



Procurement Times

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GOVERNMENTWIDE ACQUISITION CONTRACT (GWAC) CENTER

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Issue 5

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Directors' Corner

Fiscal Year 2010 was a very strong year for Alliant, GSA's flagship Enterprise GWAC. 81 task order awards were made for a total estimated dollar value of \$4.15 Billion dollars in 2010. Over 28 different federal agencies awarded task orders under Alliant and 39 out of the 59 Alliant prime contractors have won at least one award under Alliant to date.

For comparison purposes, 17 task orders for an estimated dollar value of \$151 Million were awarded in FY 2009 (note: Alliant was only in place for five months in FY 2009, as compared to twelve months in FY 2010, due to Alliant going live on May 1, 2009). The results of Alliant through its first 18 months are very significant when you compare to the first 18 months of the very successful and now expired GSA Enterprise Legacy GWACs, which Alliant replaced. The GSA ANSWER GWAC, which has \$6.2 Billion in total obligations since its inception 11 years ago, generated \$1.2 Billion in its first 18 months. The GSA Millennia GWAC, which is now at \$10.1 Billion in total obligations since its inception 11 years ago, achieved \$1.6 Billion in its first 18 months. And the GSA Millennia Lite GWAC, which is now at \$4.4 Billion in obligations since its inception 10 years ago, accomplished \$750 Million in its first 18 months. Therefore, when you stand back and compare where Alliant is after a year and half to its predecessors, it truly is off to a phenomenal start and has a very promising future over the next 8 1/2 years.

I often get asked to explain why Alliant has been so successful thus far. Three major reasons stand out in my mind: Excellent Contract, Excellent People, Excellent Industry Partners.

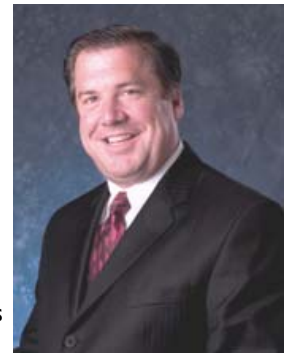
The sheer quality of the Alliant vehicle itself is outstanding. Alliant is aligned with Federal Enterprise Architecture (FEA) and Department of Defense Enterprise Architecture (DoDEA), which ensures customers will always have access to emerging technologies (See article written by Richard Blake on page 4). The Alliant GWAC is flexible, allowing all contract types to be awarded under it, and in that it is also very comprehensive in that anything IT anywhere in the world can be acquired if it is for an IT integrated services solution.

The GSA Alliant GWAC team is very experienced, having members from our team that have been with us since the very first federal GWAC was ever awarded over 11 years ago. Our very own Paul Martin (highlighted on page 5) received the 2010 Excellence in Partnership (EIP) award from the Coalition for Government Procurement for being the Most Effective Contracting Officer of the year in all GSA as determined from his peers in industry and government for ensuring efficient management of the contracts under his administration, including the prompt addition of new solutions, timely award of contracts, and ability to answer contractor and customer questions.

The 59 Alliant Industry Partners that are on the Alliant GWAC are all very well experienced in providing IT solutions and a competitive rate that aid agencies meet their respective missions.

In summary, Alliant's achievements and success thus far are a result of being an outstanding contract vehicle managed by a very experienced team, with strong industry support.

- Casey Kelley



Casey Kelley
Director
Enterprise GWAC
Center—West

New 2010 Inflation Adjustment for Acquisition-Related Thresholds

On August 30, 2010, Federal Acquisition Circular 2005-45 was issued to implement numerous new inflation adjusted acquisition thresholds. These new thresholds are effective 1 Oct 2010. Below is a summary of the key changes:

Acquisition Area	FAR Reference	Old Threshold	New Threshold
Simplified Acquisition	FAR 2.101	\$100K	\$150K
Micro Purchase	FAR 2.101	\$3K	\$3K (no change)
Commercial Item Test Program Ceiling	FAR 13.5	\$5.5M	\$6.5M
Certified Cost & Pricing	FAR 15.403-4	\$650K	\$700K
Subcontracting Plan	FAR 19.702	\$550K/\$1M* *construction	\$650K/\$1.5M* *construction
Competitive 8(a)	FAR 19.805-1	\$5.5M*/\$3.5M *manufacturing	\$6.5M*/\$4M *manufacturing

