

STATEMENT OF

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AS A FORMER CIVIAL SERVANT AND AN A76 PLAYER FOR THE DEFENSE FINANCE AND ACCOUNTING SERVICE, I CAN SAY THE PROCESS CAN INDEED BE IMPROVED. NOT JUST FOR INDUSTRY OR GOVERNMENT BUT FOR BOTH. IN THE CURRENT ENVIRONMENT THERE IS TOO MUCH LEFT TO GUESSWORK FOR: COSTING, PRESENTATION METHODS, GUIDELINES REGARDING DETAIL TO BE PROVIDED AND THE Q&A PROCESS.

THE COST MODEL HAS BEEN REVISED AND THAT IS ADMIRABLE. HOWEVER, AS LONG AS THE AGENCY DETERMINES HOW TO COST AND HOW THE PRICING IS SET, THE PLAYING FIELD WILL NOT BE LEVEL. AS A CASE IN POINT LET'S SAY DoD WANTS TO CONTRACT OUT A DECLINING WORK EFFORT. WELL IF YOU PRICE IT BY THE UNIT AND THEN LENGTHEN THE CONTRACT TERM TO TEN YEARS YOU WILL GET A WINNING MEO. (SEE THE DoD CIVILIAN PAY STUDY.) THIS STUDY PRICED OPERATIONS WORK, BASED UPON XX DOLLARS PER PAYROLL ACCOUNT. THIS APPROACH ENSURED A DWINDLING WORK COUNT, AS THE GOVERNMENT IS GETTING SMALLER THROUGH THESE EFFORTS AND OTHERS, WITH FIXED COSTS FOR ANY BIDDER. ADDITIONALLY, WHEN ARE THE WINNING MEO'S AUDITED? I KNOW THAT THERE ARE FEW ACTUAL MEO BUDGETS TO BE AUDITED. TO DO IT CORRECTLY YOU NEED TO TRACK COST SEPARATELY FOR THE MEO. AS THE OPERATIONAL BUDGET IS NOT THE MEO BID! THINGS LIKE SAVED GRADE AND OTHER ITEMS SKEW THE BUDGET INFORMATION.

AS FOR THE PRESENTATION METHOD THERE NEEDS TO BE AN ABSOLUTE STANDARD. WHILE I WILL AGREE THAT THERE IS A "STANDARD" IT IS ANYTHING BUT. IF YOU LOOK AT THE VARIOUS PRODUCTS DEVELOPED FOR THE A76'S TO DATE YOU WILL BE FORCED TO AGREE.

GUIDELINES FOR THE DETAIL BEING PRESENTED ARE A MOVING TARGET. SEE THE TWO VERSIONS OF THE RETIRED AND ANNUITANT PWS AS EXAMPLES OF THE LATITUDE AVAILABLE TO AGENCIES.

THE Q&A PROCESS IS CUMBERSOME AT BEST. AT ITS WORST IT IS AN EXERCISE IN HOW TO ANSWER THE QUESTION WITH AS LITTLE INFORMATION AS POSSIBLE.

IN ORDER TO MAKE THE A76 PROGRAM WORK THERE NEEDS TO BE A TEAM BROUGHT INTO THE AGENCY TO LEAD THE STUDY. THIS TEAM WILL BE LOYAL TO THE PROCESS NOT TO THE AGENCY OR INDUSTRY. THEY NEED TO CONTROL THE PROCESS FROM DATA GATHERING THROUGH COMPARE.

THIS INFORMATION IS BEING PROVIDED IN THE HOPE OF IMPROVING THE PROCESS. NOT TO POKE ANYONE OR ANY AGENCY IN THE EYE. I AM DRAWING ON MY OWN EXPERIENCES AS THE LEAD A76 PROJECT OFFICER FOR MY DFAS CENTER, IN THE HOPE OF CAUSING REVISIONS TO ENHANCE THE PROGRAM.