



Federal Acquisition *INSIGHT*

February 2008



From the Desk of the Director: Karen Pica

FAI is moving out strongly in 2008 to continue supporting the acquisition workforce. For this coming year, FAI has targeted selected initiatives that will enhance the acquisition workforce's ability to meet the challenges and opportunities it faces.

As part of the OFPP initiative to strengthen the acquisition workforce, FAI is managing a government-wide effort to attract high quality applicants to federal contracting. On January 30, 2008, OFPP Administrator Paul Denett and Office of Personnel Management Director Linda Springer launched the new Federal Acquisition Intern Coalition, Be America's Buyer. The goal of this

program is to raise the visibility of acquisition career opportunities and facilitate agency recruiting, hiring, and development through a coordinated effort.

Information on careers in contracting, internships, job openings and job fairs for acquisition professionals and prospective professionals is available at: www.FAI.gov/careers.

FAI looks forward to working with all agencies and Acquisition Career Managers in providing training, learning seminars and other career development programs you need in 2008. Please look to FAI for your training needs and visit us at: www.FAI.gov.

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Around the Acquisition Workforce

Federal Acquisition Intern Coalition



Career Field: Contracting
Status: Apply now for an exciting career in federal contracting!

FAI is leading a new government-wide effort to raise the visibility of contracting as a career of choice in the federal government and leverage existing intern programs available across the federal spectrum. This new effort does not duplicate existing efforts but rather provides a facilitated environment all agencies can use to share information, launch new recruiting initiatives, and create a focal point for creating interest in acquisition careers across the government. The Federal Acquisition Intern Coalition (FAIC) is a combined effort of federal agencies to encourage people to consider careers in federal government procurement. The FAIC represents partnerships among FAI, the Office of Management and Budget

(OMB), and the Office of Personnel Management (OPM). Paul Denett, Administrator of Federal Procurement Policy at OMB, is a strong advocate of workforce initiatives and recognizes the need for the government to attract new talent and to be sure agencies are provided more tools to prepare for the workforce of the future. The FAIC's goal is to attract individuals who want to make strategic decisions and be a part of the world's largest buyer program: the U.S. Government. FAI's initiative makes it easy to see available positions in contracting across the federal government. FAI has created an additional page on www.FAI.gov to learn more about careers in contracting, what to expect, how to apply, view job vacancies, and take an interest quiz to see if contracting is right for you. Please share with anyone interested in learning more about contracting. This website can help you become a recruiter too! www.FAI.gov/careers.

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Around the Acquisition Workforce



Get ready and make your travel arrangements to attend the General Services Administration's (GSA) Expo 2008 NOW!! This is the 14th Annual International Products and Services Expo, April 22-24, 2008, at the Anaheim Convention Center in Anaheim, California.

Put in your travel request now and take the opportunity to gain continuous learning points (CLPs) toward your annual warrant and program management requirements. Network with hundreds of Industry professionals, view thousands of products and services available through GSA vendors, and experience the many other benefits of Expo 2008! FAI is providing 14 training sessions at this year's expo in partnership with: the Defense Acquisition University (DAU), Department of Health and Human Services (HHS), Department of Homeland Security (DHS)/Federal Emergency Management Agency (FEMA), Environmental Protection Agency (EPA), General Services Administration (GSA), Guerra, Kiviat, Flyzik and Associates, Inc, Internal Revenue Service (IRS)/Treasury Acquisition Institute (TAI), National Aeronautics and Space Administration (NASA), Office of Federal Procurement Policy (OFPP), and United States Air Force.

This three-day, free training conference and vendor exposition is targeted to federal, state, and local government employees and military members who are involved in procurement. Attendees have a choice of more than 250 Continuous Learning Programs and classes covering everything from acquisition, environmental and program management to classes for state and local employees. The Expo training program supports the needs of acquisition professionals and program managers. All instructors are federal program experts and training is CLP certified. Continue to build your acquisition knowledge

while meeting your annual continuing education requirements under DAWIA and Clinger-Cohen. To assist you in this process, FAI has developed 14 GSA Expo sessions tailored to the most current topics requested by you and your agencies. For a listing of the FAI sponsored sessions at the GSA Expo, please visit www.FAI.gov, and for full details on the GSA Expo, please go to <http://www.expo.gsa.gov/>.

