Panel: Current Trends and Lessons Learned for Effective Contracting

15 April 2015

Dale Gillam
• 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

1st - EVM Training for Contracts Managers – 4/15/14
2nd - NCMA hosted Contracting Panel at IPMW – 11/4/14
3rd - EVM Training for Contracts Managers – 3/31/15
4th - NCMA hosted Contracting Panel at IPMD – 4/15/15

5th - NCMA hosting a Contracting Panel at EVM World - 5/28

6th - Contracting for Integrated Program Management – 6/23
  - Special Guest Speaker: Gordon Kranz, Deputy Director, EVM, PARCA

7th - 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