

Advanced Acquisition Strategy **The subject of acquisition planning is currently covered in EFARS Part 7. The discussion in the manual, which starts at page 73, is not consistent in all respects with the EFARS. These two documents need to be reconciled. Response: Reworded. See master document.**

Scope this piece needs work... is there such a thing as an overall acquisition strategy or does each project develop its own acquisition strategy through a team process? The commander works with customer concerning his issues? Acquisition strategy a part of the PMP?
Response: Reworded. See master document. Acquisition involves the development of a project strategy, District/Lab/Center strategy, and a regional strategy. Processes for all 3 exist.

This is out of sequence in the flow of the document (references project delivery acquisition strategy which is on pg 115) recommend it be inserted in appropriate part of PMBP Response: Rejected. The BP is intended to be an online document & will be accessed as necessary.

This process covers the review of all upcoming contracting activities through acquisition planning (Advanced Acquisition Planning Board, AAPB). Who are the members of the AAPB?]
Response: See local SOP. There is no listing. The Deputy for Small Business needs to be a permanent member of the board. Response: See local SOP.

Policy

EFARS 7-1 [<http://www.hq.usace.army.mil/cepr/efars/part07.pdf>]

ER 5-1-11 [<http://www.usace.army.mil/inet/usace-docs/eng-regs/er5-1-11/entire.pdf>]

Responsibility

The Chief of Contracting Division is responsible for:

- Establishing an Advanced Acquisition Planning Board (AAPB).
- Publishing results of the AAPB meetings.

The Advanced Acquisition Planning Board (AAPB) is responsible for:

- Identifying projects that require a formal acquisition plan due to regulatory requirements, complexity, or unique nature of the project.

Notifying the Project Manager (PM) of any changes to the acquisition plan, to ensure that other project commitments will not be compromised. How can the AAPB notify PM of changes to the acquisition plan for fast moving individual projects when they only meet semi-annually?

Response: Reworded. See master document. They should meet as needed, but at least semi-annually.

AAPB must support PM and PM must take the responsibility for acquisition plan for projects managed. Therefore, PM notifies AAPB, not AAPB notifies PM Response: The original project acquisition plan is developed by the PDT using the project delivery acquisition strategy process. The AAPB is notifying the PM of recommended acquisition strategy changes. See Chief of Engrs guidance dated July 1999.

- Reviewing goals for meeting targets set at MSCs . Response: Accepted. Reworded. See master document.

The Project Manager (PM) is responsible for:

- Overall project coordination.
- Ensuring accurate project information is maintained in P2.
- Customer coordination.
- POC interaction with the AAPB.

The Commander is responsible for resolution of customer concerns. Seems like the leader of the PDT normally should be responsible for resolution of customer concerns. Only in the unusual case should the commander be responsible for this. The commander is always accountable for this and everything else going on in the commanders operations . Response: Rejected. Reworded. See master document.

The Deputy of Small Business needs to be added as one of the players in this process. Their responsibilities are: Reviewing the small business goals set at the MSC, coordinating proposed acquisitions with the Small Business Administration, and ensuring annual small business forecast is prepared in conjunction with the annual acquisition strategy. Response: Per local SOP; Deputy of Small Business included on regional process

Should add a section on the roles of the USACE PARC. I specifically see the need for use of the PARCs initiative to develop an IDIQ contracts database, universally accessible, that should form part of the acquisition strategy development. This database serves as a tool to determine whether contract vehicles may already exist within the Corps to enable quicker and more efficient use of contracting tools. If this is a viable tool, then similar databases could and should be used to support this phase of acquisition program development, and can save considerable time, effort, and resources both for USACE and the Customer. Response: this is already part of the regional process. Please ask the PARC to tell us if a single database, rather than regional databases, is to be used.

Distribution

Advanced Acquisition Planning Board (AAPB)*

Chief of Contracting Division*

Commander*

Contracting Division*

Project Manager (PM)*

Small Business Response: Per local SOP, if the Deputy for Small Business is part of AAPB, they will be here.

Ownership

The BP/P2 Program Office is responsible for ensuring that this document is necessary, that it reflects actual practice, and that it supports corporate policy.

System References

PMP Development[PROC1012]

PMP/PgMP Content[REF1018].

Project Delivery Acquisition Strategy[PROC1020]

Project Execution and Control[PROC1017]

Regional Advanced Acquisition Strategy[PROC1025]

Activity Preface

Unclear what is the purpose of this process and how it fits into the PMBP. This whole paragraph must be revised to provide context within the PMBP and to clarify the intent. Response: Reworded. See master document.

