



# Procurement News – Near and FAR

Volume III, No.5

Summer 1999

## Introduction

Welcome to the Summer quarterly edition of Treasury's Procurement News - Near and **FAR**. This issue highlights Electronic Commerce initiatives and Government-Wide Agency Contracts (GWAC). Look for a copy on the Office of Procurement Web site.

Lou Masciocchi will be the editor for the Fall 1999 totally electronic issue. Please submit articles by the end of September via e-mail to [louis.masciocchi@do.treas.gov](mailto:louis.masciocchi@do.treas.gov). Lou may be reached on 202-622-6585.

We welcome your comments and suggestions on how the newsletter can better serve you, our customer.

## INSIDE

The Director's Corner . . . . .	1
Mentor Protégé Program . . . . .	2
Electronic Commerce Update . . . . .	3
EC Tips . . . . .	4
Publications Going Paperless . . . . .	4
Mint Director Wins Award . . . . .	5
Use of Competition . . . . .	5
GWAC Synopsis . . . . .	6
IRS Blanket purchase Agreements.....	8
DO Purchase Card Presentation . . . . .	8
People on the Move . . . . .	9
Vacancies . . . . .	pg.10

### *Procurement News - and FAR Near*

TREASURY – Office of  
Procurement

*Published Quarterly*

1500 Pennsylvania Ave., NW  
1310 G St., 400 West  
Washington, D.C. 20220

*Corey Rindner  
Director  
202-622-0540*

PRINTED ON RECYCLED  
PAPER



### **The Director's Corner**

*By Corey Rindner,  
Procurement Executive*

For those of you I haven't met, I'd like to take a moment to introduce myself. I'm Corey Rindner the new Director of the Office of Procurement at Treasury. I've just come from sixteen years in industry as a Director of Contracts. Prior to that I was a Contracting Officer with the Navy for eight years. I'm a lifetime procurement professional who believes that the GS-1102 contributes enormously to the success of government. I'm pleased to be at Treasury and to be working with the professionals I've met here.

The GS-1102 series plays a critical role in the acquisition of goods and

services to make government function. Each of us needs to focus on several key competencies in order to increase our value as 1102's and to ensure that we are **relevant** in the future.

### ***Intellectual Curiosity***

Every contracting person needs to develop an intellectual curiosity to learn more about every aspect of business. If I were a clerk in a furniture store, I'd want to know: who makes the best furniture? What is the most expensive furniture to make? Who invented the recliner chair? That way I would know more about my business so that I could become a more effective sales person. As a contract specialist procuring software, I'd want to know what does the software do? Are there other alternatives?

Who makes the best software in this category? Who else in government has purchased this software so that I can learn from them? Ask yourself: Are we taking advantage of every opportunity to make ourselves more valuable through learning?

### *Desire to Delight the Customer*

Today's procurement customer has options. They can use a credit card. They can issue a task order against a schedule contract or a multiple award contract. Your best job protection is a burning commitment to delight your customers. Think about your commercial experiences. When you take your car to the garage for a tune-up and it comes back washed and waxed at no charge, are you delighted? When you go to a restaurant and the waitress says that the substitution you want can be done, and then she brings you a free dessert, are you delighted? In procurement, do you contact the requisitioner within 24 hours of receiving a requisition to let them know who their contract specialist will be? Do you make extra copies of documents when you know the Program Manager wants to distribute them to other offices? Think creatively about how to go beyond normal customer service to *extraordinary* customer service.

### *Understand Business Fundamentals*

Industry is motivated by business fundamentals such as cashflow and return on investment. As acquisition professionals we need to understand what motivates industry so that we can channel that motivation into successful contract performance. Finance and accounting are languages that businesses understand. GS-1102s must be able to speak this language.

Over the next several months I will be meeting with you to solicit your ideas and to better understand the challenges you face. I look forward to working with you to move Treasury into the new millennium.

## **MENTOR PROTÉGÉ PROGRAM**

On July 2, the Treasury Department announced its mentor protégé program, Success Partnerships, designed to establish business relationships between small companies and large prime contractors. Success Partnerships was created as part of BusinessLINC (Learning, Information, Network and Collaboration), a partnership between the federal government and business community to encourage large businesses to work with small business entrepreneurs in economically distressed areas.

Fifteen large and small businesses will participate in Success Partnerships as mentor and protégé teams, and work with the Treasury bureaus including the ATF, Secret Service, Internal Revenue Service, and Bureau of Engraving and Printing.

