Homeland Security | Office of the Chief Procurement Officer

Innovations from Outside DHS: Stories from Three New PIL Coaches

A 1-Hour Special Event

PIL Webinar #54

April 29, 2021

Procurement Innovation Lab PIL®

What We're Talking About Today

- ❑ Introduction to New PIL Team Members
- ❑ PIL Acquisition Workshops
- ❑ Case Studies for Prior Experience
- ❑ Full Suite of Innovations and Protest

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Has this happened to you?

How the customer explained it

How the project leader understood it

How the analyst designed it

How the programmer wrote it

When it was delivered

How the customer was billed

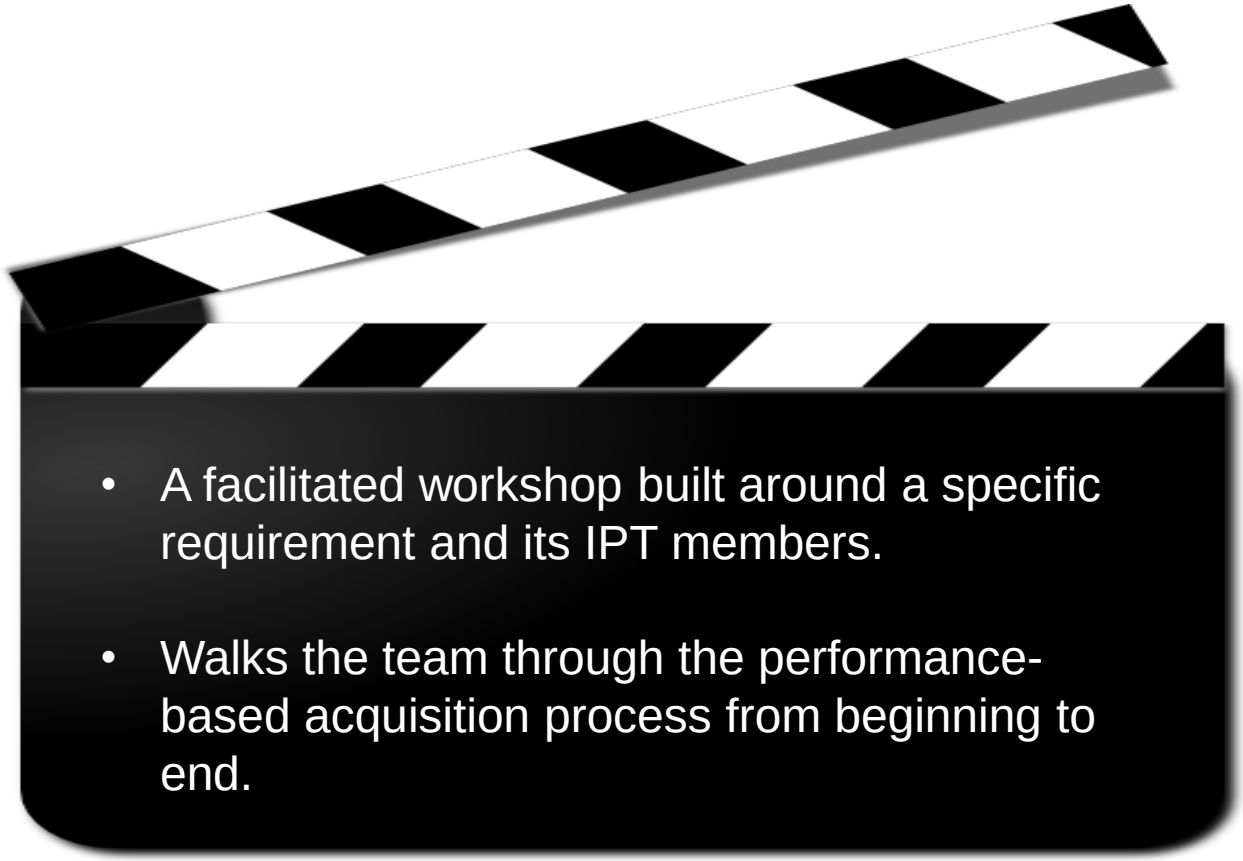
What the customer really needed

PAW Method

PIL

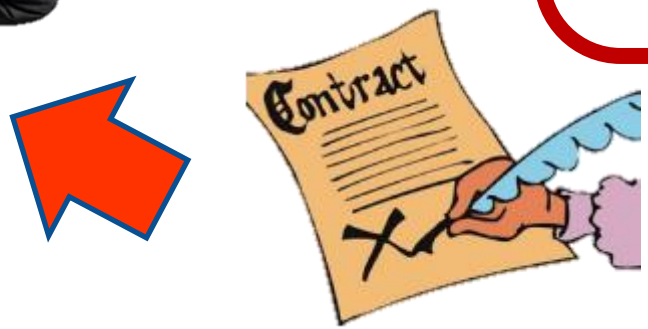
Acquisition

Workshops



