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**U.S. ARMY CONTRACTING AGENCY (ACA) NEWSLETTER**  
**"OUR TEAM IS GROWING"**

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**Volume 1, Issue 11**

**March 2003**

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**CONGRATULATIONS FROM THE ENTIRE ACA STAFF**



On behalf of the Assistant Secretary of the Army (Acquisition, Logistics and Technology), the Honorable Claude M. Bolton, Jr., it is with great pleasure that I announce that Ms. Sandra O. Sieber has been selected to be the Director of the Army Contracting Agency. Ms. Sieber brings a wealth of leadership, knowledge, experience and judgment to this critical duty assignment, garnered from over twenty-six years of active federal service.

Ms. Sieber is a graduate of the University of Massachusetts and George Washington University with Bachelors of Science and a Masters of Public Administration respectively. More recently, Ms. Sieber graduated from the Industrial College of the Armed Forces with a Masters in National Resources Strategy. She is a graduate of the Advanced Program Manager's Course at the Defense Systems Management College of the Defense Acquisition University and is Defense Acquisition Workforce Improvement Act Level III certified in Contracting and a NCMA Certified Professional Contract Manager and Fellow and has been a member of the Senior Executive Service since October 2000.

In addition, Ms. Sieber previously was the Director, CECOM Acquisition Center-Washington, located in Alexandria, Virginia and was responsible for a staff of approximately 70 involved primarily in all phases of contract award and administration of major information technology procurements valued at about \$1 billion annually. She also served in a variety of acquisition assignments. Mrs. Sieber began her acquisition career with the Naval Air Systems Command as a contract specialist intern in 1977. She served in increasingly responsible positions from GS-5 through SES and has been responsible for many and varied multi-million dollar contracts.

Ms. Sieber is a recipient of the Superior Civilian Service Medal, Commander's Award for Civilian Service and numerous Exceptional Performance Awards. I know you will all join the Army Acquisition Executive, the Military Deputy and myself in offering your heartfelt congratulations to our new Director of the Army Contracting Agency.

Mark Brown  
Colonel, GS  
Chief of Staff OASA (ALT)



## ***The Whole Enchilada***

**David Wild**  
*ACA NR Fort Riley*

In a bold move to maximize efficiencies and savings Fort Riley placed seven of its logistics contracts and other in-house functions into its OMB A-76 Installation Logistics study. All seven of these small business contracts were the product of earlier rounds of A-76 studies. Fort Riley achieved set-aside approval for the consolidation effort after its market research and acquisition plan supported the decision.

The initial decision for in-house performance was “set-back” during the appeals process.

“In its Technical Performance Plan (TPP), the in-house workforce introduced a new methodology of workforce and facilities consolidation thereby gaining significant efficiencies while the commercial offeror proposed to maintain functional stove-pipe operations,” states Julie Bowell, Contracting Officer.

“The Administrative Appeals Board opined that the solicitation did not adequately advise offerors of the consolidation possibility proposed in the TPP. The AAB advised us of its corrective action...amend and re-issue the solicitation to all interested parties,” continued Bowell.

Continuity of services for the seven expiring contracts became a serious concern. Fort Riley decided to solicit for an interim contract consisting of its seven contracts combined into one set-aside solicitation. The effort became known as the ‘Enchilada Project.’

“We held a strategy session with the functional activity and explored courses of action for ensuring mission continuity. The ‘Enchilada’ was born in this session,” added, Arnie Boyd, Enchilada Contracting officer.

In late January, the GAO denied an Enchilada competitive range protest and Fort Riley is moving forward with its award. This short-term interim contract will give Fort Riley time to complete its Installation Logistics A-76 study while simultaneously validating some of the concepts proposed by the TPP.

“It’s been a difficult process but the Enchilada will deliver significant savings to the Installation over current stove-pipe operations with the A-76 study offering even greater efficiencies in the future,” concluded Boyd.

## *Simply the Best*



LTC Dan Perrotta  
ACA NR ARCC

First of all, by way of introduction, my name is Dan Perrotta. I am currently an AGR (Active Guard/Reserve) Lieutenant Colonel assigned to the Army Reserving Contracting Center (ARCC). Basically, I am an Active Duty United States Army Reservist who works in full time support of our "Citizen-Soldier" Army Reservists. I have had the honor of being selected to serve in the recently created USAR Acquisition field. After working in Budget and Logistics for 20 years, I can't tell you how exciting it has been to serve in such a dynamic and challenging field. Every day is a new adventure and learning experience.

After I told my wife I had been accepted into the Acquisition Corp and that "Oh by the way, we have to PCS from Hawaii" I wondered if I was making the right decision. Even though I was not the most popular person in my house for about six months and was continually asked if I had a screw loose for actually asking to PCS to New Jersey, I know it was the best decision I ever made. In the Acquisition field, I have found an outstanding group of folks with whom I am proud to serve. We have a highly educated and intelligent workforce that is probably one of the most under appreciated groups in the Army. I don't believe any other functional area is required to have as much education, training, and good old common business sense as the acquisition field does. You are the cream of the crop and as far as I am concerned, the most competent group of people I have ever served with. You accomplish so much, even with a roadmap as engaging and enlightening as the FAR - which is best exemplified by Yogi Berra's quote, "*When you come to a fork in the road, take it!*" There are so many different, yet correct, ways of getting from point A to B it is a wonder you ever get there at all. But you do in such innovative and creative ways and yet you do it with little or no praise. You are just expected to get the job done.

