Dodging the Fiscal Sharks

Acquisition Seminar

**Viewers Questions**

**Click on the question below to view the presenter’s response, or scroll down to see all responses.**

# Bryon Young, US Army: Better Buying Power

1. [Will you be distributing a summary of the 'Tips' mentioned in the presentation?](#q1)
2. [When you use the reverse auction, did you conduct a competition to select the company to perform the reverse auction or do you just direct reverse auctions to one company, e.g., FedBid?](#q2)
3. [Please explain reverse auctioning.](#q3)
4. [Could you confirm that in a reverse auctioning, for commodities and commercial items under the SAT the DPAP memo establishing solicitation periods of 30 days or more does not apply?](#q4)

# Jim Blades, Small Agency Council

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2. [What is a Small Agency?](#q6)
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4. [What kinds of agencies are represented on the Council?](#q8)
5. [What is the Small Agency Council website and where can I find information about the procurement committee?](#q9)

# Rob Burton, Executive Office of the President/Office of Administration

1. [Can we get a copy of the Procurement Package that you use to control and manage the process?](#q10)

# Sharon Fernandes, Veterans Affairs

1. [Is a "T-4" strictly for use with "IT" procurements or can it be used for any or all other procurements? Also does the 50% rule have to be strictly adhered to?](#S11)
2. [If you eliminated large business from the competitive range, how did you award to 8 large business firms?](#S12)
3. [Can we get a copy of the SSP with the included reserve strategy?](#S13)
4. [Can you tell me more about the type of IT contracts your office awards. What type of services do the companies provide? Do you have to be a Veteran owned business or small business are welcome to participate in your IDIQ contracting opportunities?](#S14)

# General Questions: Responses provided by OFPP and FAI

1. [What was the Mythbusters website?](#q11)
2. [Is there a way to link FAITAS to other systems so we are not making copies of certificates to give to everyone for all our training?](#q12)
3. [How can I transfer from Leasing Contracting Officer 1170 to Acquisition Contracting Officer 1102 at minimal cost to my agency who may not be willing to invest in my slight career change?](#q13)
4. [Why is the 8-hour COTR refresher course a requirement for every CL period as the material is so basic? The course can be condensed into a 1-2 hr course.](#q14)
5. [It looked like there might be some additional webinars that DHS and FAITAS were talking about that I was wondering if they would be available to all government employees, not just DHS? That would be helpful to know.](#q15)
6. [For agencies that have their own certifications for Program Management functions, will there be a push to FAC certify the employees bearing that certification? Or is it the onus of the employee to request FAC certification in addition to agency-held certifications?](#q16)
7. [Will there be a continuation of this Webcast (ALS) in the near future?](#q17)

Dodging the Fiscal Sharks

Acquisition Learning Seminar (ALS)

**Responses to Viewers Questions**

# Bryon Young, US Army: Better Buying Power

1. **Will you be distributing a summary of the 'Tips' mentioned in the presentation?**

*See the OSD Better Buying Power Guidance Roadmap and the Better Buying Power 2.0 Fact Sheet that is posted on FAI.gov with the ALS webcast materials.*

1. **When you use the reverse auction, did you conduct a competition to select the company to perform the reverse auction or do you just direct reverse auctions to one company, e.g., FedBid.**

*There is no cost to the government for the use of the FedBid reverse auctioning tool and therefore no requirement for competition. In the case of ACC-APG, an order was completed to detail the no-cost agreement and the business relationship between FedBid and the government. It is my understanding that other companies offering reverse auctioning tools do so at no cost to the government.*

1. **Please explain reverse auctioning.**

*Reverse auctioning is a cost-saving strategy in which, unlike a typical auction where bidders increase the price they are willing to pay to win, reverse auctioning requires vendors to lower their prices as they compete to win a contract. Also, for the duration of the auction, the current lowest bid is visible to all bidders.*

1. **Could you confirm that in a reverse auctioning, for commodities and commercial items under the SAT the DPAP memo establishing solicitation periods of 30 days or more does not apply? Thank you.**

*In the instance that only 1 bid is received when using a reverse auctioning tool, the solicitation would then require a traditional 30 day solicitation posting. Our contracting center has not encountered this situation as the nature of the procurements done via reverse auctioning are typically commercial items with multiple potential suppliers.*

# Jim Blades, Small Agency Council

1. **What is an Independent Agency**

*An agency of the United States government that is created by an act of Congress and is independent of the executive departments. Some small agencies have risen to the level of a “CFO Act Agency”.*

