



Procurement News – Near and FAR

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Fall 2000

Introduction

Welcome to the Fall 2000 quarterly edition of Treasury's Procurement News - Near and **FAR**. This issue includes some important articles on electronic systems, reverse auctioning, Small Business Program recognition, legislative updates and changes at Mint.

Mary Lou Alderman will be the editor for the Winter 2001 issue. Please submit articles by mid- January. You may e-mail your articles to: mary.lou.alderman@do.treas.gov . Mary Lou can also be reached on 202-622-0803.

Please visit the **Office of Procurement Web Site** at <http://www.treas.gov/procurement> We always welcome your comments and suggestions on how the site and the newsletter can better serve you, our customer.

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THE DIRECTOR'S CORNER

By Corey Rindner,
Procurement Executive

The Federal Acquisition Regulation (FAR) states that the purpose of federal acquisition is to:

- Satisfy the customer with cost/quality/timeliness
- Minimize administrative costs
- Conduct business with integrity, fairness and openness
- Fulfill policy objectives

While the Department of Treasury does an excellent job in all of these categories, I would like to highlight the outstanding job we do in the fourth category, fulfilling policy objectives.

A few months ago I attended a Treasury Small Business Development leaders offsite. Kevin Boshears,

Treasury's Director of Small Business Development, announced that Treasury had exceeded **all** of its Small Business Program goals for FY99. I asked the Bureau Directors of Small Business Development why their program was so extraordinarily successful. This is what they said:

- We have great leadership
- We believe in what we do
- We work together as a team
- We seek innovation
- We are customer focused

Treasury's Small Business Development *leadership* starts with Kevin Boshears as program director and extends to the individual Bureau Chief Procurement Officers. The leadership sets clear goals and makes decisions to implement those goals.

Without exception, the individual BCPO's and bureau Small Business Development leaders *believe* that the small business programs, whether 8(a), women-owned business, or small business, all contribute to the success of Treasury's mission while enhancing the economy of the country. They understand their program is important.

The collegiality of the group is contagious. It is obvious that they are a *team*. They share ideas and back each other up as necessary. They enjoy working together and they celebrate their successes.

The small business program at Treasury has seen *innovations* like the mentor-protégé program, the seven cities tour, prime vendor outreach and targeted outreach based on the commodity or specific service to be acquired. The rest of the federal government has recognized this group's innovation by requesting that Treasury take the lead in running the annual government-wide small business conference.

Treasury's small business program recognizes that it must be *customer focused*. If the end user is not satisfied with the goods or services, the program will not succeed. If the procurement process is painful or takes too long, the program will not succeed. If the

small business community cannot be provided with meaningful opportunities and assisted in doing business with Treasury, the program will not be successful. There is recognition that there are customers at many levels of the process. All of them must be satisfied.

These principles make Treasury's small business program a success. I believe they apply to all facets of Treasury procurement as well.

TREASURY 2000 ANNUAL AWARDS CEREMONY

By Caroline Bennington

On May 24th the Secretary of the Treasury, Lawrence H. Summers, recognized the accomplishments of those who have made significant contributions to the Treasury Department and have helped maintain the record of excellence and service to the American people that has for so long been a hallmark of this institution.

Because the Treasury Department is committed to the Small Business Program and recognizes the importance of small businesses to the national economy, Small Business Management Awards were presented to the following individuals for their leadership and direction which served to communicate the importance of the small business program.

Office of Small Business Development:

Kevin Boshears
Mary Ellen Dorsey
Dan Sturdivant
Jody Falvey
Brenda Kelly

Bureau Small Business Specialists:

Andy Anderson, U.S. Secret Service
Jackie Barber, Bureau of Alcohol, Tobacco and Firearms
Caroline Bennington, U.S. Mint
William Bickelman, U.S. Customs Service
Renee Fitzgerald, Departmental Offices
Douglas Mason, Office of Thrift Supervision
Jodie Paustian, Internal Revenue Service

Susan Smallwood, Federal Law Enforcement Training Center
 Wendi Smith, Financial Management Service
 Jeff Stephenson, Bureau of Public Debt
 Karen Waters, office of the Comptroller of the Currency
 Angela Williams, Bureau of Engraving and Printing

While this ceremony highlighted the contributions of a select and deserving group of individuals, the Secretary took the opportunity to acknowledge the thousands of Treasury employees, whose commitment makes this the remarkable institution that it is.