"Treasury believes in the value of facilitating these kinds of relationships because both companies can become more competitive," said Theodore Carter, Deputy Assistant Secretary for Management Operations. "Through Success Partnerships, mentors and proteges will be able to contribute to the growth of the economy and the pace of innovation."

Success Partnerships will help increase the participation of small, minority and women-owned businesses in the economy. Totaling more than \$10 million in contract opportunities, primarily in the area of information technology, the mentors will provide the protégés with management support, access to capital and credit, and enhanced marketing and business planning efforts.

The Success Partnership mentors and proteges include:

**HJ Ford, Inc.**, a systems engineering and technical professional service firm serving as mentor to **HMR Tech**, a professional services firm;

**McNeil Technologies**, a technical consulting firm with management support services serving as mentor to **Integrated Resources Technologies Inc.**, a management and professional training and education firm;

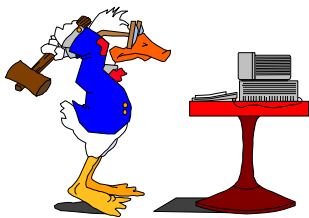
**L&E Associates, Inc.**, an information technology firm serving as mentor to **Automated Resource Management Association**, a woman-owned information technology firm;

**Science Applications International Corporation (SAIC)**, a research and engineering company serving as mentor to **NetCom Solutions International**, a international telecommunications and engineering consulting firms, **Infinite Computer Technologies**, a engineering services firm, and **International Technology, Inc.** a professional technology firm;

**SICPA Securink Corporation**, a large business prime contractor serving as mentor to **Chessie Sales Group**, a supplier of oil, solvents and chemicals, and **G.E. Chaplin, Inc.**, a supplier of waxes; and

**Crane & Company**, a currency paper company serving as mentor to **Cashscan Corporation**, an equipment manufacturer.

Additional information about Success Partnerships is available at [www.treas.gov/sba](http://www.treas.gov/sba)



**Electronic Commerce (EC) Update**  
By Richard Miller

**NIH Contractor Performance System (CPS)** – Fully operational

since May 1 and reportedly working smoothly at present. Treasury Office of Procurement (OP) is monitoring bureaus' use of the database.

**TRAC (TReasury Acquisition Career) System Revision** – OP is working with U.S. Customs Service to develop, which is providing the expertise of Web applications expert Tony Lacaria. Completion is expected within a few months.

**Treasury Acquisition Data System (TADS)** – Testing arrangements of the Java version of this replacement for TPDS were made in July for Mint, PSD/DO and BEP; classroom training for TADS coordinators is still planned for October; all other staff to be trained by Computer Based Training (CBT) through direct Internet download.

**Electronic Posting System (EPS)** – The Treasury/GSA interagency agreement is close to execution. Training by GSA for about 150 Treasury procurement staff occurred during July-August.

**Interdepartmental EC Trade Fair** – An interdepartmental EC trade fair is being planned for later this summer, hosted by the VA under the auspices of the Procurement Executive Council's Electronic Commerce Committee. The purpose of the fair is to allow any federal government agency to demo any of its EC systems, procurement or otherwise, for other government observers. Any demonstrated system must be fully operational, considered effective and efficient, and be immediately available for "acquisition" by another agency. Agency demonstrators must be knowledgeable about their systems, be able to discuss prices, and can only bring and use contractors sparingly in the demonstrations.

The fair is for government attendees only. It is an excellent opportunity for government staff to obtain an overview of other government systems in only a few hours. It will be held this summer or early fall: as soon as a date is set, bureaus will be informed.

**EC Procurement Database** – OP is maintaining a procurement EC database on bureau systems. Contact Richard Miller (202/622-8136 or [richard.miller@do.treas.gov](mailto:richard.miller@do.treas.gov)) if you wish additional information.

**EC Task Force** – This group will shortly begin a mutual critique of bureau procurement Internet and Intranet web sites. If you would like to receive notifications of procurement EC updates from OP, please inform Richard Miller as mentioned above.

**Electronic Catalogs (E-Cats)** – A draft RFI has been developed to solicit the interest of electronic catalog providers to have a hyperlink on the Treasury Procurement Intranet web page. This is a Procurement EC Task Force initiative, but after sharing the idea with the Interagency Acquisition Internet Committee (IAIC), GSA is pursuing development of an equivalent resource for procurement specialists government-wide.