- Rebecca Eden

Application of Alliant GWAC Clauses to Task Orders

The Alliant Government-wide Acquisition Contract (GWAC) is a multiple award, indefinite-delivery, indefinite-quantity (IDIQ) contract for information technology support services. A task order issued under a GWAC is an enforceable agreement between the government and contractor. Alliant includes the FAR clause 52.216-18 which states "... task orders are subject to the terms and conditions of the contract", meaning the clauses contained in the Alliant contract are incorporated by reference into the task order, dependent on Order contract type. Task orders are not truly separate and distinct contracts but in fact governed by the basic contract.

In Section I of the Alliant GWAC, the contract clauses are identified as clauses that will apply at the Order level, as applicable, depending upon the contract type of the Order (i.e., fixed price, cost, or time and materials). It also annotates those listed clauses (with an asterisk) requiring fill-ins by the Ordering Contracting Officer (OCO) if determined applicable and directly written in the Order. For instance, if requiring options to services

cite one of the various "option to extend services" clause found in FAR 52.217 directly into the Order. In addition to the clauses incorporated by reference in Section I of the Alliant GWAC, the OCOs may incorporate other clauses into their Orders; such as optional FAR clauses, agency supplemental clauses, alternate FAR clauses, and order-specific clauses.

Finally, the Alliant GWAC is structured as a non-commercial contract vehicle. However, a commercial service Order can be issued under Alliant. FAR Part 12 prescribes policies and procedures unique to the acquisition of commercial items. The Alliant GWAC has separately tabulated those FAR Part 12 clauses that flow down to Orders for commercial items. The Alliant GWAC states that FAR Part 12 clauses, when applicable, will be incorporated in full text into individual Orders, and some of these clauses may require fill-ins by the OCO. If you need assistance with structuring your Alliant Orders, please contact us at Alliant@gsa.gov.

- Bob Sheehan

Minimum Guarantee

A stated minimum quantity order/minimum guarantee is required for indefinite delivery indefinite quantity (IDIQ) contracts in order to provide the “consideration” that legally binds both parties, see also FAR 16.504(a)(1). At the time of award, the Alliant GWAC was funded with a minimum quantity order. In Section B.4 of the Alliant GWAC, it is written, “The total minimum quantity, guaranteed by the Government, is \$2,500 for each awardee.”

Beginning of fiscal year 2011, thirty four (34) Alliant Industry Partners (IPs) have satisfied their \$2,500 minimum guarantee by having received an Alliant task order award. As a result, those IPs who received task order awards, the Procuring Contracting Officer (PCO) will include language to future modifications that will deobligate their minimum guarantee. The goal of the Alliant program is to have all fifty nine (59) Industry Partners satisfying their minimum guarantee by the end of their five (5) year base contract period.

There is an option that is available to those Industry Partners not having a task order award by the time their base period expires. FAR 16.505(B)(2)(iv) states “it is necessary to place an order to satisfy the minimum guarantee”, to negotiate an award of a sole source task order. The clearance to grant this exception must first come from the Alliant PCO.

The PCO has the inherent knowledge of the Alliant contract and is the sole authority to provide final statistics on the number of orders issued and the names of those companies who have already received an award with the associated dollar remaining under the contract.

- Jason Schmitt



Event Highlights



Alliant Program Management Review (PMR) -

The Enterprise GWAC Centers held its 4th Alliant PMR in Fairborn, Ohio on August 12th at the Holiday Inn. The PMR provides an opportunity for Industry Partners, GWAC Center associates, and GSA regional representatives to communicate current issues, discuss business opportunities, and review future and ongoing initiatives. There were well over 100 in attendance.



GSA Great Lakes Region 5 hosts the Alliant Outreach in Fairborn, Ohio -

The Great Lakes Region (R5) hosted the 3rd Alliant Outreach for more than 125 attendees which included GSA, Wright-Patterson Air Force customers and Alliant Industry Partners at the Holiday Inn in Fairborn, Ohio, on August 11th. The Great Lakes Region met with Alliant Industry Partners to collaborate with one another on how to best support customers IT service needs with Alliant. Alliant Delegation of Procurement Authority training was also provided during the afternoon of the event. Prominent speakers and guests included Dr. Michael Tyllas, R5 FAS Regional Commissioner; Mary Davie, Assistant Commissioner, Assisted Acquisition Services; Patrick Tauschek, Director, R5 Assisted Acquisition Services; Kim Brown, Director, R5 Acquisition Operations Division; Kurt Regep, Director, R5 Customer Accounts and Research Division; and Michael O'Neill, Director for GWAC Programs.



