



# Office of the Senior Services Manager e-Newsletter



THIRD QUARTER FISCAL YEAR 2015  
JULY 16, 2015

US ARMY  
ASA(ALT)

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## Message from the OSSM

The Army renewed its focus on strategic sourcing in 2013 and has been implementing strategic sourcing solutions for the government since 2003. The Army has proven results that include cost savings, improved management visibility and adoption of industry and government agency best practices. The solutions provide easy access to its procurement vehicles, which offer business intelligence, best practice solutions, and greater discounts with volume increases. Additional benefits include that they: Fulfill OMB's requirement for cross-government participation; Assist with socioeconomic goals; Collect and analyze data; Identify trends; Re-engineer business processes; Replicate cost-saving business processes; Share lessons learned and best practices; Realize cost efficiencies; Streamline the procurement process; and Drive additional discounts. Despite this progress, a significant amount of contract duplication remains; "agencies often award contracts for similar goods and services, and in many cases, these contracts are awarded to the same vendor. This unnecessary duplication imposes significant costs on contractors and agencies. Contractors must absorb increased proposal preparation costs and administrative expenses, which disproportionately affect small businesses, and agencies cannot take advantage of potential savings, or leverage their acquisition workforce to support more complex, higher-risk requirements" statements by Ms. Anne Rung, Administrator, Office of Federal Procurement Policy. The Army must continue to examine its critical need for a new paradigm for purchasing that moves from managing purchases and price across thousands of procurements to managing entire categories of command spend and total costs. Harold Williams, Acting Senior Services Manager.

*Harold Williams*

## Featured Command: ACC-Warren

Army Contracting Command-Warren (ACC-WRN) ensures war-fighting readiness for the Soldier by providing contracting and acquisition support for combat and tactical vehicle systems, deployment and Soldier support equipment, and armaments. ACC-WRN is proud of its more than 680 civilian and military personnel located at five geographic sites. In fiscal year 2014, ACC-WRN executed 11,650 contracting actions totaling \$5 billion in obligations. ACC-WRN is a customer focused organization with goals related to customer satisfaction, contracting excellence, workforce development, implementing improved business processes, and leadership competencies

One of the major strategic aims of ACC-WRN is continuing to improve and refine its service acquisition processes. As service requirements continue to be a significant source of contracts awarded, ACC-WRN has recognized the importance of establishing the appropriate strategies for service acquisition.

One of ACC-WRN's most recent successes is the recent award of the TACOM Strategic Service Solutions (TS3) Family of Contracts (FoC). The TS3 FoC is the result of the conscious decision to procure key service requirements for multiple customers in a manner that maximizes efficiency, and promotes contractor performance and socio-economic goals.

On May 14, 2015, the Army Contracting Command-Warren (ACC-WRN) successfully awarded 66 multiple-award, indefinite-delivery, indefinite-quantity (MA IDIQ) contracts under the TS3 FoC for Knowledge-Based Services (KBS), Equipment-Related Services (ERS), and Research and Development (R&D) Services.

The TS3 family of contracts successfully captures many of the strategic sourcing aims, including improved processes and administration, stronger requirement management, significant socio-economic programs, and building strategic relationships with industry. The TS3 FoC has a maximum total ordering value of \$3.5 billion with a five-year ordering period for each of the three contract suites. ACC-WRN previously utilized multiple contract instruments to satisfy service requirements for the requirements offices it supports. TS3 distills those multiple contracts into three contract suites (KBS, ERS, and R&D) that leverage common ordering processes and procedures. While TS3 primarily supports TACOM requirements offices, other requirements offices may also be able to utilize TS3.

## Featured Command: ACC-Warren, cont.

On June 23, 2015, ACC-WRN held a TS3 Kick-Off with Industry Day. The Kick-Off provided a forum for ACC-Warren to disseminate information, exchange feedback, and build rapport with the recent TS3 contract awardees. Over 240 attendees received a presentation on relevant TS3 topics and engaged in a question and answer discussion. Contractor feedback was incredibly positive and ACC-WRN is looking at creating the TS3 Industry Engagement Day as an annual event.

For more information regarding the TS3 FoC, please contact Mr. John Jolokai, john.d.jolokai.civ@mail.mil, (586) 216-0826.

## Strategic Sourcing-“Preferred Sources”

The Secretary of the Army established the Strategic Sourcing Executive Committee (SSEC) to set strategic vision, direction and priorities; identify existing and future strategic sourcing initiatives; and ensure these solutions are used to the fullest extent possible. Consistent with the Army's vision for strategic sourcing, the SSEC oversees policies for the designation and use of Government and agency-wide contract vehicles as “Preferred Sources.”