This process is performed at least semi-annually, on or about 1 October . 1 Oct is not realistic date.Response: should start FY with strategy, & will meet as needed to revise and 1 April. This does not preclude Districts from holding meetings as often as needed, such as a request from a PDT member or a change in overall Command Acquisition Strategy (major new projects identified).

- Acquisition planning is the strategy by which the procurement decisions are coordinated and integrated to manage the execution of projects using data from P2 entered during the *Project Delivery Acquisition Strategy*[PROC1020]. This review will provide a flexible and effective look at contract needs, such as types, methods, capacity, customer preferences, and the ability of small business firms to compete for contracts. This review will identify the optimal procurement method. This review informs the Project Delivery Team (PDT) and involved organizations, including the customer, of challenges prior to contract solicitations. Thought customer was part of the PDT, not some “involved organization.” Be consistent . Response: Reworded. See master document. The Advanced Acquisition Planning Board (AAPB) should look at overall results – trends, needs, etc. This is not meaningful statement, at least for me. Reconsider to put some meat into the guidance . Response: Noted. Please provide suggested additions. Do not agree with this concept. This board works outside of the PDT, meets twice a year and implies that PM and PDT adjust accordingly... absolutely contrary to

my concept of PMBP. Response: Information being utilized is from the PDT. Changes to project delivery acquisition strategy are by exception only.

This process covers the Current Fiscal Year (CFY), Budget Year (BY), and Budget Year+1 (BY+1). This process is to provide data to the *Regional Advanced Acquisition Strategy*[PROC1025], initiated for use by the Regional Business Centers via the RMB. Upward reporting should NOT be primary purpose of AAPBs. Developing a sound, well-planned and coordinated annual acquisition strategy for the district's known and potential workload should be the primary purpose. Response: Reworded. See master document.

The preparation, review, and approval of the annual Small Business Forecast needs to be included in the Advanced Acquisition Strategy as a separate activity. Response: Reworded.

See master document. The intent is to look at all contracting goals

At the end of this process, if you have an approved PMP, you will go to *Project Execution and Control*[PROC1017]; if not, you will return to *PMP Development*[PROC1012].

- Discussion indicates customer is not part of PDT and subject to unilateral determination of the board! Response: Reworded. See master document.

Contracting Division

1. Activate Advanced Acquisition Planning Board.
2. Convene semiannual meetings of the AAPB.
Semiannual meetings are to be held on or about 1 October and 1 April of each year.
3. Chair each semiannual meeting.

Contracting Division, Project Manager (PM) who is this? Response: these are 2 separate actors, Contracting Div & the PM

4. Verify Advanced Acquisition Plan (AAP). Is an AAP required for all projects or just projects with a requirement for a formal acquisition plan? Normally, we do acquisition strategy planning for all projects. Response: This will be an automated report from P2 that extracts data from individual projects to provide a District-wide view.

The Advanced Acquisition Plan (AAP) will periodically be revised as program or project changes become known (e.g., project design is deferred to an outyear or cancelled, current working estimate (CWE) becomes critical vs. programmed amount (PA), project is not authorized or funded for construction, etc.)

The Advanced Acquisition Planning Worksheets must be completed prior to biannual meetings of the AAPB. (These are under development)

This is a separate section for when Contracting Division will act as the PM. In certain cases (i.e. the Reserve Program), Real Estate Division will act as the PM. (This is part of Phase II). Someone with real estate background also may be a better choice for PM where the basic work is transactional. A section should be developed to cover these situations. Are there times when other Divisions (maybe Planning or Operations) would be the best source for the PM? Guidance should be developed to cover these situations if needed. Response: these are 2 separate actors, Contracting Div & the PM, wherever he/she works.

Advanced Acquisition Planning Board (AAPB)

- Utilize AAP reports from P2 to evaluate projects' conformity with SBA 8(a), Hub Zone Set-Aside, or other set-aside small business program.

If change in recommended project acquisition strategy, go to task #7. Otherwise, go to task #6.

- Prepare & forward project report for CFY, BY, & BY+1 to appropriate Commander and RMB.

Refer to *Regional Advanced Acquisition Strategy*[PROC1025].

Go to task #1.

Project Manager (PM)

- Inform customer of recommended acquisition actions.
- Solicit comments from customer.
The customer should be involved from the beginning as a member of the PDT.
- Resolve any customer concerns, and report to AAPB.

If concerns exist, goto task #10. Otherwise, go to task #14.

Advanced Acquisition Planning Board (AAPB)

- Review customer concerns. [Seems like this is a PRB function. Response: Rejected, in this case you are only dealing with acquisition strategy concerns as they impact the overall District strategy.](#)

If concur with customer concerns, go to task #13. Otherwise, go to task #11.

- Advise Commander of unresolved Customer concerns.

