

ANSWER IT

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ANSWER CONTRACT FACTOIDS!

1706 Task Orders
3.21 Bids/ New Task Order
\$1.63B Funded Sales
\$4.81B Estimated Value

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Introducing Dale Markley, Acting ARA FSS, Region 9 *Sherrie Householder*

Dale Markley has served as the Acting Assistant Regional Administrator, FSS, GSA Region 9, since January 2001. He is responsible for providing executive direction and leadership for all FSS operations - supply, contract management, fleet, travel and transportation services, personal property management, marketing and now the GWAC Center in the Pacific Rim Region.

Dale began his career with GSA FSS in 1973 as a management intern in National Capital Region in Washington, DC. He held a variety of operational, analytical, supervisory, and management positions as he gained experience across the entire spectrum of FSS programs. In 1980, he was appointed to the position of Fleet Management Division for NCR.

In 1983, Dale served in various management positions with GSA in Auburn, WA until moving to the Pacific Rim Region in 1997. He has held Division Director positions in a number of programs, including Fleet Management, Retail Supply, Travel and Transportation Management, Marketing and Customer Service, and Personal Property Management. He served as Deputy to the ARA of FSS in San Francisco from July 2000 until January 2001.

Dale has received numerous special achievement awards and citations for outstanding performance. He received the prestigious Administrator's Meritorious Service Award in 1987. Under his leadership, the FSS Bureau in Auburn received the Administrator's Quality Award.

Dale was born in Carlisle, PA. He graduated with honors from the University of South Florida (Tampa) with a BA in Mathematics. His outside interests include golf and chess. He and his wife Sara have two sons, Matthew and Jeffrey, and one daughter, Christina.



ANSWER Supports Global Investigative System

Jill Schillinger



On November 26, 2002, FTS Region 3 awarded an ANSWER task order to SAIC on behalf of the Defense Security Service (DSS). This award represents a significant move for GSA into a new critical mission area with an organization vital to our national security. The task will provide services to support the DSS Case Control Management Information System (CCMS IS). The expected total value of this order will be \$81 million.

Nancy Ballay led the Region 3 effort, with critical team support from Eileen Flanigan, Kari Phippen and Fran Lessard. Nancy indicated, "With this task order award, FTS Region 3 has now captured all of the DSS major IT contracting actions [Program Management Support, Operations and Maintenance Support, and Development and Sustainment of the CCMS]".

The CCMS IS is critical to the DSS in their attempt to satisfy its mission to support a global customer base providing real-time electronic access to investigative information. The cornerstone of the CCMS IS is a common control and management system supporting the processing of military, civilian, and industrial personnel security actions.

FORUM Ready For FY03

Ron Heald

In FY02 the GWAC Centers rolled out FORUM, a joint GWACC initiative, to educate and inform FTS participants on current trends, issues, and strengths of GWACs through a one-day, highly interactive workshop. These workshops were implemented throughout FTS regions and FEDSIM in FY02. The typical FORUM session lasts from 3 to 6 hours depending on audience experience, expertise, time in FTS, and regional issues related to GWAC task orders.

The FORUM manual has been updated in FY03 to incorporate new acquisition topics, such as selection of contract types, avoiding personal services, and performance monitoring. The second iteration of FORUM is intended to focus on the new material, while still maintaining a flexible format that will continue to incorporate all the subject matter issues in this manual depending on your audience needs. *(Continued on next page.)*

We are currently in the process of scheduling FORUM workshops throughout the Regions. FORUM can be conducted at both regional offices and/or field offices depending on where you determine the greatest need to be for your associates.

OMB Releases Nine-Step Strategy to Increase Small Business

Monti Jagers

The nine-step strategy recently released by the Office of Management and Budget (OMB) to increase federal contracting opportunities for small businesses includes new reporting requirements and proposed regulatory changes that could affect billions of dollars' worth of federal acquisitions under agency multiple award contracts (MACs), multi-agency contracts, Government-Wide Acquisition Contracts (GWACs), and GSA's Multiple Award Schedule Program. Federal agencies will be required to file quarterly reports outlining their small-business contracting plans, goals, milestones and metrics. OMB will use the reports to hold agencies and contractors accountable for following through on the proposed regulatory changes. OMB will submit the proposed changes to the Federal Acquisition Regulation by Jan. 31, 2003.

According to the interagency task force that helped OMB create the strategy, the decline in small business participation has been exacerbated by the use of contract vehicles that are not uniformly reviewed for contract bundling. Orders under agency MACs, multi-agency contracts, GWACs, and GSA's Multiple Award Schedule Program are not subject to uniform reviews for contract bundling issues. This lack of uniform review is a problem because, while there has been a sharp decline in other contract actions, there has been a significant increase in orders under these contracts.

Many of the proposed changes focus on making sure that agencies justify their multimillion-dollar bundled contracts, particularly those for IT products and services awarded off MACs that are not reviewed under current regulation. The definition of contract bundling in the FAR and SBA regulations will be clarified to require contract bundling reviews by the agency Offices of Small and Disadvantaged Business Utilization (OSDBU) for task and delivery orders under MAC vehicles.

The OMB strategy for increasing opportunities for small businesses in federal contracting is composed of nine action items, including:

- Agencies must submit quarterly status reports to OMB outlining how they will limit contract bundling and oversee subcontracting compliance.
- OMB will lead the preparation of modifications, to be submitted by Jan. 31, 2003, to FAR and regulations at the SBA to require contract bundling reviews for task & delivery orders under MACs.
- OMB also will amend the FAR to require agencies to include contractor compliance with subcontracting plans as part of the past performance evaluations.
- Agencies will be required to mitigate the effects of contract bundling by facilitating the development of small business teams and joint ventures to effectively compete for bundled or consolidated contract that might be too large or diversified for individual small businesses to perform.

Welcome Aboard to Anjanette Magante

Jill Schillinger

GWACC, Pacific Rim Region is pleased to welcome Anjanette Magante aboard as a Program Analyst in the San Diego office. Since April 2002, she worked as a contract employee with Syncrotech and ITS Corporation before receiving her appointment to government service. Prior to coming to GWACC, she worked in the telecommunications industry as a wireless-messaging agent. Ms. Magante proved to be a valuable asset to the ANSWER Team over the past year and we are proud to welcome her into the General Service Administration.

Anjanette is a recent graduate of San Diego State University with a degree in Information Technology and a minor in Sociology. Welcome aboard, Anjanette!



Contracting Officer's Corner

Ron Heald

As we move rapidly towards more fixed price task orders, the five-day requirement for Industry Partners to respond to solicitations becomes an impediment to competition. Industry Partners have the right to establish a period as long as necessary, which would result in fair opportunity to respond. While five days may be adequate or even necessary for some situations, the typical fixed price task will take longer for a partner to respond. When a solicitation is put out for too short a time, the message that comes through is that competitive offers are not desired. This clearly is not the intended message, as competition drives down the price and is the policy of the Government.

February Events

Date: 2/3-2/5
Location: Reston, VA
Event: 3GS Functional Design Review

Date: 2/3-2/7
Location: Anchorage, AL
Event: Solutions Edu-PBSOW

Date: 2/4
Location: Kansas City, MO
Event: Solutions Edu-Sec 508

Date: 2/10-2/14
Location: Chicago, IL
Event: Solutions Edu-Statement of Objectives

Date: 2/19
Location: Auburn, WA
Event: Solutions Edu-Sec 508

Date: 2/20
Location: Washington, DC
Event: FSS Orientation

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