“Teamwork”– What the Congress Expects In Achieving Mission Critical Success

Breakout Session #: A02

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Date: Monday, July 25
Time: 11:15am-12:30pm
“Teamwork” Introduction and Outline

• Introduction
  – Background of Presenters
  – Summary of Objectives
    • How successful outcomes start and end with a solid procurement plan and solicitation, an integrated acquisition team, and an honest execution.
    • Understand what Congress, the appropriator’s of funding for mission critical government program’s expects.
    • Understand how Congressional oversight works.
“Teamwork” Introduction and Outline

• Outline of Presentation
  – Legislative Branch vs. Executive Branch
    • The Purse vs. Execution/Delivery
    • Reporting vs. Oversight
  – Executive Branch
    • Procurement Planning - Two Sides
    • Market Research
    • Sourcing Strategy
    • Acquisition and Source Selection Process
    • Contract Execution and Completion
  – Congressional Insights and Oversight
    • Interactive Session: A Mock Congressional Hearing
  – Closing
  – Questions and Answers
“Teamwork” Legislative Branch vs. Executive Side

- Legislative Branch vs. Executive Branch
  
  • The Purse vs. Execution/Delivery
    – Appropriation vs. Bona Fide Need/Mission Critical
    – Congressional Expectations
  
  • Reporting vs. Oversight
    – Oh those Reports
      » Purpose
    – Hearings and Investigations
      » Purpose
“Teamwork” Executive Branch: Acquisition Planning

Key to Success: Teamwork

- Government and Industry Collaboration throughout the entire acquisition life cycle.
- Procurement Planning – Two Sides
  - Government Side- Acquisition Team:
    - Roles and Responsibilities are defined: What makes up the team
    - Steering Committees
    - Requirements update and validation
    - Socio-Economic considerations
  - Industry Side – Proposal Team
    - Proposal Team
    - Innovative solutions
    - Business intelligence/Competitive Analysis
    - Opportunity tracking
    - Opportunity Risk Review and Evaluation
“Teamwork” Executive Branch: Market Research

Key to Success: Include industry early in the process and engage and do your homework.

- Capabilities meetings and demonstrations between industry and Government
- Requests for Information (RFI)
- One-on-one Industry capabilities meetings
- Program Manager’s and Contracting Officers and Industry representatives meetings.
- Pre- Solicitation conferences
- Scope the field (trade shows, other agencies, NCMA colleagues)
- Industry groups (i.e. Gartner)
- Past procurements
“Teamwork” Executive Branch: Finalize Strategy and Execute

Key to Success: A solid procurement strategy and market research input will yield more predictable and effective outcomes.

- Finalize the Sourcing Strategy and Execute – Government’s Volley
  - Contract type
  - Field is known
  - Evaluation Criteria and Plan
- The Acquisition and Source Selection Process – Show Time
  - Industry
    - Bid-No Bid decisions
    - Bid to win the contract
      - Proposal development and submit on time
  - Government
    - Choose the best value for the government
    - Contract roll-out planning
- Award the Contract
“Teamwork” Executive Branch: Contract Execution/Administration

Key to Success: Cooperation, no hidden agendas, productive status meetings, and open lines of communication.

• Post Award: Win-Win
  – Partnership continues through successful competition.
    • Industry: Success equals greater profitability and growth.
    • Government: Satisfy and sustain the mission by meeting customer needs.
“Teamwork” Legislative Branch: Congressional Oversight and Investigations: The Hearing on the Hill

Key: Are we delivering products or services that satisfy the needs of the taxpayer?

- Purpose and Expectations.
- Mock Congressional Hearing
  - Volunteers for Legislative Branch Personnel
  - Volunteers for Executive Branch Panel (Government and Industry)
  - Process, procedures, set up.
    - Who’s invited, public notices, statements
  - Hearing Itself
    - What to expect
    - Q&A from participants
  - Post hearing actions and follow-up
“Teamwork”– What the Congress Expects In Achieving Mission Critical Success: Closing

• Importance of Teamwork to Mission Critical Success for All Participants in the Procurement Process.
  – Congress, Executive Agencies, and The Private Sector (Government Contractors).

- Q&A.