

FEDERAL ACQUISITION INSTITUTE



Federal Acquisition Institute (FAI) Industry Day

Strategic Sourcing Initiatives – Training Delivery & Training Development

Presented by FAI

November 7, 2012

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www.fai.gov



Agenda



1. Welcome and Introductions
2. Disclaimer
3. Rules of Engagement
4. FAI Overview
5. Federal Acquisition Council on Training (FACT) Overview
6. FAI Training Overview
7. Strategic Sourcing Initiatives Overview
8. Proposed Acquisition Strategy - Training Delivery
9. Proposed Acquisition Strategy - Training Development
10. Projected Milestone Schedules
11. Training Standards
12. FY13 Course Administration Enhancements
13. Questions



Disclaimer

- The information shared today reflects the Government's intention on how to acquire training requirements and curriculum development. FAI is in the early planning stages; therefore, information from today may change as a result of information exchanged and market research. The formal solicitations to be released later are the only documents that should be relied upon in determining the Government's requirements.



Rules of Engagement

1. Only one speaker at a time
2. Please hold questions until the end of the presentation
3. Questions are limited to the material presented in the slides
4. We will not answer FAC Certification program questions
5. One-on-One Meetings are limited to 15 minutes
6. If you didn't get a chance to set up a meeting, we will have another event prior to the release of the solicitation

FAI Established in 1976

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A government-wide mission, charged with fostering and promoting the development of the federal acquisition workforce

“The shortage of trained acquisition personnel impedes the capacity and capability of agencies to oversee and manage contracts that have become more expensive and increasingly complex.”

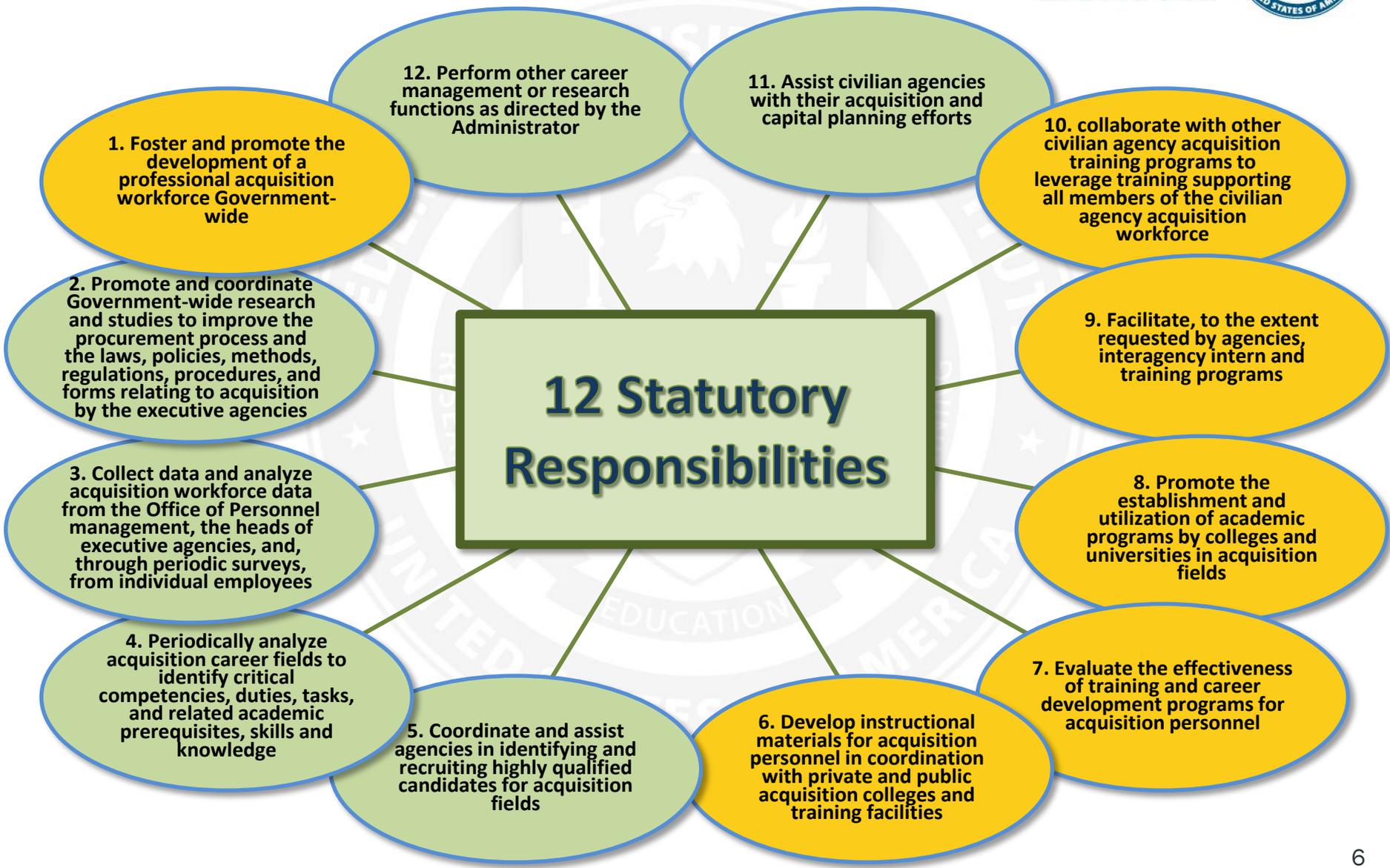
- U.S. Government Accountability Office’s High Risks & Challenges

