

Welcome to

**WORLD
CONGRESS
2015**

DALLAS

July 26-29

**Gaylord Texan Hotel &
Convention Center**

**Dallas, TX
July 26-29, 2015**





Manage Your Acquisition Like a Project: Scheduling for Success

Breakout Session # E02

Chris Hamm, Director, FEDSIM

Date: Tuesday, July 28, 2015

Time: 2:30pm - 3:45pm

Introduction

MAJOR ACQUISITION ACTIVITIES

- | | |
|--|---|
| • Requirements Development | • Legal Review |
| • Acquisition Plan/Schedule | • Competition |
| • Small Business Set Aside Determination | • Brief Source Selection Officials/Management |
| • Market Research | • Source Selection Training |
| • Draft Statement of Work | • Proposal Evaluation |
| • RFIs & Industry Day | • Negotiation & Contract Formation |
| • Due Diligence | • Award |

Acquisition Schedule

Roles

Familiarize yourself with your role
and conduct introductions in
your group assuming your new
role.

Acquisition Schedule

Read Scenario 1

Complete discussion questions
with your small group.
(10 Minutes)

Acquisition Schedule

Schedule Activity

GWAC vs IDIQ?

Acquisition Schedule

Example

Task Selected	Acquisition Activities	Option 1	Option 2	Option 3	Other
x	Task Kick-Off, Assign Team (March 3, 2015)	1 Day	4 Days	2 Weeks	
x	Requirements Development	5 Days	1-3 Weeks	1-2 Months	
x	Author Statement of Work	5 Days	2-3 Weeks	1-2 Months	
x	Acquisition Plan (first draft)	5 Days	2-3 Weeks	1 Month	
x	Conduct Market Research	_Days	_Weeks	_Month(s)	
	Small Business Set Aside Determination	_Days	_Weeks	_Month(s)	
	Request for information	1 Day	1 Week	1 Month	
x	Complete Draft Pre-Solicitation Package	5 Days	2-3 Weeks	1-2 Months	
x	Post on FBO	1 Day	1 Week	1 Month	
	Due Diligence	5 Days	1-2 Weeks	1 Month	

Acquisition Schedule

Activity Instruction

- 1.) Determine which acquisition activities you will complete.
- 2.) Determine how much time it will take to complete each activity.
- 3.) Determine an award date and how long it will take to award.

Acquisition Schedule

Activity Goal

Total Time from Kickoff to Award:

Total Time from Kickoff to Award +
Debriefings and Protest:

Acquisition Schedule

Summary

- There are different options for working through an acquisition. There are pros/cons depending on the contracting office expertise, workload, and priorities
- Understand some of the potential conversations that surround unrealistic acquisition timelines but tradeoffs are made one way or another against a myriad of acquisition activities.

Technical Evaluations

Technical Evaluation Options

- Written Proposal
- Oral Presentation
- Video Presentation

Technical Evaluations

Written Proposals



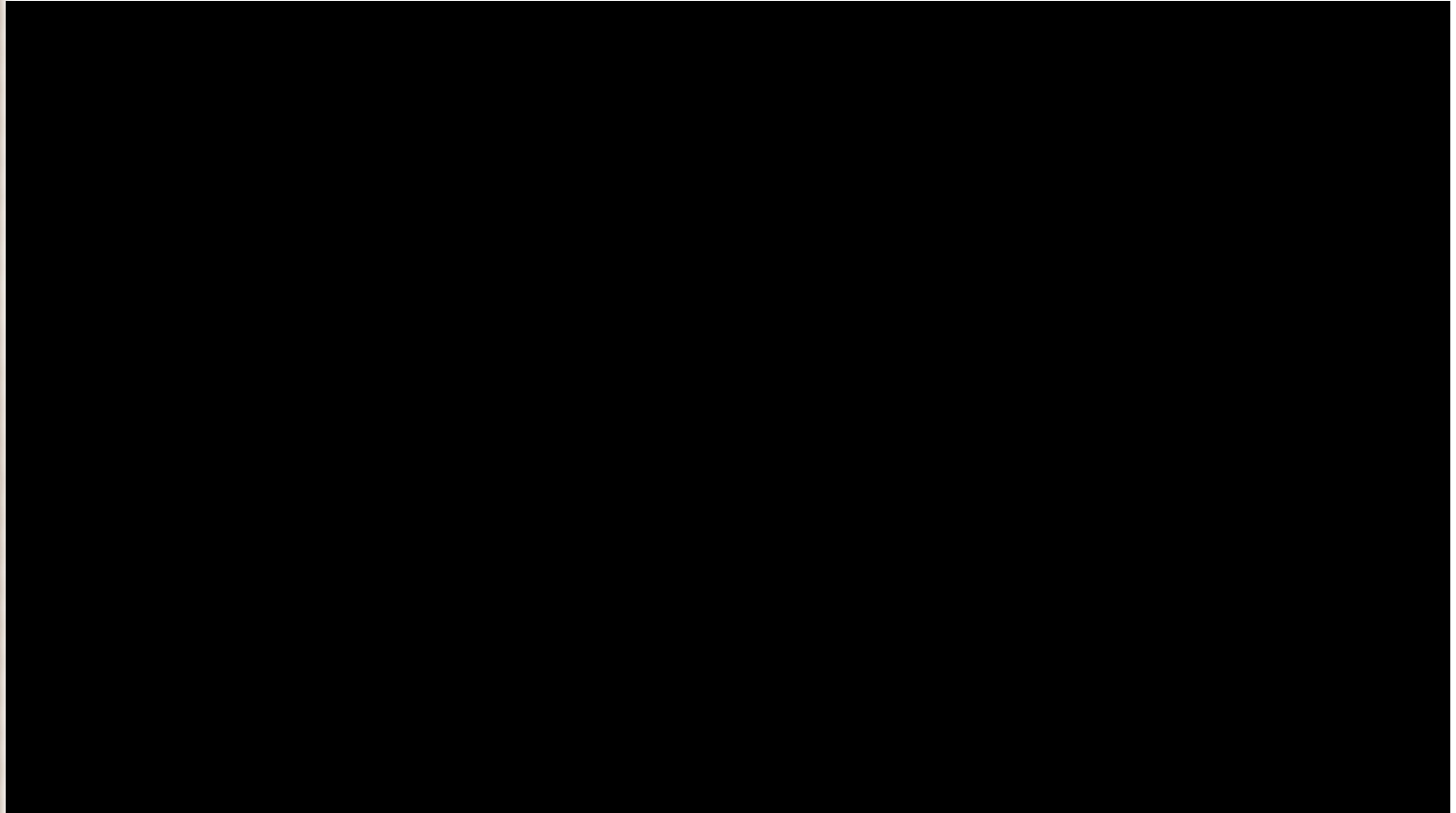
Technical Evaluations

Oral Presentations



Technical Evaluations

Video Presentations



Technical Evaluations

Complete Activity 2
(5 Minutes)

Technical Evaluations

Read Scenario 2
(5 Minutes)

Technical Evaluations

Large Group Discussion
(15 Minutes)

Technical Evaluations

Scenario 2 Summary

- Requirements will drive Evaluation Method
- Evaluation Method impacts acquisition timeline and ability to stay on schedule

Technical Evaluations

Case Study Summary

- Treat acquisitions like a project
- Foundation for shortening acquisition life cycle timelines
 - Multidisciplinary teams combining acquisition, financial, project, and information technology expertise (IPTs)
 - Repeatable processes/templates
- Proposal Evaluation Methodologies as Tools



Contact Information

- Chris Hamm
 - GSA, FEDSIM
 - Chris.hamm@gsa.gov