THE EC CORNER

Treasnet - Frequently Used Internet Links

By Bruce Feirtag

Tired of searching for useful procurement Internet sites? Wish there was a single web page where you could quickly access procurement sites? Well, now Treasnet has just such a web page. It is entitled "Procurement Frequently Used Web Links." The page has a menu on the left-hand side with major categories of interest. They include: Solicitation Sites, ICAR Help, Legal Research, Department of Labor Resources, Schedules & GWACs, Forms, Small Business, and Market Research. By clicking on any of these categories, a list will expand underneath with Internet links. (Clicking on a category a second time will collapse the list.) Also, there is a category entitled Treasury Procurement that expands to provide links to all of the Bureaus' Procurement home pages. Check it out by either going to Treasnet (<http://intranet.treas.gov>) and clicking on "Procurement" and then "Frequently Used Links," or by going to the site directly at <http://intranet.treas.gov/Procurement/BPD/linkhome.htm>. If you have any additional links you'd like to see added or any comments on this web page, send an e-mail to bfeirtag@bpd.treas.gov.

PROCUREMENT EC UPDATE

By Lou Masciocchi

Treasury Acquisition Data System (TADS)

New feature - TADS has a new feature under the pull-down taskbar on the main menu - "BATCH". This feature allows bureaus with contract writing systems that have the capability to generate a flat file of TADS ICAR data records and upload them directly. No more online input of individual SF-279's, and a big time saver! Training is being planned for those bureaus that anticipate using this feature. We are also contacting some of the Treasury contracting writing system vendors (Distributed Solutions, Inc.-PRODOC, AMS, Inc.-PD, PAI-IPRO) to coordinate and test uploading to TADS. The contract writing systems must be capable of generating flat files that contain all required FPDS and Treasury specific data elements.

Reports - There are five reports currently in TADS, with several more to be deployed soon before the end of FY2000.

FY2001 changes - We recently distributed two FPDS amendments (4 and 5) incorporating additional reporting data elements effective October 1, 2000. Amendment 4 requires reporting of **Performance Based Service Contracting**. Amendment 5 requires reporting of **Veterans Owned Small Business and Multiple Award Fair Contract Opportunity** awards for both the SF-279 and SF-281, and replaces reporting of **SIC** codes with new codes for the **North American Industrial Classification System (NAICS)**. The Department of Commerce-U.S. Census Bureau has an excellent web site with information, conversion tables, etc., at (<http://www.census.gov/epcd/www/naics.html>) for **NAICS**. The conversion tables are especially useful for picking the correct **NAICS** codes. Amendment 5 contains copies of the FY2001 SF-279 and SF-281 forms. Copies are also contained in FAC 97-19, which is available on GSA's FAR site at <http://www.arnet.gov/far/>.

The TADS system and TADS ICAR form will reflect all FY2001 changes and will be distributed in September. We are also contacting Treasury's contract writing system

vendors to ensure they are on target for loading the necessary updates for October.

The future - I will have more information in the coming months on development of the web browser version of TADS.

In case you missed the last user group meeting, our next meeting is scheduled for November 9, 2000, 1:00PM, at the Office of Procurement, 1310 G St, Suite 400W main conference room.

Special note -



Two words that apply to any aspect of procurement. That's what our customers demand of us and we demand of ourselves as procurement professionals. Procurement reporting is no different. After we award a contract and fill out an Individual or a Summary Contract Action Report (SF-279, SF-281), we are telling the world in a very succinct format what we do and how we do it. If we don't take the time to complete the forms accurately or send them in late, we are saying we are comfortable with making mistakes or we don't care about receiving credit for our hard work. Any new system takes some getting used to, and TADS has presented us with some learning challenges. The system can ensure accuracy for many aspects of procurement reporting. What it can't ensure is, for example, whether the correct dollar amounts or correct contractor information, (business size and type), are entered. When the wrong dollar amounts are entered **(TADS and FPDS require that all dollars be entered in thousands "\$000" only, not whole dollars)**, we are telling Congress and the rest of the world that we spent more money (or less) than what is actually written on our contracts. **Can you imagine what that would do to your checkbook if you added three zeros to the dollar amount on just one check!** When the wrong business size and type information is input, we are misrepresenting the contractor and our small, disadvantaged, or small woman-owned business accomplishments. Both of these types of errors cause unnecessary rework of procurement data for both Treasury and FPDS, and if not corrected, could cause budgetary problems and additional scrutiny from OMB and Congress.

