



# Surety Sector Overview

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# JPEO Questions

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- How satisfied is industry with current communications?
  - Adequate—tentative nature stems from procurement sensitivities
- What is the resultant impact or effect that it might be having on your respective businesses?
  - Impact is positive—any information (good or bad) obtained about upcoming programs allows us to better respond to the procurement



# JPEO Questions

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- What adjustments/reactions are you initiating in response?
  - Depends on the information communicated
    - New program—tracking of that effort begins
    - Canceled program—reposition those resources to other efforts
- Thoughts with regards the various efficiencies being planned/implemented by the Government?
  - Understandably necessary—impact can be significant



# Sector Issues

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- New Bailment Agreements/Surety Clauses
  - Clauses still not finalized by AMC
  - Moving target—makes inspections challenging
    - CUBRC in Oct/2010
    - MRI in March/2011
  - Need straightforward COCO specific clauses
- Acquisition of CA for Government Programs
  - Expensive and complicated
  - Each contract requires purchase by Government Sponsor



# Sector Issues

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- Acquisition of CA for Government Programs
  - Competitive advantage to ECBC and Dugway
  - Back to the “pooling” method—each COCO is allocated materiel and it tracks use by specific contract from the pool
- Future of the NTA Health and Safety Council within PD-CAT?