**Government Portal Project** – OP is working with the Treasury CIO's Office to develop an Internet web site hyperlink to a source for all Treasury web information and business transactions.

### Treasury Acquisition Data System

*By Lou Masciocchi*

Work is progressing to convert the Treasury Procurement Data System (TPDS) to a modern, easy to use, procurement reporting system known as the Treasury Acquisition Data System (TADS). We signed an Interagency Agreement with Health and Human Services (HHS), to build and maintain TADS (which is similar to their own system, Departmental Contracts Information System (DCIS), which they are currently upgrading to an enhanced version known as JDCIS. TADS will have all of the latest features of this enhanced version from the start.

We have started testing JDCIS and are working with the CIO's Office to set up access to TADS for all of the bureaus. So as not to impact the heavy end-of-year workload, bureau coordinator training for the new system will be at the Treasury Acquisition Institute, 6009 Oxon Hill Road, Oxon Hill, MD 20745 (202) 283-1674, beginning October 18, 1999. We will be sending out a schedule soon to allow bureaus to sign up for specific times and dates. Additional follow up training will also be available in the form of an interactive computer-based-training (cbt), which can be downloaded directly to your PC. If you have any questions, feel free to call me at (202) 622-6585 or drop me an e-mail at: [louis.masciocchi@do.treas.gov](mailto:louis.masciocchi@do.treas.gov)



### The EC Tips Corner

by Richard Miller

This column is dedicated to brief, helpful tips related to EC for sharing across Treasury. All contributors are welcome, and will be named if desired. Please just email contributions to [richard.miller@do.treas.gov](mailto:richard.miller@do.treas.gov).

\$ A complete index of federal government Internet Web sites is located at:

[www.lib.lsu.edu/gov/fedgov.html](http://www.lib.lsu.edu/gov/fedgov.html)

\$ Peruse [www.gsa.gov](http://www.gsa.gov), [www.fedcenter.com](http://www.fedcenter.com), and [www.govcon.com](http://www.govcon.com) periodically for new procurement information.

\$ The Thomas Register at [www.thomasregister.com](http://www.thomasregister.com) can give a wealth of info on products, and info on the companies that produce them.

\$ You can do detailed research on companies at [www.hoovers.com](http://www.hoovers.com).

\$ Selection of the EDGAR (Electronic Data Gathering, Analysis and Retrieval System) database at [www.sec.gov](http://www.sec.gov) provides detailed financial data on companies from the Security and Exchange Commission (SEC).

Have fun!

### Office of Procurement Publications Going Paperless

*By Angelie Jackson*

Beginning October 1, 1999, the Office of Procurement will no longer issue paper copies of the DTAR, PIMs, Handbooks, or Newsletters. These documents will be posted to our web site at <http://www.treas.gov/procurement/>. Once changes have been made to any of the documents, a notice will be posted on the home page to indicate the change. Currently, the DTAR and related PIMs are posted.

In eliminating the 1,000 copies of the DTAR, PIMs, Handbooks, and Newsletters, OP will drastically reduce reproduction costs and save valuable natural resources.

### Office of Procurement Web Site

*By Lou Masciocchi*

We are always re-designing our web site to make it easier to use with more useful information for Treasury procurement professionals. Some of the recent changes are:

- Frame page layout and “selection” features to make things easier to find;
- More procurement references and links to other sites for market research, buying and contract management;
- An informative listing of GWACS and TWACS (that’s Treasury-wide acquisition contracts) that make buying decisions easier.

Suggestions and comments for improving the site are always welcome. Just give me a call at (202) 622-6585 or drop me an e-mail at: [louis.masciocchi@do.treas.gov](mailto:louis.masciocchi@do.treas.gov).



### Mint Director Wins Award

*Coleen Vogel, Assistant Director for Procurement*, is the 1999 winner of the William A. Jump Memorial Award for Exemplary Achievement in Public

Administration. Ms. Vogel will receive a golden key and a certificate of merit in recognition of her efforts to reinvent and streamline Mint procurement operations, her role in the successful launch of the Platinum Program, and for co-founding the Mint’s cross-functional Supplier Partnership Team.

The Jump Award recognizes civilian career federal employees for outstanding service in administration and notable contributions to the efficiency and quality of public service. It was established in 1950 in honor of the late William A. Jump, a Budget and Finance Officer of the U.S. Department of Agriculture. To qualify, a nominee must be 37 years old or younger and must have demonstrated unusual competence and interest in any area of public administration, shown leadership, creativity, resourcefulness, integrity, and dedication to duty.