So, as a reminder, when you complete an ICAR or SF-281, please double check the dollar amounts, and the small business information, before sending it on. Remember! Your signature on the form says that it is correct.



FROM THE PROFESSOR'S DESK

Reverse Auctioning – Going Once.....

By Ronne Rogin

“Reverse auctioning” is such an innovative concept – combining use of the Internet and allowing vendors to openly compete for federal acquisitions – that it does nothing less than make self-respecting contract specialists quake in their respective footwear. In this article, I will explain what the buzz is all about and attempt to not only calm your heebie-jeebies, but encourage you to try reverse auctioning when suitable acquisitions arise. Currently, agencies are using this process for commercial item buys of varying complexity, not services, and although price usually determines the winner, GSA will be experimenting with best value acquisitions on their new web site, Buyers.gov. Some DoD locations have experimented both with the acquisition of services and best value selections, with excellent results.

Simply put, reverse auctioning allows the Government to publish a list of the items it wants to acquire on a web site; prospective sellers offer their best prices over a one- to two-hour time period. When the bidding closes, the Government evaluates the responses it has received and makes the award based upon the stated selection criteria. This technique is permissible as long as the Government does not disclose bid prices unless the vendor consents, and even then only the prices are disclosed and not the identity of the bidder. Use of a commercial site like FedBid.com withholds even the requiring agency's identity until the bidding closes. The term “reverse” auctioning is used because successive bids drive the prices down, whereas traditional auctions (like e-Bay) see the prices driven up by successive bids. On some web sites, such as FedBid.com, items from several different

agencies may be aggregated to take advantage of volume discounts, and prices may be displayed so that prospective sellers can re-bid up until the time the auction closes. Government personnel involved can watch it all unfold over the Internet.

There are a number of reasons why using reverse auctioning makes sense and can benefit the Government. First, the requirement for competition is clearly satisfied. And as stated above, where requirements are aggregated, volume discounts should be obtained. Those auctions conducted to date have shown savings ranging from 5% to 42% over historical pricing. Second, the time and effort involved for the Government procuring official is significantly reduced. However, there may be some significant leadtime involved in pre-qualifying and pre-registering vendors, doing market research, making arrangements to use a commercial provider, etc. (Pre-qualification may include certification of quality of goods produced, production capabilities, and references, as if we were determining responsibility prior to allowing firms to register to bid on certain commodities.)

Once all of that is done, the actual bid and selection process will be extremely quick. And third, use of a web site provides the same information to all bidders in real time, keeping the playing field level at all times.

There are some downsides to reverse auctioning to consider. Small businesses have said that combining requirements is another form of "bundling," where they cannot effectively compete. They have also said that the technology involved in doing this type of e-commerce is not worth the investment in commodities where the margins are low. Several ingredients are required in order to launch a successful reverse auction.

Obviously, the technology has to be in place, but where it isn't, there are 8 to 10 commercial concerns that will conduct the auction for a fee. (Examples of commercial bidding pages are FreeMarkets.com, FedBid.com, VolumeBuy.com, etc. Companies like Frictionless Inc., Exvolve and MobShop are providing software and other tools for reverse auctioning.)

It may make a lot more sense to establish a relationship with one of these concerns or with GSA's Buyers.gov

than to invest in hardware, software, and IT professionals' time. Next, the items have to be "packaged" in a way that will create maximum competition. This requires market research to see how the items you need are typically sold at the best prices. And last, the purchase of commercial items (or items with well-defined specifications) from an informed, pre-qualified group of vendors should pave the way for a successful effort.

