



Procurement Times

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

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Issue 7

May 2011

Director's Corner



Casey Kelley
Director
Enterprise Acquisition
Division

CONGRATULATIONS & THANK YOU! May 1, 2011 marks the two year anniversary of the GSA Alliant GWAC Notice to Proceed and words cannot express just how appreciative we are on the support received from our customers and the 58 Alliant primes and their respective teaming partners for making Alliant so successful in such a short time.

"Viral" is the word that Mimi Bruce (GWAC Director of Client Support) used to describe the current state of Alliant in a recent article that appeared in the Federal Computer Weekly (FCW). When looking at the growth of the Alliant GWAC in two short years, there is no question that Alliant is becoming a popular contract for Information Technology (IT) services and the diversity of those clients that have used Alliant; and interest in Alliant has spread quickly.

A comparison of the first five months to where Alliant is today is provided on page 6 of this newsletter. In addition to the increased usage of Alliant, the following are current developments:

- **U.S. Department of State** – The U.S. Department of State selected Alliant to award a ten year \$2.5 Billion Task Order (T.O.) to consolidate and strengthen their critical information by designing, operating, maintaining, and securing their enterprise IT infrastructures and ensuring that security remain a high priority for their global network that connects the department's offices throughout the world.
- **Department of Navy (DON)** – The Department of Navy recently has identified Alliant and Alliant Small Business as candidates for the Navy's Strategic Sourcing initiative aimed at reducing costs, increasing competition and streamlining the acquisition of IT services. This policy would encourage Navy acquisition personnel to use Alliant and Alliant SB, along with the service's own Navy SeaPort-e contract, rather than creating redundant contracts, when acquiring IT services.
- **Cloud Computing** – GSA becomes the first federal agency to move its email system to the cloud, leveraging the Alliant GWAC to award a \$6.7M Task Order (T.O.) that is expected to result in \$15M in savings using shared infrastructure set aside exclusively for government users in a private community cloud (see article on page 4).
- **Smart Building Technology** – GSA's Public Building Service (PBS) is planning on using the Alliant GWAC for its innovative Smart Building program. PBS will be retrofitting 50 of its buildings with technologies that will measure and analyze energy usage to help manage the buildings more efficiently. In addition to improving energy efficiency, Smart Building technologies will enhance the operational effectiveness of the buildings and occupant satisfaction.

Alliant is being utilized by agencies to assist them perform their respective missions and meet their integrated IT services requirements. Alliant's comprehensiveness (anything IT, anywhere) and flexibility (all contract types allowed and alignment with Federal Enterprise Architecture (FEA) and Department of Defense Enterprise Architecture (DODEA)) makes Alliant truly a very unique and remarkable contract. Adding to the mix, a pool of premier Industry Primes that deliver cost effective quality solutions, it is no wonder why Alliant has been so successful in its first two years.

We realize that there are choices that exist in the market place and will continue to explore new and innovative ways that we can provide value added service to you, our valued Alliant customers, as Paul Martin, the GWAC Contracting Officer, provides a sneak peak to in his article on page 2. Thanks again for making the first two years great. Here's hoping for another stellar year ahead.

Casey Kelley

New Alliant Procuring Contracting Officer



Effective April 1, 2011, the new Alliant Procuring Contracting Officer (PCO) is Mr. John Cavadias. John will be supported by the Administrative Contracting Officer Mr. Roger Chapin and the Contracting

Officer's Technical Representative Ms. Lori Prussing.

The installation of these new employees to the Alliant Program reinforces our commitment to contract and customer excellence. Since the kickoff of Alliant back in May 2009, the Alliant growth has been extremely positive at \$6.1 billion estimated total value awarded and 138 Orders issued under Alliant. This was all possible from a committed staff reaffirming that the Alliant GWAC was, and is, the best integrated information technology contract vehicle for the Federal Government today and for the future. We anticipate that Alliant will see greater demand; therefore we increased our re-

sources in anticipation of the demand. Our initiatives include ongoing training for new Contractor Program Managers/Contract Administrators to help them navigate through this large and complex contract in the quickest timeframe possible, and a renewed focus on competitive pricing. Also, we will provide sample statements of work for users of Alliant wanting best practices from other users of Alliant. Additionally, we have captured questions and developed concise responses, enabling our procurement staff to be responsive to your GWAC questions.