On May 20, 2015, the Deputy Assistant Secretary of the Army (Procurement) who also serves as the Chair of the SSEC, designated 31 Preferred Source Initiatives that should be considered for use throughout the Army Enterprise. The Preferred Source process allows for Army requiring activities to assess the Preferred Source Initiatives for suitability as a contract vehicle capable of meeting their mission needs as part of their market research and business case analysis, prior to initiating a new contract for covered supplies and/or services. If the Preferred Source is not suitable to meet mission requirements, the contracting officer shall document the facts in accordance with standard procurement procedures. The SSEC will continue to assess the Preferred Source process as new initiatives are considered.



To view the list of Preferred Sources, please visit the Army Strategic Sourcing SharePoint portal:

<https://spcs3.kc.army.mil/asaalt/procurement/StrategicSourcing/Home.aspx>

**Mr. Bryon Young, Executive Director and PARC, ACC-APG, was the Guest Speaker at the June 18 SSEC.**



**The SSEC quarterly meeting was held on June 18, 2015 in the Pentagon G-8 Conference Room. Photo by SGT Courtney Russell, AMVID.**

## Annual Defense Acquisition Workforce Individual Achievement Awards for Services Acquisition

**NEWS! NEWS!** The annual Defense Acquisition Workforce Individual Achievement Award for Services Acquisition is a great opportunity to acknowledge individual achievements of excellence in activities involving services acquisition. The Defense Acquisition Workforce Individual Achievement Awards was established as a result of the Weapon Systems Acquisition Reform Act of 2009 to encourage and recognize individuals who demonstrate excellence in the acquisition of products and services.

Nominations in the Services Acquisition category is open to all individuals (both Acquisition Workforce and non-Acquisition Workforce) within the Department of Defense (DoD) who have demonstrated excellence in the acquisition of services and made significant contributions to key objectives of Better Buying Power 3.0. The award winner is recognized at a Pentagon award ceremony and their contributions are featured for 1 year in the Pentagon's Defense Acquisition Workforce display.

The FY2016 award period begins July 2015 through June 2016. Nomination packets usually submitted in May. Additional information concerning the nomination packet for the Workforce Achievement Award may be found at <http://www.dau.mil/acqawards>. All Defense Acquisition Workforce Individual Achievement Awards are managed by the U.S. Army Acquisition Support Center.

## Spotlight on: “Army Furniture Team”

Through millions of square feet worked and decades of experience between them, our interior designers within the U.S. Army Corps of Engineers, Engineering and Support Center, Huntsville continually demonstrate their commitment to our nation’s Soldiers. When others have gone home, it is our dedication to our nation’s Soldiers that compels us to persevere beyond our limits and produce the best design solution possible. Our individualized approach to each project’s design helps to ensure a high performing final product. It is our pleasure to serve those who serve our nation.

This commitment began 13 years ago when a single designer was sent out on loan from Kansas City District to aid on a special assignment. Not only did this assignment flourish, it has also evolved into a multifaceted, multimillion dollar program. We have 27 interior designers on staff who support our armed forces in three specialized areas. The Unaccompanied Housing (UH/Barracks), Integrated Medical Furniture (IMF and IO&T) and Administrative Office (ADMIN); each program supports not only the Army but all branches of the armed services.

Recognized as the furniture experts for the Army, we not only provide a valuable technical service for our customers, but through our expertise and established buying power we save the government money. Since 1998 we have had a cost avoidance of \$335,520,006.95, which is an average of 17 percent total program savings. In the Base Realignment and Closure years, FY07-FY11, our cost avoidance was \$109,353,323.57, which was a total program savings of 31 percent. In FY14, our administrative team awarded multimillion dollar contracts over several installations and multiple buildings for the 8th Army in Korea, which included Camp Casey, Camp Jackson, Far East District, Yongsun and K-16, and we were able to save the government \$4,088,474.42.

The unaccompanied housing interior designers provide the war fighter with a residential environment. Barracks facilities undergo heavy use and have regular occupant turnover. Our UH interior designers specialize in procuring durable quality furniture that will endure along with finishes that are easy to maintain. Recognizing it as a way that we can enhance our military personnel’s quality of life, Huntsville Center has made it our mission to provide our Soldiers with comfortable and adequate housing.

The Integrated Medical Furniture (IMF) interior designers support US Army Medical facilities worldwide in a variety of ways. In addition to designing integrated modular systems products for the health care environment, our designers also develop medical furnishing packages which include accessories and artwork. By incorporating Evidence-Based Design principles into our design solutions, the IMF design team creates healthcare interiors which are informed, aesthetically-pleasing, and positively impact the health and well-being of our nation’s Soldiers every day. Once the Furniture, Fixtures & Equipment package is finalized, the IMF designer then provides procurement support. This ensures that the design intent of the deliverable is preserved. We also provide assistance to the project manager and contracting specialist. Our designers are involved throughout the design and procurement continuum, resulting in seamless transitioning and improved timelines across the project process.



