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- ANSWER CONTRACT FACTOIDS!**
- 1781 Task Orders
 - 3.19 Bids/ New Task Order
 - \$1.75B Funded Sales
 - \$5.08B Estimated Value

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ANSWER Tech Refresh IV Summit, April 8-10, 2003

Sherrie Householder

The ANSWER GWAC Center, Pacific Rim Region is planning its Tech Refresh IV Summit from April 8-10, 2003. This annual Tech Refresh Summit provides a platform for Industry Partners and Government to share their ideas and insights on five key focus areas. The five focus areas include Security, Biometrics, Healthcare Informatics, Environmental and General Focus Areas. These represent a continuation and enhancement of ANSWER's current scope and functional capabilities. Security and Environmental are focus areas carried over from Tech Refresh III and will be revisited this year, as there are continuous changes in Homeland Security initiatives and in the environmental needs of our clients.

The past three Tech Refresh Summits have proven to be highly successful, interactive and effective in terms of a balanced partnership between government and industry. To provide suggestions or request more information for this year's technical refreshment, please contact Mimi Bruce, ANSWER GWACC Call Center Director.

Workers' Compensation and War-Hazard Insurance Overseas

Ron Heald

With tensions mounting in the Middle East and new threats appearing around the world, we are getting numerous inquiries as to whether we can add clauses to the ANSWER contract. Specifically we have been asked whether FAR 52.228-3 entitled "Workers' Compensation Insurance (Defense Base Act)" or FAR 52.228-4 entitled "Workers' Compensation and War-Hazard Insurance Overseas" can be added.

When adding clauses a determination must be made as to whether the clauses fit within the original statement of work. In the case of these two clauses we are dealing with adding protections to workers who are assigned overseas and this does not change the basic purpose of the work. Therefore the clauses may legally be inserted.

A word of caution is advised. There will be significant expense to adding the insurance provisions and this may be cause for you to consider alternatives such as not having a person work overseas. You should also coordinate the inclusion of these clauses to ensure he agrees with the insertion of the provision that can add up to a minimum of \$7500 to the delivery order cost per individual. This amount of insurance should be fully funded at the time coverage begins.

When adding the clause after an order has been issued, we advise that the modification be bilateral. When adding it to a new solicitation, it may be wise to make sure that the contractor is aware of its inclusion.

Featured Small Business: SAIC ANSWER Subcontractor, Cinnabar Enterprises

Sherrie Householder

Cinnabar Enterprises is a small, minority, woman-owned business based in Cortes, Colorado. They have provided medical information systems consulting services since 1999 to the Indian Health Service (IHS).

As a Subcontractor to SAIC, Cinnabar Enterprises began work on the Navajo Area Indian Health Service Support task, under the ANSWER Contract, in October 2000 over a period of twenty-three months. Because of their fifty-one years combined experience with IHS,

Cinnabar Enterprises understood the "corporate culture", and has been able to provide knowledgeable and effective services. During this time Cinnabar Enterprises has provided quality on-site training, analysis, application support and the expertise to facilitate optimum use of the IHS automated medical information systems. Through this support, Cinnabar Enterprises was able to cost effectively process months of billable medical information amounting to several million dollars, at a cost far less than the proceeds.



San Diego Hosts 1st Corporate Council Seminar ***Anjanette Magante***

The 1st Corporate Council Seminar was held on February 14th, in San Diego. Hosted by Art Duggan, Branch Chief of FTS' Region 9 IT-Solutions Division and facilitated by Charlene Fontaine of Heartlogic, the seminar allowed for FSS, FTS, and PBS associates the opportunity to meet and gain a better understanding of each organization, with the goal of ultimately working together as "One GSA", to better serve our customers.

Forty-five GSA associates from the Southern Area of Region 9 attended this one-day seminar. FTS ARA Ann Gladys, FSS Marketing Division Director John Boyan, and PBS Desert Service Center Director Paul Hamilton provided opening remarks. Connie Roberts of the Institute of Collaborative Partnerships participated by giving a keynote presentation on "Teamwork" before the session began. The day's agenda consisted of FSS, FTS, and PBS overview presentations, as well as presentations on PES, LOGWORLD, and MOBIS.

The seminar was a great success. Upcoming events are being coordinated for the next Corporate Council Seminar. A Corporate Council newsletter is currently being developed, as well as a Corporate Council website, which will include highlights from this seminar.

SARA Modified to Add Time-and Material Provision ***Monti Jagers***

A modified version of the Services Acquisition Reform Act (SARA) that includes a provision to allow agencies to use time-and-material (T&M) and labor-hours contracts to buy services, will be introduced in Congress by Representative Tom Davis, Chairman of the House Government Reform Committee. SARA was originally introduced in the 107th Congress but never made it out of committee. Rep. Davis said these types of contracts are commonly used in the private sector and the agencies should be allowed to use them permanently. Steve Kelman, former Administrator of the Office of Federal Procurement Policy (OFPP) and currently a professor of public management at Harvard, recommends keeping T&M in our toolkit because there are situations in which T&M is appropriate. When the level of effort required is difficult to estimate, flexibly priced arrangements such as T&M make sense.

Last summer, the Office of Federal Procurement Policy (OFPP) sparked debate by challenging the legality of using these types of contracts in service buys and attempted to ban T&M from GSA schedules. OFPP finally relented on the debate but vowed to address it another time, stating that T&M is "antithetical" to performance based contracting. However, there is no reason a T&M contract can't have the same performance objectives written into it as a fixed-price contract does, according to Mr. Kelman. The government can provide monetary incentives, and the promise of a better past-performance rating, to contractors who meet performance objectives at some pre-established total cost.

Jill Schillinger Pursues New Challenges with DCMA ***Sherrie Householder***

On March 7, 2003, Jill Schillinger leaves the ANSWER GWAC Center staff for a post at the Defense Contract Management Agency (DCMA) in San Diego, as a Program Integrator. Jill joined the ANSWER staff on August 1, 2000 as a Business Development Manager.

During Jill's tenure with the ANSWER GWAC Center, she had taken the lead facilitation role for Solutions Edu, FORUM, and RPMs. Jill was also instrumental in obtaining IACET Certification for the Solutions Edu program. In addition, Jill has served as the focal point with the ANSWER group for the population of the GSA CRM tool. Jill's expertise in these areas will be surely missed. Best wishes, Jill, in your new career pursuit!!!



Date: 3/4
 Location: Chicago, IL
 Event: Solutions Edu-Sec 508

Date: 3/6
 Location: Atlanta, GA
 Event: Solutions Edu-Sec 508

Date: 3/10-3/14
 Location: FEDSIM
 Event: Solutions Edu-Statement of Objectives

Date: 3/17
 Location: Phoenix, AZ
 Event: Small Business Conf.

Date: 3/25
 Location: Chicago, IL
 Event: FORUM

Date: 3/26
 Location: Denver, CO
 Event: FORUM

Date: 3/26
 Location: Scottsdale, AZ
 Event: Solutions Edu-Sec 508

Date: 3/27
 Location: Scottsdale, AZ
 Event: FORUM

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