Currently, there are not many existing guidelines for reverse auctions. We know that per the FAR rewrite of Part 15, they are not precluded. We also know that we must ensure there is no collusion; prospective sellers must certify they have not disclosed their pricing to other entities for the purpose of collusion or preventing competition. And from FAR Part 15, we know we must make every effort to protect proprietary data; the seller's identity cannot be revealed without his or her consent.

Some say this is a "flash in the pan" that won't be around long. The May 2000 issue of "Contract Management" magazine opines that a trend such as this could weaken our ability to be effective negotiators. However, quite a few DoD installations have used reverse auctioning successfully, including CECOM, who gave us a demo of their acquisition web site at our procurement conference last March. There have not been any protests yet, so one could say the jury is still out on whether this technique lends itself to being defensible. Stay tuned – no doubt we'll be reading plenty about reverse auctioning in the future.

PROCUREMENT UPDATES

Procurement Legislation – A Hill Report

By Geoff Gauger



HEADS-UP

A compendium of procurement related legislation pending in Congress. Details of the proposed legislation in this article may be obtained at: <http://thomas.loc.gov>.

FAIR Act:

H.R. 4103 and S. 2242 would require federal agencies to include both inherently governmental functions and non-inherently governmental functions in their annual Inventory of Commercial Activities submission that is required by the Federal Activities Inventory Reform (FAIR) Act. Currently, only non-inherently governmental functions are required. Additionally, these bills would require agencies to provide more information on activities designated as commercial.

H.R. 3766 would suspend the awarding of new service contracts until a system is established to track outsourcing costs and subject work being performed by contractors to the same level of public-private competition as that experienced by federal employees. Additionally, S.2841 would prevent agencies from awarding new contracts for services unless they can show that they are tracking the associated costs and savings, basing the contracts on public-private competitions and putting equal emphasis on “contracting in.”

Government Waste:

H.R. 1827 would require federal agencies that spend more than \$500 million annually to use “recovery audits” to identify and recover inadvertent overpayments. Audits would be performed by private accounting firms and agencies can keep part of the amount recovered.

A similar version of the bill is being considered by the Senate to address concerns with H.R. 1827, including the effect that it would have on cost-type contracts and contracts governed by the Truth In Negotiations Act and Cost Accounting Standards.

Information Technology (IT):

H.R. 3582 would require federal agencies to justify requiring minimum experience and educational requirements for contractor personnel when soliciting for IT services.

H.R. 5024 has been introduced to provide for the

coordination of federal information policy through the establishment of a Federal Chief Information Officer and the establishment of an Office of Information Policy in the Executive Office of the President.

Debarment:

H.R. 4181 would bar individuals and businesses that owe federal taxes from receiving additional federal contracts or loans until the delinquency is resolved. The bill provides a delinquent taxpayer with an opportunity to exercise all remedies before being debarred.

Federal Prison Industry (FPI):

H.R. 2558 would phase out FPI’s mandatory source status over seven years in exchange for allowing FPI to contract with private firms that could use the inmates to produce goods and services. In related legislation, H.R. 2551 would eliminate FPI’s mandatory source status immediately.

Small Business Front:

H.R. 4945 would require the Small Business Administration to maintain a database on the practice of bundling contract requirements to save money as well as administrative lead-time and effort. This bill would require that the SBA determine if bundled contracts that are set to be re-competed have achieved substantial measurable benefits.

Small business-friendly House bill H.R. 4943, would: 1) authorize agencies to use the government purchase card to acquire goods and services up to \$100,000, provided the purchase is made from a small business; 2) permit agencies to make direct payments to small business subcontractors that have not been paid by the prime contractor; and 3) require that 8(a) subcontracting opportunities be posted on the Internet.

H.R. 4890, the Small Business Contract Equity Act, has been introduced and would require that agencies notify the SBA of proposed solicitations that could result in a large business displacing a small business.

The Equity in Contracting for Women Act ,H.R. 4897, would authorize setting aside ontracts for women-owned small businesses in industries where they are proven to be under represented.

Miscellaneous:

The House and Senate Defense FY 2000 Authorization Bills would move the Cost Accounting Standards Board out of the Office of Federal Procurement Policy and require the Department of Defense to establish procedures for handling whistleblower cases involving defense contractors.