Continuing efforts to increase efficiencies in Federal acquisition, “depend on a strong, well-trained acquisition workforce, and the Administration continues to undertake the human capital planning and actions needed to improve Federal contracting.”

- The President’s FY2013 Budget Submission, Performance and Management

FAI, a symbol for accountability, transparency, and efficiency

From the FAI Improvement Act



FAI Key Stakeholders

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Strategic Partners

Congress
OFPP
GSA Leadership
FAI Board of Directors
Chief Acquisition Officers Council



Provides policy, guidance, and
direction to FAI

Service Delivery Partners

Federal Civilian Agencies
Defense Acquisition University
Colleges and Universities
Vendor Partners
Not for Profits

Leverages resources to maximize tax-
payer dollars to enable the
development of future acquisition
leaders



Consumers

Senior Acquisition Leaders
Acquisition Career Managers
Acquisition Workforce
Community Members

Customers of FAI resources, services,
products and outputs



Proactively engage our customers and stakeholders

Interagency Working Groups



**Promoting
Government-wide
Collaboration**

FLF
Front
Line
Forum

RAP-C
Rising
Acquisition
Professional
Contracting

PMF
Presidential
Management
Fellows
Program

IACMC
Interagency
Acq Career
Management
Council

FACT
Federal
Acquisition
Council on
Training

FAB
Functional
Advisory
Boards

DAU FIPTs
Functional
Integrated
Process
Teams

CAOC
Chief
Acquisition
Officers
Council

COMMUNICATE

COLLABORATE

CONNECT

CONTACT

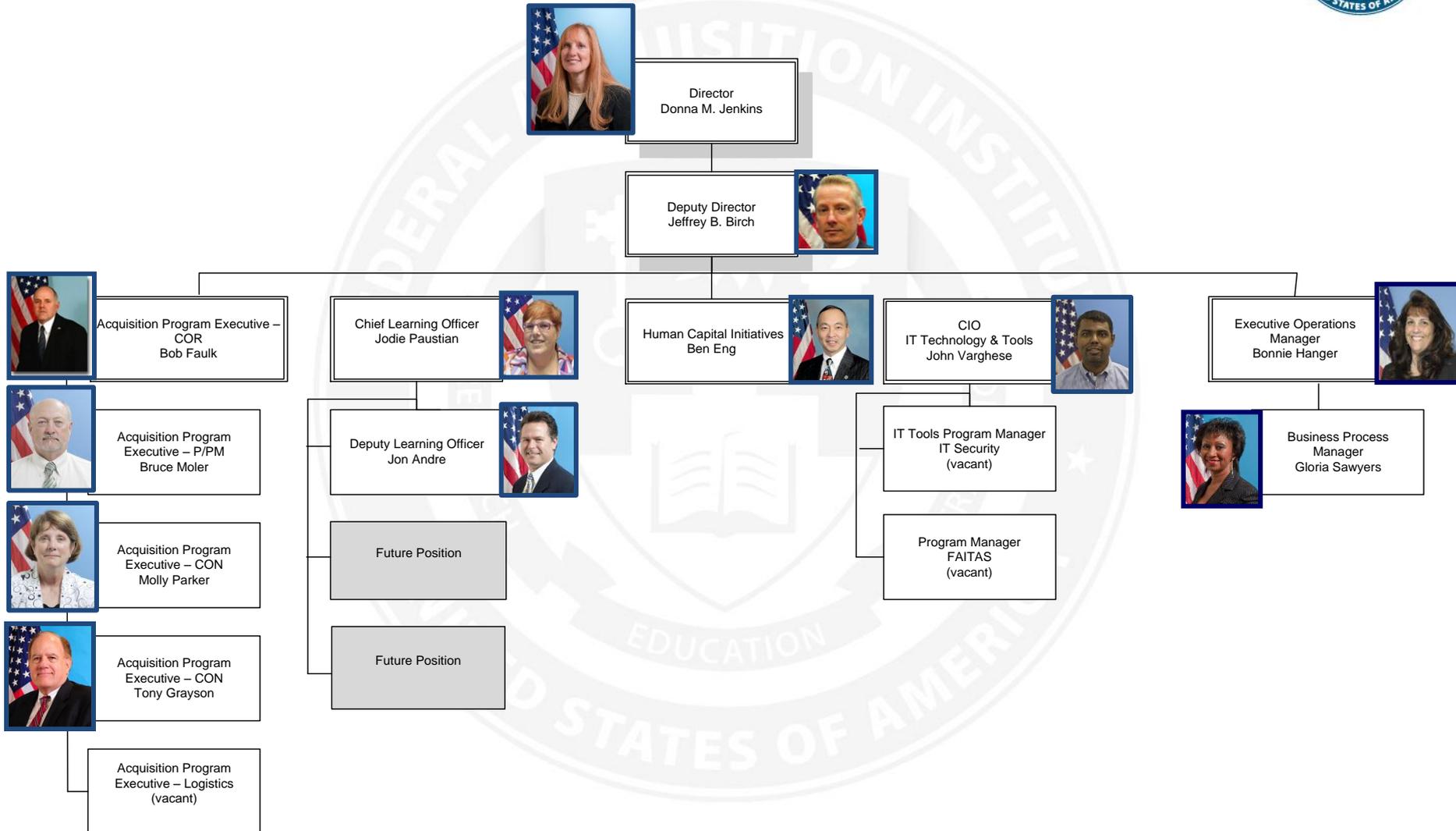
CONVEY

CORRESPOND

CELEBRATE Your SUCCESS

Current FAI Staff

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Tools and Technology

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Expanded Capabilities

www.fai.gov

FAITAS Dashboard

Deployed February 2012

Deployed May 2011



FEDERAL ACQUISITION INSTITUTE		Webcast Services				
Title	Course No.	Class	Location	Date	Enrollments	
Going Big for Small Business	FCL-A-0002	12A	WEBCAST	8/6/2012	2,677	
Meet the Administrator	FCL-A-0003	13A	WEBCAST	10/10/2012	1,658	
Meet the Administrator	FCL-A-0003	13B	DC	10/16/2012	195	
Automated Requirements Roadmap Tool	FCL-A-0004	13A	WEBCAST	11/8/2012	1,528	