**Interior Designers at Huntsville Design Center who support all of DoD.**

The interior designers who support our administrative office furniture program provide our end users with myriad of services. Some of these services include: furniture design/layout, coordination of electrical/data, technical writing and furniture procurement. Our furniture program has the ability to provide our customers with a comprehensive office furniture package to help them get the most out of their workplace environment.



**Modular nurses station and Integrated Modular Medical Support Systems located within various Garrison locations.**

Our furniture performance specifications ensure consistent quality and longer life cycle. Today’s workers require variety and agility to get the job done and with ever shrinking real estate interior design is more important than ever. Our ADMIN interior design team specializes in designing functional and ergonomic workspaces that optimize office environments. A true test to our success is seeing people inhabiting the spaces we have created, making them their own and functioning in them as they were designed.

Design may be the single most unleveraged tool in the business world. Interior design enhances business value while impacting the health, safety and welfare of our Soldiers. As designers, we are wired to notice things that others take for granted such as ergonomically designed products, building codes, relative spatial requirements and construction of furniture. In this culture where so many are moving toward a “one-size fits all” design approach, our designers recognize the danger of losing authenticity in design.

## Services Acquisition

## Army Furniture Team cont.

At Huntsville Center, we specialize in providing design and quality furniture at a competitive price while meeting our Soldiers' very detailed and specific mission.

For more information pertaining to the Centralized Furnishings Program Capabilities and Initiatives offered via USACE, please contact Ms. Jennifer McDowell at (256) 895-2518, [jennifer.s.mcdowell](mailto:jennifer.s.mcdowell) or Ms. Sara Cook at (256) 895-7210, [sara.d.cook@usace.army.mil](mailto:sara.d.cook@usace.army.mil).

## Services Acquisition Workshop (SAW)

As of June 2015, the Army completed 17 SAWs, requirements totaling approximately \$10 billion. SAW success is dependent upon senior leadership support, team composition, and timely preparation.

Please schedule all SAWs at the following link: <http://sam.dau.mil/skilldevelopmentcenter.aspx>. To learn more about SAWs/ SAW Train-the-Trainer and facilitating of SAWs, contact Ms. Sherry Taylor, [usarmy.pentagon.hqda-asa-alt.mbx.saw@mail.mil](mailto:usarmy.pentagon.hqda-asa-alt.mbx.saw@mail.mil) or [sherry.l.taylor42.civ@mail.mil](mailto:sherry.l.taylor42.civ@mail.mil), (703) 617-0456.

### Training Opportunity Notification: Requirements Development

The Army and Navy are offering special sessions of ACQ 265 (Mission-Oriented Services Acquisition) for non-DAWIA personnel. The Defense Procurement and Acquisition Policy/Services Acquisition (DPAP/SA) office will post advertisement on their website: <http://www.acq.osd.mil/dpap/sa/>.

For further information, contact Ms. Sherry Taylor, [sherry.l.taylor42.civ@mail.mil](mailto:sherry.l.taylor42.civ@mail.mil), (703) 617-0456.

## Requirements and Cost Savings Reporting

In an effort improve the processes for services acquisition reporting outlined in the Secretary of the Army approved Optimization of Army Services Acquisition Implementation Plan, the Senior Services Manager changed the services reporting frequency by Army agencies to a semi-annual reporting cycle (second and fourth quarters of the fiscal year). The suspense for submittal of the next services report is 30 October 2015. A tasking memorandum with report preparation training classes and detailed instructions will be sent to Army agencies in August 2015. Commands and agency Principals are requested to ensure senior level approval of their services acquisitions reports and also support the achievement of an Army services cost savings objective of \$2.5B by the end of FY 2016.

### Road Shows

Road Shows are an excellent opportunity for the Office of the Senior Services Manager's staff to openly and frequently exchange information with field stakeholders and receive feedback on how the new policies are impacting their missions and ability to solicit and award contracts within a reasonable period of time. If your team is interested in scheduling a Services briefing, please contact Myles Rogers at [myles.g.rogers.civ@mail.mil](mailto:myles.g.rogers.civ@mail.mil), (703) 617-0245.

### Services Facts, Did you Know?

- \$1.6 billion Army wide cost savings reported during FY12-FY14
- \$33.2 billion were spent on Army funded Services during FY14
- \$2.5 billion Army wide savings objective imposed on FY12-FY16
- 66% of Army contracting activities total obligations in FY 14

### Stay Connected!

<https://shttps://spcs3.kc.army.mil/asaalt/procurement/Services/Home.aspx>