Well let me tell you all here and now, as a soldier in the field once supported by your fine work, you are appreciated. You may never hear it, but on behalf of all those soldiers out there, let me take this opportunity to say THANKS. Thanks for acquiring the tools we need to be successful and stay alive! It may not be the most glamorous job, you may not get patted on the back for a job well done, but you make a difference, a profound difference.

That being said, we must also deal with the reality that we now face a new and ever-challenging era. One that puts us under constant pressure to maintain the highest levels of customer satisfaction. We also live in a world where competition for our work gets more intense each and every year. Other organizations are continually trying to position themselves to increase THEIR market share and survive by providing

acquisition services for our Army customers. You don't have to look any further than the Corp of Engineers or Department of Treasury to see their inroads into Army acquisition operations. While it has been said they may not follow the same rules we do, that is no excuse. They have been dynamic and innovative in offering products and services quickly and efficiently. I believe we can and do provide the same levels of service and do it at a lesser cost with smaller risk of scrutiny. We must always remember we have to strive to be the best we can be each and every day, continually exceeding our customer's expectations. In the eyes of our customers we are only as good as our last acquisition. We are in a fight for survival and we must win.

I will get off my soapbox now, but take what I say to heart. I can never adequately express how much I have come to respect all of you who have been working in this challenging field. As a workforce you are the most professional and exceptional group I have ever had the pleasure to work with. Remember you do make a difference. But also remember we live in challenging times, always fighting to remain viable. I will leave you with a quote from a wise old sage, my boss, Marv Kastberg: "If we don't take of our customers, someone else will!!"



## When we change our clocks

Daylight Saving Time begins for most of the United States at 2 a.m. on the first Sunday of April. Time reverts to standard time at 2 a.m. on the last Sunday of October. In the U.S., each time zone switches at a different time.

**6 April 2003 ... Remember to change your clocks ahead!**

The Staff of Headquarters, Army Contracting Agency cordially invites each of our readers to write a short paragraph in answer to the question: "What is your idea of customer service?" Please be specific of how this action can best be achieved.

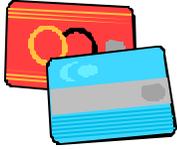




On 25-26 February 2003, the Fort Bliss Directorate of Contracting (DOC) A-76 Administration Team, the Department of Public Works and Logistics (DPW&L) and the Cube Corporation, were trained in a Partnership Workshop by facilitators from HQ, Southern Region ACA. The participants, which included government personnel from the DOC, the DPW&L, the Staff Judge Advocate (SJA) and the Directorate of Resource Management (DRM), along with personnel from various levels of the Cube management structure, established a Partnering Agreement which identified a mission statement and goals for the partnership. The participants also identified potential "rocks in the road" and established a problem-solving plan to address these areas. Most of the participants felt that the workshop was beneficial as a tool for allowing a more in-depth exploration of each organization's duties, responsibilities and concerns. The partnership will have an opportunity to assess the effectiveness of that initial workshop in a follow-on session that has been scheduled for 4 April 2003. Point of Contact: Ms. Colleen Burns, DSN: 978-7354, [burnsc@bliss.army.mil](mailto:burnsc@bliss.army.mil).

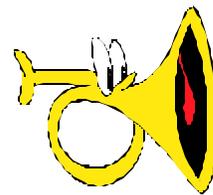


North & South - ACA & IMA - One Army. Fort Gordon and Fort Lee have teamed together to meet Fort Lee's increased mobilization support requirements. Johnson Controls World Services, Inc. has separate A-76 contracts for BASOPS support services at Fort Lee and Fort Gordon. With the close coordination of contracting officers, logisticians, resource managers, and Johnson Controls' respective project managers at both locations, 400 pairs of night vision goggles were transported to Fort Gordon for maintenance and calibration and were returned to Fort Lee within 3 days. Fort Lee normally receives maintenance support for night vision equipment from another installation; however, that installation was backlogged due to deployment requirements. Fort Lee had the night vision equipment driven to Fort Gordon on Friday by one of their Johnson Controls' technicians, who remained over the weekend, assisted in the maintenance, and returned to Ft. Lee, equipment in hand. This arrangement occurred on two different occasions. Additionally, a Johnson Controls Fort Gordon Support **Project** employee has been dispatched to Fort Lee to provide assistance in the inspection of deploying vehicles. Since several Fort Gordon units had already deployed, Fort Gordon was in a position to provide the support. Fort Lee's initiative in seeking outside assistance and Fort Gordon's willingness to provide the support on a reimbursable basis has provided a winning combination to meet the mission. Point of Contact: Ms. Patsy Wallace, DSN: 780-1800, [wallacep@gordon.army.mil](mailto:wallacep@gordon.army.mil).



