

February 2020



FEDSIM

Shaping The Future Of Acquisition

fedsim.gsa.gov



FEDSIM is a Client Support Center housed within GSA FAS AAS



FEDSIM Overview

FEDSIM is a Client Support Center housed in the General Services Administration’s Office of Assisted Acquisition Services (AAS). FEDSIM is the leading provider of assisted acquisition services for federal agencies. Our organization provides hands-on acquisition, financial, and project management for clients throughout the life cycle of their acquisitions.

Mission: To build innovative acquisition solutions that empower federal agencies.




FEDSIM Organization Chart


Last revised 1/2/2020



DIRECTOR
Chris Hamm




REGIONAL OUTREACH
Mark Aucello



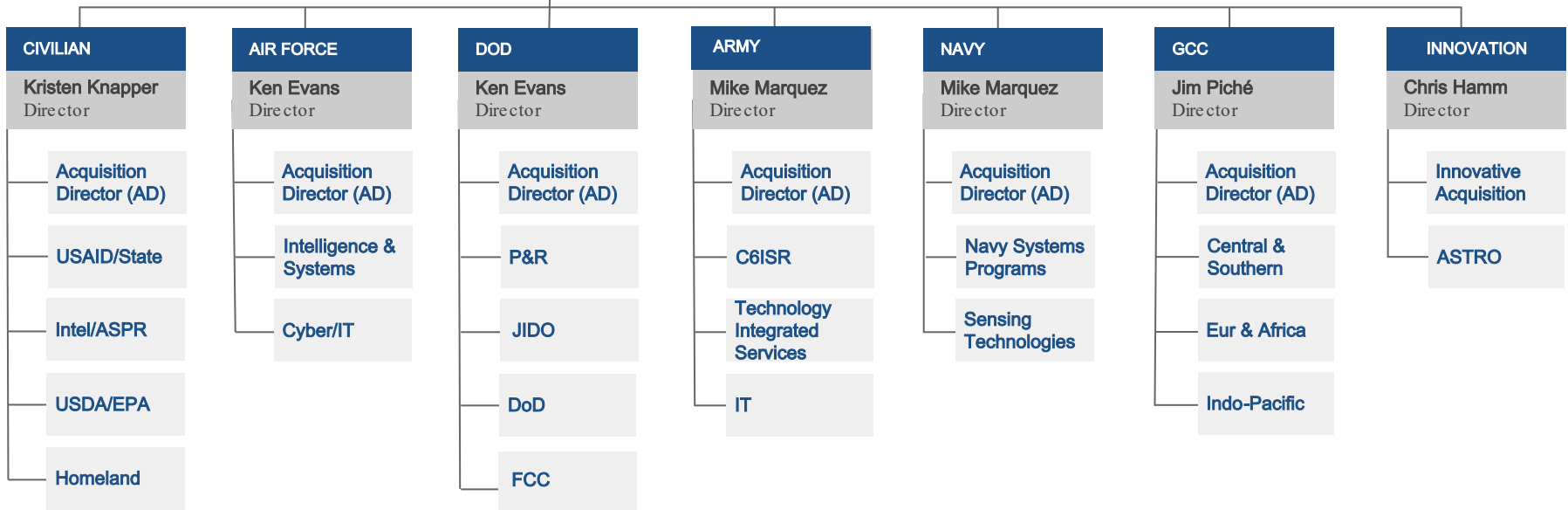
DEPUTY DIRECTOR
Pete Burr



PMO DIRECTOR
Erin Childs



ACQUISITION QUALITY DIRECTOR
Corey Nickens



* Acting

FEDSIM Assisted Acquisition Services

FEDSIM provides federal agency clients with support for every aspect of their acquisition project.



Our team provides services from the pre-award phase of the contract until the final closeout report is published. We are uniquely qualified to handle large acquisitions using **cost contracts** with a **cost range**. We expertly manage funding from multiple sources, award fee boards, and other post-award management and COR functions.



FEDSIM Procurements



Best-Value Procurements

FEDSIM processes allow for the Government to receive the overall best technical solution.

Technical, management, staffing, and corporate experience, when combined, are significantly more important than cost.

Award is made based upon a best value trade-off determination.