Ms. Vogel started her career at the Mint as a contract specialist. Over the past nine years, she worked her way up to a senior management position where she oversees contracts for goods and services worth more than \$700 million a year and manages a staff of 40 procurement professionals.

Under Ms. Vogel’s leadership the procurement office

has achieved a dramatic reduction in procurement lead time – from nine months to slightly over two months for larger, complex procurements, and from 10 days to three days or less for commercial, off-the-shelf purchases. In addition, customer satisfaction with procurement services has increased from 59 percent to 83 percent under her leadership.

### OFPP Requests Effective Use of Competition for Multiple Awards Contracts

*By Kevin Whitfield*

Deidre Lee, the Office of Federal Procurement Policy’s (OFPP) Administrator, recently issued a letter advising Federal agencies of the need for competition for multiple award task and delivery order contracts (MACs). This letter was forwarded to the bureau chief procurement officers on May 25, 1999.

Ms. Lee’s letter points out that MACs are only effective when they are structured and managed to consistently take advantage of the fair opportunity process. The letter also indicated that MACs should include at least two contractors that are generally capable of performing all of the work under a contract, that price should be a consideration to ensure best value, and that all ordering decisions, especially regarding higher priced awardees, should be properly documented.

Finally, Ms. Lee has asked the Federal Acquisition Regulatory Council to consider whether the FAR provides sufficient coverage for ensuring that competition for MACs is effectively used and that ordering decisions are appropriately documented.

The Treasury Office of Procurement (OP) will be reviewing MACs during future staff assistance visits or other ad hoc reviews to evaluate their overall management and use of competition. Feel free to contact any OP representative if you have any questions or require additional information regarding the use of MACs.





## GOVERNMENT-WIDE AGENCY CONTRACT (GWAC) SYNOPSIS

By Ronne Rogin

There are many GWACs, contracts awarded by other agencies for information technology resources, that are currently available for use by the Department.

All of the GWACs are indefinite delivery-indefinite quantity (IDIQ) types of contracts. Most of them have multiple awardees, and most of them charge user agencies a fee for each order. Those fees range from .75% to 6%, depending upon the agency and its level of involvement in the acquisition.

Some GWACs require no further competition, and some require "fair consideration" of all awardees [ref. FAR 16.505(b)]. Congress may enact a law requiring competition on all orders placed under multiple award contracts. That may prove be counter-productive (any time competition is required, it takes longer to place an order) and could lead to decreased use of these vehicles. For now, it is often possible to get to the company or product you need to satisfy your requirements.

Here is some information about the GWACs available for use:

1. Department of Veterans' Affairs (DVA) has 3 Blanket Purchase Agreements (BPA's), one with A&T Systems, one with Pulsar Data Systems, and one with NCI Information Systems. All are small, disadvantaged businesses. There is no per order ceiling; the ceiling amount for each BPA is \$100 million. These are the "new order" BPA's, based upon the firms' GSA Schedule contracts. And just like the Schedule contracts, there is a 1% fee that is transparent to us, i.e., it is included in the unit prices quoted; the vendors pay DVA on a monthly basis. A&T Systems and Pulsar have teamed up with several suppliers like Dell, HP, IBM, etc. NCI offers IT services, particularly those that are related to security and maintenance (they have developed a remote maintenance diagnostic program that is amazing!). These vehicles are exceptionally easy to use. Turn-around time is quick; awards are usually

made within 2 business days of receipt of a requisition (with vendor quotations attached for price comparison purposes). While there is no concrete requirement to compete these orders, it is incumbent upon the contract specialists to ensure the prices are the best that can be obtained.

2. Chief Information Officers - Solutions and Partners (CIO-SP): This is a set of 20 contracts awarded by NIH; all told, there are about 250 companies involved in this program. This is one of the more cumbersome GWAC programs, because of the procedures put in place by NIH. When we have a requirement, we fax or e-mail our statement of work (SOW) (including the Government cost estimate) to NIH, along with a "TORP" letter, which is a "task order request" document. If we want a directed award, we must justify it in writing, and NIH must approve our justification. Once they have approved our SOW (i.e., that it is within scope of their contracts), they assign a task number to it and send it to the vendors via the Internet. Proposal response time can be as short as 2-3 days; proposals come to the requesting agency and to NIH. Once we evaluate the proposals, we must send our source selection documentation to NIH for approval. Once approved, we can make the award. The NIH fee for these contracts is 1% (payable with the first invoice) and total turn-around time is about 2-3 weeks. There is no ceiling amount for orders and although the contracts are principally for services, a WIDE range of hardware and software can be purchased. (Web site: <http://nitaac.nih.gov>)

