



BUREAU OF THE  
**Fiscal Service**  
U.S. DEPARTMENT OF THE TREASURY

# DE-MYTH-IFYING FEDERAL PROCUREMENT

with Wes Pickens and Jacob Oberlin  
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# **The procurement planning stages don't need to be a big deal, procurement will know what I need.**

- Mission support success starts in procurement planning stages
- Clearly articulating the requirement allows us to assist
- Time spent developing requirement pays off (e.g. buying a new car)
  - specification of the car
  - maintenance
  - insurance
- Ongoing COR involvement

# Procurements take longer than necessary.

- It is our intent to work quickly within federal framework
- A complete acquisition package starts the party
- Lack of planning creates perception that procurements take too long
- Statute and regulation
  - Publicizing
  - Small business
  - Competition
  - Negotiation

# **During contract performance, Contracting Officer (CO) involvement should be as a last resort.**

- COR acts as the eyes and ears of the CO
- Involve procurement early
- Early problem recognition and escalation
- Three main points to take away:
  - Documentation (If it isn't documented, it didn't happen)
  - Information (Share information with your CO)
  - Confirmation (CO will assist with confirming that the contractor is conforming to the contract)

# Anyone can be a COR.

- COR role is critical to mission support through contracting
- Effectiveness as a COR requires more than training
  - FAC-COR level I, II, and III – most complex contracts reserved for level III CORs
  - Ensure continuing education requirements met prior to expiration
- Manager acknowledgement of COR value and effort

# **COs know all the details on every contract (i.e. status/issue/terms) in their portfolio at a moment's notice.**

- COs manage large portfolios (approx. 650 awards)
- Responsibilities:
  - Task Orders, BPA Calls, modifications, option renewals, deobligations, resolving contractor performance issues, CPARS, contract closeout, etc.
- May require some time to get familiar with award
- CORs assist with enabling CO to make a well informed decision
- CO will advise and provide options on path forward

**I didn't have to do that last time, each procurement should be exactly the same as the previous time I did it.**

- Contracting environment is dynamic
- Program need is not static – review/revise description according to the need each year or cycle
- Acquisition solutions are often circumstantial
- Drive toward perfection

# Procurement shuffles teams around without regard for the customer.

- Minimize Impact
  - 100 COs/CSs in procurement
  - More than 20 customers
  - Customer based team model
  - designated COs/CSs to the maximum extent practicable
- Customer impact is always taken into consideration with making these decisions
- Some turnover due to attrition expected
- Necessary to engage staff in developmental efforts (FAC-C)
- Cross utilization of other teams



# **Our CO prefers awarding contracts to small businesses because his grandpa owned a corner bakery growing up.**

- Small business is critical to the U.S. economy
  - 28 million small businesses in America account for 54% of all U.S. sales.
  - Small businesses provide 55% of all jobs and 66% of all net new jobs since the 1970s.
  - 600,000 plus franchised small businesses in the U.S. account for 40% of all retail sales and provide jobs for some 8 million people.
- FAR 19 and the Small Business Act
- Socioeconomic benefit to under utilized types of SB

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