All these meticulous internal processes are all behind the scenes, but you, the client are the real benefactors. We look to the third year of the Alliant GWAC with the same excitement as Day One of the Alliant Program. In order to serve you better, we appreciate your feedback on where we can improve. You may email the Alliant team at Alliant@gsa.gov.

- Paul Martin

Legislative Actions Affecting Multiple Award Contracts

For your awareness, the following highlights key legislative actions affecting multiple award contracts and the underlying task orders:

Expanding FAR 51 Use of Government Sources by Contractors

To better meet the needs of GSA's customer agencies, a class deviation to FAR Part 51.1 has been approved to expand the authority of contractors to use GSA sources of supply for cost reimbursement contracts to now include T&M /LH contracts in the performance of federal contracts. For GWACs this means Prime Contractors who currently have the authority to use GSA schedules for cost reimbursement efforts will now have the expanded authority to use GSA schedules for T&M/LH efforts in support of GWAC task orders.

Proposed Legislation Extends Sunset on Task Order Protests to September 30, 2016, for DOD Agencies; Civilian Agencies Pending

GAO's protest authority was established for both defense and civilian agencies under FY 2008 NDAA (Public Law 110-181). The FY 2011 NDAA (Public Law 111-383) extended GAO's jurisdiction over Department of Defense component through September 30, 2016 but its authority over these protests at civilian agencies expires on May 27, 2011. Companion legislation for civilian parity has been introduced into the House and Senate via H.R. 899 and S. 498 and is pending resolution.

Publishing Non Competitive Actions in FedBizOpps

FAC 2005-50 amends the FAR to implement section 863 of the Duncan Hunter National Defense Authorization Act for Fiscal Year 2009 (Pub. L. 110-417). Section 863 mandates enhanced competition for orders placed under multiple-award contracts, including Federal Supply Schedules. If an order over the simplified acquisition threshold does not follow the section 863 competitive procedures, section 863 requires that a notice and the determination of an exception be published in FedBizOpps within 14 days after award. This interim rule is effective May 16, 2011, and applies to solicitations issued and contracts awarded on or after that date, including orders issued on or after May 16, 2011 under previously awarded underlying contracts and blanket purchase agreements.

- Mimi Bruce

Guidance on Subcontracts under Alliant

Contractors proposing subcontracts under Alliant are required to comply with Federal Acquisition Regulation (FAR) Subpart 44.2—Consent to Subcontracts and FAR Clause 52.244-2—Subcontracts. Accordingly, the Alliant Delegation Procurement Authority (DPA) delegates the responsibility of subcontract consent to the Ordering Contracting Officers (OCOs). OCOs planning to solicit information technology services and contemplating the use of subcontractors under the Alliant Governmentwide Acquisition Contract (GWAC) are advised to request documentation regarding the current approval status of the offeror's purchasing systems.

If the Alliant contractor does not have an approved purchasing system, the OCO consent to subcontract is "required" for all contract types, except for fixed price and for fixed price contracts that have limiting conditions specified in FAR Subpart 44.2.

Even if the Alliant contractor has an approved purchasing system, OCOs may still request identification of subcontractors by requiring the Alliant contractor to list subcontractor names in the fill-in portion of FAR Clause 52.244-2.

As part of the OCO's due diligence in reviewing proposed subcontractors, check the business size of the subcontractors, check whether the subcontractors have a satisfactory record of performance; and ensure that the subcontractors are not on the Excluded Parties List System.

- Bob Sheehan

Event Highlights

Alliant Program Management Review, January 24, 2011, San Diego, CA

The Enterprise GWAC Center held the Alliant Program Management Review (PMR) on January 24th at the San Diego Convention Center in San Diego, CA. The PMR included various speakers including Michael Canales, DoD Defense Procurement and Acquisition Policy; Gary Wang, Chief Operations Officer, Corporate Operations, Space and Naval Warfare Systems Command; Former GSA Senior Executives, John Johnson, Robert Woods, and Charlie Self; and a report out by the industry Shared Interest Groups (SIGs). For the first time at an Alliant PMR, FEDSIM provided an update on the upcoming billion dollar St. Elizabeth's procurement that will be recompeted under Alliant. There were well over 175 in attendance.