3. SEWP II: NASA awarded the Scientific Engineering Workstation Procurement to about 14 different companies. Among the major players are Compaq, Federal Data Corporation, Sun Microsystems, Unisys, GTSI, Government Micro Resources (for Data General equipment) and Hewlett-Packard. These contracts are for hardware and software, are very easy to use, and require limited competition (their web site has a CLIN locator capability to help with price comparisons). The fee is low, only .75%, and the ordering process is simple. Users must obtain a SEWP II quotation from the contractor they want to use (and competitive pricing if possible). The best value award decision is made and the resulting award is

then faxed to NASA; NASA sends it to the awardee. (Web site: <http://sewp.nasa.gov>)

One of GTSI's subcontractors has Tempest equipment available; the PC's are manufactured by Hetra Secure Solutions (formerly XL Computing and more recently known as Cycomm Secure Solutions).

4. ImageWorld: This is another set of contracts awarded by NIH for imaging hardware and software, electronic document management, etc. The contractors include Universal Hi-Tech Development, Unisys, EDS, Lockheed Martin, Sytel, Seta Corp., and 14 others. At this time, only limited competition is required (i.e., the contract specialist must assume him/herself that the price quote obtained is fair and reasonable), and the orders are easy to place. The fee is 1% and the only user requirement is to get a written quotation from the appropriate vendor. (Web site: <http://nitaac.nih.gov>)

5. ITOP II: This is second generation of the Department of Transportation's Information Technology Omnibus Procurement. There are about 24 different vendors under ITOP, divided into 3 functional areas: information systems engineering, systems/facilities management and maintenance, and information systems security support services. Vendors include Booz, Allen & Hamilton, GTE, Lockheed Martin, Unisys, Performance Engineering Corporation, SAIC, etc., and a whole host of subcontractors. The fee ranges from 1% to 3.25%, depending upon the involvement of DoT personnel. Each order cannot exceed \$300 million. Orders can be competed or directed (if justified), and oral proposals are required. (Web site: <http://itop.dot.gov>)

6. GSA's FAST program: This stands for Federal Acquisition Services for Technology, and is being promoted by GSA's Office of Information Technology Integration. There are 12 buying offices around the country (GSA's regional offices), and it appears that the rules vary slightly, as do the fees charged. Their procedures require establishment of a Memorandum of Understanding; GSA then conducts the acquisition on the agency's behalf.

Fees range from 2 to 4%, depending on which GSA office is handling the work and the commodity; for COTS solutions, the fee is supposed to be lower. Two orders took about 6 weeks each, which is not-so-FAST, but since then, GSA has beefed up its staff and trimmed down its processes. The companies available cover a broad range of products and services, are all 8(a), and it is possible to get to vendors with GWACs, GSA Schedules, etc. Awards can be directed as long as they are justified in writing by the ordering agency. Fees are high, but this might be worth checking into. (Web site: <http://gsa.gov/iti/fast>)

7. The Department of Justice has a contract with KPMG Peat Marwick that is not widely known. Services available include Y2K analysis, program management, IV&V services, etc. DoJ takes care of all the paperwork, once they receive a SOW and cost estimate; there is no agency fee. The scope of work for IT services is fairly broad, but at the labor rates charged by KPMG, their involvement in our projects should be at a high level.

8. Defense Intelligence Agency has 3 contracts they awarded under their SASS II program for Tempest equipment, to Wang, Candes Systems, and DRS Technologies (formerly NAI Technologies). However, Candes' equipment is not now NSA-endorsed. Once a requirement is received, an order can be placed against the other two contracts up to \$100,000 (their user information says competition is not required, but the prices have not been found to be fair and reasonable; therefore, some level of price competition is required at all dollar amounts over \$2500). Over that amount, we must compete our orders. There is no fee for use of these contracts. The contracts are easy to use. DIA also has unclassified equipment contracts available for use. (Web site: <http://assess.dia.mil>)

Most of these contracts have at least one web site (usually both the agency and the company have information about their contracts on the Internet). All GWACs, including those not listed above, are listed at <http://www.arnet.gov>.