Drivers of best technical response:

- Key Personnel
- Oral/Video Presentations

Services We Procure



IT SERVICES

We offer acquisition support to clients purchasing IT services, including cybersecurity, application development, and IT infrastructure.



PROFESSIONAL SERVICES

We acquire professional services, including technical training, language services, and marketing services, from contractor resources to support our client's mission.



MANAGED SERVICES

We acquire facilities and maintenance services through contractor resources to ensure seamless integration with our client's enterprise.

PALT & FEDSIM Timeline

Average Procurement Administrative Lead Time (PALT) for \$100M+ Projects

Other Contracting Offices

12-18
MONTHS



FEDSIM

7
MONTHS



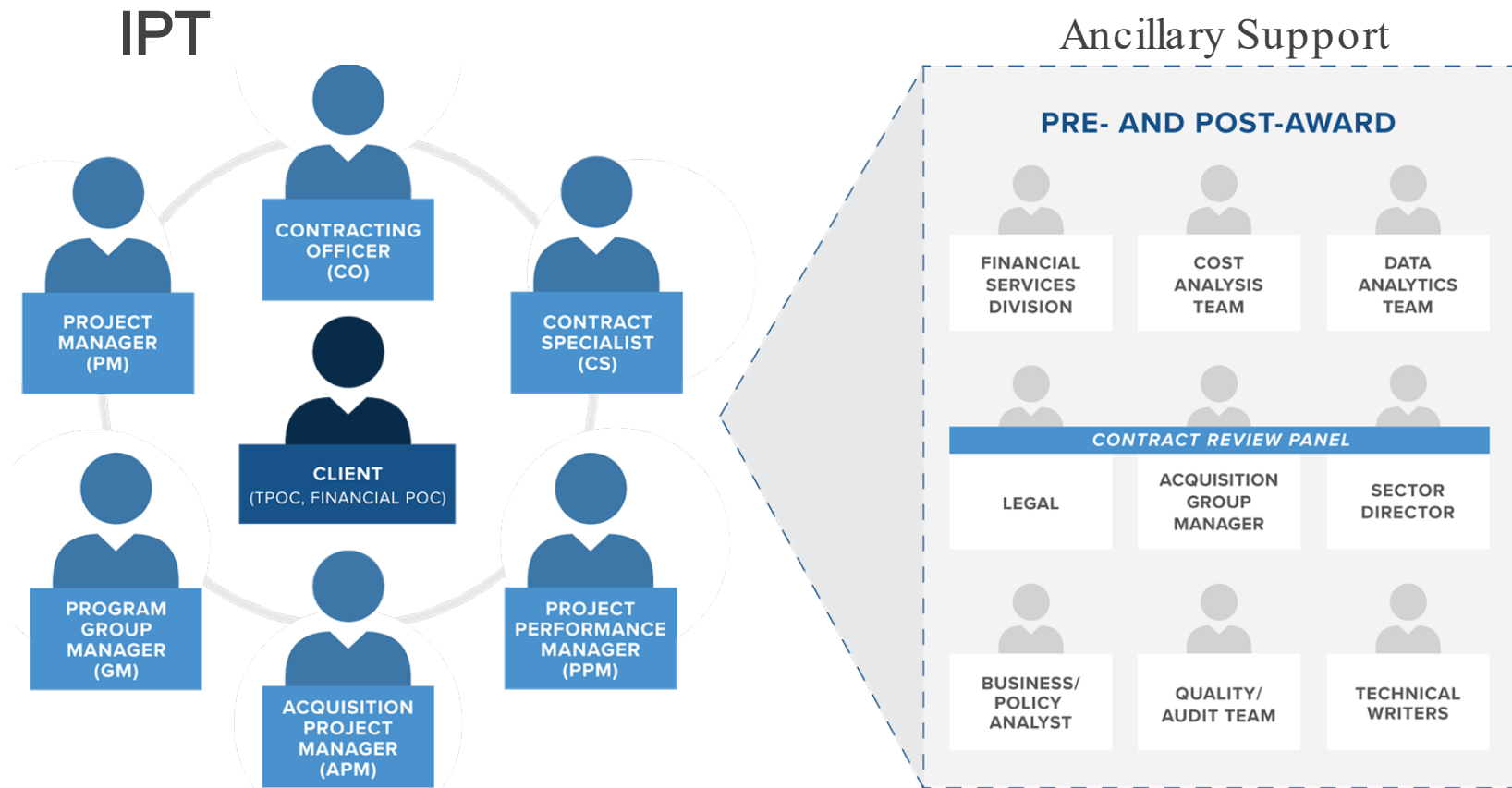
Schedule Example

**Schedules will vary with each acquisition*

Month 1	Month 2-4	Month 5	Month 6	Month 7
<ul style="list-style-type: none"> Discovery Acquisition Planning 	<ul style="list-style-type: none"> Requirements Definition Market Research Industry Day and/or Due Diligence 	<ul style="list-style-type: none"> Solicitation Package Release Response 	<ul style="list-style-type: none"> Oral Presentations Evaluation/Negotiation 	<ul style="list-style-type: none"> Award

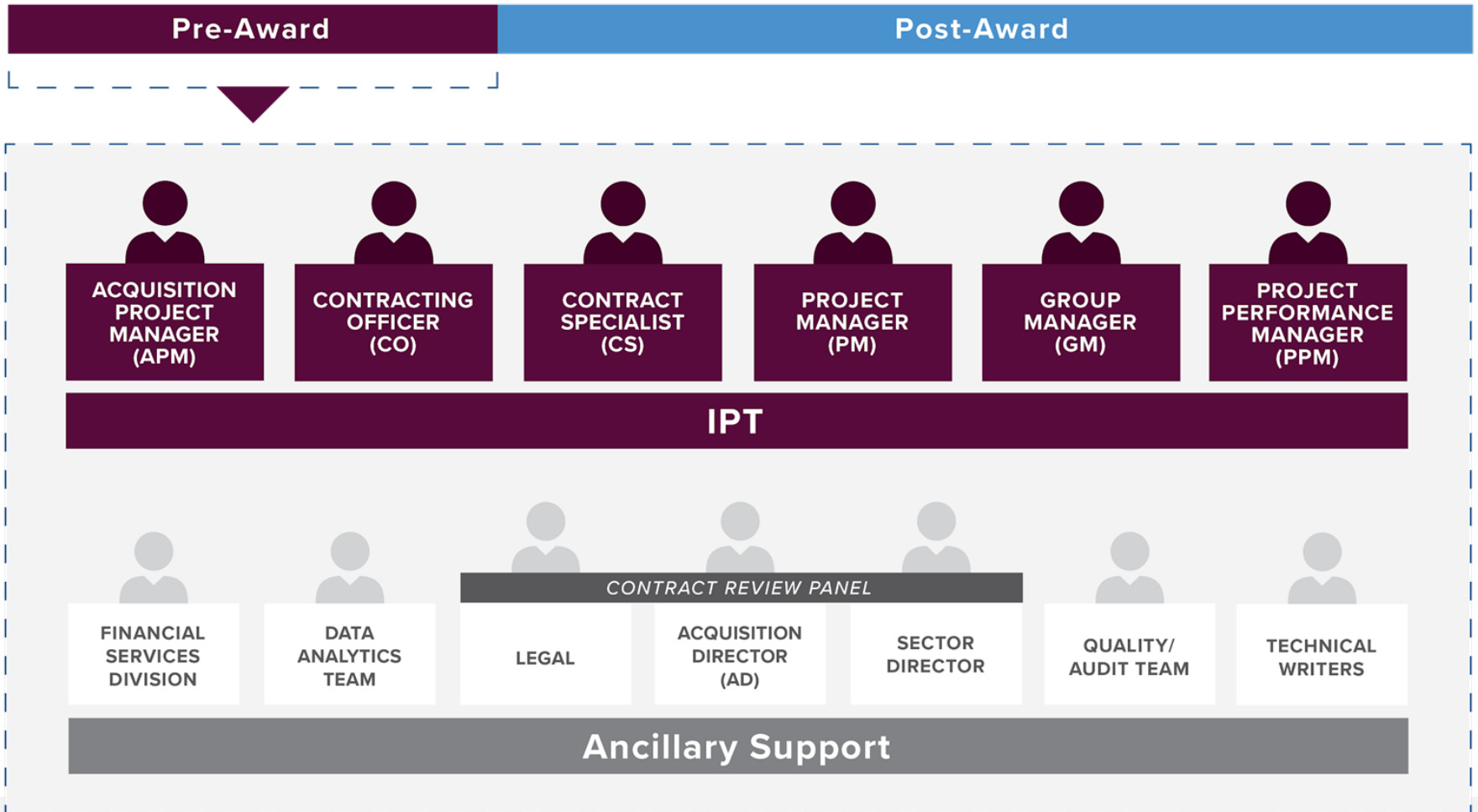
FEDSIM Support

FEDSIM provides an expert Integrated Project Team (IPT) that partners with clients and industry for the life cycle of the project to ensure client success.