Covering more than 300,000 square feet and featuring 600 GSA vendors, the exhibit floor showcases the wealth of commercial products and services available to you. The exhibit floor will open Wednesday morning, April 23rd. Of course, FAI will be exhibiting at the GSA Expo – please visit us at Training Kiosk #5. You won't want to miss this valuable opportunity to network and meet face-to-face with the industry's top technical experts, all available under GSA Schedules!

Please visit <http://www.expo.gsa.gov/index.cfm> for all of your GSA Expo information.



Around the Acquisition Workforce

ALS: Acquisition Learning Seminars

By Otis Langford

On February 6, 2008, FAI held an Acquisition Learning Seminar (ALS) titled "It's Easy Being Green" at the GSA HQ Auditorium, 1800 F Street NW, Washington, D.C.

Presenters for this ALS were Dana Arnold, Office of the Federal Environmental Executive (OFEE); Shana Love, U.S. Department of Agriculture (USDA); and Holly Elwood, U.S. Environmental Protection Agency (EPA). Topics for presentation and discussion included:

- the FAR changes released in November 2007 on Green Purchasing;
- the Electronic Product Environmental Assessment Tool, EPEAT™, an environmental procurement tool designed to help institutional purchasers compare and select desktop computers, laptops and monitors based on their environmental attributes; and
- BIO Preferred (SM) commercial or industrial products (other than food or feed) composed wholly or in significant part of biological products—including renewable agricultural (plant, animal, and marine) or forestry materials.

The session had over 150 participants and FAI is making arrangements to capture ALS information in a format that will allow for future posting as a continuous learning module so professionals all around the country can participate in the learning seminars and gain continuous learning points.



Around the Acquisition Workforce



How to Leverage the AbilityOne Program to Fulfill Your Needs By Stephanie Lesko

Check out the AbilityOne (formerly Javits-Wagner-O'Day, or JWOD) courses available at the 2008 GSA Expo!

The name may have changed, but the mission of the AbilityOne Program is the same: *to provide employment opportunities for people who are blind or have other severe disabilities in the manufacture and delivery of products and services to the federal government.*

This month, President Bush personally urged government agencies to take advantage of AbilityOne assets, saying,

"Americans with disabilities make valuable contributions to our country's workforce that help keep our nation the world's economic leader. Expanding employment opportunities for these individuals will help ensure that our economy is drawing on the talents and creativity of all its citizens and that America remains a place of opportunity for all."

To help agencies implement this approach, AbilityOne is sponsoring four courses at GSA Expo! These courses provide an overview of the AbilityOne Program, describing how it fulfills customers' needs for products and services, meets its goal of providing employment for people who are blind or have other severe disabilities, and provides quality products and services to the government. One specific course will provide a quick review of how to purchase SKILCRAFT® and other AbilityOne Program products, the many types of products offered under the Program, and the wide range of convenient purchasing vehicles available.

Topics to be addressed in these classes include the AbilityOne Program's unique organization and capabilities and its role in meeting the federal government's procurement needs. These courses will provide examples of national and local solutions available through the AbilityOne Program, as well as practical, "how-to" information for attendees' future use.

The courses will provide a comprehensive guide to purchasing either SKILCRAFT® and/or AbilityOne government-unique products and services that will meet your quality and delivery needs at a fair market price. Students will learn how to identify and refer products that they might like to see added to the AbilityOne Program's Procurement List. They will also learn about the wide range of convenient purchasing vehicles for AbilityOne products to fulfill their agency's product needs.

AbilityOne Program Overview:

How to Leverage the Program to Fulfill Your Needs

Date/Time: Tuesday, April 22 (9:00 a.m.) and Wednesday, April 23 (1:00 p.m.)

Buyer's Guide for SKILCRAFT® and Other AbilityOne Products: How to Get the Quality, Value and Convenience You Need

Date/Time: Wednesday, April 23 (2:30 p.m.)

AbilityOne Products for Government-Unique Requirements

Date/Time: Tuesday, April 22 (10:30 a.m.)

Three Presentation Overview

Date/Time: Thursday, April 24 (8:00 a.m. and 1:00 p.m.)

For more information email: info@ability.gov or visit <http://www.abilityone.gov>.



Around the Acquisition Workforce



Calling all federal managers! This year's Interagency Resources Management Conference (IRMCO) is for you.

