

Government and Industry Partnering – *Rhetoric or Reality?*

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A Contracting Perspective of Customers

- Individual segments of major customer activities are stovepiped and don't talk to one another.
- Customers fail to both plan and consolidate requirements.
- Customers do not provide complete and timely requirements packages.
- Customers seek individual contracts for just their organizational segment.

A Contracting Perspective of Customers

- Contracting offices are burdened with awarding and administering an excessive number of redundant contracts.
- That redundancy is multiplied by the number of customer activities with similar requirements and (planning?) habits.

A Customer's Perspective of Contracting

- Contracting doesn't understand what we need, we're different.
- Why do they need all this paper and documentation every time?
- Why does each specialist and KO want it a little bit different?

A Customer's Perspective of Contracting

- Why does it take so long to get a contract?
- We have the funds, why can't they just buy what we asked for?
- I thought the Government was going to operate more like a business.

A Contractor's Perspective on Contracting

- The customer is fair game until there's an FBO announcement.
- What's taking so long? I already wrote the customer's SoW and prepared the IGCE.
- What do you mean it doesn't meet the FAR test for an unsolicited proposal? It's what they asked for!

A Contractor's Perspective on Contracting

- I have to tailor my business processes to suit every contracting office and contracting officer.
- Why does the RFP come out just before a holiday and why are proposals and revisions always due on a Friday?
- Why do proposal evaluations take so long and why do we only have a few days for proposal revisions?

Some Additional Realities

- A smaller, aging Contracting workforce
- Acquisition streamlining (???)
- Multiple-Award Contracts
- More contract requirements since 9/11
- Mission funded but do actual resources match the actual contracting mission?
- How do you get the everyday work done and still mentor interns?

Bottom Line and a Question

- Every customer and contracting activity is trying to invent their own systems and processes (wheel) or keep their old systems and processes (wheels) spinning.
- *Why can't policy and processes be evaluated and consolidated just like customer requirements?*

One More Question

- Does Industry have experience that could also contribute to policy and process changes and improvements?
 - Daily interaction with a wide variety of customers and contracting offices.
 - Business processes that have allowed them to survive in a profit-making enterprise (so far).

Possible Answers

- Greater collaboration among and between contractors and contracting offices.
- Adoption of best practices to better consolidate and standardize processes.
- Consider broader Government and Industry experience and ideas.
- More opportunities for professional development and certification.
 - Local, convenient, economical

One Regional Example- Tidewater Virginia

- The Tidewater Association of Service Contractors (TASC) - 1987
- The Tidewater Government/Industry Council (TGIC) - 1989

Tidewater Assn of Service Contractors

- Purpose and Objectives
 - Dedicated to contracting excellence in the public and private sectors
 - Industry perspective on Government contracting policy and processes
 - Elected representatives to Tidewater Government/Industry Council (LB, SB, 8a, Educational Institutions, At-Large)
 - Education and training/Mutual understanding between Government and Public Sector professionals

Tidewater Assn of Service Contractors

- Membership
 - Approximately 300 including individual and corporate members
- Primary Activities
 - Monthly newsletter
 - Monthly luncheon meeting and program speakers
 - 3rd Wednesday most months, Norfolk Airport Hilton
 - Monthly TGIC interaction
 - Exchange Briefing Program

Tidewater Government/Industry Council

- Purpose and Objectives
 - Communication, cooperation, and consultation between Government contracting activities, their customer activities, and private industry
 - Improve the productivity of contracting and quality of the end product.
 - Explore and develop methods of quality and productivity improvement, foster a spirit of cooperation, provide a forum to share new ideas and initiatives, suggest changes to policies, regulations or statutes through the appropriate channels.

Tidewater Government/Industry Council

- It is **not** the purpose of the Council to discuss specific contractual actions or future procurements.
- A non-attribution policy is always in effect
- These policies have always been strictly respected since TGIC's inception.

Tidewater Government/Industry Council

- Membership
 - 14 Industry representatives elected by TASC
 - Any Government member (civilian or military involved with contracting or requirements)
 - Any interested Industry partner
 - Monthly meeting is open to all/averages 40
 - 2nd Thursday each month
 - UNISYS, Lynnhaven Pkwy, Virginia Beach
- Government & Industry Co-Moderators

Tidewater Government/Industry Council

- Centered on Standing Committees and Working Groups
 - Small Business Affairs
 - Legislative Affairs
 - Acquisition Workforce
 - Contracting Approaches and Techniques
 - TGIC Purpose and Direction

Tidewater Government/Industry Council

- Robust Exchange Briefing Program
 - Contractor Past Performance
 - Ethics and Organization Conflicts of Interest
 - Acquisition Workforce Opportunities and Challenges
 - Government Insourcing
 - Small Business Opportunities for Government Contracts
 - Changes to 8(a) and the Rollout of the Woman Own Small Business Program

DAWIA Continuous Learning Points for Government AT&L Position Incumbents – No Cost

In Summary

- Real partnering works.
- More partnering works better.
- Emulate the Tidewater model in your business area or region.
- Please visit our website.
 - www.tasc-tgic.org
- Please review the TASC and TGIC charters.

2011-2012 Contact Information

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QUESTIONS?