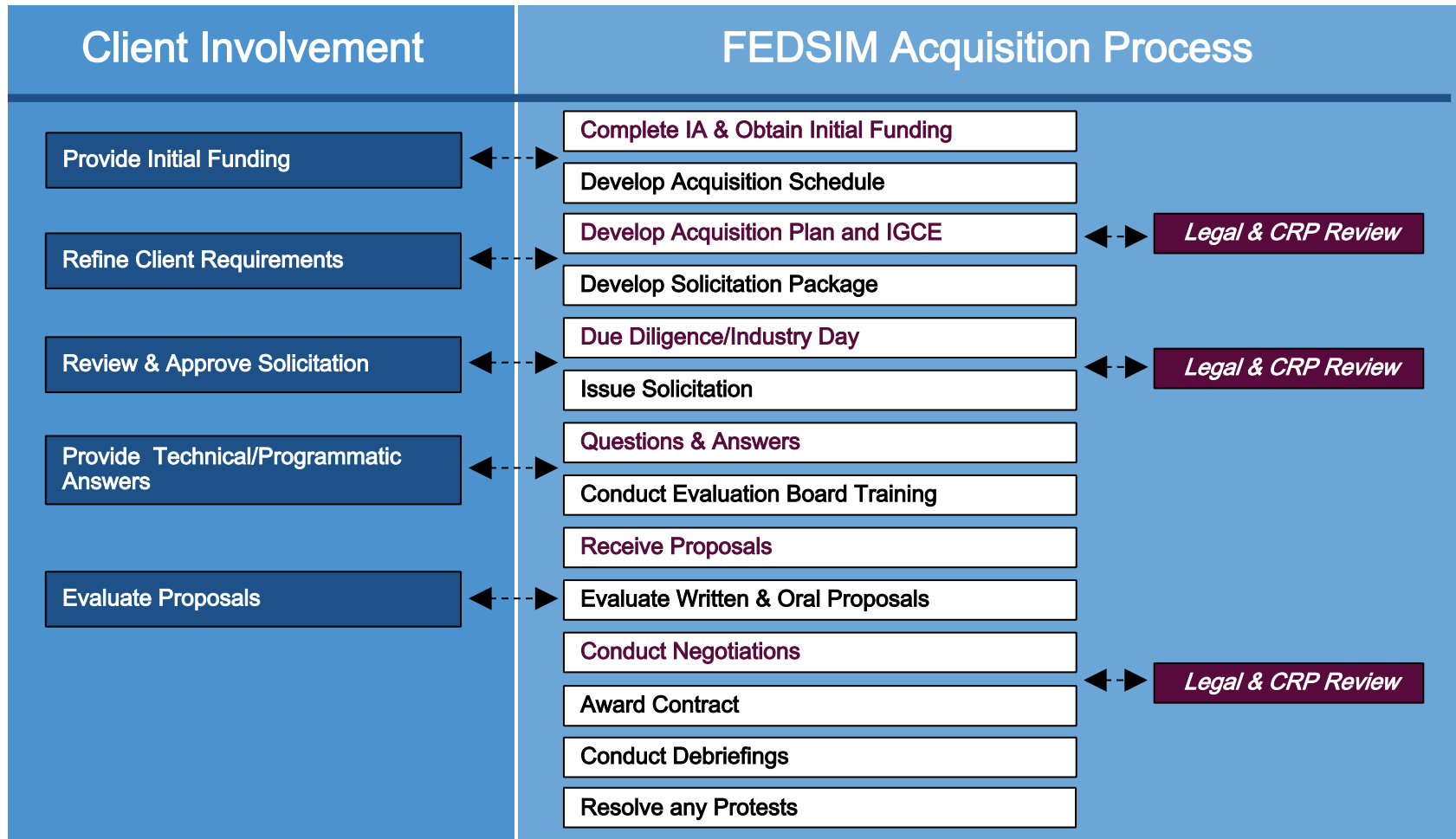


PRE-AWARD TEAM COMPOSITION

33% 1102s, 