NEWS ABOUT

THE INTEGRATED

ACQUISITION

ENVIRONMENT

E-GOV INITIATIVE

NOVEMBER 2006

INTEGRATED ACQUISITION ENVIRONMENT

IQ IAE QUARTERLY

WWW.ACQUISITION.GOV

IN THIS ISSUE

**Integrated
Acquisition
Environment**

WELCOME

Welcome to the Integrated Acquisition Environment (IAE) newsletter "**IAE Quarterly**" - your source for information about the IAE E-Gov initiative under the President's Management Agenda. It is the fifth anniversary of this dynamic initiative that continues to streamline the federal acquisition process. The growth of the past five years has addressed challenges shared by government and industry, developed innovative solutions, and built upon past successes and lessons learned. This issue includes an article on the acquisition strategy that has made this possible.

In October, 2006, the President's Management Council also commemorated their five year anniversary. They published a report, "Giving the American People More for their Money*,*" in which they describe their successful efforts in making the government more efficient. One of these efforts was to better utilize the government's $60 billion in IT resources. The report cited eSRS, IAE's newest system, as a successful example:

"The IAE initiative launched the new electronic Subcontractor Reporting System (eSRS) in October2005. eSRS introduced higher visibility and greater transparency into the process of gathering information on federal subcontracting accomplishments. This internet-based tool streamlines the process of reporting on subcontracting plans and provides agencies with access to analytical data on subcontracting performance."

We invite comments and suggestions on the newsletter. E-mails and contributions from readers are welcome. Please contact us at integrated.acquisition@gsa.gov.

NEWS **FROM THE PMO**

FIVE YEARS LATER: IAE'S SUCCESSFUL ACQUISITION STRATEGY

It is five years since President Bush's administration launched the E-Gov initiative, a collection of 24 agency projects, including the development of the IAE. At this five-year mark IAE is celebrating its many accomplishments.

Based on the strategy "Adopt, Adapt, Acquire," IAE has made the transition from concept and ideas to deployment. The coming years will engender even more dramatic changes to the federal acquisition process. Agencies have worked cooperatively to transition to the consolidated IAE systems and they will continue to see improvements in the delivery of services.

By its nature, IAE is a dynamic, robust, business ecosystem—constantly expanding and contracting; changing and evolving to meet current business needs and the mission demands of the federal community. The early acquisition strategy of the environment required identifying business needs and documenting the institutional business process, demonstrating technology impartiality. Additionally, the IAE responsibility is to ensure continuity, stability, and applicability in the acquisition process as it is implemented across the enterprise. Given these complexities, IAE chose to follow three strategies to acquire supporting services to meet the growing business demands.

The first acquisition strategy employed is known as "Adopt." Consistent with FAR 7.105(b)(1), once the business requirement footprint is identified and documented, IAE will use the needs statement to review existing government systems that could potentially solve current requirements while leveraging already existing government IT investments. However, the investment must be state-of-the-art or near state-of-the-art, and robust enough to scale and support the entire federal landscape, including the Department of Defense (DoD).

The second acquisition strategy employed is known as "Adapt." Similar to the "Adopt" strategy, IAE will look to "Adapt" or leverage existing government IT investments. It is understood that existing technology may not meet the full government need and additional investment may be required to evolve the existing service by adding capability, or transforming the current service from agency-specific to governmentwide.

The third strategy employed is known as "Acquire." Once the business requirement footprint is identified and documented, and after all efforts have been exhausted to determine if the federal community has invested in "adoptable" systems, the IAE will follow an "Acquire" strategy. This strategy is considered to be the least advantageous, and requires a greater degree of federal community participation, tapping limited resources for support.

IAE is now beginning to add an additional acquisition strategy which supports business process consolidations. This consolidation strategy leverages existing business

SYSTEM UPDATES

ACQUISITION REQUIREMENTS TEAM

- IAE reconvening team to resolve 1259 agency comments to send document out for public comment via Federal Register

CCR AND FEDREG

- Name and address validation with D&B implemented
- D&B updates to add prior D-U-N-S
- 423,143 active vendors
- 400,000 businesses registered

EPLS

- New web site launched incorporating use of D-U-N-S and interface with CCR to eliminate re-entry
- 7,926,467 hits in November

ESRS

- Angela Terry, SBA, named new Project Manager
- NASA legacy data loaded
- New reports capability implemented
- 11,089 vendor reports filed

FBO

- Awaiting protest resolution
- 863,431 vendors registered to receive e-mail notifications re: procurement opportunities that match their profiles
- 27,165 registered buyers
- 35,588 active opportunities (synopses, solicitations and combined synopses)

FedTeDS

- Final rule mandating use issued 4/19/06
- Now over 3,919 Government Users and over 33,000 Vendor Users
- 11,462 documents

BEST PRACTICES GUIDE FOR "CONTRACTOR PERFORMANCE IN THE ACQUISITION PROCESS"

The IAE Program Management Office (PMO) is inviting public comments on the Best Practices Guide for "Contractor Performance in the Acquisition Process," published in the Federal Register , November 17, 2006. The Guide and notice can be found at www.acquisition.gov. Written comments should be sent to: www.regulations.gov.