What is IRMCO?

It's GSA's premier, 47-year-old, government-only conference where senior and program managers from across the information technology, acquisition, human capital and financial disciplines learn from one another.

When and where?

April 13-16, 2008 in Cambridge, MD—88 miles away from Washington, D.C., overlooking the Choptank River at the Hyatt Regency Chesapeake Bay.

Why should I attend?

You'll develop new contacts with peers and partners across agencies, gain new industry insights, and learn about new, innovative tools and resources. Topic headings include:

- Preparing For The Transition
- Managing the 21st Century Workforce
- Going Green
- Government 2.0: Rebooting the Public Square

In addition, you can earn up to 16 Continuous Learning Points toward the FAC-Program and Project Management, FAC-Contracting, and FAC-Contracting Officer's Technical Representative training requirements.

How can I register?

Go to www.irmco.gov and register TODAY. Fee of \$1,195 includes conference fee, hotel and per diem. This event is open to those in the Senior Executive Service as well as managers who are GS-14 or 15 (and equivalent). This is one of the best investments in continuing education and career development you can make this year. What are you waiting for? Take the steps you need now to ensure yourself a seat at IRMCO this spring. Questions? Contact Michele Heffner at michele.heffner@gsa.gov.



Acquisition Spotlight



Please meet Otis W. Langford, Jr. of FAI!!!

Otis W. Langford Jr., the senior program manager for training management at FAI, has been with the government for 30 years and with FAI since 2006. He originally hails from Newport News, Virginia. His primary responsibility at FAI is managing the acquisition workforce training program, including development, delivery and support activities.

Prior to joining FAI, Otis held an appointment with the Office of the Inspector General (OIG), Department of Defense (DOD). His duties included managing information systems acquisitions, the development of information systems, and directing and developing the agency's IT acquisition process. His other career experiences included: teaching at the University of Phoenix, Fairfax Public Schools, and Richmond Public Schools; and acting as a mediator with DOD, as a manager with Bell Atlantic NSI, as a design engineer with the Newport News Shipyard, and as an Officer in the U.S. Air Force.

Otis' educational and background training includes a Masters of Science Degree in Business Administration from Central Michigan University, and a Bachelor of Science Degree in Industrial Arts

Education from Hampton University. Otis has also attended numerous professional courses in the metropolitan DC area and acquired associate certificates in the following areas: Project Management; DAWIA Certified Acquisition Professional Level III, Communication-Computer Systems, DOD; Chief Information Officer, National Defense University; and Certified Mediator. The combination of Otis' extensive experience and education made him well-suited for his FAI roles in project management, budget and cost control, and organizational and staff development.

What Otis enjoys most about his position are the many challenges and opportunities that allow him to be immersed in FAI's developing organization, evolving vision, and continued success. His goals are to manage FAI's training requirements and tools to increase their impact on workforce job performances, to better meet federal civilian agencies' training needs, and to play a leading role in leveraging federal training funds to effectively and efficiently provide professional development opportunities.

Otis' professional vision continues to evolve. Even as he reflects on his experiences and successes, Otis believes that his greatest professional accomplishments have yet to be achieved.



Training Updates

Training Updates

By: Otis Langford

The contracts for most FAC-C classes have been awarded! However, the Contracting courses CON 120, CON 215, and CON 218 have not been awarded.

Please visit www.FAI.gov to register and view schedule dates, times, and locations. The following course schedules are available:

Con 100: Shaping Smart Business Arrangements

Con 202: Intermediate Contracting

Con 204: Intermediate Contract Pricing

Con 210: Government Contract Law

Con 353: Advanced Business Solutions

PBA: Performance-Based Acquisition



Course-Related Policies

Eligibility and Prerequisites. All FAI courses are open to members of the federal acquisition community with executive agency personnel in civilian agencies as the first priority. Certain courses may have additional eligibility criteria, based on career specialty or prerequisite knowledge. Use the FAI course description listing on the FAI website to inquire about eligibility.

Supervisor's Approval. Supervisors are encouraged to promote the professional development of their employees by recommending enrollment in training courses. When you register in the FAITAS system, your supervisor must electronically approve your application. However, your supervisor's approval is not the only approval authority; the FAI Registrar also reviews your application for eligibility.