Commander

- Resolve customer contracting issues.
Agree with customer concerns, disagree with customer concerns, or refer back to PM for further detail/information.

Chief of Contracting Division

- Document and approve changes to project acquisition strategies.
If Commander decides to change project acquisition strategy, go to task #14. Otherwise, go to task #1.

- Notify PDT of acquisition decision.

Project Manager (PM)

If approved PMP, go to task #15. Otherwise go to task #16.

Once a PMP is approved, the project has moved from the Project Planning Phase to the Project Execution & Control Phase.

- Refer to Project Execution and Control.

End of activity.

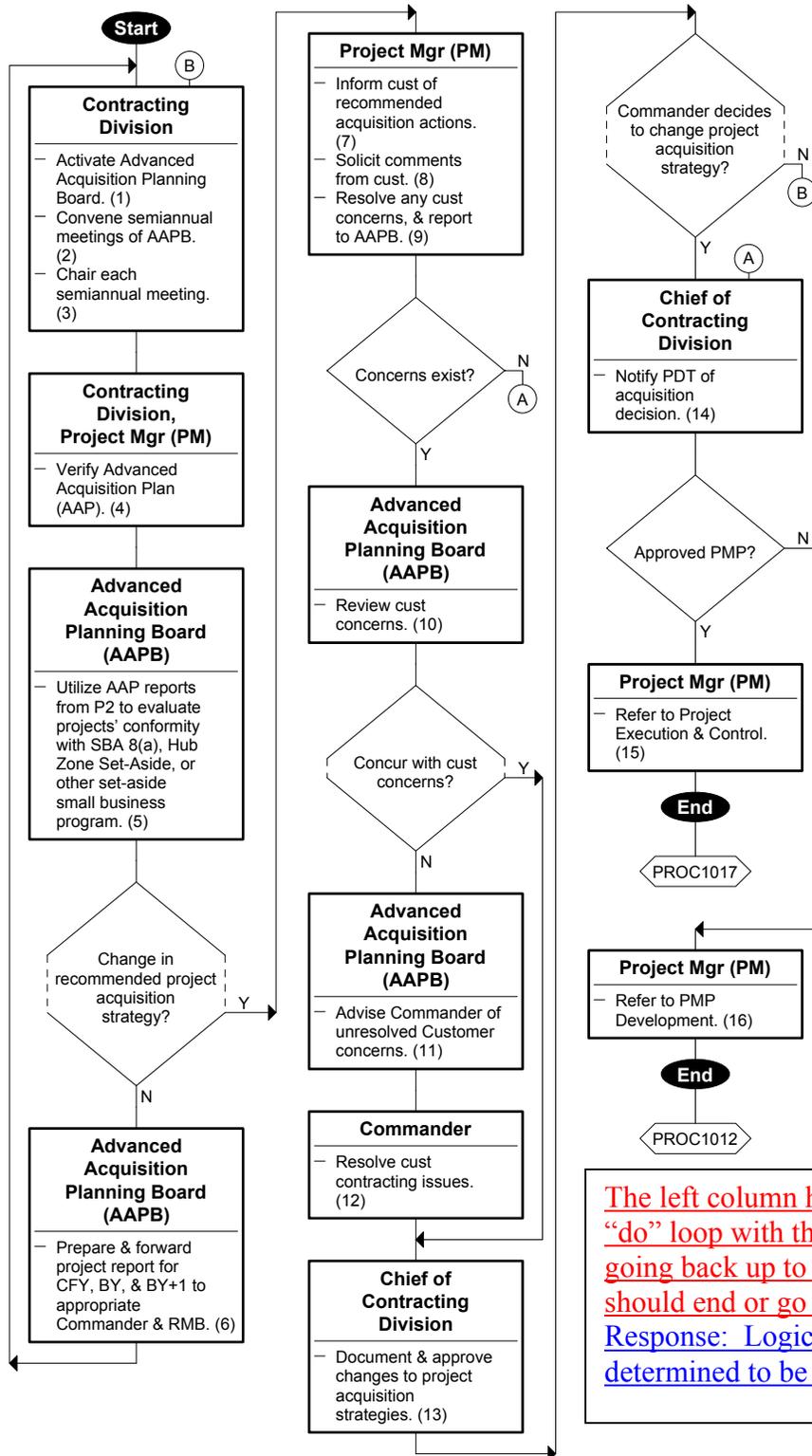
Go to *Project Execution and Control/PROC1017*.

16. Refer to PMP Development.

end of activity.

Go to *PMP Development/PROC1012*.

End of activity.



The left column has an unnecessary “do” loop with the line on the left going back up to the top. I think it should end or go somewhere else.
Response: Logic reviewed and determined to be correct.

Advanced Acquisition Strategy Flowchart