A working group re-visited current regulations, policies, and business considerations associated with contractor performance information, and made recommendations to clarify existing guidance. The working group updated OFPP's "Best Practices for Collecting and Using Current and Past Performance Information" (June 2002) and incorporated DoD's "A Guide to Collection and Use of Past Performance Information" (Version 3, May 2003).

The Guide is designed to help agencies better understand their role in addressing and using contractor performance information. It addresses the types of performance information which exists, resources for finding the data, and standards to employ. It discusses best use of performance data throughout the acquisition process, from the pre-award and planning phase, through source selection, and into contract evaluation.

The proposed FAR rule reflecting the findings of the performance working group is under review by the FAR team and will be issued for comment at a later date.

EPLS: NEW RELEASE PROVIDES ADDITIONAL FUNCTIONALITY

The Excluded Parties List System (EPLS) at www.epls.gov continues to be the governmentwide system of records that identifies parties who have been excluded from participating in federal procurement and non-procurement (financial or non-financial assistance and benefits) programs throughout the federal government and the system of records that contracting officers are required to check after receipt of bids and proposals, and before making contract awards. The developer of EPLS, Information Sciences Corporation, deployed version 3 into production on September 26, 2006.
New features include:

- **Customized searches and reports.** Now allows the user the ability to create ad hoc searches and reports. The previous version only provided predefined search and report options and the user could not tailor searches and reports to their specific need.
- **Enhanced report output.** Now includes the action date for returned results.
- **Capability to retrieve name and address data from CCR** using CCR XML transaction. This retrieval has been enhanced to pull all locations for an entity. Use of the D-U-N-S number is now mandatory when entities are added to the list to facilitate searches.
- **Incorporation of CAGE Codes.** Added to allow the user to perform a search or report by CAGE Code.
- **Incorporation of a new "Resource" section.** The additions provided in this section include a Search Help, a Public User's Manual and an Acronyms list with definitions of all acronyms used throughout the EPLS. The FAQs, News, and the Privacy Act Provisions are now located under this section.
- **Print capability.** Added to allow users the ability to print search and report results.
- **XML download capability.** Added to allow the user to download the data and the computer to parse the data in the user's database.
- **Web Service capability.** Added to allow interactive machine-to-machine interface with EPLS.

VALIDATON OF CCR REGISTRANTS' NAMES AND ADDRESSES

CCR pre-populates the following data fields from Dun & Bradstreet (D&B): Legal Business Name, Doing Business Name (DBA), Physical Address, Postal Code/ Zip+4, with data that was originally provided when registrants applied for a Data Universal Numbering System (D-U-N-S). This is part of an ongoing effort to ensure that all registration information is standardized and easily shared across many government systems. It will also reduce data entry by registrants. Registrants cannot alter this date in CCR. When information needs to be changed or updated the registrant can go to http://fedgov.dnb.com/webform and modify the information. For more details on making changes, go to: www.ccr.govnewsdetail.asp?id=47&type=N.

IAE Article Featured in *Contract Management* Magazine

Look for a featured article on IAE in the November issue of the National Contract Management Association's (NCMA's) "Contract Management" magazine. "Then & Now: Integrating the Acquisition Environment" was written by Judy Steele and Lisa Cliff of the OCAO's Office of Acquisition Systems. The article discusses the history of the IAE initiative and provides scenarios describing what life for contracting officers was like before development of the ten IAE systems profiled, and what it is like now. Over thirty project managers and users of the systems were interviewed for this article. The article is posted at the NCMA website at www.ncmahq.org/publications/cm/.

EARL WARRINGTON PRESENTS IAE'S BENEFITS TO U.S. HISPANIC CHAMBER OF COMMERCE CONFERENCE

L to R: Lisa Baker, HP; Earl Warrington, IAE; Juan Carlos Iturregui, Foundation for Inter-American Development

Earl Warrington participated in the "Technology and Procurement Town Hall Session" of the U.S. Hispanic Chamber of Commerce 27th Annual National Convention and Business Expo in Philadelphia, which was held September 20-23, 2006. This was a record-breaking conference with over 4,000 participants and close to 200 exhibitors from all over the U.S., Mexico, Dominican Republic, Panama, Venezuela and Latin America. This is the largest gathering of Hispanic businesses and entrepreneurs in the country.