Enrollment Priorities & Class Size. Enrollment priorities are established for the courses and can be found on the FAI website. Each class size is fixed at a maximum ceiling. Once met, the remaining applicants are placed on a waiting list.

Waiting Lists. If a course class is full or if you do not have priority standing for early enrollment when you apply, you will be placed on the class waiting list. If you remain on the course waiting list and do not get a seat in that class, you must apply for another class. You will not be automatically enrolled in a future class.

Cancellations. If you must cancel your application or enrollment in a course, please do so as early as possible so the next person on the waiting list can be enrolled in the course. If you do not cancel your registration, your attendance will be recorded as a "no-show." You must use the FAITAS system for cancellations. It is also important that you notify your supervisor of your cancellation. Students can not substitute for another person in a class.

Cost. All FAI-sponsored courses described on the FAI website are provided through the Acquisition Workforce Training Fund and there is no cost for tuition.

If you have questions, contact FAI Helpdesk at questions@FAI.gov or 703-805-2300.



Acknowledging Excellence

SHINE Initiative Award Announcements February- April 2008



Ida Ustad Award for Excellence in Acquisition

Nominations due March. 20, 2008

www.gsa.gov

\$5,000 award

Recognizes a federal employee who demonstrates or embodies the concept of "contract specialist as business leader/advisor."

NCMA - Herbert Roback Memorial Award

Nominations collected by NCMA Committee (yearly)

www.ncmahq.org/awards

Recognizes a nationally renowned and distinguished American who has made a significant contribution to the betterment of public contract management through lifelong achievement in the public and/or private sectors.

Department of Veterans Affairs Champions of Veterans Enterprise Awards

Nominations due March 21, 2008

www.vetbiz.gov

Recognizes significant contributions by individuals or organizations who are dedicated to expanding business opportunities for veterans and service-connected disabled veterans.

Service to America Medals (Sammies) Award

Nominations due March 3, 2008

www.servicetoamericamedals.org/SAM/

\$3,000-\$5,000 award

Recognizes individuals in the federal workforce who have made significant contributions to our country, based on their commitment and innovation as well as the impact of their work on addressing the needs of the nation.

Alternative Dispute Resolution (ADR) Award

Nominations due April 4, 2008

www.adr.gov

Recognizes outstanding uses of ADR by federal agencies and private companies in acquisition-related disputes.

Federal Acquisition Regulation (FAR) Award

Nominations due April 4, 2008

www.whitehouse.gov/omb/procurement/

Recognizes an outstanding FAR individual member who made significant contributions to the FAR process in the previous fiscal year.

GSA Governmentwide Excellence in Performance-Based Service Acquisition Awards

Nominations due (to be determined)

www.performanceweb.org

\$2,500 award

Recognizes federal employees that are leaders in the contracting environment and have transformed their organization through "best-in-class" practices in acquisition.

"The acquisition community needs highly trained and highly motivated individuals in order to achieve agency missions."

Paul Denett, OFPP Administrator



Tip of the Month

Q

How many CLPs (Continuous Learning Points) must you accumulate every two years to maintain FAC-C certification?

A

80 points.
Please visit <http://www.FAI.gov/training/clo.asp> for all of your training information.

Upcoming Events

- February 25-27, 2008: FAI participating in the Government Performance Summit 2008
- February 28, 2008: Town Hall Meeting for Acquisition Professionals with Paul Denett
- March 19, 2008: FAIC Learning Event – Understanding and Using Federal Hiring Flexibilities
- April 13-16, 2008: Interagency Resources Management Conference (IRMCO), Cambridge, MD
- April 13-16, 2008: NCMA World Congress, Cincinnati, OH
- April 15, 2008: DAU 2008 Acquisition Community Symposium, Ft. Belvoir, VA
- April 17, 2008: Interagency Acquisition Career Manager Meeting
- April 22-24, 2008: GSA Expo, Anaheim, CA



Looking Ahead!

Please stay tuned for the March Edition of FAInsight, which will feature other great acquisition-related articles!

We want to hear from you! How do you like our newsletter's content and format? Please let us know what we can provide to make it most useful for you and how we can support you and your training needs. Please contact questions@FAI.gov and visit www.FAI.gov.

Thank you

We thank guest authors for their contributions and views and present these as part of Federal Acquisition Insight for our readers' information.

*For More Information, or to submit an article, contact the editor:
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