- Jennifer Jeans

Alliant and FEA

One of the unique features of the Alliant GWAC is the contract scope directly aligned with the Federal Enterprise Architecture (FEA). This feature has already demonstrated its value as technology and the federal consumption of emerging technology.

To illustrate this concept, consider the FEA model as a five layered cake with each layer supporting the other to form the whole and held together by the common objectives of efficacy and savings. In the case of FEA those layers are:

- The Performance Reference Model (PRM)
- Business Reference Model (BRM)
- Service Component Reference Model (SRM)
- Data Reference Model (DRM)
- Technical Reference Model (TRM)

Alliant folds most neatly into all five layers of the cake. That is to say that activities designed to measure performance of an IT investment or to study and design a technically based solution around a business need should be considered within scope of the Alliant contract. That said, Alliant's true value is realized when projects are service, data or technically driven. With a new wave of emerging technologies such as "cloud computing" and "virtualization", Alliant will be able to adapt and provide a new solution.

To bring a cloud solution to reality – for example – activities might include one or all of the steps below that should all be considered scope compliant:

1. Analyze business processes and need to move data to a cloud environment as justified by efficiency and cost.
2. Define customer service components and analyze the functional framework of a solution to determine end user impact
3. Determine how the data model might be applied to the underlying business needs considering issues like security, cross integration and communities of interest
4. Develop performance metrics and a process to evaluate balanced scorecards adopted to measure the success of the project
5. Finally – the technical aspects of the project are identified and acquired given an agreed standard.

Conspicuously absent in the process is the need to validate the nature of Alliant or to modify the contract to meet the cloud computing paradigm. By nature of the FEA alignment, each step is clearly identified in FEA. Alliant scope has the inherent capability to provide solutions to the agency needs regardless of the underlying technology.

In conclusion, we do not know what innovation in technology the future may bring, what we do know is as FEA adapts to embrace these new concepts and Alliant will follow as a viable contract vehicle to consume these emerging technologies to the benefit of government and the taxpayer.

- Richard Blake



Alliant Success Story

ATS Corporation (ATSC) was awarded its first major contract under the Alliant Government-wide Acquisition Contract (GWAC) from the National Cancer Institute (NCI). Under this new contract, ATSC will continue providing software development services for the NCI Center for Biomedical Informatics and Information Technology ("CBII") related to systems supporting NCI's grants process and various administrative functions. NCI, one of the 27 institutes and centers comprising the National Institutes of Health (NIH), coordinates and oversees the National Cancer Program. A major component of NCI's mission is fostering cancer research, which requires sophisticated information systems.



Dating back to 2001, ATSC has provided NCI with software development and maintenance services helping NCI design, architect, develop, and maintain more than a dozen applications, including IMPAC II Extensions (I2E) applications that play a critical role in supporting the Institute's grants management and administration process, as well applications supporting administration of intramural research and some personnel management functions.

ATSC will continue to work on over a dozen different systems at NCI, including the web site supporting the NCI Translational Science Meeting. ATSC developed a web based system that supports organizing and managing this large event hosted by NCI biennially. The audience is comprised of researchers supported by NCI grants and other participants, aimed at furthering ideas that help translate basic cancer research discoveries into actual treatments available to patients. In addition to hosting the public web site with layers of information about the meeting, the system allows NCI organizers to manage invitations; it enables on-line registration, and supports the submission of abstracts. Abstracts may be presented or displayed, mapped to their most appropriate session, and otherwise manage the entire event. Proven and repeatable software development practices were used (inspired by the Open Unified Process) to ensure success when time was of the essence. Technologies, such as the J2EE family were familiar to team members through their work on the many other systems supported at NCI.

