is intended solely for the use and information of the client to whom it is addressed.*

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▶ Recap of October Findings

▶ Action to Date

▶ Current Focus

▶ Next Steps

# The IPT 1 charter focused our attention on creating a collaborative acquisition environment between government industry

- ▶ Identified Issues
  - Lack of Information, access, advanced planning
  - Inconsistent application of acquisition rules/regulations
  
- ▶ Desired Outcomes
  - Standardized flow of information
  - Acceptance of industry standards
  - Clearly defined requirements
  
- ▶ Task Areas
  - Review and recommend changes to AMC Regulation regarding ‘Contacts with Industry’
  - Establish guidelines for open, interactive, and meaningful site visits

***These issues are still paramount today, but we have further defined areas of focus***

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# Over the past two months we have reviewed defense-related documents regarding ‘Contacts with Industry’

Army Contracting Agency, *Contacts with Industry*,  
March 2004

- ▶ Dated document, in both name and date
- ▶ Tone is cautionary
- ▶ Speaks to what you can NOT do rather than what you CAN do

OSD Policy on Communications with Industry,  
November 2008

- ▶ Speaks to
  - “open and transparent communication”
  - “Effective dialogue also helps industry make informed investment and business decisions...”
  - Encourages frequent and fair communications

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# The IPT has focused this round of discussion on the Pre-Award communication between government and industry

- ▶ Pre-Solicitation
  - Utilize Common Technologies; i.e. FedBizOps, AKO, others
  - Create templates/standards and ensure they are utilized
  
- ▶ Industry Day
  - Provide meaningful information or don't have one
  - Recognize this is an investment on the part of Industry
  - Publish agenda ahead of time so industry can make attendance decisions
  
- ▶ Discussions prior to Award
  - Allow continued discussions after RFP release for reasonable period of time (not just written communications, i.e. questions.)
  - Enables the question, “What does the government really want?” to be answered

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## **Our next steps are to close out the Pre-Award discussion and begin research and discussions around the Post-Award phase**

- ▶ Further define specific action items for our government team members for evaluation
- ▶ Research Post-Award Communications policies and regulations
- ▶ Identify wish list for Post-Award Communications

*Next IPT 1 Conference Call to be held first week of February*

***Our ultimate goal is to create meaningful dialogue amongst the group to enable or influence government direction regarding policy and regulations as they pertain to communications with industry***