

Inaugural Conference for  
Innovative Acquisitions  
(Federal-wide Buyers Club)

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# Inaugural Conference for Innovative Acquisitions

- Welcome
- Overwhelming Demand & Some Confusion
- Initial Event Idea & its Evolvment
- Federal-wide Buyers Club Purpose – FSSI
  - Sharing across Silos
- Use of IdeaScale to Continue Discussion
- Pre-Conference Survey
- Post-Conference Survey
- This is just the beginning of more to come

# Special Thanks to our Sponsors with Support for Others

- Sponsored by:
  - Federal-wide Buyers Club
  - Office of Federal Procurement Policy (OFPP)
  - HHS Buyers Club
  - General Services Administration's 18F Group
- Support from:
  - Office of Science and Technology Policy
  - U.S. Digital Service, and many others

# Housekeeping & Announcements

- Get up as you need to
- Weather (well-aware)
  - Stay as long as you like; leave when you have to
- Food/Drink in the Building
- A/V Recording, Transcribing, Captioning
- Audience Q & A Throughout Event (Roaming Mics)
- Booths & Mingling

# Special Thanks to Our Speakers

- Initial Remarks by:
  - Anne Rung, Tom Kalil, and Bryan Sivak
- Theme 1:
  - Traci Walker, Greg Godbout, & Myself
  - Jenn Gustetic, Joanie Newhart, & Laura Stanton
- Theme 2:
  - Matthew Blum, Dan Doney, & Mark Jones
  - Marina Martin, Lisa Schlosser, & Bryan Sivak

# Special Thanks to Our Speakers

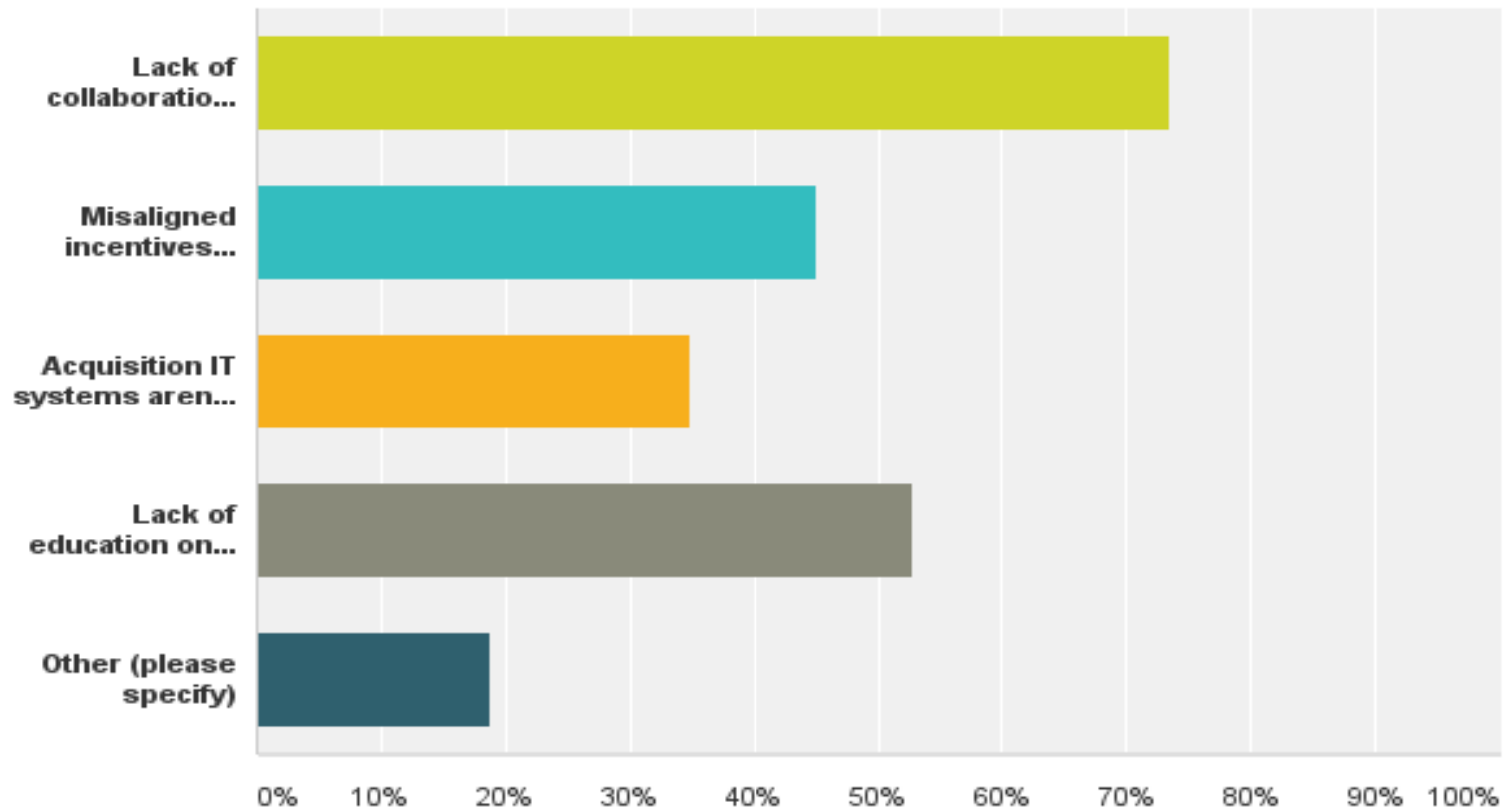
- Theme 3:
  - George Xenofos, Dan Doney, and someone speaking on Rapid Technology Prototyping
- Closing Remarks by:
  - GSA Administration, Dan Tangherlini
- Theme 4:
  - Full Demo of the Acquisition Gateway by GSA
- Post-event Networking and Conversations