Under S. 2986, the implementation of regulations issued by the Department of Labor which, in effect, link the award of a government contract to compliance with a federal laws would be delayed until the General Accounting Office conducts a review of federal contractor compliance with applicable laws.

NEW PROCUREMENT RESOURCES

By Terri Toplisek

The *Department of the Treasury CONTRACTING OFFICER'S TECHNICAL REPRESENTATIVES HANDBOOK*, Third Edition, May 2000, can be found at <http://www.treas.gov/procurement>. The September 1997 edition is obsolete.

Office of Federal Procurement Policy's *Best Practices for PAST PERFORMANCE*,

May 2000, can be found at

<http://www.arnet.gov/Library/OFPP/pastperformanceguide.html> .

CARD SERVICES



PURCHASE CARD AWARDS

By Martha Lanigan

The beginning of a new fiscal year is a good time to recognize some best practices. As a purchasing or payment method, the purchase card can bring huge savings to the Government if used efficiently. Most efficient use is achieved by a totally electronic program and elimination of all paper, which is our goal.

Following are Treasury bureaus whose programs showed exemplary efficiency and growth in FY 2000.

Most electronic: U.S. Customs Service – electronic statements, invoicing and payment.

Largest rebate: U.S. Customs Service - achieved by electronic invoicing, payment, and volume

Most growth in the past year (dollars): U.S. Secret Service – 116%; U.S. Mint – 87% (181% in the past two years)

First to use CitiMart: U.S. Mint

Highest dollar transactions : U.S. Mint – over \$100,000; IRS - \$100,000 now, \$1M planned.

Replaced Imprest Fund /Third Party Drafts with Convenience checks: FLETC, ATF, BPD, OIG, TIGTA.

Keep up the good work!

IRS PURCHASE CARD INNOVATIONS

by Carolyn Carrick

The IRS continues to expand its use of the purchase card to order Firm-Fixed-Priced line items from IRS IDIQ contracts. The purchase card is currently being used by end users to place orders up to \$100,000 from the Treasury commercial vehicles awarded by the IRS for computer equipment and services. Efforts are underway to increase the \$100,000 single purchase limit to \$1,000,000. In addition, IRS end users are placing orders in the \$25,000 range against FFP IDIQ contracts for interpreting services and equipment for disabled employees.

The IRS has formulated another pilot initiative to use the card as a payment vehicle. Such use is encouraged by FAR, Part 13. Under this concept, originating in IRS Southeast Region Procurement, Purchase Card Coordinators in Procurement will monitor utility contracts for scheduled renewals. Renewals are the opportune time for the Procurement office to add contract language providing for use of the card. COTRs are delegated Purchase Card authority for payment of invoices under specified utility contracts, up to the needed dollar level, not limited to the micro-purchase threshold. Payments are usually monthly. Yearly expenditures on some utility contracts exceed \$2,000,000. For card control purposes, the IRS designed a special Merchant Category Code (MCC) Template for use by cardholders with this special payment only authority. Citibank implemented the template for IRS use. For further control purposes, an individual Citibank Level 4 group is set up for each utility contract. The IRS Administrative Contracting Officer serves as an alternate A/OPC designated to receive the appropriate Citibank Level 4 report showing card usage against their contract. Since the card is to be used solely as a payment vehicle, as opposed to a purchase vehicle, the COTR does not need a Contracting Officer's warrant to make the utility payments with the card.

The IRS Purchase Card Guide was made available Treasury wide on the Procurement Intranet during FY 2000. It includes an automatic search feature and links to Citibank forms, tax exempt letters, JWOD, NIB, NISH, and other websites. In addition, the FY 2000 IRS guide includes detailed guidance for making Internet orders and advance payments. It also includes an expanded "authorized buy" list. Under an FY 2000 streamlining initiative, the IRS mandated use of the Purchase Card for ordering all desk top office supplies from its office supply contract. The IRS Purchase Card Guide is available at <http://acprocurement.irs.gov>.