- A facilitated workshop built around a specific requirement and its IPT members.
- Walks the team through the performance-based acquisition process from beginning to end.

How we usually buy things…

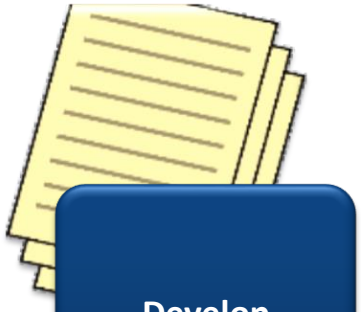


PAW Process

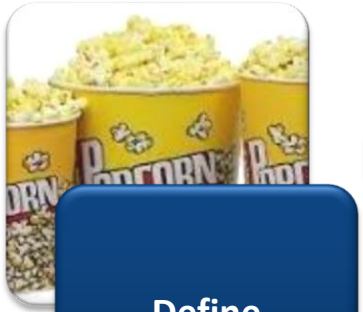
Establish the IPT

Objectives

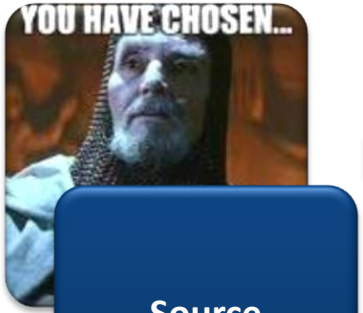
Market Research



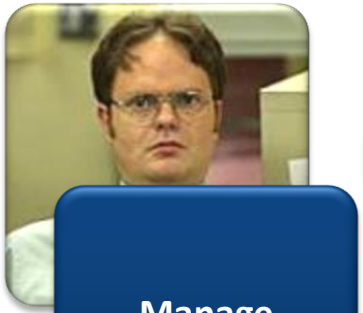
Develop SOW/SOO/PWS



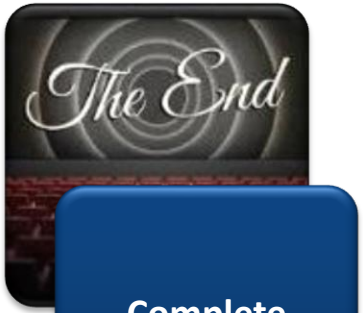
Define Measurements



Source Selection



Manage Performance



Complete Closeout

A Real In-Person PAW

FIVE-day workshop to build a market research strategy, requirements document, and procurement strategy for one project.

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PAW is More Efficient

Long Slow Burn

VS

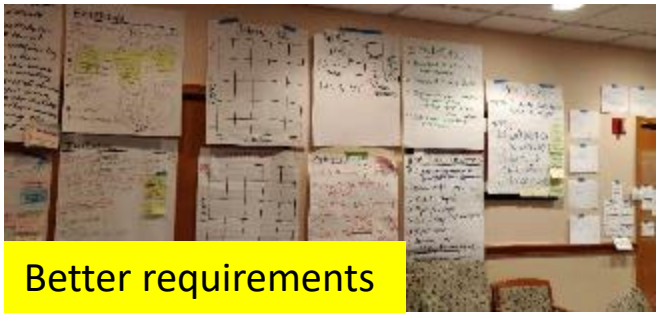
Statement of Objectives (SOO)