# Pre-Conference Survey Results

- We've been reviewing and analyzing every response submitted
- 20% conversion rate
- Hoping for substantially higher Post-Conference Survey to help us improve

# Q7 What barriers do you see within acquisitions (keeping in mind that procurement is only one aspect of the acquisition lifecycle)?

Answered: 155 Skipped: 0

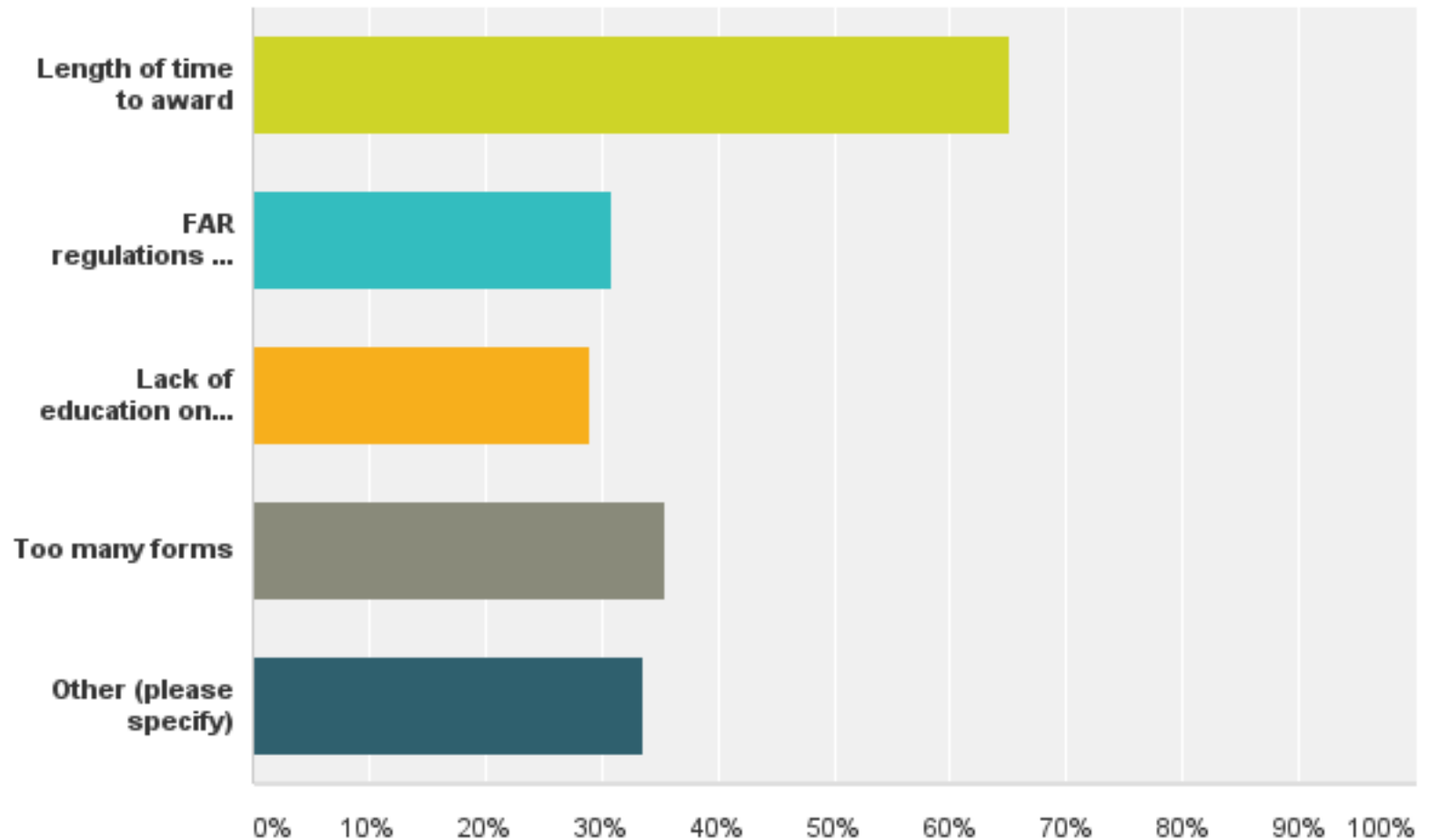




Answer Choices	Responses	
Lack of collaboration between stakeholders (procurement, program, IT, budget, etc...)	<b>73.55%</b>	114
Misaligned incentives between stakeholders (see above)	<b>45.16%</b>	70
Acquisition IT systems aren't collaborative or uniform	<b>34.84%</b>	54
Lack of education on how to acquire goods and services	<b>52.90%</b>	82
Other (please specify)	<b>18.71%</b>	29
<b>Total Respondents: 155</b>		