Fort Sill Government Purchase Card (GPC) Program - Rhonda Roulain, Prime Agency/Organizational Program Coordinator (A/OPC) and Ellen Morris, Alternate Agency/Organizational Program Coordinator (A/OPC) manage the GPC Program at Fort Sill. Their success includes face-to-face briefings as part of the initial GPC training program, monthly e-mail notifications to credit card officials to approve/certify monthly billing statements timely, and creation of an electronic database with automatic notification of when the credit card officials are required to attend refresher training. The GPC team is commended for expanding the use of the Government Purchase Card (GPC) by establishing Purchase Card Agreements (PCA's) and Blanket Purchase Agreements (BPA's). These agreements are with small businesses for use by procurement and non-procurement personnel to expedite purchases greater than \$2,500 and less than \$25,000. Note: PCA's are awarded under the same procurement process as BPA's only using the term PCA verses BPA. Classroom training beyond the initial Government Purchase Card (GPC) training is required for cardholder's using the PCA's and BPA's. Point of Contact: Mr. Bernard Valdez, DSN: 639-6162, [valdezb@sill.army.mil](mailto:valdezb@sill.army.mil).

**Congratulations** to Fort Bragg North Carolina Director Of Contracting, and Ms. Lucinda Nance, Agency-Organizational Program Coordinator (A/OPC) and her Team at Fort Bragg. They made Government Purchase Card history. Fort Bragg paid no interest for the month of February on 450 Billing Official accounts paid through DFAS-ROME. We look forward to Lucinda sharing Fort Bragg's methods to help other installations achieve the same success. Point of Contact: Ms. Lucinda Nance DSN: 236-4362, X-273, [nancel@bragg.army.mil](mailto:nancel@bragg.army.mil).



### **“GOOD NEWS” STORY**

The Capital District Contracting Center (CDCC) provides contracting support to US Army Military District of Washington (MDW) mission requirements. The 111th Air Defense Artillery (ADA) Brigade recently deployed to the Washington, DC area. Its soldiers were initially billeted in a local hotel that had been contracted by the unit's home station. The unit commander requested assistance to find other accommodations in the same general area that would provide additional services. Ms. Ellen (Buttons) Harden, senior contract specialist at the CDCC, solicited local area hotels that could provide rooms and services for the 140 members of the unit for \$317,700 per month. Ms. Harden then thought "outside the box" and identified an apartment complex in the same

general area and negotiated a month-to-month lease for a block of units that could accommodate the entire unit for \$102,000 per month.

Ms Harden also negotiated a new contract for 39 non-tactical and administrative vehicles that not only provided a broader assortment of vehicles (sedans, minivans, pickup trucks, and SUVs) but also saved nearly \$20,000 per month (compared to the original contract).

The Army Contracting Agency cordially invites each of our readers to write a short paragraph in answer to the question: "What is your idea of customer service?" Please be specific of how this action can best be achieved.

## **“HAIL AND FAREWELL”**



Welcome back to Melissa Pittard who has returned after an extended maternity leave. Melissa keeps us informed of the progress of Logan, Claire, and Rachel. Still don't know how you keep up Melissa but "Congratulations" from all of us.

RACHAEL



CLAIRE



LOGAN



Farewell and "Good Luck" to Ms. Judith Blake who has accepted a position with the Corp of Engineers. A luncheon was held at the Capitol City Brewing Company Restaurant to mark the occasion.

Welcome to Ms. B. J. Evans who joins us as a new Administrative Assistant. BJ previously worked at the Information Technology, E-Commerce and Commercial Contracting Center (ITEC4) and we are very happy to have her on board.



## ACA TEAM POINTS OF CONTACT

### **Area of Expertise**

Executive Officer  
Administrative Assistant  
Contingency Contracting  
Information Technology  
& Electronic Commerce  
Resource Management  
Budget  
  
Army level II Purchase Card  
Personnel  
Manpower  
SADBUO  
LNOS/IMA  
Business Systems  
Metrics

### **ACA Member**

Nicki Knickerbocker  
Barbara Hull  
Timothy Pugh  
Vera Davis  
  
Bruce Trimble  
Karen Alston  
JoAnne Ramage  
Alice Williams  
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### **A Word from the Editor**

We would like to involve our readers in playing a more active role in guiding the publication. As always, we continue to invite our readers to provide their ideas, views, and opinions. If you have comments and/or suggestions for the newsletter on how we can continue to improve the publication, please don't hesitate to let me know. Email your comments to [Shirlee.Knickerbocker@SAALT.army.mil](mailto:Shirlee.Knickerbocker@SAALT.army.mil) or call me at DSN 761-9158. DISTRIBUTION D: Distribution authorized to DoD and US DoD Contractors only. Other requests for this document shall be referred to: U.S. Army Contracting Agency, ATTN: SFCA (Nicki Knickerbocker), 5109 Leesburg Pike, Skyline 6, Suite 302, Falls Church, VA 22041-3201, or request by Email to [shirlee.knickerbocker@saalt.army.mil](mailto:shirlee.knickerbocker@saalt.army.mil).

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