A major highlight of the event this year was watching ATSC consultant Subashini Varadarajan receive the NCI Director's Award:

Ms. Jennifer Kwok, NCI Project Coordinator: *I just wanted to extend our personal thanks for the invaluable website and database support you provided to us for the NCI Translational Science Meeting. You were a critical piece in the preparation & success of this meeting – we couldn't have done it without you! I'm glad we were able to collaborate on this meeting & look forward to working with you again soon.*

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

The Enterprise GWAC Centers Employee Highlights

★ Paul Martin—Sr. Contracting Officer

Paul Martin is the Senior Contracting Officer (Supervisory) within the U.S. GSA, FAS Integrated Technology Services since January 2005 overseeing four long term multi-billion dollar information technology support service contracts. Currently serving as the Procuring Contracting Officer for the \$50 billion Alliant contracts, he has helped grow the contract to over \$4 billion in sales volume in its first 18 months of contract start.

Selected by Industry and GSA peers, Mr. Martin is the recipient of the 2010 Excellence in Partnership - Most Effective Contracting Officer, presented by the Coalition for Government Procurement. Mr. Martin leverages his technical knowledge of the internet and system applications to provide information sharing and best practices to many of the Top 50 IT Contractors that he oversees.

He started his contracting career in 1991 in the Federal Supply Service in New York City; then moved to Federal Technology Service in San Francisco; and currently in San Diego. He participated in several challenging multi-billion dollar telecom-

munication and Information Technology procurements such as the Purchase of Telecommunication Services (POTS) contract, the IT Federal Acquisition Services for Technology (FAST) Program, the ANSWER Contract, and CONNECTIONS.

He also managed the educationally accredited Solutions Edu program that provided customized acquisition courses nationwide to GSAs' & end users' Contracting Officers who used the GSA Government-wide Acquisition Contracts (GWAC). He received a scholarship to attend Saint John's University, New York, and has a Bachelor of Science degree in Finance.

His future travel plan is a "welcome back" tour of Vietnam.



Paul Martin

★ Anjanette Magante—Program Analyst

Anjanette started her GWAC career as a Program Analyst in December 2002. She graduated from San Diego State University with a Bachelor of Science degree in Information and Decision Systems, and a minor in Sociology.

Some of her Program Analyst responsibilities include: business volume reporting, Alliant and legacy contracts task order tracking, reviewing and monitoring Center expenses, and monthly GWAC training numbers. She works on various reports for the EGC-W such as OMB, FOIA requests, and performance measures tracking. Anjanette maintains the webpages for Alliant and EGC-W legacy contracts on the gsa.gov portal. She is also very involved with the GWAC Management Module.

In her spare time, she enjoys reading and watching almost anything on the History Channel. Her weekends are spent with her family, chasing around and playing with her kids, Joey age 4 1/2, and Charlie Isabella, age 18 months.



Anjanette & Charlie Isabella

Point of Contacts

Enterprise GWAC Center—West

Casey Kelley

Director
(858) 537-2222
casey.kelley@gsa.gov

Paul Martin

Senior Contracting Officer
(Supervisory)
(858) 530-3176
paul.martin@gsa.gov

Mimi Bruce

Client Support Director
(925) 735-1641
menlu.bruce@gsa.gov

Jason Schmitt

Millennia Contracting Officer
(858) 537-2260
Jason.schmitt@gsa.gov

Robert Sheehan

ITOP II & Virtual Data Center
Contracting Officer
(858) 537-2254
robert.sheehan@gsa.gov

Diemle Phan

ANSWER Contracting Officer, Editor
(703) 306-6310
diemle.phan@gsa.gov

Rebecca Eden

Procurement Analyst
(858) 243-1557
rebecca.eden@gsa.gov

Anjanette Magante

Program Analyst
(858) 530-3177
anjanette.magante@gsa.gov

Richard Blake

Business Management Specialist
(858) 530-3192
richard.blake@gsa.gov

Shirlee Rivera

Business Management Specialist
(805) 482-9501
shirlee.rivera@gsa.gov

Jennifer Jeans

Business Management Specialist
(858) 530-3178
jennifer.jeans@gsa.gov

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Millennia
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www.gsa.gov/millennia
www.gsa.gov/itop2

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

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

**Enterprise GWAC
Center— West**
Phone: 877-534-2208
Fax: 858-530-3182

Upcoming Events

Alliant PMR
January 24, 2011
San Diego, CA

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

IRMCO
April 10—13, 2011
Cambridge, MD

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

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