

Federal Acquisition

Insight



Featuring the latest Acquisition Workforce News and Events Visit us online at www.fai.gov August 2006

From the Desk of the Director—Karen Pica

First, a big thank you for the warm welcome and kind wishes from many of you as I joined the FAI team. The summer so far has been as busy for us here at FAI as for you throughout the country and we'd like to invite you to share with us your thoughts on how FAI can better help you advance personally and professionally to meet your goals. Our streamlined newsletter represents some of the changes taking place at FAI. This format attempts to provide essential information in a brief format with links and follow-up information at your fingertips. With our training and certification programs for contracting professionals well underway, our enhanced COTR/COR learning opportunities, the launch of the emergency response and recovery community of practice, and the program and project manager recommendations arriving imminently (Sept/Oct 2006), we are working hard to provide resources to all members of the acquisition community. Our new education partnership with Bellvue University affords you additional educational opportunities and we're in the process of redesigning our web presence to make it easier to find what you are looking for both at FAI and our partners such as the Defense Acquisition University and the GSA Acquisition Center of Excellence.

We're excited about the many new opportunities we have for helping you in your career so please visit us at www.fai.gov and drop us a line.

FAI Releases Workforce Report

By Allan V. Burman,
President, Jefferson Solutions

As part of its charge of promoting the development of a professional workforce, FAI is releasing its *Annual Report on the Federal Acquisition Workforce* (ARFAW). Perhaps to no one's surprise, while Federal spending for goods and services continues to shoot up, staffing levels for those tasked with awarding and administering these contracts are not coming close to keeping pace.

For the full article, visit
www.fai.gov/august06news

What's New in Training?

The following new modules are now available on the Continuous Learning Center at <http://clc.dau.mil>:

- Introduction to Earned Value Management (CLB 016) – 1 CLP
- Performance Measurement Baseline (CLB 017) – 1 CLP
- Estimate at Completion (CLB 019) – 1 CLP
- Baseline Maintenance (CLB 020) – 1 CLP

The latest modules are always listed at <http://clc.dau.mil> in the "News" section.

5 Key Tips for Stress-Free Buying at Year-End

By Victor E. Powers, Director for the Division of Information Technology Acquisition and Assessment Center in the Office of Administration, Office of the Director, National Institutes of Health

Are you worried about the end-of-fiscal-year buying frenzy? If so, the goal of this article is to remind you of the tools available to help you plan for and negotiate this busy season. We offer five key tips for smooth government Information Technology (IT) acquisition. We hope these tips will ease your agency acquisitions and help ensure that when you buy on behalf of your agency, you buy with confidence. Government contracting staff face a number of challenges in this condensed period of acquisitions. We must be sure that we are securing the best value for our government agency

EASE YOUR ACQUISITION

Five Tips from the NITAAC Team

Communicate: early and often

Have a plan: engage in acquisition planning early

Review funding: know your limits in dollars and categories

Know your options: what options make the best sense

Work smarter, not harder: identify your priorities

For the full article, visit
www.fai.gov/august06news

Meet the FAI Staff



Welcome to Gloria Sawyers, who joined GSA in April 2006 as a Program Analyst. She is currently the Program Manager for IT learning assets such as ACMIS and IT Infrastructure Migration.

Gloria formerly worked for the Department of the Army as an IT Specialist, Risk Manager Consultant and QA Manager for best business practices with the Acquisition Logistics and Technology Enterprise System Services (ALTESS). Prior to that position, she worked in various DOD agencies both in the US and overseas. Gloria has a Bachelor of Science degree in Business from the University of the State of New York. She hails from West Virginia and has two adult children.

What's Coming Up?

- The next Acquisition Learning Seminar is scheduled for August 2nd at 2 pm in the GSA auditorium. The topic is "Emergency Response and Recovery Contracting".
- FAI will have a booth at the National Institute of Government Purchasing (NIGP) Conference, August 7-8, 2006.

