

External Discussion

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

Ft Sam Houston
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- ▶ Recap
- ▶ Action to Date
- ▶ Current Focus

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

In the first quarter we 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

The IPT has focused this round of discussion on reviewing the Site Survey Documentation provided by MICC

- ▶ Planning for pre-proposal site visit should include guidance from procurement agency to stimulate the most informative and rewarding event possible, not just doing the administrative necessities
- ▶ Focus on the major issues, problems, reason for needing the services as well as the most important, critical aspects of the contract requirements
- ▶ The site visit should provide the opportunity to see everything on a "normal operational day", not a down-day/"incumbent holiday"
- ▶ Provide the number of FTEs and dollar amount of the current contract. By providing this up front companies can have a realistic view of the requirement.
- ▶ Utilize technology to create an interactive website for question and answers. This format can also be used in pre-solicitation phase to facilitate communication between the requiring activities and industry

Our next steps are to 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

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