



# Federal Acquisition *Insight*

April 2005 Edition

Featuring the Latest Acquisition Workforce News and Events

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## From the Desk of the Director

by Gloria Sochon

The Federal Acquisition Institute (FAI) has a new home at the Defense Acquisition University (DAU) campus in Fort Belvoir, Virginia. Thank you to our DAU hosts for a warm welcome!

Our move will help us better serve the civilian acquisition workforce by leveraging the resources of the two organizations and aligning our programs. This issue highlights our efforts to align civilian and defense agency contracting training and provides information to help you prepare for the change. Future issues will discuss other initiatives promoting workforce development and performance.

One key tool that can help acquisition professionals and managers improve performance is the Acquisition Community Connection, or ACC. DAU offers this collaborative tool to both government and industry.

It provides discussion areas, best practices, and tools in more than 26 communities of practice and special interest areas.

This issue includes articles, resources, and events that will bring you up to date on today's hot topics in acquisition such as:

- Training opportunities at FACE 2005 and DOD's E-Business Conference
- Where to access the Defense Acquisition Review Journal
- The new JWOD Catalog
- Information on the biobased purchasing final rule

FAI looks forward to continuing our efforts to provide information and management tools in support of a professional federal acquisition workforce.

## FAI Relocates to DAU, Partnership Strengthened

On March 11, 2005, the Office of Federal Procurement Policy (OFPP) and the General Services Administration (GSA) held a ribbon-cutting ceremony at the Defense Acquisition University (DAU) to announce that the Federal Acquisition Institute (FAI) is now located at DAU's campus in Ft. Belvoir, Virginia. FAI, which is under the direction of OFPP and managed by GSA, is responsible for fostering and promoting the governmentwide professional acquisition workforce.

This co-location strengthens the partnership between FAI and DAU to ensure that the civilian and defense acquisition workforce receive similar training and development opportunities.

"This new partnership will ensure that the right people get the right training at the right time. We look forward to working with DOD to ensure that we train our acquisition workforce to serve the entire federal government, not just a single agency," said OFPP Administrator David H. Safavian.

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David Safavian, OFPP Administrator and Michael Wynne, Undersecretary of Defense for Acquisition, Technology, and Logistics

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Visit FAI's home page at [www.FAI.gov](http://www.FAI.gov)

## FAI Relocates to DAU

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Since the move to Fort Belvoir, FAI and DAU are more focused on developing the government's acquisition workforce in order to deliver the best value for taxpayers.

"This provides a key opportunity to ensure we have the highly skilled acquisition workforce needed to support agency missions and to meet federal workforce management challenges," said GSA's Chief Acquisition Officer Emily Murphy.

The move to DAU will allow all acquisition workers the use of DAU materials and training as well as update current DAU courses to make them appropriate for civilian acquisition professionals.

"This sharing of best practices reflects the goals of President Bush's management agenda, and we are pleased to be a part of this innovative agreement," said Michael Wynne, Undersecretary of Defense for Acquisition, Technology, and Logistics.

### FAI's new contact information is:

Federal Acquisition Institute  
c/o Defense Acquisition University  
9820 Belvoir Road  
Fort Belvoir, VA 22060 - 5565

### For general inquiries:

Call: (703) 805 - 2300  
Fax: (703) 805 - 3021  
[questions@fai.gov](mailto:questions@fai.gov)

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## Check Out the Defense Acquisition Review Journal

On Thursday, February 10<sup>th</sup>, the Defense Acquisition University (DAU) conducted a Performance-Based Acquisitions Forum. There were several guest speakers – and the interest was overwhelming! The speakers provided experiences, solicited comments, and provided articles which were published in the Defense Acquisition Review Journal – these articles and others can be viewed at: <http://www.dau.mil/pubs/arq/2005arq/arq2005.asp>.

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## Conference and Training Opportunities

Defense Procurement and Acquisition Policy, E-Business Conference, May 23-26, 2005 in Orlando, Florida.

The Department of Defense (DOD) is transforming business processes and operations to a strategically-directed, e-enabled model, improving support to America's Warfighters. Join senior acquisition and procurement leaders from across DOD and the federal government at DOD's "Supporting the Warfighter through Business Transformation."