INNOVATIONS IN CONTRACTING

Greening the Government

By Steve Sosson

On Tuesday, June 20, 2000, the Office of Asset Management hosted a Treasury-wide seminar covering a series of recently issued Executive Orders on Greening the Government. These Executive Orders cover a range of issues including: Waste Prevention, Recycling and Federal Acquisition; Leadership in Environmental Management; Federal Fleet and Transportation Efficiency; and Efficient Energy Management. Guest speakers from the Office of the Federal Environmental Executive, the Environmental Protection Agency, and the Department of Energy led the discussions on these issues and provided insight to the spirit and intent of the Executive Orders.

The purpose of the seminar was to bring together everyone involved in the implementation of these Executive Orders and allow them to hear from the people responsible for authoring those Orders.

This all-day seminar was well attended and there were question and answer sessions after each presentation, giving the attendees an opportunity to ask for further information or to clarify points made during the presentation.



Left to Right: Linda Mesaros, Chief of Staff, White House Task Force on Recycling; Steve Sosson, Fleet Management Officer, Office of Asset Management; Bill McGovern, Energy and Environmental Program Officer, Office of Asset Management

U.S. MINT PRACTICES INNOVATIVE PROCUREMENT TECHNIQUES

By Joseph Giuliani

The U.S. Mint's corporate operations procurement office recently completed an acquisition for services that included two innovative procurement practices. Both reverse auctioning and a performance based incentive for potential additional option years were features of this procurement action.

During a recent procurement for dry-cleaning services for the Mint Police, the Mint used reverse auctioning techniques to obtain competitive rates that were commensurate with the volume of services to be ordered under the contract. The Mint conducted the reverse auction via electronic mail by initiating the bidding using an average of current market prices. Offerors received the Mint e-mail with the initial benchmark prices and were encouraged to offer lower prices. After several rounds of reverse auctioning, the Mint received prices that were lower than those commercial prices discovered during its initial market research.

After selection, the successful offeror accepted a performance based service contract that included incentive provisions for additional option years instead of a traditional arrangement that would have included a monetary incentive. The contract also includes a provision for disincentives that includes both a potential reduction in the period of performance and the release of unsatisfactory performance data.

The Mint plans to conduct additional procurements that incorporate the innovative concepts of reverse auctioning and non-monetary incentive/disincentive arrangements. Mint program offices are interested in these innovative techniques and have become active participants throughout the procurement process. Also, the Mint discovered that the vendor community is definitely interested in procurements that include these innovations.

TRAINING AND CAREER DEVELOPMENT



Meet Our Interns

ALLOW ME TO INTRODUCE MYSELF...

I am Amanda Boshears. I am currently employed at the Department of Treasury in the Procurement Intern Program. My first and current rotational assignment is at the Office of Thrift Supervision (OTS). After four weeks of training in June, I started at OTS in July. In March I will start a four-month assignment at the U.S. Mint. Before working for Treasury, I was employed for six years, from May 1994-January 2000, at the Defense Logistics Agency in Fort Belvoir, VA. Prior to being accepted into the intern program, I was employed for six months in Treasury's Asset Management Office. I attended Mary Washington College from 1990-1994 where I received a Bachelor of Science degree in Business Administration. In 1997, I began pursuing a Master's Degree in Public Administration from Virginia Tech. I expect to complete this degree in 2002. As for interests outside of the workplace and school, I love to watch and play sports. I love the Redskins and enjoy participating in tennis, softball, and swimming. I hope to continue in the procurement field as it is enjoyable and I have learned many things in a short amount of time.

Change Is Inevitable

by Suzi Sorensen

Editor's Note: Suzi Sorensen, a member of the Treasury Procurement Intern Program, volunteered to be the first contributor to a new feature of the Near and FAR, a quarterly book review. In our next edition, Sheryl Smith, another intern, will review Working With Emotional Intelligence.

Change is inevitable. Adapting to change is not. Dr. Spencer Johnson explores this in his book, Who Moved My Cheese? Using a simple fairytale, Johnson creates a metaphor about life and how four characters deal with change.