Deployed April 2012

Our Customer Base



23 CFO Act Agencies

Supporting the Small
Agency Council



CFO Act Agency	Acronym
Department of Agriculture	USDA
Department of Commerce	Commerce
Department of Education	ED
Department of Energy	Energy
Department of Health and Human Services	HHS
Department of Homeland Security	DHS
Department of Housing and Urban Development	HUD
Department of Interior	Interior
Department of Justice	Justice
Department of Labor	Labor
Department of State	State
Department of the Treasury	Treasury
Department of Transportation	DOT
Department of Veterans Affairs	VA
Environmental Protection Agency	EPA
General Services Administration	GSA
National Aeronautics and Space Administration	NASA
National Science Foundation	NSF
Nuclear Regulatory Commission	NRC
Office of Personnel Management	OPM
Small Business Administration	SBA
Social Security Administration	SSA
United States Agency for International Development	USAID
Small Agency Council*	SAC

Federal Acquisition Council on Training – Launched July 2012

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Objective – Optimize Training Efficiencies *Saves Agencies Time & Standardizes Training*

- **FAI serving as the nexus will:**

- ✓ Strategically source commercial acquisition training;
- ✓ Promulgate course development standards providing a “plug and play” capability for agency specific material;
- ✓ Increase awareness of and create synergies between agencies working on similar curricula development efforts;
- ✓ Identify a single agency to take a lead role in the development of curricula for agencies’ non-unique efforts, as appropriate; and
- ✓ Using FAITAS as the official registration system, saving agencies time and money while maximizing training opportunities to increase operational efficiencies. FAITAS will provide standardized course evaluations, registration procedures, class listings, course surveys, and course completion certificates.



FAI Training



Course Offerings

- FY-12
 - 141 Classroom Courses Offered
 - 4 locations nationwide (Washington, DC, Atlanta, Denver, San Francisco)
- FY-13
 - 121 Classroom Courses Scheduled
 - Reduction in classes are a result of increased efficiency by converting 3 contracting courses to on-line delivery method
 - 10 locations nationwide (Washington, DC, Atlanta, Denver, Albuquerque, Dallas, Kansas City, Seattle, Glynco, GA, Chicago, Rockville)



FY14 Estimate of Classroom Acquisition Courses

- CON Courses
 - CON 120 (12/23 sessions)
 - CON 215 (12/12 sessions)
 - CON 217 (12/9 sessions)
 - CON 218 (12/13 sessions)
 - CON 360 (12/2 sessions)
- COR Courses
 - FCR 201 (10/20 sessions)
- P/PM Courses (TBD)
 - Entry (5/23 sessions)
 - Mid (2/19 sessions)
 - Senior (2/10 sessions)
- Electives
 - ACQ PBA (3 sessions)
 - FCN 400 (3 sessions)

(FAI/Agency estimates)

Courses Deployed – FY12 & 13

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Module	Title	CLPs	Launch Date
FAC 006	The SAFETY Act	1	11/10/2011
FAC 007	Certificate of Competency Program	1	7/7/2011
FAC 018	Green Purchasing for Civilian Acquisition	2	6/13/2011
FAC 019	Federal Awardee Performance and Integrity Information System (FAPIIS)	2	10/7/2011
FAC 021	Price Analysis	4	11/16/2011
FAC 022	Combating Human Trafficking	1	11/14/2011
FAC 023	Basic Contracting for GSA Schedules	4	3/19/2012
FAC 024	GSA Global Supply	2	8/10/2012
FAC 027	GSA Schedules and the Utilization of Small Business	2	8/10/2012
FAC 028	GSA Schedules and Sustainable Acquisition	1	9/10/2012