The conference will bring together senior level acquisition and procurement professionals, including:

- Key acquisition personnel from across the government
- Major DOD command and senior field level procurement specialists
- Industry partners interested in delivering on e-business solutions
- Program Managers

For more information, visit: <http://www.dodebconference.com>.

## FACE 2005 Update

The Federal Acquisition Conference & Exposition 2005 (FACE 2005) theme, "Mission Possible through Acquisition," recognizes contracting's key role in supporting how agencies acquire the goods and services that enable them to perform their missions. Plenary sessions will showcase acquisition case studies from Iraq and emergency responses. This year's conference features sessions on many important acquisition topics including new Administration initiatives, the current move to governmentwide certification programs, competitive sourcing, career management initiatives, post award performance management, and strategic sourcing. Earn Continuous Learning Points while learning from experts and peers.



Corey Rindner, Chief Acquisition Officer, Department of State and Judy Davis, Director of Acquisition Management, Environmental Protection Agency are the emcees this year. Both are members of the Chief Acquisition Officers Council and are leaders in the acquisition field. David H. Safavian, Office of Federal Procurement Policy, Deidre A. Lee, Department of Defense, and David Drabkin, General Services Administration will be key presenters.

The conference will be held June 7-8, 2005 at the Washington Convention Center in Washington, DC. Please visit: [www.fai.gov/face](http://www.fai.gov/face) for more details.

### Free Preview FACE at GSA Expo

FACE is offering free preview sessions at the GSA Expo May 3-5, 2005 in San Diego. Sessions will be noted as "Preview FACE" on the GSA Expo Agenda. To participate, register directly with GSA Expo at: [www.expo.gsa.gov](http://www.expo.gsa.gov).

## The New JWOD Catalog is Here!

by Stephanie Lesko, Public Affairs Specialist, The Committee for Purchase From People Who Are Blind or Severely Disabled

The new Javits-Wagner-O'Day (JWOD) Program Catalog for 2005 is the federal customer's reference guide to JWOD preferred source items with descriptions and ordering instructions for over 2,600 SKILCRAFT® and other JWOD products.



To order your copy of the 2005 JWOD Catalog, call Customer Service at (800) 433-2304 or send an email to: [customer\\_service@nib.org](mailto:customer_service@nib.org). Please be sure to specify whether you would like to receive a print copy of the catalog or an electronic copy of the catalog on CD-ROM.

SKILCRAFT and other JWOD products are provided by people who are blind or have other severe disabilities working in community-based nonprofit agencies associated with National Industries for the Blind (NIB) and NISH serving people with a wide range of severe disabilities.

## The New Contracting Curriculum: What It Means for You

by Gloria Sochon, Director, Federal Acquisition Institute

The Office of Federal Procurement Policy (OFPP) is moving to adopt the Department of Defense (DOD) contracting curriculum as the federal standard by October 1, 2005. This will align civilian and defense agency training requirements, ensure consistent quality, and increase opportunities for mobility.

The Defense Acquisition University (DAU) is updating the contracting curriculum, to reflect the strategic role of acquisition in agency mission accomplishment. FAI is providing subject matter expertise and arranging for participation of agency volunteers. Our aim is to develop content that is appropriately broad-based and requires minimal tailoring to meet civilian agency needs. To the extent that tailoring is needed, FAI will work with commercial training providers to encourage development of appropriate material that meets DOD standards for equivalency.

Five new courses will comprise the governmentwide CON Level I curriculum:

- CON 100 – Shaping Smart Business Arrangements - classroom
- CON 110 – Mission Support Planning - online
- CON 111 – Mission Strategy Execution - online
- CON 112 – Mission Performance Assessment - online
- CON 120 – Mission Focused Contracting – classroom

The Contracting Level II curriculum restructuring is currently in development, with release scheduled in early FY 2006.

To assist practitioners, managers, and agency workforce managers with the transition to the new curriculum, the following table shows how current DAU classes align with those commonly taken by civilian agencies. Please note the following:

**Equivalent Providers.** This list is based on courses offered by the Management Concepts, Inc., Business Management Research Associates, and Northwest Procurement Institute under contracts with the General Services Administration. Other commercial and academic providers also offer equivalent courses. A list of current equivalent courses is available at: [www.dau.mil](http://www.dau.mil), under “Student Information.” Your agency may also have agency-specific training requirements that differ.