*Website of All Independent Agencies*: [*http://www.allgov.com/DepartmentAgencies/Independent\_Agencies*](http://www.allgov.com/DepartmentAgencies/Independent_Agencies)

1. **What is a Small Agency?**

*While a typical Cabinet-level Department may have tens of thousands of employees, a “small agency” generally has less than 6,000 employees. Most Council members represent an agency that has fewer than 500 staff. Altogether, however, these agencies in the Council employ about 50,000 Federal workers and manage many billions of dollars.*

1. **How Can I Join the Council?**

*If your organization meets the requirements for a “Small Agency” (above), and you are a designated Principal Management Official (this person generally oversees agency management functions for two of the five following management responsibilities: personnel, budget, procurement, finance, and information resources management), contact Jeff Rich at* [*jrich@nsf.gov*](mailto:jrich@nsf.gov) *for more information about joining the Small Agency Council.*

1. **What Kinds of Agencies are Represented on the Council?**

*Small agencies that have joined the Council are responsible for managing the wide array of Federal programs and implementing various statutes. Members have diverse program responsibilities that include public and private sector employment, commerce and trade, energy and science, transportation, national defense, and finance and cultural issues. Almost half of the Council’s members are regulatory or enforcement agencies. The remaining half the Council’s membership is divided among grant-making, advisory, and uniquely chartered organizations. The activities of these agencies affect the lives of almost all Americans.*

*Small Agency Website’s List of Small Agencies:* [*http://www.sac.gov/about/members.htm*](http://www.sac.gov/about/members.htm)

1. **What is the Small Agency Council website and where can I find information about the procurement committee?**

*If you are interested in the Small Agency Council and its procurement committee, here is the information:*

*Small Agency Council website:* [*www.SAC.gov*](http://www.SAC.gov)

*Procurement:* [*http://www.sac.gov/committees/procurement/*](http://www.sac.gov/committees/procurement/)

# Rob Burton, Executive Office of the President/Office of Administration

1. **Can we get a copy of the Procurement Package that you use to control and manage the process?**

*If you would like additional information or a copy of the “Preparing the Program Office Procurement Package” please contact Rob Burton directly at* [*rburton@oa.eop.gov*](mailto:rburton@oa.eop.gov)*.*

# Sharon Fernandes, Veterans Affairs

1. **Is a "T-4" strictly for use with "IT" procurements or can it be used for any or all other procurements? Also does the 50% rule have to be strictly adhered to?**

*The scope of the Transformation Twenty-One Total Technology Performance Work Statement includes acquiring requirements for Contractor-provided solutions in support of Information Technology (IT). The Contractor shall provide a total IT services solution encompassing, but not limited to software and IT products incidental to the solution, in conjunction with all services needed to integrate a system, network, or other IT service in order to meet a client’s mission requirements. Accordingly, Task Orders may include acquisitions of software and IT products. Transformation Twenty-One Total Technology (T4) is not intended as a mechanism to solely purchase IT products. Such products may be purchased to the extent that those products are necessary to deliver the solution required. Services shall include technical, systems engineering and other solutions encompassing the entire range of IT requirements. Services, as well as related IT products, may encompass the entire life-cycle of a system, including but not limited to program management and strategy planning, systems/software engineering, enterprise network, cyber security, operation and maintenance and IT facilities.*

*Requirements that have been determined by the Contracting Officer to be set aside for SDVOSB or VOSB T4 prime contract holders shall follow the policies and procedures for FAR and VAAR set aside regulations including meeting the 50% rule.*

1. **If you eliminated large business from the competitive range, how did you award to 8 large business firms?**

*Under the Source Selection Evaluation Plan, the selection process was accomplished in two steps. In Step One, the Government selected multiple offerors for awards from the proposals included within the competitive range without regard to the size of the offeror. If at least four SDVOSB offerors and three VOSB offerors are selected for award no further progression to Step Two will be required. If either four SDVOSB offerors and/or three VOSB offerors are not selected for award in Step One, large businesses and non-SDVOSB/VOSB small business offerors will be eliminated from further consideration. The Government will award contracts to SDVOSB and VOSB offerors remaining in the competitive range up to a total (combined awards from Steps One and Two) of four SDVOSB contracts and a total (combined awards from Steps One and Two) of three VOSB contracts. If none of the proposals remaining in the competitive range are from SDVOSB or VOSB offerors, the Government reserves the right to make no further awards.*