Courses Deployed – FY12 & 13



Module	Title	CLPs	Launch Date
FAC 029	GSA Schedules vs. Open Market	2	9/4/2012
FAC 031	Small Business Programs	2	12/7/2011
FAC 034	Interagency Acquisitions Basics	1	8/10/2012
FAC 035	Guide to Preparing an Independent Government Cost Estimate	1	8/10/2012
FAC 036	GSA Schedules BPAs and CTAs	2	9/4/2012
FAC 037	GSA eBuy: An Overview	2	10/3/2012
FCN 110	Mission Support Planning	17	6/2012
FCN 111	Mission Planning Execution	23	4/2012
FCN 112	Mission Performance Assessment	20	9/2012
FCN 400	Emergency Contracting Basics	13	5/1/2012

FY13 FAC -C



Level I Certification

CON 100
Contracting
Fundamentals

20 hrs, online

CON 110

Mission Support
Planning

20 hrs, classroom

or

FCN 110

Mission Support
Planning

20 hrs. online

CON 111

Mission Strategy
Execution

20 hrs, classroom

or

FCN 111

Mission Strategy
Execution

20 hrs, online

CON 112

Mission Performance
Assessment

20 hrs, classroom

or

FCN 112

Mission Performance
Assessment

20 hrs, online

CON 120

Mission Focused
Contracting

10 days, classroom

**1 Elective
(16 hrs)**

Level II Certification

CON 200

Business
Decisions for
Contracting

20 hrs, online

or

CON 214

Business
Decisions for
Contracting

5 days, classroom

CON 215

Intermediate Contracting for
Mission Support

10 days, classroom

CON 216

Legal Considerations in
Contracting

23 hrs, online

CON 217

Cost Analysis &
Negotiation Techniques

40 hrs, classroom

CON 218

Advanced Contracting for
Management Support

80 hrs, classroom

**2 Electives
(16 hrs each)**

Level III Certification

CON 353

Advanced Business
Solutions for
Mission Support

9.5 days, classroom

or

CON 360

Contracting for
Decision
Makers

9.5 days, classroom

**2 Electives
(16 hrs each)**

Tentative FY14 FAC –C



Level I Certification

FCN 101
Contracting
Fundamentals

20 hrs, online

FCN 110
Mission Support
Planning

20 hrs, online

FCN 111
Missions Strategy
Execution

20 hrs,
online

FCN 112
Mission Performance
Assessment

20 hrs, online

FCN 190
FAR
Fundamentals

10 days
classroom
OR

CON 120
Mission Focused
Contracting

10 days
classroom

1 Elective
(8 hrs)

Level II Certification

CON 200
Business Decisions for
Contracting

19 hrs, online

CON 215
Intermediate Contracting for
Mission Support

10 days, Classroom

CON 216
Legal Considerations in
Contracting

23 hrs,
online

CON 217
Cost Analysis &
Negotiation Techniques

80 hrs, classroom

CON 218
Advanced Contracting for
Management Support

80 hrs, classroom

2 Electives
(16 hrs each)

Level III Certification

CON 360
Contracting for Decision
Makers

9.5 days classroom

2 Electives
(16 hrs each)

FY13 COR

Basic Training Requirements 2013. (Agencies may add additional courses)



Level I Certification

FCR 100

COR Level I course
(on line)

7 Hours On line
Plus 1 hr Agency
choice

OR

CLC 106

COR with a mission focus

8hrs, on line

OR

FCR 101

COR Level I course
(Classroom)

7 hrs,
Classroom Plus
1 hr Agency choice
(Tech Data
Package available
soon)

Level II Certification

FCR 201

COR Five Day Training
(Classroom)

40 hours
classroom

OR

CLC 222

COR Online Training

32 hours On line

Level III Certification

Level II Training Plus

Choice of:

