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Domain Expertise

Success By The Numbers

Now that GFY16 has come to a close, the Office of Small Business Utilization (OSBU), like most government offices, is looking back over the year to seek new and innovative ways to secure success in the federal marketplace for you.

FY16 was a good year! Check out this snapshot of small business success by the numbers:

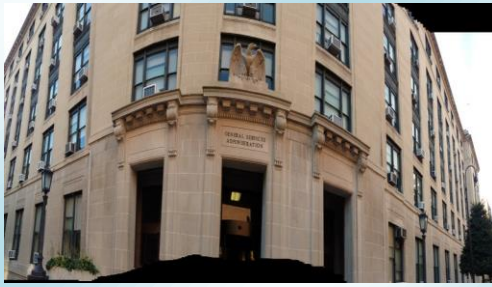
CONTRACT HOLDERS

There are 12,367 small businesses that hold Multiple Award Schedule (MAS) contracts. This includes small businesses from West Covina, California, to Palm Harbor, Florida; from Colfax, Wisconsin, to San Juan, Puerto Rico.

Thousands of contract awards enabled small businesses with socio-economic indicators to thrive.

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Federal Marketplace Matters

Preparing for the Data Center Optimization Initiative

The federal government is on a mission to transform data centers by requiring agencies to shift IT investments to more efficient computing platforms and technologies. It's more of a marathon than a sprint, with the government gradually issuing mandates to ensure agencies are all working toward a more innovative and efficient future. While this change has been incremental, many government IT teams still struggle to understand the requirements and how to best approach change within their own agencies.

The evolution of government data center efficiency

It all started nearly six years ago when the government launched the Federal Data Center Consolidation Initiative to promote the use of green IT. FDCCI provided guidelines on reducing the overall energy and real estate footprint of data centers and cutting the cost of data center hardware, software and operations -- while increasing the overall IT security posture of the federal government.

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How the government IT shop is changing

Extreme commoditization and automation of infrastructure, culminating in cloud technology, are changing the job of the government CIO. His or her time and attention are shifting from an infrastructure focus to an application management and development focus.

That is a good thing, but it represents a major shift in skills and perspective. Those CIOs who embrace the new mindset will help government perform better. Agile technology, acquisition and a new approach to labor will aid with the shift. But first, it's worth taking a moment to understand how the CIO operated in the past and where the IT shop is heading.

The CIO of yesteryear

Until recently, the CIO's responsibility for all computing operations heavily emphasized infrastructure: desktops, servers and software platforms, connectivity, data centers and commodity procurement. Those are primarily tactical activities from a mission perspective, yet they took up 90 percent of the CIO's time.

The successful CIO of yesteryear was commodity-driven, process-focused and a manager of a large, lower-skilled labor force that performed repetitive tasks. His or her main concern was keeping the infrastructure running.

Today's CIO in transition

Now the federal government is reaching an inflection point with the advent of cloud technology. Most of the tasks the CIO's organization performs are automated -- procuring computing resources or storage, provisioning, failover/disaster recovery and technology refreshes. The change is reducing the demands on a huge percentage of the CIO's responsibilities, time and workforce.

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Federal Marketplace Matters

Restructured DIUx leads \$36M in Q4 investments

After a rocky start criticized by Congress and a restructuring in May, the Pentagon's tech startup announced Thursday it had a productive fourth quarter, awarding 12 agreements totaling \$36.3 million.

The Defense Innovation Unit Experimental, known as DIUx, contributed \$8.3 million of that total while other Defense Department agencies joined in for the other \$28 million, DIUx Managing Director Raj Shah told reporters. The turnaround to award those contracts was fast — companies got an award in an average of 59 days after submitting an initial proposal, Shah said.

A key component to the quick timing is DIUx's development and use of a streamlined contracting mechanism called a commercial solutions opening.

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A case of premature circulation by OFPP?

With about four months before the end of the Obama administration, the push to recognize, even celebrate, and institutionalize its management agenda is coming fast and furious.

The latest example is around category management. The Office of Federal Procurement Policy released a [draft circular](#) for public comment on Oct. 8 detailing six broad areas of category management, including cementing this new governmentwide approach in policy, and the strategies and governance processes that go along with it.

Comments on the draft circular are due by Nov. 7.

OFPP believes the initial success of category management is so clear that it decided to publish a new circular around it — something that is rarely done anymore.

“This circular brings together these earlier policies and expands upon their concepts of economy and efficiency to establish the key principles, strategies, policies, processes, governance structure, and roles and responsibilities to implement category management fully as the principal way in which the government acquires and manages its common requirements,” OFPP wrote in the circular. “This circular does not address unique, agency/mission-specific requirements determined by the appropriate agency leadership to fall outside the scope of this directive. OMB category-specific policies (CM policies) will include instructions for making these determinations, as category strategies are developed.”

Anne Rung, who left on Sept. 30 after two years as OFPP administrator, said in a blog post on her last day that category management already saved the government \$2 billion, and agencies were on track to save a total of \$3.5 billion by the end of 2017.

“We’ve seen prices drop by as much as 50 percent of personal computers since the release of the workstation policy. By the end of 2016, 45 percent of the \$1.1 billion spent in annual purchases for desktops and laptops will be consolidated into three governmentwide contracts,” Rung wrote.

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Federal Marketplace Matters

It Costs U.S. National Parks almost \$1 Million a Year Each to Keep Looking Natural

When visitors to the Grand Canyon National Park peer over the edge of the vast expanses, they often assume the ground below is completely untouched—as wild as the day 16th-century conquistadors stumbled upon the canyon.