**OFFICE OF INFORMATION SYSTEMS  
ACQUISITION IS LEADING THE WAY**

## WITH INNOVATIVE BLANKET PURCHASE AGREEMENTS (BPAs)

By *Dan McLaughlin IRS*

The IRS BPA's are on a leading edge in current procurement customer-driven practices. The IRS has awarded and managed thirteen BPA's on behalf of Treasury for computer hardware, software, and services. These BPA's represent a "common sense approach to acquisition of IT." We view Treasury as our marketplace and strive to deliver first-class products and services. In doing this, a true partnership has been created with the vendor community and the customer. Constant competition and customer focus by all parties assure the best prices and the best services for the customer.

Another unique feature is the marketing of the BPA's to Treasury. For instance, we were invited to give a presentation to the Bureau of Public Debt on the use of the Treasury BPA's. Dan McLaughlin, Jim Shotwell and Greg Roseman provided a presentation and discussion earlier last month. The office is scheduled to give customized presentations to all other Bureaus and IRS Regional Offices.

As a result of the successful relationship nurtured between the customer, the vendor, and us, and the aggressive marketing of the BPA's, this office has seen a tremendous increase in the use of these BPAs. To be more exact, BPA usage has jumped from \$30 million per year to over \$300 million.

TDA: The Treasury Departmental Acquisition (TDA) will fulfill the IRS and Treasury bureaus' continuing need for Tier 11 and Tier III hardware and software requirements. Four (4) BPAs were put into place to better serve our customers. TDA is available for use by any employee of the Treasury Department or any of its Bureaus.

Contract related questions should be directed to either Greg Roseman at (202) 283-1111 or Jim Shotwell at (202) 283-1299. Program related questions should be sent to Dan McLaughlin at 202283-1187.

TDPI: The Treasury Distributed Processing Infrastructure (TDPI) BPA's are a series of

acquisition vehicles structured to provide commercial-off-the-shelf products for the IRS and the Treasury bureaus. Nine (9) BPA's were established to better serve our customers. TDPI is available for use by any employee of the Department of the Treasury or any of its bureaus.

Visit the web site maintained by the TDPI Program Office for the latest news, listing of current products, prices and ordering instructions. The BPA's are ve flexible with items regularly added to meet specific needs.

Questions about the contract should be directed to Jim Shotwell at (202) 283-1299. Program related questions should be directed to Dan McLaughlin at (202) 283-1187.

## Departmental Offices (DO) Purchase Card Presentation

By *Patricia Wolfe, Procurement Services Division*

Shelia McCann, Deputy Assistant Secretary for Administration, welcomed more than 60 purchase cardholders and approving officials to DO's first purchase card presentation on June 23, 1999 in the Cash Room, Main Treasury Building. This program was hosted by Patricia Wolfe, DO's Agency/Organization Program Coordinator, with the goal of introducing DO cardholders to the new Citibank program

The presentation featured Tara Hayes, Vice President for Business Development, Government Card Services, Citibank; who was assisted by Heidi Ellenberger, Assistant Vice President for Solutions Engineering; and Philip Glickman, Assistant Vice President for Client Development.

Ms. Hayes gave an overview of Citibank's current capabilities and plans for future program development. Ms. Ellenberger delighted the audience with her report on the "Smart Card" currently being tested on a limited basis at DOD and GSA. This card has an imbedded computer chip and can be used for numerous services.



Brian McConkey, Financial Management Division, spoke briefly on the appropriate way to process purchase card statements and stressed the need for timely submission to the Accounting Office at Financial Management Division. Barbara Myers, DO Property Management Office, gave attendees useful hints for ordering supplies using GSA Advantage on-line.

The program generated interest among current and new cardholders as the government trend towards the use of the purchase case continues to grow.



## **PEOPLE ON THE MOVE**

### **New Employees in the Office of Procurement**

Nancy Kerlin was selected as the Policy Team Leader in the Office of Procurement. Nancy started her career as a procurement intern and worked for DOD, NASA and GSA before joining the U.S. Secret Service as the Bureau Chief Procurement Officer (BCPO). Nancy holds a Bachelor's degree in political science and a M.A. in Business Administration.

Ronne Rogin was selected as Senior Procurement Analyst in the Office of Procurement. Ronne worked for the U.S. Geological Survey, the Department of the Treasury, Procurement Services Division, the Department of State, taught school and was the Director of Athletics at a local private school. She holds a B.S. and an M.A. in Education.