Earl participated in a panel discussion of "Technology and its Impact on your Procurement Bottom Line; Enhancing your Opportunity to Secure More Business." The panel addressed how technology can serve as a critical tool expanding procurement opportunities in business-to-business, federal government, and international sourcing. Earl presented an overview of IAE, explaining how each of the systems that makes up IAE benefits business owners from the beginning to the end of the federal acquisition lifecycle. He explained how attendees can use technology as a tool in expanding their procurement opportunities with the federal government and how the GSA acquisition tools can help them grow their business.

Speaking about the success of the Convention, Chamber of Commerce President Michael Berrera commented, "Convention participants enjoyed quality workshops, training seminars, and the opportunity to network and do business with top representatives and officials from government and corporate America."

ACT EXECUTIVE LEADERSHIP CONFERENCE

The American Council for Technology and Industry Advisory Council sponsored the 2006 Executive Leadership Conference, "Measuring Results: Dialog for Success," held October 29-31 in Williamsburg, Virginia. The theme of the conference was to address critical challenges shared by both government and industry such as setting and achieving goals for improved citizen services, how to build on past successes, and lessons learned for increased efficiency. Teresa Sorrenti participated in a panel on "Leveraging Collaboration for Transforming the Business of the Federal Government." The panel discussed how to achieve collaborative partnerships with the federal government; establish measurable results and use resources efficiently to transform the federal government with E-Gov initiatives, lines of business and leveraging efforts associated with large-scale IT projects. Teresa's experience with IAE provided many real life examples and lessons learned.

Additionally, in another session, "Understanding the Challenge and What Needs to be Accomplished," Earl Pederson, from SI International noted that IAE, with its collaborative management structure and successful governance model, is emerging as a best practice in cross-organization governance.

SYSTEM UPDATES

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FPDS-NG

- Final batch of FY 06 DoD data submitted; DoD's FY 07 data will be real-time
- Conversion of reports using Informatica solutions ahead of schedule
- Expanded place of manufacture field per FAR guidelines effective 10/1
- 4,695,902 federal contract actions (will increase as DoD data migration continues)

ORCA

- Finalized requirements for DFARS provisions
- Incorporated change from FAC 13
- 2,384 companies have submitted SF 330 on ORCA
- 54,983 records

PERFORMANCE DATA

- Draft Guide for "Contractor Performance in the Acquisition Process" posted on Acquisition.gov with notice published in Federal Register soliciting comments

WDOL

- Implemented XML interface for Contract Writing Systems
- 1,005,048 records
- 1,754,475 hits in November

PLANNED SYSTEM UPDATES

- Available at http:// acquisition.gov/ config_mgmt.cfm

IAE RELATED POLICY CHANGES

- Available at http:// acquisition.gov//policy.cfm

IAE ANNOUNCES

- In the past year, all TINs have been validated by IRS

THE ABC's OF IAE

ART - Acquisition Requirements Team
CCR - Central Contractor Registration
EPLS - Excluded Parties List System
eSRS - Electronic Subcontracting Reporting System
FBO - Federal Business Opportunities (Fedbizopps)
FedReg - Federal Agency Registration

FedTeDS - Federal Technical Data Solutions
FPDS-NG - Federal Procurement Data System-Next Generation
ORCA - Online Representations and Certifications Application
PPIRS - Past Performance Information Retrieval System
WDOL - Wage Determinations Online

IAE ON COURSE AT AMERICAN UNIVERSITY'S KEY EXECUTIVE PROGRAM

In the next five years, half of all federal government employees will be eligible to retire. Agencies are trying to find ways to offset the impending "brain drain" which will result from the loss of experienced senior management. One way to address this problem is to encourage "up and coming" leaders to participate in advanced management training such as that provided by the Key Executive Master of Public Administration (MPA) Program at American University. The Key Executive Program's mission is to foster better government by educating professionals and managers to become effective, top-quality team and executive leaders. The Key Executive MPA is a 36-credit graduate degree program designed for professionals (GS-13 and above) which is taught on weekends.

Part of the curriculum of the Program is a 3-day class on Acquisition Management, "By the Book and Outside the Box," taught by Ed Girovasi. Ed has over 32 years experience as an acquisition professional, but sought an opportunity to become more involved in HUD's core business and in February 2006, joined HUD's Office of Field Policy and Management as a Field Management Officer. He was HUD's representative on the Chief Acquisition Officers' Council, and served as a member of the Federal Procurement Data System Policy Advisory Board, and now represents HUD on the Acquisition Requirements Team.

