



Procurement Times

A QUARTERLY PUBLICATION BY THE ENTERPRISE
GOVERNMENTWIDE ACQUISITION CONTRACT (GWAC) CENTER

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Issue 6

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Directors' Corner

This issue of Procurement Times does a wonderful job of capturing to an extent—the evolution of the GSA Enterprise GSA GWAC Program in terms of our employees, a prominent feature of the Alliant GWAC, and technology itself.

Featured in this issue are two team members that come from completely different spectrums: Mimi Bruce, who was an integral part of the very first and very successful GSA GWAC called ANSWER; and our newest team member, John Cavadias, who joins us from the US Marine Corp as the incoming GSA GWAC Senior Contracting Officer. Mimi has been an instrumental team member in her role as the Director of Client Support for the past 12 years, providing Alliant Delegation of Procurement Authority (DPA) training and contracting advice to thousands of customers over the years. Customer satisfaction survey scores received from the training have always been outstanding, due in large part by Mimi's leadership efforts in keeping the training current, relevant, and easy to take. Very recently, one of our valued customers responded with these words:

"Your customer service is unparalleled with any other contracting entity I have worked with in the past 37 years with 200 plus contracts under my belt. I look forward to a long and successful partnership with each and every one of you." - Patricia Lehtma, Defense Commissary Agency

As you'll see by John's background, he has tremendous experience in Federal acquisitions and also has a very broad background in many other areas that will no doubt make him a tremendous addition to our team.

Also featured in this newsletter is a nice article from Jason Schmitt on how the Alliant GWAC can assist agencies with their sustainability efforts. This falls in line with the evolution theme of this issue in terms of new considerations that agencies must consider in their acquisition planning. GSA's recent decision to use the Alliant GWAC while becoming the first Federal agency to move its email system to the cloud plus GSA's Public Building Services decision to use Alliant for Smart Building technology demonstrate how truly innovative the Alliant GWAC is as compared to its predecessor Enterprise GWACs by being able to assist agencies meet their IT requirements while reducing their carbon footprint.

Finally, this issue features a wonderful article from Richard Blake, our IT subject matter expert, which puts some nice perspective to technology and its evolution over the years. The "connecting, sharing, and communicating" that Richard refers to in his article is a major function the Enterprise GWAC Center has always performed very well and is one of the many intangibles that make the GSA GWAC Program and all of its GWACs so well respected in the Federal community.

The GWAC Center employees highlighted above reinforces the Federal Acquisition Service's strategic themes of Acquisition Excellence, Workforce Excellence, Environmental Sustainability and Customer Focused Offerings. We remain vigilant in exploring innovative ways to create quality GWACs such as Alliant, hire and retain outstanding individuals and stay abreast of the latest and greatest in technology. This newsletter is one of many methods that we use to connect, share, and communicate with our community. We hope you continue to find these newsletters of interest and value. We appreciate the opportunity to work with you and for you.



Casey Kelley
Director
Enterprise GWAC
Center—West

- Casey Kelley

Delegation Training Ends with a Bang and Sets the Bar High for 2011

For the years 2009 through 2010 the Alliant team has trained 1340 Government personnel and issued 433 delegations to warranted contracting officers. Our Delegation training consistently achieves high marks from our customers who are looking to get started using the Alliant contracts. Time and again we receive positive feedback on the interactive platform and positive comments from our customers stating they find the delegation training informative and valuable.

In the interest of streamlining our delegation process we have implemented an easy to use website registration for the Ordering Contracting Officer (OCO). After receiving training OCOs can access the "Delegation of Procurement Authority" link on our Alliant website (www.gsa.gov/alliant) and complete the self certification process to receive their delega-

tions. This website process provides easy access and an efficient means to receive a delegation quickly (e.g. usually within 24 hours) after completing the form. We intend to make 2011 a stellar year by continuing to offer our delegation training through a variety of options and venues (e.g. webinars, teleconferences, onsite, outreach events etc.)

- Mimi Bruce



Going GREEN with Alliant

By Executive Order, Federal Agencies shall increase energy efficiency and leverage acquisitions to foster markets for sustainable technologies and environmentally preferable materials, products, and services. In an effort to comply with this order, Federal Agencies are eagerly looking for "Green" technology solutions, solutions that will lower their energy consumption and offset any future budget cuts while simultaneously minimizing their impact on the environment.

The Alliant GWAC may be the solution to help agencies achieve their "Green" sustainability initiatives. The scope of Alliant is considered "Green Ready" because it covers all components of an integrated Information Technology (IT) solution, including any new technology that may emerge during the life cycle of the contract. Agencies are therefore encouraged to utilize Alliant in meeting their green computing needs.

Some of the more popular green initiatives that agencies are looking to acquire under the Alliant GWAC are: Cloud Computing, an internet-based computing whereby shared resources, such as infrastructure and software applications, are used and allows agencies to move from operating and maintaining their own infrastructure to a cloud based computing environment, thus increasing efficiency and utilization; Telepresence, a video/audio conference technology which cuts down on the amount of employee travel, thus shrinking an agencies' carbon footprint; Smart Building technology, a computerized, intelligent network of electronic devices designed to control and monitor a buildings' mechanical and lighting systems, thus maximizing efficiency usage of these building systems.