Deirdre Jones Eischens is on a six-month detail in the Office of Procurement where she will write Procurement Policy for Personal Services Contracts (PSC). Deirdre has been a Contract Specialist for the Procurement Services Division for five years. She served as Navy Intern, worked for DOD, and holds a B.A. in Business Management.

Minnie Wright is also on a six-month detail in the Office of Procurement. Minnie started her federal career as a Contract Specialist Intern, and is currently with the Procurement Services Division. She worked for DOD, Social Services, and the Public School System, and has a B.S. in Sociology and Psychology and an M.A. in Business Personnel

Management.

## **New Employees in Procurement Services Division, Departmental Offices**

Mary Lou Alderman was selected as Branch Chief for the Procurement Programs Group. She worked for the Department of Defense (DOD) as a Contract Specialist, Procurement Analyst, and Grants Officer. She holds both the Certified Professional Contracts Manager (CPCM) and the Certified Acquisition Contracts Manager certifications from the NCMA.

Brett Blake is the new Branch Chief for Contracting Operations. Brett recently joined the Departmental Offices from IRS.

Wesley McKee is the new Branch Chief for International Programs. His background includes both active duty and civilian service at Kelly Air Force Base, Kirkland Air Force Base, and most recently, Bolling AFB.

## **New Employee in the Office of Small Business Development**

Jody Falvey was selected for the Procurement Analyst position in the Office of Small Business Development. Jody spent much of her career with the Department of the Navy and was most recently a contract specialist with the U.S. Customs Service. Jody will oversee the new mentor-protégé program, Success Partnerships. She has a B.S. in Business Administration and a M.S. in Management.

## **Bureau of Engraving and Printing BCPO**

Theresa Brooks is the new Bureau Chief Procurement Officer at BEP. Theresa began at BEP in 1989 as a supervisory contract specialist in the Materials and Services Division. She became the manager of the Contract Administration Division in 1992 and served in that position until her recent promotion to BCPO.

Theresa believes in a collective, not singular, mode of thinking. She feels that the continued accomplishments and successes of the Procurement Office at the BEP will be due to the efforts of the

staff and their continued commitment for excellence. Her motto is "working together works best."

### **Federal Law Enforcement Training Center (FLETC)**

John Richardson, formerly BCPO at FLETC, has been promoted to the position of Assistant Director for Fiscal and Acquisition Management. Laurie Jones and Rick Kidwell are alternately serving as the Acting BCPO.

### **IRS**

Greg Rothwell has been promoted to the position of Deputy Chief, Agency-Wide Shared Services at IRS effective October 1. At that time, Jim Williams, Deputy Assistant Commissioner for Procurement, will return to Procurement from a detail as the Team Leader for the Phase II B Design Team. Linda Barrett is presently the Acting Deputy Assistant Commissioner for Procurement at IRS.

### **BEP Contract Specialist Has Quadruplets**

Christina Abbasi, a graduate of the Department's Intern Program, and Nasser Abbasi, who works for the Department of Commerce, are the proud parents of healthy quadruplets born June 1. The two boys and two girls all weighed between 3 ½ and 4 pounds and are now up to between 7 and 9 pounds. The children's names are Raissa Iman, Qhalid Alexander, Adam Samir, and Cienna Clay. Christina plans to return to her job at BEP.

### **U.S. Secret Service Office Move**

The U.S. Secret Service is in the process of moving into a new Government building at 950 H Street, N.W., Washington, D.C. The procurement office will move on August 20 and their telephone numbers will change.

### **Procurement Vacancies**

*Procurement Services Division, Departmental Offices* will have one opening for a GS 1102 /14 in mid-August. They are looking for someone with a strong systems background. Call 202-622-1300 for

a copy of the Announcement when issued.

*Bureau of Engraving and Printing* will have three entry level vacancies at GS 1102/5 within a month. The ladder will be to GS 9. Call Jennifer Sellers on 202-874-3148 or Tina McGuire on 202-874-3142 for information.

*U.S. Customs Service* will have two GS 1102/13s open continuously in a few weeks. They will have a GS 1102/14 open in December. Call Paulette Cunningham on 202-927-0168 for information.

*IRS* has no vacancies at the present time. All vacancies are posted on their web site: <http://acprocurement.irs.gov>.

*U. S. Mint* has a GS 1102/9-12 open continuously in Numismatic and Corporate. Call the Human Resources Office at 202-874-9308.