

**Panel:  
Current Trends and Lessons  
Learned for Effective Contracting**

**15 April 2015**

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# Context Shared Yesterday

- **Contracting Officer (CO) Workforce:**
  - 40% have less than five years of experience
  - Very young and inexperienced
  - New COs are still being trained in the old system and processes
- **PSC's 2014 Acquisition Policy Survey highlights worrying trends:**
  - While technical/program workforces prioritize innovation, acquisition leadership ranks innovation as the 5th out of 6 priorities
  - Two-thirds of acquisition leadership do not see LPTA as a problem. Yet many doubt their organization's ability to correctly define requirements.

**Insight shared by Stan Soloway, Professional Services Council**



## Event is Fourth in an On-going Series

- **1<sup>st</sup> - EVM Training for Contracts Managers – 4/15/14**
- **2<sup>nd</sup> - NCMA hosted Contracting Panel at IPMW – 11/4/14**
- **3<sup>rd</sup> - EVM Training for Contracts Managers – 3/31/15**
- **4<sup>th</sup> - NCMA hosted Contracting Panel at IPMD – 4/15/15**
  
- **5<sup>th</sup> - NCMA hosting a Contracting Panel at EVM World - 5/28**
  
- **6<sup>th</sup> - Contracting for Integrated Program Management – 6/23**
  - Special Guest Speaker: Gordon Kranz, Deputy Director, EVM, PARCA
  - <http://www.ncmatysonson.org/index.php/training/scheduled-training/event/98/June-2015---Hot-Topic-Informational-and-Educational-Seminar/Dinner-Meeting>
  
- **7<sup>th</sup> - Surviving Today's EVMS Environment for Contracting Officers - NCMA World Congress – 7/29**

# Example Panel Topics

- **Bid to win vs. bid to execute**
- **FPIF vs. FFP**
- **Budget vs. funding**
- **Do people on the front lines of project execution understand EVMS?**
- **Aligning stakeholder expectations**
- **Government policy vs. contract requirements**
- **DoD contracting on GSA vehicles**
- **Authorized Unpriced Work (AUW) and Not to Exceed (NTE)**
- **Prime vs. subcontractor's requirements and execution**
- **Getting the number of CDRLS Right**
- **Other Business Systems**

# Panelists

- **Crystal Glenn**
  - NCMA Tysons Chapter President & CenturyLink
- **Debra Scheider**
  - Transitioning, Recently retired as the Director of Contracting for the National Reconnaissance Office
- **Christine Wade**
  - Founder and Managing Partner of CaaSus
- **Jean Marceau Lohier**
  - Senior Contracts Manager for AT&T Government Solutions