As furtherance of GSA's goal to reduce its environmental footprint significantly, GSA is seeking to harness the potential of innovative building technologies and operating practices that go hand in hand with the Smart Building Technology. Sustainable building technologies and practices are those that optimize energy performance; protect and conserve water; enhance indoor environmental quality; reduce waste and the environmental impact of materials; reduce greenhouse gas emissions associated with building operations; or promote integrated design. To learn more about the Green Proving Ground Program, contact GSA's Public Buildings Service Industry Relations at 866-727-8363 or industryrelations@gsa.gov.

- Jason Schmitt

New Contracting Officer at the Enterprise GWAC Center

John Cavadias first joined GSA in early January 2011 as the incoming Contracting Officer for the Alliant GWAC. He expresses that he is much more than just enthusiastic over coming on board to the Enterprise GWAC Center team. He is energized, motivated, and ready to help grow the Alliant program to the next level toward business excellence. John is particularly grateful to be stepping into a position that is already running a first-class contract that Paul Martin, Senior Contracting Officer, had initiated, executed, and attained thanks to his diligence and creative endeavors over the past few years. Aside from the basic contract administration of the Alliant GWAC, John will additionally provide support to Director Casey Kelley on the program management of Alliant with one-on-one contractor discussions, agency site visits, training, and public presentations.



John Cavadias

Prior to joining GSA, John had served with the United States Marines Corps (USMC) in several leadership and technical roles since 1998. Most recently, he had held the Senior Procurement Analyst position overseeing regional contracting operations, policy, technical training, and regulatory compliance for military Bases and Air Stations throughout Marine Corps Installations West. Throughout his career at USMC, he had worked various positions ranging from Senior Administrative Contracting Officer for the oversight of the Marine Corps' national billion dollar food services program to the Southwest Regional Director of Contracting. John was also active volunteering his time in the Civilian Career Leadership Development Program where his roles included mentoring and coaching civilians with their career goals, as well as professionally training Marines, Sailors, and Civilians in time management and personal leadership.

Long before joining the GSA and the Department of Defense (DoD), John had gained diverse job experiences in both private business and civilian government sectors. As a former banking Vice President executive, he honed the business skills that would prepare him for his first undertaking as a civil servant at the Resolution Trust Corporation (RTC), which was formed by Congress in 1989 to respond to the insolvencies of 750 savings and loan associations. For those several years at the RTC, John participated in resolving one of America's unprecedented economic crises in the position of Senior Regional Contracting Officer where he managed, divested, and sold billions of dollars in capital assets through federal government services contracts.

John had been a contributor to Defense Acquisition University, as a published author for the scholarly Defense Acquisition Review Journal and as both speaker and panelist on Performance-based Services Acquisition and Contract Administration. He is a graduate of the DoD Executive Leadership Development Program, Class of 2006, which was a 10-month joint military/civilian exercise combined with joint leadership training domestically and worldwide at Unified Combatant Commands. In June 2006, he was recognized at the Pentagon by the Deputy Secretary of Defense, the Honorable Gordon England, for presenting a live information brief on leadership lessons learned from experiences with the Secretary of Defense's executive program. John holds an M.B.A. from California State University, San Marcos, a B.B.A. in Finance & Banking and a Master's Certificate in Government Contracting from The George Washington University.

Outside of his professional life, John spends some of his personal time with his second best friend - The beautiful **Nikon D90**. Together, hand-in-hand (or strap-on- shoulder), they travel the far reaches of the world capturing those illusive moments in time on digital film that only his beloved Nikon D90 can do. As much as that near-perfect relationship is cherished, John delights even more in spending quality time with his very best friends in the universe, his wife and teenage daughter. Other pursued interests include traveling the four corners of the U.S.A.; listening to and composing music; theater & cinema; American history; philosophy; and life-long learning.

The Buzz: An Abbreviated History

I am often accused of being a bit of a contrarian - that is I do not readily buy into new buzz phrases and tend to reduce their underlying technology to those that have been around and proven for some time. Now – I am not trying to be a maverick or rebel - quite the contrary. I am simply of the mind that since this whole internet/world wide web thing began back in the mid 90's the root and underlying idea has been exactly the same: connect, share and communicate.



We started with the hiss-hiss-clang-clang of 2400 baud modems; graduated to copper wire and DSL with excitement; moved into coax with amazement and here we sit jaded with fiber and satcom. Any way you cut it – they all did exactly the same thing – connect end point A to end point B! We simply demanded more speed and innovative company's brilliant people made that available to us – conquering that “last hundred feet”.

Some of us started with simple green screen text messages and bulletin board postings, graduated to email, html and – OMG – pictures! We wanted better and more engaging content so more brilliant people said WWW, Ajax, Java, ASP, dot Net, PnP, media streaming and video content and backed it all up with another layer of technology to consume all that new and available bandwidth.