Beginning with his first class in April of 2006, Ed asked Earl Warrington and Teresa Sorrenti to teach a 90-minute session on the Integrated Acquisition Environment (IAE) as part of his course. To ensure future leaders are familiar with systems that are critical to successful performance of their jobs, Ed wanted to include a session on IAE to "make leaders aware of the terrific suite of desktop applications that can support their acquisition challenges." Ed added, "In today's federal environment, acquisition touches virtually everyone. We've become a 'government by network,' delivering services and programs through contractors, grantees and other third-party providers." IAE will be featured in upcoming courses.

The Acquisition Management course, with its focus on today's key issues like IAE, has already paid tangible dividends to its participants. One student interviewed for this article is a Drug Enforcement Agency program

Ed Girovasi

manager with 8 years of federal service. He found the course immediately helpful; by applying information learned from the course when buying equipment for his lab, he saved $100,000. He stated, "The course provided great information and I actually keep the IAE brochure on my desk as a quick reference."

Participating in the Key Executive Program is one of the ways the IAE Program Office reaches out to acquisition leaders. For more information on the AU Program, go to http:/spa.american.eduexecutivempa/key.

EPLS: NEW RELEASE PROVIDES ADDITIONAL FUNCTIONALITY

- **New "MyEPLS" feature.** Added to allow the user to save previous searches and reports that they performed and set the preference for displaying record results (i.e., a summary list or full record list, the number of results to display per page and the results font size).

These features enhance and add to current capabilities to better serve the user community.

HAIL AND FAREWELL TO LINDA ADAMS

Please join us in wishing "Hail and Farewell" to Linda Adams, who is retiring January 3, 2007, after 36 years of federal government service, all with DoD. For the past three years Linda has worked onsite with IAE as DoD's "Federal Lead for E-Gov." Her role has been to represent DoD's interests to the IAE Program Office (PMO) and to ensure DoD requirements are implemented accordingly. Linda has been involved in program management and configuration management her entire career, helping to form partnership arrangements, at one point serving as a U.S. Representative to NATO in a policy role. She worked for the Office of the Secretary of Defense for 10 years before relocating to the Defense Information Security Agency (DISA), and most recently DoD's Business Transformation Agency (BTA).

Linda Adams

Asked how she has seen priorities shift in IAE over the past three years, Linda stated that the emphasis is now on consolidating current systems, saving costs while continuing to share data and provide a streamlined process for government buyers and sellers. She sees an increased interest within the BTA to continue to grow this partnership and share in future successes. Linda feels she has represented DoD's needs while considering the entire federal community. It's been a win-win relationship for everyone.

Linda will travel a lot in her retirement, including frequent visits to her "camp" in New York on Lake Ontario and will spend more time with family, including 3 grandchildren. She has already planted 3,500 bulbs and is eager to do more! Organizing and accomplishing challenging tasks is the norm for this very accomplished woman and we wish her the best in her future endeavors.

requirements and supports refinement of the functional requirements to optimize legacy business operations. This strategy requires the retooling of contractual approaches and carefully monitoring existing contractual actions inventory against maturity dates. Also required is reviewing functional requirements and promises made in the maturing contractual actions by leveraging potential business processes, infrastructure, and/or integration or data sharing. The anticipated outcome is the implementation of a seamless process with little or no impact on the institutional business process while ensuring agencies will still be able to meet their mission. For example, IAE led an interagency team to revise the Best Practices Guide and Federal Acquisition Regulation regarding collection and use of contractor performance data.

IAE has begun the process of realigning applications for future transformational opportunities, which would include consolidation and integration of services. By interfacing opportunities, redundant and repetitive record-keeping can be further reduced. An example is the FedBizOpps recompete. This acquisition is designed to leverage vendor data from the Central Contractor Registration (CCR) to be used in developing "Interested Vendor Lists" without requiring additional data entry or upkeep. It will also consolidate and fully integrate the Federal Technical Data Solutions (FedTeDS) into FedBizOps, thereby decommissioning that legacy application. It also allows the potential to expand FedBizOpps by requiring a "BidReturn Module" which would allow vendors to return bids or proposals to a single government point in FedBizOpps for pickup by the agency.

The acquisition strategies described above will drive the next business revolution in the IAE ecosystem ensuring increased visibility and transparency across the enterprise. These acquisition strategies will provide a secure business environment where buyers and sellers can exchange goods and services efficiently.