- CLM024 Contracting Overview
- CLE028 Market Research for Technical Personnel
- CLM031 Improved Statement of Work
- CLC 013 Performance Based Services Acquisition
- CLC 011 Contracting for the Rest of Us
- CLM 017 Risk Management
- CLE028 Market Research for Technical Personnel
- FAC033 Contract Management: Strategies for Mission Success
- CLM014 IPT Management and Leadership
- CLB016 Introduction to Earned Value Management

Tentative FY14 COR

Basic Training Requirements 2014. (Agencies may add additional courses)

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Level I Certification

FCR 100

COR Level I course
(on line)

7 Hours On line
Plus 1 hr Agency
choice

OR

FCR 101

COR Level I course
(Classroom)

7 hrs,
Classroom Plus
1 hr Agency choice

OR

CLC 106

COR with a mission focus
8hrs, on line

Level II Certification

FCR 201

COR Five Day Training
(Classroom)

40 hours
classroom

OR

CLC 222

COR Online Training

32 hours On line

Level III Certification

Level II Training Plus

Choice of:

- CLM024 Contracting Overview
- CLE028 Market Research for Technical Personnel
- CLM031 Improved Statement of Work
- CLC 013 Performance Based Services Acquisition
- CLC 011 Contracting for the Rest of Us
- CLM 017 Risk Management
- CLE028 Market Research for Technical Personnel
- FAC033 Contract Management: Strategies for Mission Success
- CLM014 IPT Management and Leadership
- CLB016 Introduction to Earned Value Management

FY13 FAC – P/PM



- Competency-Based Training – varies among provider environment

Entry

112 hours:

Requirements Development
Life-Cycle Approach
Performance-Based
Outcomes
WBS/Tech Development
Life-Cycle Cost
Risk Management
Teaming/IPT
Contract Admin
Government Specific
EVM

Mid

88 hours:

Ownership Cost
Risk Management
Requirements Dev
Test & Eval
Life-Cycle Planning
Teaming/IPT
Acquisition Strategy
Contract Admin
Strategic Sourcing
EVM/ Cost Estimation
Financial Planning/Budget

Senior

112 hours:

Advanced Program Mgmt
Acquisition Strategy
Requirements Mgmt
Integrated Master Planning
Product Support
Managing Teams
Stakeholder Management
Strategic Planning &
Resourcing
PPBS
Advanced EVM

Tentative FY14 FAC – P/PM



- Competency-Based Training – new competency model; www.fai.gov

Entry

90 - 120 hours:

Requirements Development
Life-Cycle Management
Performance-Based
Outcomes
Technology Development
Risk Management
Teaming/IPT
Budgeting
Project Control and
Governance

Mid

90 - 120 hours:

Requirements Dev
Performance Based
Program Review
Management
Risk Management
Product Support
Technology Integration
Lead Teams
Cost/Benefit Analysis
Financial Planning/Budget
Business Case Dev

Senior

90 - 120 hours:

Program Success Planning
Requirements, Budget,
Governance – Big “A”
Project/Program Evaluation
Performance Management
Managing Teams
Stakeholder Management
Strategic Planning &
Resourcing
Leadership/Mentoring
Business Case Analysis &
Buy-In

Strategic Sourcing Initiatives Overview



- The Acquisition training delivery and Acquisition curriculum development requirements have been designated as Strategic Sourcing Initiatives

Training Delivery:

- FAI supplements Agencies' acquisition certification training
 - FY11 FAI annual spend ~ \$3 Million
 - FY11 Agency annual spend ~ \$5- \$8 Million
- FY12 Data still being analyzed

Training Development:

- FAI develops on-line and classroom acquisition courses based on need, Laws, Executive Order, OFPP Initiatives, etc.
- From agencies that submitted reports:
 - FAI annual spend ~ \$2 - \$5 Million
 - Agency annual spend ~ \$2 - \$5 Million
- Annual Spend estimates are based on incomplete data. We suspect spend is greater for both categories.

