**MICC Source Selection SMEs**

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Purpose

- Interactive communication with Industry Council on the following topics:
  - Focus on STEPS
  - Balanced Scorecard Approach
S - Standardize
T - Train
E - Engage
P - Plan
S - Simplify
1. **Source Selection procedures lack a certain level of consistency across MICC**

- Procedures lack consistency across contracting offices and even within the same office
  - Evaluation Methodology varies significantly for similar/same requirements
  - Evaluation Criteria is vastly different for like requirements
  - Rating schemes vary significantly
  - Proposal Preparation Instructions are inconsistent, etc

- The lack of consistency and standardization results in increased resources for both government and industry

- Some major customers are working towards standardizing requirements or developing enterprise solutions
2. **Skill gaps exist across MICC**
   - A majority of the contracting offices are experiencing a skill gap due to:
     - The amount of new people being brought in
     - The ever changing acquisition environment
   - Due to budgetary constraints limited tailored training on source selection issues has been provided
   - Customers not familiar with or trained in the source selection process
3. Teaming approach to design effective and efficient acquisition strategies not being utilized

- Use of “stovepipe” approach has led to ineffective and inefficient acquisitions
  - Miscommunication plagues the acquisition
  - Playing “catch-up” with problems leads to lengthy milestones
- “Forming” phase typically commences at the evaluation process
- Often times we remain stuck in the “storming” phase even through contract administration
4. Time is not being invested upfront to properly plan the acquisition and source selection strategy

- Acquisition professionals are not taking the time upfront to:
  - Perform robust market research
  - Perform program risk assessment
  - Encourage industry feedback

- The strategy/approach is not being tailored to the complexity of the requirement, resulting in:
  - Ineffective source selection process
  - Cumbersome and lengthy source selections
5. **Source selection strategy is not consistent with the complexity of the acquisition (Overcomplicate the process)**

- Not selecting the appropriate evaluation methodology
- Evaluation factors are not true discriminators
  - Too many evaluation Factors/Subfactors
  - Evaluation Factors/Subfactors are too broad
  - Evaluation Factors/Subfactors overlap
- Not understanding or clarifying the Basis for Award
- Evaluation Boards are too complex or too many evaluators
  - Use of SSAC when not necessary
What we see from Industry

- Not providing adequate detail (parroting back PWS)
- Proposals don’t match evaluation criteria in Sections L & M
- Inconsistencies between price and technical proposal
- Lack of crosswalk between the various pieces of the proposal (QC)
- Not submitting price info IAW Section L or equivalent – forces discussions
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Balanced Scorecard Approach

**Standardize**
- Objective
- Metrics
- 360 Initiative

**Train**
- Objective
- Metrics
- 360 Initiative

**Engage**
- Objective
- Metrics
- 360 Initiative

**Simplify**
- Objective
- Metrics
- 360 Initiative

**Plan**
- Objective
- Metrics
- 360 Initiative

Source Selection Improvement Strategy
1. Objective: Develop consistency in the way source selections are conducted across MICC

- Metrics: Reviews, Trends & Feedback
- **360 Initiatives:**
  - MICC Guidebook
  - Templates
  - Standardized Evaluation Criteria
  - Standardized Adjectival Definitions
  - Standardized SS Language (Eliminates confusion between FTO & LPTA)
  - Standardized evaluation methodology (how we conduct our boards)
2. Objective: Recognize and improve skill gaps where they exist

- Metrics: Improved source selections

- 360 Initiatives:
  - Tailored training for MICC Contracting Professionals
    - Source Selection Overview
    - Risk Assessment
    - Facilitating Your Source Selection
    - BV Full Trade Off
    - Conducting Debriefings
    - Cost and Price Analysis
  - Training Core Customers
  - Providing just-in-time SSEB Training
3. Objective: Formulate an acquisition team early in acquisition process

- Metrics: Improved strategies (proposals)
- 360 Initiatives:
  - Contracting professionals formulate IPT early in the process
    - Moving towards PROACTIVE contracting
    - Team approach in MICC ensures we identify projects early
    - Team with contracting professionals to facilitate risk assessment and market research
    - MICC SMEs assist with Source Selections
    - Improve communication – team building
Engage

Forming

Storming

Norming

Performing

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4. **Objective:** Invest time upfront to properly plan the acquisition and source selection strategy

- **Metrics:** Reduced cycle time & sustained protests

- **360 Initiatives:**
  - Increased emphasis on developing strategy
  - Decreased reliance on outdated methods and templates
    - Centers (leverage core competencies)
    - Emphasis is on coordinated market research/risk assessment
    - Encourage industry feedback
5. **Objective:** Simplify the process, do not overcomplicate it

- **Metrics:** Reduce cycle time & sustained protests

- **360 Initiatives:**
  - MICC Guidebook offers 4 evaluation factors
    - Factor 1 Mission Capability
    - Factor 2 Past Performance
    - Factor 3 Price/Cost
    - Factor 4 Small Business Participation (when applicable)
  - Limiting the number of subfactors
  - Limiting the number of evaluators
  - Streamlining evaluation approach
  - Standardized language- templates for Sections L&M
Conclusion

- MICC procurements will improve by using the STEP Process
  - MICC Guidebook & Templates – standardize methodologies
  - MICC tailored SS Training
  - MICC initiatives on Site Visits to encourage early/open dialogue (all stakeholders)
  - MICC initiative for robust market research & risk assessment
  - MICC Guidebook & Templates - simplify evaluation process