Emergency Response & Recovery Contracting

By Jeff Birch, Knowledge Project Officer, DAU

There is an enormous amount of available resources such as websites and information that support emergency contracting and disaster relief and recovery efforts. The challenge is integrating, leveraging and making available the plethora of knowledge in a structured format that is intuitive to the user – clarity of purpose is a critical element.

For the full article, visit www.fai.gov/august06news

FAI Course Registration & Schedule Update

By Jeff Coulter, FAI

The first three months of classes have proven to be a very exciting start for classroom training at FAI. For FY06 we have over 2000 registrations in the system. Between April and June 2006, we offered 36 classes with almost 1000 seats, and the rest of the fiscal year is just as full of training opportunities! Visit www.fai.gov for information about remaining classes, dates, and locations.

www.fai.gov

Variance of Business Size Designation in IAE Systems

By Lisa Cliff, PMP—Integrated Acquisition Environment Office of Communications

First, what is a Small Business Size Standard? The Small Business Administration (SBA) establishes numerical definitions for all for-profit industries in the North American Industry Classification System (NAICS), and this numerical definition is called a "size standard." It is usually stated as the average number of employees or average annual receipts of a business concern. Both figures are evaluated for the entire enterprise, including all locations and subsidiaries worldwide. For the electric utility industry, the size standard is measured in megawatt hours and for the banking industry, it is measured in total assets.

Several of the IAE systems include business size: Central Contractor Registration (CCR), On-Line Representation and Certification Application (ORCA), and Federal Procurement Data System-Next Generation (FPDS-NG). This results in the business size for a particular vendor differing, depending on the system being accessed.

FAI ONLINE USERS—FAQ

- Q. What course/s do I need to complete my certification or CLUs/ or warrant?
A. The best resource to answer any question about what training you need is your Acquisition Career Manager. They can help you select training that will meet your specific need.

Celebrate the Javits-Wagner-O'Day (JWOD) Program during National Disability Employment Awareness Month

By Stephanie Lesko
JWOD Public Affairs Specialist

This October, help celebrate the Javits-Wagner-O'Day (JWOD) Program during National Disability Employment Awareness Month! A unique Federal procurement program, the JWOD Program employs more than 45,000 Americans who are blind or have other severe disabilities at more than 600 community-based nonprofit agencies nationwide. Working-age people who are blind or severely disabled constitute a significant proportion of the U.S. population – over 17 million or nearly 6 percent of adults. This population continues to experience an exceptionally high unemployment rate of nearly 70 percent. Formed by Congress to help alleviate this employment inequity, the JWOD Program enables people who are blind or have other severe disabilities to lead more productive and independent lives by utilizing the purchasing power of the Federal Government to buy an array of quality products and services provided by participating nonprofit agencies employing such individuals.

Please contact the JWOD Program if you require any assistance in planning a JWOD celebration during National Disability Employment Awareness Month at jwodworks@jwod.gov or visit www.jwod.gov in late August for more information.

For the full article, visit www.fai.gov/august06news

Course Registration—Top 10!

By Jeff Coulter, FAI

1. We are here to serve you. If you have questions or need help, please contact us. We may not always have an answer, or we may have to refer you to someone else, but we are here to listen to what you need and to help you find a solution.
2. **NEVER** wait longer than two weeks to double check your registration if you have not heard from FAI. Mistakes do happen along the way. If you have submitted a request and not received a confirmation, don't wait until the week before class to check. We want to make sure we are serving you as fast as possible. If you need confirmation contact us.
3. If you need course information, or a list of upcoming dates, visit www.fai.gov. There is a link for classroom training that will give you course descriptions, objectives, and the dates the course is offered.
4. While FAI, DAU, and local vendors work together to meet your training needs, we don't have information on each other's classes. When you register for a course make sure you note where you processed your registration. Just because FAI does not show you registered for CON100 doesn't mean you aren't registered for the class at DAU or with an individual vendor.
5. If you have previously registered with a vendor for a training course, and then sign up for the same course with FAI, make sure you cancel your registration with the vendor. Otherwise your agency is paying for you to attend both classes.

For the full article, visit www.fai.gov/august06news