Somewhere in the mix netiquette led to e-commerce entered the free environment intended to be a reasonably safe place for sharing of academic and scientific information. A world built just for Heath Kit Builders and Star Trek fans. But - alas - the secret didn't take long to get out leading to today where iconic buzz words like The Cloud and Virtualization are all the rage.

These terms have a pedigree – for certain - inasmuch as other buzz words and phrases led the way long before a cloud was anything more a white puffy thing in the sky. Remember how important B-2-B seemed several years ago? Closely followed by B-2-C? When did they fall out of the lexicon of the Information Super Highway? Oops- that one faded as well.

I can Tweet, Blog, Book, Friend and LinkIn with hundreds of people I have never met to share ideas and collaborate. The progress and developments to accommodate demand in a short fifteen years has been amazing. Sure – we can trace it all back to 1945 and Memex but the web – as we know it – hatched in 1995 and we haven't looked back since.

By the way, collaborating and sharing ideas is easy by tweeting @GSA_FEDSIM; @GovNewMedia; @WebManagerU; @USAgov; @GobiernoUSA; or @USDataGov. Check out GSA's complete social media directory at <http://www.gsa.gov/portal/content/171365> and be heard.

Still – being the old salt I apparently have become - I look dubiously around the corner for the next major development, awaiting that next innovation and realize no matter the device, no matter the speed, no matter the app - we are all still just connecting, sharing and communicating – pretty simple if you think about it and – without a doubt – amazing! Email me and share your thoughts at richard.blake@gsa.gov.

- Richard Blake

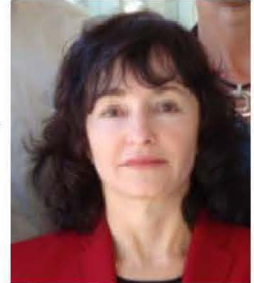
The Enterprise GWAC Center Employee Highlight

Mimi Bruce—Director of Client Support

Mimi's educational and professional career speaks to diversity. Beginning as a psychology major at UCLA and then transitioning to accounting at Cal Poly San Luis Obispo Mimi has combined both people and business skills to enhance her career path.

Prior to her Federal career Mimi was a property tax appraiser for the county of San Luis Obispo. Mimi's Federal Government career began in 1984 at Vandenberg Air Force Base as an auditor for Defense Contract Audit Agency. While at Vandenberg Air Force Base Mimi was given an opportunity to expand her career path into Federal Contracting and she gladly seized that opportunity. Mimi left the Air Force in 1991 to accept a position within GSA's telecommunication contracting branch where she worked as a contract specialist for several years before transitioning to a new fledgling program called ANSWER. This new pro-

gram offered the perfect backdrop to combine her people and technical skills in support of a large scale Governmentwide program. The ANSWER program ultimately became one of the most successful programs within GSA's Federal Technology Service soon to be followed by Alliant.



Mimi Bruce

Mimi's history and experience with GWACs has provided her many opportunities to share her expertise and knowledge across Government and to continue to enhance her speaking skills which has taken across the US, Europe, and Asia. Mimi lives in the San Francisco Bay area where she enjoys good food and wine, art and theater, and hiking with her husband Scott.

Alliant Training

Alliant Training is available for all Ordering Contracting Officers and procurement staff. Government personnel can either register for an upcoming webinar or request onsite training.

Alliant and Alliant Small Business Delegation Procurement Authority Webinars:

- Held every Wednesday at 8:00 AM (Pacific Standard Time)
- To Register online: www.gsa.gov/events (look for Wednesday date)

If you are interested hosting onsite training, please send email your request to: alliant@gsa.gov



Alliant Contract Information



If you are interested in learning more about the Alliant GWAC Contract, please visit: www.gsa.gov/alliant. Everything you need to know can be found in a click of a button!

If you wish to speak to someone, you can contact our Client Support by dialing (877) 534-2208. Another way to reach out would be to send an email to the Alliant mailbox: alliant@gsa.gov. This is just an example of the many ways on how you can get in touch with us!

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www.gsa.gov/itop2

We're on the web
www.gsa.gov/gwacs

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Upcoming Events

Alliant PMR
January 24, 2011
San Diego, CA

AFCEA West 2011
January 25—27, 2011
San Diego, CA

**Alliant Outreach and
PMR—Region 4 Road
Trip**
April 5-7, 2011

IRMCO
April 10—13, 2011
Cambridge, MD

GSA Expo
May 10—12, 2011
San Diego, CA

We Want Your Feedback



The Enterprise Newsletter has been a tradition since the inception of the ANSWER Contract. We believe the Procurement Times Newsletter adds value by providing Government and Industry insight into current Alliant trends, activities, and key noteworthy accomplishments. We want this newsletter to be of value to you so we are asking for your input -- What do you like, What would you like to see more of or less of and any other comments that you

believe may add value to future newsletters.

Please submit your comments to jennifer.jeans@gsa.gov