1. **Can we get a copy of the SSP with the included reserve strategy?**

*Under Federal Business Opportunities Page, in archives, the solicitation can be reviewed and includes Sections L and M. The solicitation number is VA118-10-RP-0052. This information is publicly available for release.*

1. **Can you tell me more about the type of IT contracts your office awards. What type of services do the companies provide? Do you have to be a Veteran owned business or small business are welcome to participate in your IDIQ contracting opportunities?**

*The Technology Acquisition Center primarily supports the Department of Veterans Affairs, Office of Information Technology customers. We procure Information Technology supplies and services. If you would like more information on T4 Prime Points of Contact for teaming discussion, please visit [www.voa.va.gov](http://www.voa.va.gov). On the left hand side of web page is “T4 Prime POC Listing”*

# General Questions: Responses provided by OFPP and FAI

1. **What was the Mythbusters website?**

*The Mythbusters memos will be posted at this location, they can also be found on OFPP’s website:* [*http://www.whitehouse.gov/omb/procurement\_default*](http://www.whitehouse.gov/omb/procurement_default) *under “Policy Information” and “Memoranda.” This website is a good resource for all OFPP memos.*

1. **Is there a way to link FAITAS to other systems so we are not making copies of certificates to give to everyone for all our training?**

*For all training that is registered for using FAITAS, users have access to and the capability to print their completion certificates. There are no plans to link FAITAS to other training systems.*

1. **How can I transfer from Leasing Contracting Officer 1170 to Acquisition Contracting Officer 1102 at minimal cost to my agency who may not be willing to invest in my slight career change?**

*You need to contact your Agency’s Acquisition Career Manager (ACM). Agency ACM’s are listed on the FAI website at* [*www.fai.gov*](http://www.fai.gov)*.*

1. **Why is the 8-hour COTR refresher course a requirement for every CL period as the material is so basic? The course can be condensed into a 1-2 hr course.**

*This requirement must be from the Agency level. OFPP does not have this requirement in their policy; only that, for level I certified CORs, 8 CLPs of any type, approved by the supervisor and/or the agency’s Acquisition Career Manager, are required.*

1. **It looked like there might be some additional webinars that DHS and FAITAS were talking about that I was wondering if they would be available to all government employees, not just DHS? That would be helpful to know.**

*There are over 300 Continuous Learning on-line courses available in* [*FAITAS*](https://www.atrrs.army.mil/faitas/External/Login/?ReturnUrl=%2ffaitas%2f) *at no charge to federal employees. Included in the current course offerings are several courses developed by DHS in partnership with FAI. In addition, there are past Acquisition Learning Seminar (ALS) events that have been taped and are available for viewing at:* [*http://www.fai.gov/drupal/training/videos*](http://www.fai.gov/drupal/training/videos)*. There are also links to other agency learning opportunities which can be found at:* [*http://www.fai.gov/drupal/training/other-learning-opportunities*](http://www.fai.gov/drupal/training/other-learning-opportunities)*.*

1. **For agencies that have their own certifications for Program Management functions, will there be a push to FAC certify the employees bearing that certification? Or is it the onus of the employee to request FAC certification in addition to agency-held certifications?**

*Workforce members should always first discuss their certification requirements with their ACM. If you’re managing a project or program in your agency that is classified as a major acquisition by OMB and have Exhibit 300 or 53 reporting requirements, the PM is required to be FAC-PPM senior level certified. For projects not classified as major acquisitions, you must follow your agency directives. To be safe all-round, I recommend getting FAC-PPM certified if you’re not already.*

1. **Will there be a continuation of this Webcast (ALS) in the near future?**

*The video of the Dodging the Sharks – Thriving in Today’s Environment will be available at* [*http://www.fai.gov/drupal/training/videos*](http://www.fai.gov/drupal/training/videos) *in approximately two (2) weeks. There is no planned continuation of this topic in the near future; however, future Acquisition Learning Seminar (ALS) webcasts are being planned for a variety of acquisition workforce topics. Future topics will include: Green Purchasing, Leadership at Every Level, and Negotiations. ALS events are scheduled approximately every other month. Information regarding upcoming ALS events will be posted to* [*www.fai.gov*](http://www.fai.gov) *under Announcements and Upcoming Events. Check* [*www.fai.gov*](http://www.fai.gov) *often for information that affects acquisition workforce members.*