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AFCEA Mixer

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Tone From The Top

What's Trending In Contracts From A
Leadership Perspective?



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- Know what makes a difference
 - ✓ Pick discriminators (not every “shall” statement is a discriminator)
- Monetize Value
 - ✓ What it takes to win should not be a mystery
 - ✓ Cost technical trade-off should be straight forward and well understood
 - ✓ Do not overly complicate the source selection



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- When evaluating FPI proposals, evaluate them at the ceiling price:
 - ✓ It eliminates gaming by the competitors
 - ✓ It reduces your cost evaluation time by 95%
 - ✓ It is simple, straightforward and most effective
- Make offerors certify their proposal is fully compliant with the terms of the RFP



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- New Source Selection Guide:
 - ✓ Best Practices from Peer Reviews
 - ✓ Introduces Value Adjusted Total Evaluated Price (VATEP)
- What is VATEP?
 - ✓ A structured technique for objectivizing how some (or all) of the requirements would be treated in the tradeoff process and them communicating that to offerors in the RFP



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- VATEP -
 - ✓ Monetizes different levels of performance corresponding to minimum (threshold) and maximum (objective) performance/capabilities for “valued requirements”; no extra credit for exceeding maximum
 - ✓ RFP identified percentage or dollar amount assigned to valued requirements (downward adjustment)
 - Enables offeror to determine if additional cost of offering better performance will put them in a better position in the source selection
 - Provides SST the ability to assign a monetary value to the higher rated technical attributes, removing some subjectivity from the evaluation



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- Better RFPs/Quicker Evaluations
 - Issue Drafts to RFPs
 - Respond to Questions within 5 Days
 - Meaningful Industry Day
 - 1-on-1's
 - Talk with your vendors



ACQUISITION 360

- WHAT:
 - Feedback from all Internal and External Stakeholders

- WHY:
 - OMB Initiative
 - DASN requirement

- HOW IT AFFECTS YOU:
 - Customer Survey after contract award
 - Annual Vendor Survey
 - Annual Employee Survey

Survey results will not be used to evaluate performance – Results will identify strengths and weaknesses and assist with internal improvements in our contracting processes



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Questions and Answers