Market Research

Evaluation Criteria

One Week Sprint

Continual consensus



Better requirements

Better strategies

Virtual PAW – Market Research

Virtual PAWs

Spread out sessions into smaller sprints to combat fatigue.

zoom

MURAL

Microsoft Teams

Cisco webex

Virtual PAW – Evaluation Criteria

Offer Factors (Contractually Binding)

Enhancements
-Vendor increases the stated performance standards or AQLs; these changes are incorporated into the contract
-Government can use enhancements to evaluate innovations while incorporating proposed innovations into the contract

(See GSBCA 13315-P, 96-1, BCA and GAO decisions B-260023, B-283685)

Enhanced Terms and Conditions -Vendor allowed to propose enhanced terms and conditions such as longer warranties (See GAO B-272336, B-291381)

Delivery or Completion Schedule -Vendors may propose a shorter performance periods or faster delivery -Do not use this factor unless there is a benefit to faster completion (See GAO Decision B-276435) -Best practice- request pricing for different delivery schedules to enable comparison at each level of performance

Small Business Participation Proposal
-Vendors provide information regarding the variety and complexity of work identified small businesses are to perform, and may be allowed to propose meeting or exceeding minimum subcontracting goals
-The SBBP is not the same as a subcontracting plan

Contractor Facilities -Use this factor if the facility impacts the vendor's ability to successfully perform the requirement

Lifecycle Costs
-Considers the cost to acquire, operate, support, and possibly dispose of the item

Risks, Key Areas, and High/Low Risk Areas

(Facilitator copies here)

Click ALT+Note to move a copy of the sticky to the desired factor

Capability Factors (Not Contractually Binding)

Corporate Experience
-Vendors describe what they have done and how long have they been doing that task; solicitation may allow vendor to submit major subcontractor experience.

Key Personnel
-Use when sufficient information is needed to make a meaningful assessment of the people proposed (typically more than a resume)

Technical Solution (This is not the same as the Technical Factor)
- The technical solution evaluates the precise techniques that will be used to perform complex services or manufacture a supply.

IT Security Approach
-The vendor's approach to ensure IT security of systems, possibly as required in contract clauses, is assessed.

Management Approach
- The government assesses its level of confidence a vendor will successfully perform the requirements based on its management approach.

Human Capital Approach
-The government evaluates a vendor's methodology for effectively attracting and retaining a highly qualified workforce while also sustaining competencies and certifications.

Transition Plan
-The vendor's proposed approach is evaluated to determine if it will result in full performance within <x> days after contract award.

Quality Control
-The vendor's ability to demonstrate a sound process for a quality program and procedures that meet or exceed industry standards is assessed

Past Performance
-Past performance evaluates the quality of past work
-Use as a factor or sub factor, but not both

Price Realism
-An analysis is applied to measure the offeror's understanding of the requirements and/or to assess the risk inherent in an offeror's proposal if the price is too low

Click Alt+Note to drag a copy of the note to the evaluation factor

Oral Pres. | Demo | Coding Challenge | Written Response | Agile Challenge | Design Challenge | Prototype | (Enter Method)

Why won't the helicopter start?

A Every morning for 30 YEARS the engine wouldn't start. The Government thought it was a maintenance issue. Time to award a NEW Maintenance contract!

B Ask other users if they have the same performance issue with their helicopters and maintenance contracts.

It took a helpful PAW to fix it.

PIL Acquisition Workshop

C Some users have the same problem, but some do not! WHY???

D It was NOT a maintenance issue after all! It was a PRODUCTION issue!!!!

PAW Take-aways

PAWs an be used for entire pre-solicitation process or individual segments:

- ❑ Procurement Strategy
- ❑ SOO/SOW/PWS development
- ❑ Market Research development
- ❑ Evaluation Criteria development

More efficient and better requirements.

PIL Acquisition Workshops

The Facilitator