## Q8 What barriers do you see within procurement?

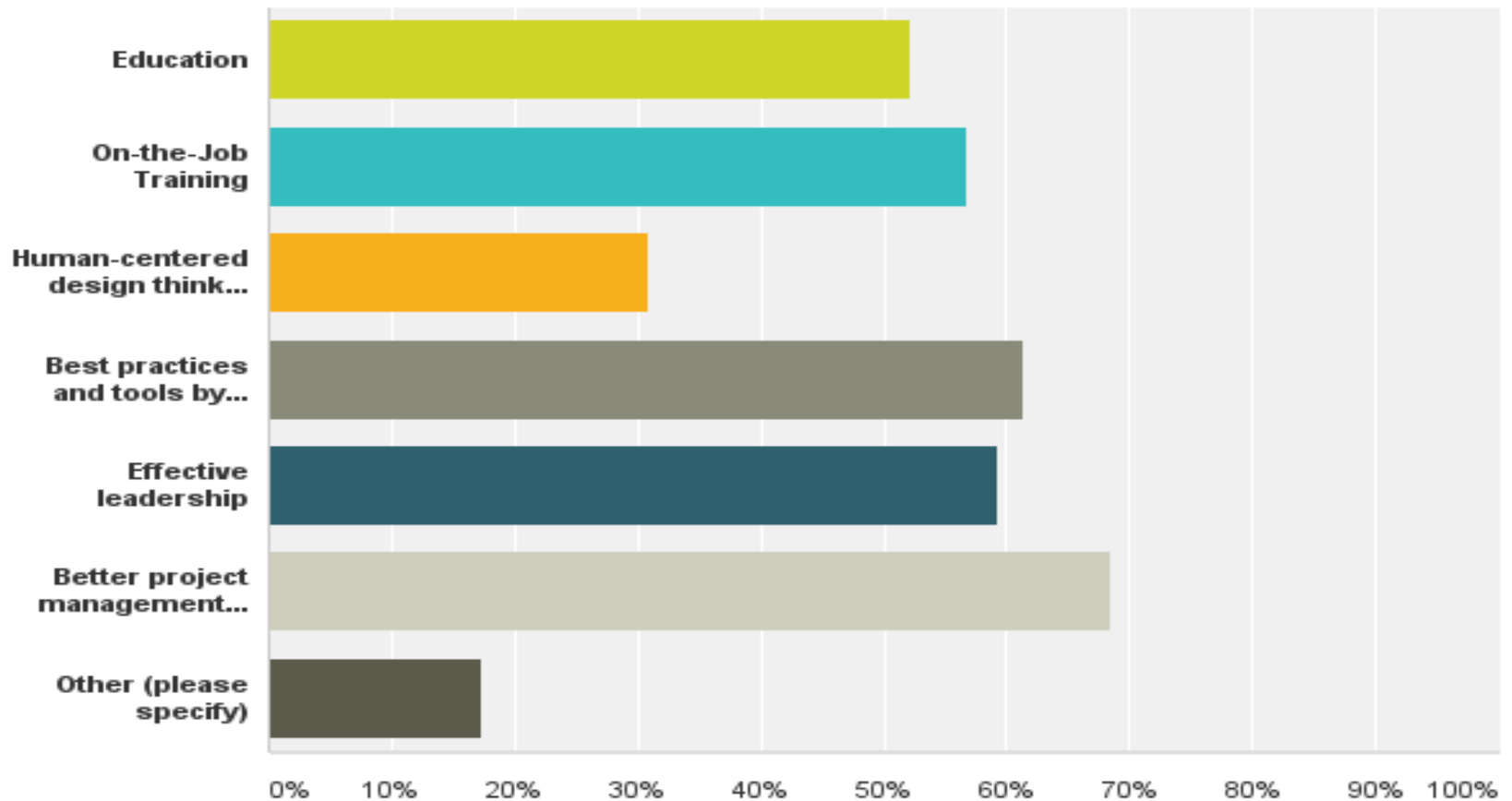
Answered: 155 Skipped: 0



Answer Choices	Responses	
Length of time to award	<b>65.16%</b>	101
FAR regulations are too restrictive	<b>30.97%</b>	48
Lack of education on how to fill out forms	<b>29.03%</b>	45
Too many forms	<b>35.48%</b>	55
Other (please specify)	<b>33.55%</b>	52
<b>Total Respondents: 155</b>		