Johnson's characters are quaintly named in recognizable clichés. Hem, Haw, Sniff and Scurry represent our daily lives. Hem and Haw are "little people," enjoying the prestige of what they perceive as higher intelligence. Sniff and Scurry are simple-minded mice using instinct to direct their course. Dr. Johnson plays on their names to show

the reader each lifestyle that is represented. Sniff has a great ability to ‘sniff’ out the aroma of cheese, while Scurry speeds ahead through a maze of unknowns. The challenge is to deal with the changes each corner turned brings. Instinctively when the food source runs out, Scurry and Sniff don’t ponder the why’s or how’s but react immediately. Success is in the action of moving on and forward.

Placed in the same dilemma, Hem and Haw draw upon their higher intellect to try to figure out why the cheese has disappeared. Hem especially feels he is owed an explanation. He refuses to accept the reality and chooses to ponder the why’s and wherefores of the problem by no action whatsoever. As time passes, hunger sets in and Haw realizes that staying stagnant is not the answer. He is not owed anything and action is survival.

How we as individuals deal with challenge and change directly influence the direction of our lives, our interpersonal relationships and our successes or failures. We control how and why we do what we do in any given scenario. To further explore these ideas and ideals I recommend reading Og Mandino’s series, The Greatest Salesman in the World.

PEOPLE IN THE NEWS

Stephanie Rainey, who worked in Treasury’s Procurement Services Division as a Contracting Officer and Small Business Specialist, died from lung cancer on July 19, 2000. She was also a Contracting Officer with the Navy and EPA. She will be greatly missed by those who worked with her.

ON ASSIGNMENT

By Angelie Jackson

From the beginning of June until October, I was on a rotational assignment to the Human Resources Systems Program Office (HRSPO). HRSPO is responsible for

developing and deploying *HR Connect*, the automated, integrated Human Resources system, that will be used Department-wide. *HR Connect* will automate personnel actions (including allowing us to apply for jobs on-line). It will include an automated payroll system, as well.

Working as a member of this particular program office has been extremely beneficial. My assignment included project management (PM) and assisting with procurements. The experience I received and the lessons I learned in PM are invaluable. I’ve taken numerous PM classes, and could not have asked for a more appropriate assignment to get hands-on experience. All the terminology and many of the methodologies are used constantly. For example, I’ve been to risk management sessions, and I didn’t appear to “zone out” when someone discussed a financial plan, project plan, or discussed the work breakdown structure. It is also refreshing to be involved firsthand in operational procurements, and procurement planning.

To work with such an energetic, driven, focused and fun group has been the absolute best. This is a tremendous effort that will provide Treasury with a state-of-the-art human resource system, and being involved (even if for a short while) was a blast. Throughout this assignment, I observed what could be considered essential to both successful PM and acquisitions. They are (in no particular order):

- Effective, open communication amongst all persons involved in the processes (either the program or the acquisition);
- Good, sound, reasonable acquisition planning;
- Competent, reliable, dedicated resources (staff);
- Effective leadership;
- Management support at the highest levels;
- Adequate funding to staff, train, and maintain program(s); and
- Teamwork.

This list may not include every area required for the success of a program, and the associated acquisitions; however, these are my observations, and they appear to be working.

FLETC ANALYST HONORED

By Stephen Watters

Ms. Susan Smallwood, a Federal Law Enforcement Training Center (FLETC) Procurement Analyst, was recently selected and honored as the Treasury Small Business Specialist of the Year. Ms. Smallwood was chosen on the basis of her commitment and contributions to the Treasury Small Business Program. Ms. Smallwood has enthusiastically volunteered for Small Business outreach programs, she has coordinated Small Business training, and been proactive in working with Procurement personnel, program offices and the small business community. One accomplishment to note was the fact FLETC had the highest percentage of woman owned businesses contractors in Treasury for FY99.

Ms. Smallwood's enthusiastic support for the Small Business program is a positive reflection upon FLETC, the Treasury Small Business Program and the Department of Treasury.