What they don't see are the weedwackers cutting up invasive plants, the roads designed to keep visitors moving seamlessly through the park, and the rangers inspecting far-off gravel quarries for foreign seeds that could hitch a ride on the purchased construction material. Not to mention the prescribed fires, animal tagging, and constant hunt for endangered saplings.

In fact, vegetation and wildlife experts spend entire careers making sure national parks look natural while unnaturally—but carefully—balancing the ecosystem's needs and visitor safety.

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Cloud provider clears first hurdle in new FedRAMP Accelerated process

The Federal Risk and Authorization Management Program has been touting its developing fast lane for cloud providers looking to speed up their security accreditation for some time.

And now, it's just opened for traffic.

San Francisco-based CloudPassage became the first cloud provider to achieve FedRAMP Ready status for the new accelerated lane.

FedRAMP Accelerated opened in March following complaints that the original accreditation process was often too slow for contractors seeking security approval.

FedRAMP Accelerated is supposed to streamline that process by allowing providers to demonstrate that they have the core security controls required to work with federal agencies without requiring the lengthy documentation beforehand.

Having gained FedRAMP Ready status, CloudPassage has moved past the first in a three-stage process that would give it authorization to operate with federal agencies. Its Halo cloud security package is now listed on the FedRAMP Marketplace.

"Achieving FedRAMP Ready status is a big milestone for CloudPassage, as it demonstrates that we are a trusted cloud service provider that upholds high standards and meets FedRAMP's rigorous review process," CloudPassage Senior Director of Security and Compliance Bart Westerink said in a statement.

The company will next submit its Halo cloud security package — including System Security Plans, Security Assessment Plans, Security Assessment Reports, and Plan of Action and Milestones — that will be reviewed as a single package by the FedRAMP program management office.

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Federal Marketplace Matters

More Work Needed to Improve the HUBZone Program

The HUBZone Program needs some TLC. After a peak of 14,000 SBA-certified participants in 2009, the HUBZone Program has seen a significant drop in participation over the past few years due to various factors. This, in turn, has led to a marked downturn in federal spending on HUBZone firms, while other set-aside categories have consistently met or exceeded the federal spending goals. In a 2015 report, GAO recommended ways for SBA to improve HUBZone Program oversight as well as communication with HUBZone firms and the certification process.

As a result of these developments, Congress, SBA, and industry have been discussing improvements to the HUBZone Program in 2016. One important proposal advanced this year is to increase the redesignation grandfathering period from three to seven years.

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Educational

Defense Acquisition University (DAU) Restores Industry's Ability to Register for Its Classes

Due to the restriction that requires individuals to use a DoD CAC to register for courses, DAU has partnered with ATRRS and implemented a solution. Beginning September 9th, 2016 Industry/Contractor users (with or without a CAC) will be able to login to the Industry Training Application System and register for courses by authenticating through DAU's Identity Management System.

Non-DoD federal agency and defense industry employees (contractors) may attend DAU courses at no cost on a space-available basis. There are some non-DoD and defense industry quotas in DAU courses; however, designated quotas are not in every class at every location. Non-DoD applicants should understand that DoD and MILDEP employees have precedence over all non-DoD federal agency and defense industry employees (the only exception is when there are specific quotas for these categories). This is particularly important in the case where a federal agency or defense industry employee is placed on a wait list, because all DoD and MILDEP employees are assigned a higher priority on the waitlist, even when they are added after the non-DoD and defense industry have been assigned a wait status.

Below is a DAU link that will provide instructions for contractors to register for classes:

https://myclass.dau.mil/bbcswebdav/institution/Enterprise_Help_Desk/FAQ_Resources/Registration/Industry_AITAS.pdf

[Source](#)





Upcoming Events

CGP Fall Training Conference – November 17th. The Westin Tysons Corner [Register](#)

April 13 2017 B2G Conference & Expo
Joint Base Langley / Eustice [More Info](#)

Watch out for GSA Events in 2017:

MARCH 7-8, 2017 IFMIPS (51V, 03FAC) Industry Day Event

May 2017 the GSA Federal Acquisition Training Symposium penciled in for in Huntsville, Alabama, and

June 2017 the Professional Services Industry Day in Tacoma, Washington.



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Compliance

Another Guilty Plea in Navy's 'Fat Leonard' Bribery Case

A lieutenant commander in the Navy's Western Pacific supply chain pleaded guilty to bribery and fraud charges on Thursday, the latest in a string of prosecutions in the so-called 'Fat Leonard' [corruption scandal](#) out of Singapore.

Gentry Debord, 41, made the plea to a Southern California district judge acknowledging that he accepted cash, stays in luxury hotels and sessions with prostitutes from a foreign defense contractor in return to providing confidential Navy information, the Justice Department announced.

As a logistics and supply officer, Debord was in a position to supply the company called Glenn Defense Marina Asia with inside information about competitors' bids and details on an investigation into the company's billing practices. So far, five GDMA executives and 11 Navy employees have been convicted of involvement of bribes to Navy personnel to obtain ship port schedules.

Debord was also found to have advocated for and advanced GDMA's interests, in part by approving inflated invoices for services never rendered that he directed CEO Leonard Glenn Francis to submit. "As part of this conspiracy, Debord, Francis and others attempted to conceal the bribes given to Debord as well as the nature and extent of his relationship with Francis," a Justice statement said. "This was done by, for example, using coded language in communications referring to prostitutes as 'cheesecake' or 'bodyguards.' "

Debord also admitted to asking a GDMA executive to provide him with three hotel rooms, two cell phones, a van and 2,000 Singapore dollars. He instructed the executive to recover the value of these items by inflating the amount that GDMA would invoice the U.S. Navy for potable water and trash removal service for the U.S.S. Essex port visit to Singapore.

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