## Q9 What resources or skills do federal employees (not only procurement staff) need in order to improve acquisitions?

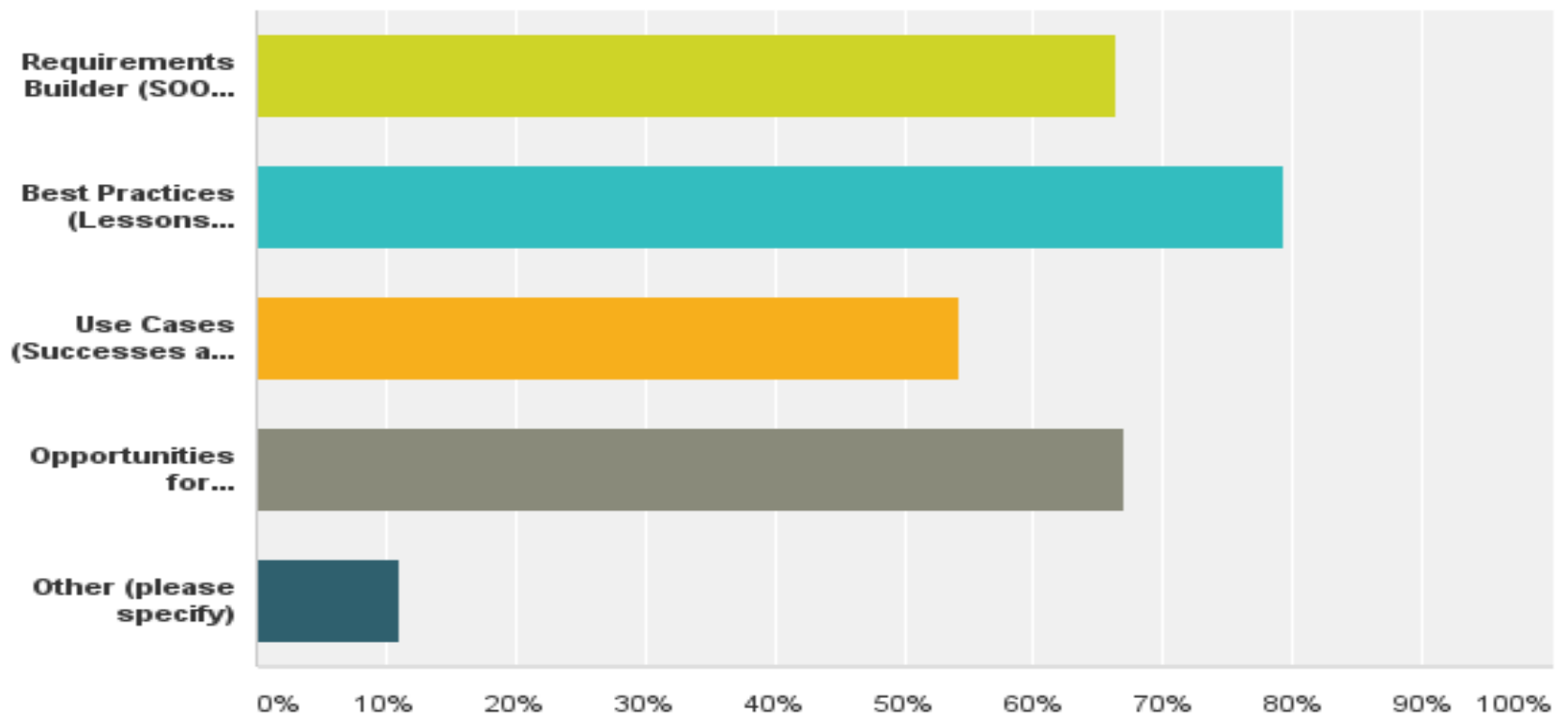
Answered: 155 Skipped: 0



Answer Choices	Responses	
Education	52.26%	81
On-the-Job Training	56.77%	88
Human-centered design thinking training	30.97%	48
Best practices and tools by category	61.29%	95
Effective leadership	59.35%	92
Better project management (start to finish)	68.39%	106
Other (please specify)	17.42%	27
<b>Total Respondents: 155</b>		

**Q10 We are working on a centralized website for knowledge management and sharing to assist all stakeholders with innovative acquisitions. What features or material would benefit you most?**

Answered: 155 Skipped: 0



Answer Choices	Responses	
Requirements Builder (SOO, SOW, etc...)	<b>66.45%</b>	103
Best Practices (Lessons Learned, Potential Pitfalls, Templates, etc...)	<b>79.35%</b>	123
Use Cases (Successes and Failures)	<b>54.19%</b>	84
Opportunities for federal-wide collaboration	<b>67.10%</b>	104
Other (please specify)	<b>10.97%</b>	17
<b>Total Respondents: 155</b>		