IRS COMMISSIONER'S AWARD RECIPIENTS

On July 14, 2000, IRS Commissioner Charles Rossotti presented the Commissioner's Award to Margaret Hunt and Derrick Heard of IRS Procurement's Office of Information Systems Acquisition. Margaret and Derrick received the award for their excellent efforts on the Electronic Research Services acquisition. They were key members of a team that devised a streamlined acquisition strategy to consolidate over 40 existing contractual vehicles into two nationwide contracts. The innovative approach resulted in significant cost savings for the IRS and has been adopted as a model for the Department of the Treasury

The national strategy changed acquisition thinking by focusing on customer needs, eliminating fragmentation, and setting a national goal and direction to better manage the IRS' electronic research resources. The team developed 14 electronic research packages to ensure each IRS user has the necessary tax research materials and to avoid providing groups with information irrelevant

to their functions. Each package was designed with a different group of users in mind and a user is provided access to the package which best meets his or her tax research needs. The 14 electronic research packages were divided into four logical award groups. Ultimately, the IRS awarded contracts to Lexis-Nexis and CCH Incorporated.

The national strategy provided a long-term electronic research management solution, eliminated duplication of effort and provided \$9.9 million in cost savings to the IRS. The acquisition included a transition plan to migrate the IRS' electronic research system, taking into account current, interim and future work environments. Additionally, commercial products have been tailored to meet IRS' needs, which has established a new standard for vendor delivery and pricing of electronic research services. The acquisition was conducted as a full and open competition, best value, with multiple awards.

JAN VISINTAINER TO PARTICIPATE IN COUNCIL FOR EXCELLENCE IN GOVERNMENT

By Shantella Sherman

Jan Visintainer, U.S. Mint Chief, Numismatics Procurement, has been selected to participate in the Council for Excellence in Government (CEG) through the Mint's Leadership Development Program.

The Fellows Program seeks to improve the performance of government at all level by improving its leaders. While the program requires participants to be away from the office a minimum of 3-5 days a month over a one-year period, they continue to perform their current duties.

Ms. Visintainer joined the Mint a year ago, with thirteen years' experience in all aspects of program management in the Federal Government, consulting, construction, environmental and pharmaceutical sectors.

"I am very proud to be given the opportunity of representing the Mint in the class of 2000. To my knowledge, I am the first representative from the Mint to

participate in the CEG. My successful participation in the CEG promises to be a beginning of a long mutually beneficial relationship between the Mint and CEG," said Visintainer.

PERSONNEL UPDATES

...at Mint

By Joan Tuenge

At Mint, former BCPO Coleen Vogel has moved up to be the new Deputy Chief Financial Officer. She is assisting the CFO in managing all aspects of the office, which includes Finance, Human Resources and Procurement. Her proven leadership and experience at the Mint combined with her educational background make her an excellent choice. Mint procurement employees are especially pleased that she will continue to be involved in the area of procurement.

...and also at Mint

Joan Tuenge has been selected as the new Assistant Director for Procurement. Joan brings extensive procurement experience to her new position and has in the past been a key contributor to the reinvention of Mint's procurement operations, which has been a source of pride for all of Mint. Joan has over 19 years of contract experience, including 16 years at the Mint. Joan has been personally involved in helping achieve two Hammer awards--one for Treasury procurement reinvention efforts and one for her work in the area of procurement performance measurements that has had broad impact on the federal procurement community. Joan has a Bachelor of Science degree in Business Administration from West Virginia Wesleyan College with additional post-graduate work in Contract Management. Joan lives in Manassas, Virginia, with her husband Ray and their seven year old son Raymond.



Ms. Tuenge (left); Ms. Vogel (right)



...and at Customs

The Treasury Procurement community welcomes Mr. Gregory Doyle. Greg presently serves as Director of the Procurement Division, United States Customs Service, where he is responsible for all procurement actions, assistance agreements and inter-agency transfers of funds in support of the Customs Service Mission. He has served in this role since September 2000. He has more than 23 years service with the Army in his Federal career

Mr. Doyle has earned degrees from the Industrial College of the Armed Forces, Farleigh Dickenson University and the University of North Carolina. He is a Level III certified contracting professional in accordance with the Defense Acquisition Workforce Improvement Act.

Mr. Doyle has been active in the National Contract Management Association, having served as President and National Director of the Frederick, MD, chapter, and as President of the Sandhills Chapter at Ft. Bragg, NC. He has published several articles in Contract Management magazine. He is currently a member of the Pentagon Chapter.

VACANCY ANNOUNCEMENTS

For current Treasury vacancy announcements, visit <http://www.usajobs.opm.gov>