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REGION 4 FEDERAL ACQUISITION SERVICE CUSTOMER TESTIMONIALS

What our clients say...



ASSISTED ACQUISITION SERVICES DIVISION



Streamlined Acquisition Supports Client & Saves Money

Challenge: GSA's Assisted Acquisition Services Division (AASD) were tasked with providing contracting support to one of Region 4's long-standing DoD clients. The situation involved supporting this client's mission critical requirement of providing overseas linguist support services and awarding a contract in time to avoid a break in service for the client. These linguist support services were essential to Force Protection personnel and commanders throughout the USAFCENT Area of Operation (AOR) and to the success of their missions. Without adequate linguist support several Force Protection, Logistics and Tactical missions would be severely impacted.

This situation involved several obstacles including preventing a break in service based on the criticality of the client's mission essential requirement. Any break in service would mean that AOR warfighters would not receive the critical linguist support services and would prevent mission execution. The second obstacle was fully understanding the complex requirement which involved services to support ongoing, overseas operations. State Department regulations required bidding vendors to have host nation sponsor companies for every country where the work would be performed. Also, Schedule labor rates would have to address the conditions and locations. In addition, this acquisition was the follow on to a highly protested contract. The previous acquisition experienced multiple litigation actions.

Action: The AASD team worked quickly to develop an acquisition strategy that would yield an optimal solution. The contracting team needed to save time during the acquisition cycle and save the client money. It was determined that the Schedules Program would allow for a streamlined acquisition process. They worked with the client to detail the minimum mission critical areas for evaluation purposes. They included a price realism aspect to the proposal evaluation to avoid awarding to an underbid contract which could lead to performance issues. Lowest priced technically acceptable (LPTA) source selection criteria was used.

Solution: Contracted linguistic support services had to continue without any interruptions. The contracting team was proactive to ensure a bridge contract could be awarded to continue service if the new contract award experienced delays caused by a protest. To fully understand the requirement, they researched the State Department policy and DoD guidance related to the overseas performance locations. They identified the additional costs of doing business in this environment and developed a pricing template for the offerors to use when constructing their bid or proposal. This was paramount to obtaining a realistic price. The award was protested, but thorough documentation and a thoughtful acquisition strategy enabled the award to prevail.

Result: The outstanding acquisition team provided a long standing client an optimal acquisition solution for its overseas linguist support requirement. They avoided a break in service. They cleverly crafted a unique LPTA acquisition strategy that used price realism. This approach was expertly developed and executed to reduce the acquisition milestone schedule by two months, provide for the lowest executable price in supporting her client's needs and save \$7 million or 30% below the independent government estimate.

Reference:

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