**Corresponding Courses.** With the redesign, the CON Level I courses do not have a one-to-one correspondence to the prior courses. For example, pricing training is embedded throughout CON 110, 111, and 112. You must consider classes as a group to determine equivalency. Beginning in FY2006, as CON Level II is redesigned, this will apply to those courses also.

**New Courses.** CON 100 serves as an orientation to the federal acquisition environment. For experienced contracting professionals, FAI is exploring developing an online overview that will present the key concepts. FAI is also communicating with industry partners to encourage the development of an equivalent version of CON 353 to meet civilian agency needs. We will provide more news on these efforts as they develop.

**Planning Training.** FAI strongly encourages civilian agency personnel who are in the midst of Level I courses to complete their training this fiscal year. FAI is working with DAU to continue recognizing qualified equivalent courses from the prior curriculum for an additional year (i.e., through FY 2006), but mapping courses for equivalency will become more difficult as time passes. New entrants or other personnel starting Level I training should use the new DAU curriculum. For those taking Level II training, plan on completing the current courses by the end of FY 2006 or consider waiting to begin the new Level II courses in FY 2006. Again, FAI will work with DAU to recognize qualified equivalent courses for an additional year (i.e., through FY 2007), but equivalency will become more difficult as time passes.

The table on the following page compares current contracting courses offered by DAU to civilian agency course offerings.

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## DAU and Civilian Agency Course Map

Current DAU Class	Common Civilian Agency Course
CON 100: Shaping Smart Business Arrangements	None *
CON 110: Mission Support Planning CON 111: Mission Strategy Execution CON 112: Mission Performance CON 120: Mission Focused Contracting	Acquisition or Procurement Planning I Contract Formation I Contract Administration I Price Analysis Cost Analysis Negotiation Techniques
CON 202: Intermediate Contracting	Acquisition or Procurement Planning II Contract Formation II Contract Administration II
CON 204: Intermediate Contract Pricing	Intermediate Contract Pricing
CON 210: Government Contract Law	Contract Law
CON 353: Advanced Business Solutions for Mission Support	CON 301 prior to 10/01/2003

\* At this time, neither MCI, BMRA, nor NPI offer an equivalent version of CON 100. However, other equivalent providers are identified at: [www.dau.mil](http://www.dau.mil).

## Managing an Effective Competitive Sourcing Program Video Now Available

by Rita Bartholomew, Federal Acquisition Institute

The Chief Acquisition Officers (CAO) Council and the Federal Acquisition Institute (FAI) are pleased to announce the release of an instructional video on the FAIR Act and competitive sourcing. This video has been created to educate employees on competitive sourcing as a valuable management tool that helps agencies meet their mission objectives. After viewing the video, one should have a better understanding as to how competitive sourcing can improve results for the citizen.

Video topics range from the basics and foundation of competitive sourcing, to planning standard and streamlined competitions, to lessons learned by practitioners. You will hear agencies describe the FAIR Act Inventory process, and how to code inherently governmental and commercial activities.

The one-hour video is located on the FAI Online University site at: [www.faionline.com](http://www.faionline.com). To view the video, register and then navigate to the Learning Center where the video is hosted. The video is compliant with Section 508 of the Rehabilitation Act. It includes a navigation function to allow the user to easily move to specific topics within the video.

## Final Rule Published on Biobased Purchasing

by Cynthia Vallina, Office of Federal Procurement Policy

In the January 11, 2005 issue of the *Federal Register*, the United States Department of Agriculture (USDA) published a final rule establishing the framework for the federal biobased purchasing program, as required by the Farm Security and Rural Investment Act of 2002 (Farm bill).

Similar to the Resource Conservation and Recovery Act (RCRA) Section 6002 requirements for recycled products, section 9002 of the Farm Bill requires federal agencies to develop an affirmative procurement program (APP) that contains a biobased products preference program, a promotion program and review and monitoring. The purpose of these APPs is to:

- Improve demand for biobased products
- Spur development of value-added agricultural processing and manufacturing in rural communities
- Enhance the nation's energy security by substituting domestically produced biobased products for fossil energy-based products

Also similar to RCRA 6002, federal agencies must purchase the designated biobased items unless they are not reasonably available, fail to meet applicable performance standards or are available only at an unreasonable price. The Office of Federal Procurement Policy (OFPP) and USDA are currently working to implement these requirements into the Federal Acquisition Regulation (FAR). FAR case #2004-032 was opened in November 2004.