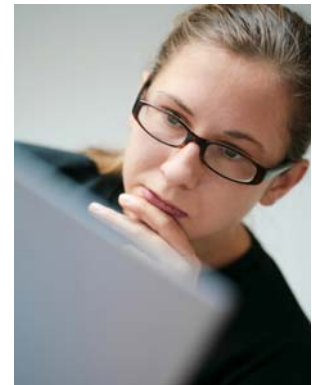
GWAC Team Participates at AFCEA West San Diego Conference

Mimi Bruce and Richard Blake presented "GSA's Next Generation GWACs" at AFCEA West Conference in San Diego, CA the week of January 25th, 2011. The GWAC team attended the Dept of Navy Strategic Sourcing Presentation. The DON Strategic Sourcing Team has officially recognized that the use of Alliant and Alliant Small Business are viable contractual vehicles that can be utilized to meet strategic sourcing initiatives. Mimi Bruce and Richard Blake also gave the "Next Generation GWAC" presentation to an audience of Industry. The presentation was expanded to include a new look and feel in our IT and Scope slides through incorporation of new and emerging IT trends and technologies. This new emphasis provided a better understanding to the FE/A/DODEA scope. Our new revised presentation was well received and the concept was expanded for GSA Expo.

Alliant Program Management Review, April 6, 2011, Atlanta, GA

The Alliant Program Management Review (PMR) was hosted by FAS Assisted Acquisition Service / Customer Account Representatives Region 4 on April 6th at the Melia Hotel in Atlanta, GA. The PMR included various speakers such as Jim Grant, Chief Contracting for Robins AFB; Cheryl Hall, Director Region 4 CAR; Joel Rogero, Director, and Region 4 AAS. This unique PMR provided a more intimate meeting which allowed industry and government to network and discuss various topics during round table sessions. There were well over 120 in attendance and proved to be a very successful event.

- Jennifer Jeans



Cloud-Breaking News for GSA Email & Collaboration

GSA is preparing to launch a new email and collaboration system, Google Apps for Government, designed to enable a new level of interaction and mobility. Unisys is proud of our prime contractor role in helping GSA make its historic, enterprise-wide move to the cloud – a first for a major federal agency. This work is being delivered via a five-year, \$6.7-million Alliant GWAC task order. The GSA OCIO, working with GSA Federal Acquisition Service, took advantage of the innovative BetterBuy project to seek industry input during the RFI stage of the process. GSA sought industry input on the overall procurement strategy, as well as the requirements themselves. Based on the RFI responses, GSA made the decision to use the Alliant contract, providing a flexible approach to solution development by the bidders. The Alliant contract provides the means to successfully deliver new cloud services that will continue to evolve over time.



Up to 17,000 GSA employees and contractors worldwide will benefit from enhanced collaboration services using the Google Apps suite including: Gmail; GCalendar, Docs and Sites and Groups. Additionally, because of Google's continuous innovation philosophy, where new features and capabilities are made available on an ongoing basis, users always have access to the latest state-of-the-art technology. In addition to Google, the Unisys team includes Tempus Nova, Inc., and Acumen Solutions.

The migration of e-mail services to off-site data centers is expected to result in at least \$15m in savings over the next five years when compared to current staff, infrastructure and contract support costs, according to GSA estimates. "Cloud computing has a demonstrated track record of cost savings and efficiencies," Casey Coleman, GSA's chief information officer, said. "The benefit to GSA employees will be a modern, robust e-mail and collaboration platform that better supports our mission and our mobile workforce, and costs half as much."

GSA's groundbreaking move to the cloud delivers a capability that allows storage and access to emails, documents, applications and programs through the Internet using shared infrastructure set aside exclusively for government users – a private community cloud. This new environment will transform the way GSA employees work together and will help GSA better drive the business of government, making a government that works! As Martha Johnson, GSA's administrator often states, "Work is what you do, NOT where you are."

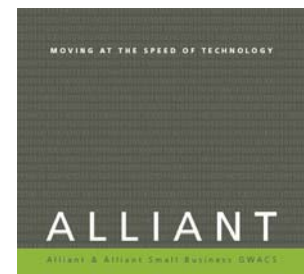
"We applaud GSA for boldly embracing the benefits of cloud computing to improve communications and collaboration across their diverse organization," said Ted Davies, president of Unisys Federal Systems. "We are excited to partner with our longstanding GSA customer to more effectively deliver their mission supporting other agencies and the U.S. citizens at a lower cost to the taxpayer."