Proposed Acquisition Strategy - Training Delivery

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- Proposed IDIQ, multiple-award acquisition
- Base Year with Four One-Year Option Periods
- FAI requirements will encompass the minimum purchase
- Centrally-Managed Ordering Process
- Firm-Fixed Price Orders
- Proposed Types of Orders:
 - Course delivery at a Government provided facility
 - Course delivery at a Vendor provided facility
 - Courses for Agency Developed Training – Instructor Only (Material provided by Agency)
 - New Course Delivery Efforts (8 hours, 16 hours, 24 hours, 40 hours, 80 hours, etc.)
 - Instructors only for On-Line Instructor Support
 - Pricing for Remote Learners



Proposed Acquisition Strategy - Training Delivery (Continued)

- Proposed Set-Aside Considerations
 - COR Courses
 - Electives (Preponderance of)
- Electives
 - Final list not determined
 - Looking to identify the most common electives
 - 30 – 50 is the current estimate
 - Reviewing FY11 and FY12 Agency Training Data to determine final listing
 - Any other electives would be purchased by the individual Agencies



Proposed Acquisition Strategy – Training Development

- Proposed IDIQ, multiple-award acquisition
- Base Year with Four One-Year Option Periods
- FAI requirements will encompass the minimum purchase
- Fixed Price Orders
- Proposed Types of Orders
 - Course development efforts (8 hours, 16 hours, 24 hours, 40 hours, 80 hours, etc.)
 - Classroom
 - On-Line



Projected Milestone Schedules

- Training Delivery – proposed award – June 2013
 - Acquisition Package to Contracts – January 2013
 - Solicitation Issues – March 2013

- Training Development – proposed award – September 2013
 - Acquisition Package to Contracts – April 2013
 - Solicitation Issues – June 2013

Training Standards



- **TASK:** Develop a Training Standard for development and delivery requirements of Federal acquisition certification courseware (web enabled, DL, resident) that is common across the training provider domain.
- **Example:** Provided the standard for nominal course CON110, training provider X1 delivers CON110, and training provider Y2 delivers CON110 - both courses have same “form, fit, function”; delivery approach, learning outcomes, assessment methodology, content foundation, etc.
- **Why?**
 - Standardizes Federal certification courseware development and delivery
 - Ensures adequate and consistent competency and performance outcome coverage
 - Enables efficient workforce management, integrating experience and training requirements for workforce development, certification and job assignment
 - Enhances supportability when workforce competencies change or are updated

Training Standards



Nominal Requirements

Synchronous (resident)

Development:

- Learning Outcomes
- Formats, plans
- Content
- Student audience
- Survey strategy
- Testing
- Data management

Delivery:

- Infrastructure, classroom, facilities
- Lecture, case studies, simulations
- small group, etc
- Knowledge/Skills retention
- Assessment
- Learning hours/points
- Surveys

Asynchronous (DL, online)

Development:

- Learning outcomes
- Content
- Student audience
- Survey strategy
- Testing
- Authoring tools
- SCORM/508
- LMS
- Supportability
- Content Severability

Delivery:

- Digital Infrastructure, LMS
- Learner Interaction
- Retention
- Learning hours/points
- Surveys



FY13 Course Administration Enhancements

- FAI has deployed Automated Class Completion Certificates in FAITAS
- FAI has deployed an on-line End of Course Survey in FAITAS
 - Currently deployed for DHS offered courses
 - In January 2013 this feature will be deployed for all FAITAS offerings
 - Once deployed, students are required to complete the on-line End of Course Survey prior to receiving their class completion certificate
- FAI will be developing a methodology for reviewing vendor courseware for competency alignment verification
- FAI will be enhancing the program for conducting quality control/oversight audits of classes



Where Should I?

- Q: Send my Vendor Information (Optional)?
 - A: Vendor Information can be sent to events@fai.gov.
- Q: Send my Questions regarding the upcoming acquisitions?
 - A: Questions can be sent to Clark Johnson at Clark.Johnson@gsa.gov.



Questions?



Thanks for attending!