USDA's final rule establishes the process that USDA will use to designate products eligible for the federal biobased preferred procurement program. To supplement this final rule, USDA must begin publishing a list of designated biobased items that agencies must purchase. Agencies will have one year after the issuance of these biobased product/item requirements to begin mandatory purchasing of those products.

OFPP believes that these new biobased product purchasing requirements complement existing green purchasing programs and encourages agencies to immediately incorporate biobased products into their overall affirmative procurement programs. Agencies should make performance determinations on which green product best fits their particular needs, whether it be biobased, recycled, energy-efficient and/or environmentally preferable products, and incorporate them into routine purchasing requirements for products and services.

The Office of the Federal Environmental Executive (OFEE) applauded USDA's efforts in creating a solid framework for the Federal Biobased Products Preferential Purchasing Program and said it looks forward to continue working with USDA to promote federal agency use of biobased products. OFEE encourages all agencies and individual facilities to purchase and test a variety of biobased products which are available now. Information on federal agencies' purchases of biobased products can be found in the Summer 2003, Spring 2004, and Summer 2004 issues of "Closing the Circle News," which are available at: [www.ofee.gov](http://www.ofee.gov), in the Publications section.

Though not yet mandatory, OFPP and OFEE asked all agencies to respond to several questions related to their efforts to initiate and incorporate biobased purchasing in the 2004 RCRA reporting requirements. Once USDA issues rules on requirements for particular biobased items, OFPP will work with USDA and other federal agencies to expand federal reporting systems, including the FPDS-NG, to accommodate biobased purchasing and find new and better ways to track it.

## Protecting Sensitive Data

by Lisa Cliff, Integrated Acquisition Environment

The Federal Technical Data Solution (FedTeDS) is an E-Gov initiative in the Integrated Acquisition Environment (IAE) designed to safeguard sensitive acquisition related information during the solicitation phase of the procurement cycle.

FedTeDS enables the electronic dissemination of Technical Data Packages (TDPs) to the vendor community. The FedTeDS Program has a Federal Users Group that consists of members from across federal agencies and departments that is designed to provide feedback and enhance the system.

Implementation and training requests for the Federal Technical Data Solutions (FedTeDS) program are at an all time high in anticipation of a Federal Acquisition Regulations (FAR) mandate soon to be published. Recently, contract specialists at the Missile Defense Agency (MDA), a pilot group within the US Department of Agriculture's Forest Service, and U.S. Army Corps of Engineers personnel have received training and will begin posting their sensitive data on FedTeDS beginning spring of 2005. Additional organizations across the government have already adopted the program and continue to request and receive training. Agencies that are new to the program are slated to receive briefings and/or training throughout the spring. (See page 7 of March 2004 edition of this newsletter for more information on FedTeDS at: <http://www.fai.gov/pubres/pdfs/FAllnsightMarchfinal.pdf>).



## Tools You Can Use: The Acquisition Community Connection (ACC)

by Jeffrey Birch, Defense Acquisition University

The Defense Acquisition University offers a collaborative tool, the Acquisition Community Connection (ACC), to both government and industry acquisition professionals. The ACC can be accessed at: <https://acc.dau.mil> and is the hub for over 26 Department of Defense communities of practice and special interest areas supporting the acquisition, logistics and technology workforce. ACC communities address a diverse set of disciplines: Systems Engineering, Contracting, Logistics, Program Management, Information Technology, Facilities Engineering, Risk Management, DOD Wireless, and Data Management. Each addresses the special needs of its community and provides access to the people, resources, and know-how that can help **you** in your job.

The Contracting Community of Practice (CoP) is being reengineered to become the Mission Support Contracting (MSC) CoP. The MSC CoP focuses on mission and process areas that greatly broaden the scope of the community to embrace all aspects of contracting. The mission and process areas will include topics such as: Alternative Dispute Resolution, Performance Based Acquisitions, Government Property, Small Business, Services and others. The MSC CoP was unveiled at the end of February 2005. We welcome your ideas for enhancing the CoP. If you are interested in establishing a mission or process area or becoming an "editor" for any contracting topic or subtopics please contact Ms. Deb Fuller at: 703-805-4602.

If you have questions related to the MSC CoP, please send them to: [msc@dau.mil](mailto:msc@dau.mil).

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

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