- Submitted by Matthew See, Unisys

New! Federal Computer Week (FCW) Special Report—Alliant Program

FCW just released the NEW Alliant and Alliant Small Business Special Report. The report features many articles on the uniqueness of the Alliant Program and where the contract is today. Access it online: [Alliant Program Special Report](#)

- Jennifer Jeans



The Enterprise Acquisition Division — New Team Members!

★ Roger Chapin — Contracting Officer

Roger Chapin is a native Californian, born, raised and educated in Los Angeles County. Roger joined the Army at nineteen after graduating from Long Beach City College to get the GI bill. He liked the Army for its fellowship, comradeship and loyalty, and stayed in for a thirty year career. Roger earned a bachelor's degree from the University of Maryland College and a master's degree from Troy State University. While on active duty he became interested in contracting while stationed at Fort Irwin.

After retirement Roger was hired as a contracting specialist with the Department of Veterans Affairs (VA) at the Long Beach Network Business Center where he worked for two years. He was a member of the VA toastmasters and served as the Sergeant-at-Arms.

Mr. Chapin transferred to the Los Angeles Air Force Base and worked for three years at the

Spaced Based Infra-Red Systems program office in the IR Wing. He was part of a process action team that was responsible for re-programming a \$400M five year segment of the projected program baseline trying to cut costs, reduce schedule and maintain all the key performance parameters.



Roger Chapin

Roger transferred to the US Army Sustainment Command, 403rd Army Field Support Brigade (AFSB), in Seoul, Korea as a contracting specialist (Admin). For the last several years, he was responsible for overseeing eight Brigade contracts and acting as the business advisor to the Brigade Commander for internal and external contracts supporting the AFSB mission.

Roger is assigned as the Administrative Contracting Officer for the Alliant program.

★ Tiffany Worthington—Management Analyst

Tiffany began working with GSA in October of 2009 as a contractor providing administrative support to the Enterprise Acquisition Division. Prior to this, Tiffany spent approximately two years in private industry as an Human Resources Executive Assistant. She had also served a year with the Department of the Navy as an HR Specialist in 2005.

In March of 2011, the Enterprise Acquisition Division hired Tiffany through the Student Career Experience Program (SCEP). This program provides work experience directly related to a student's academic program and career goals. She is currently seeking an Associates Degree in Business Office Technology with an emphasis in Executive Assistant.

In addition to her continuing academic efforts with the Enterprise Acquisition Division, Tiffany holds a Bachelor of Arts Degree graduating with Distinction in Political Science from San Diego State University.

Her responsibilities within the office is to provide administrative support to the Center Director, various business and program specialists, as well as the six Contracting Officers that manage the GWACs.

She is the greeter for the office, welcoming visiting guests with a happy smile; and providing critical logistics for the many GWAC meetings held throughout the U.S.

She has two small children, Robin and Miles who keep her husband and herself very busy. Life consists of study for school and driving around town to T-Ball practice/games for her son and taekwondo for daughter. A musician at heart, when she can, she plays alto saxophone and clarinet in musical groups around San Diego.



The Worthington Family

Alliant Statistics—Comparison After The First 5 Months Until Today

Metric	Oct 1, 2009	May 1, 2011
Number of Task Orders (TOs) Awarded	17	138
Total Estimated Dollar Value Awarded TOs	\$151M	\$6.1 Billion
Number of Different Agencies Awarding a TO Under Alliant	26	31
Customers Completing Alliant Training	784	1681
Number of Alliant Delegations of Procurement Authority (DPAs) Issued	201	505
Statements of Work (SOWs) Submitted to for Review	47	227
Number of eBuy RFIs/RFPs Issued	38	194
Average Number of Proposals Received	4.2	3.36
Number of Protests	0	2

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 with 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!

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. GWAC Contractors should encourage their federal clients to attend this free GWAC training early in the procurement process.

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 in hosting onsite training, please send email your request to alliant@gsa.gov.



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Upcoming Events:

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

**DoD Procurement
Conference**
May 10—13, 2011
Orlando, FL

**ACT/IAC Manage-
ment of Change
(MOC)**
May 15—17, 2011
Hot Springs, VA

LandWarNet
August 23—25, 2011
Tampa, FL

AF IT Conference
August 29—31, 2011
Montgomery, AL



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? Any other comments that you believe may add value to future newsletters?

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