66% Project Managers

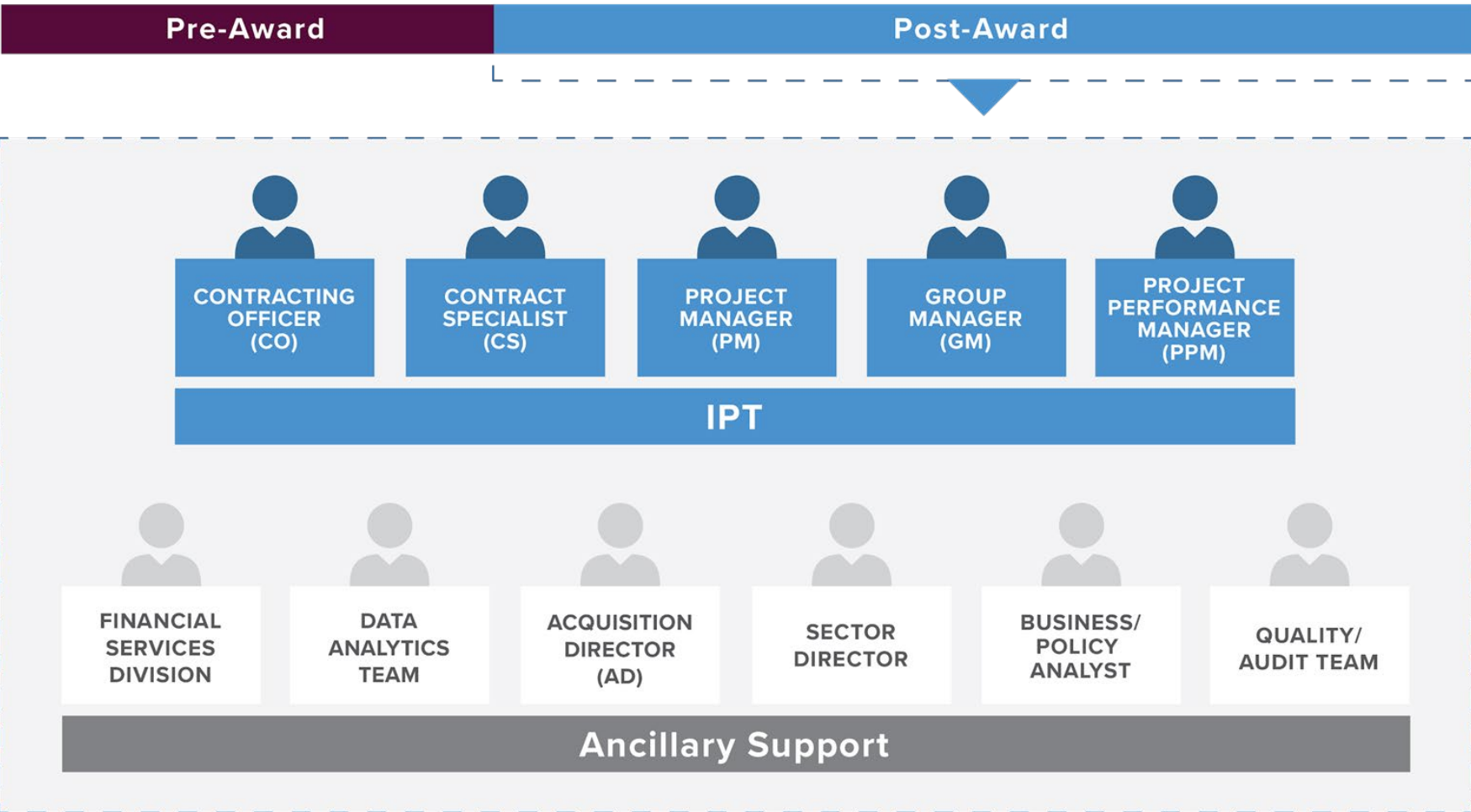


FEDSIM Pre-Award Value-Add

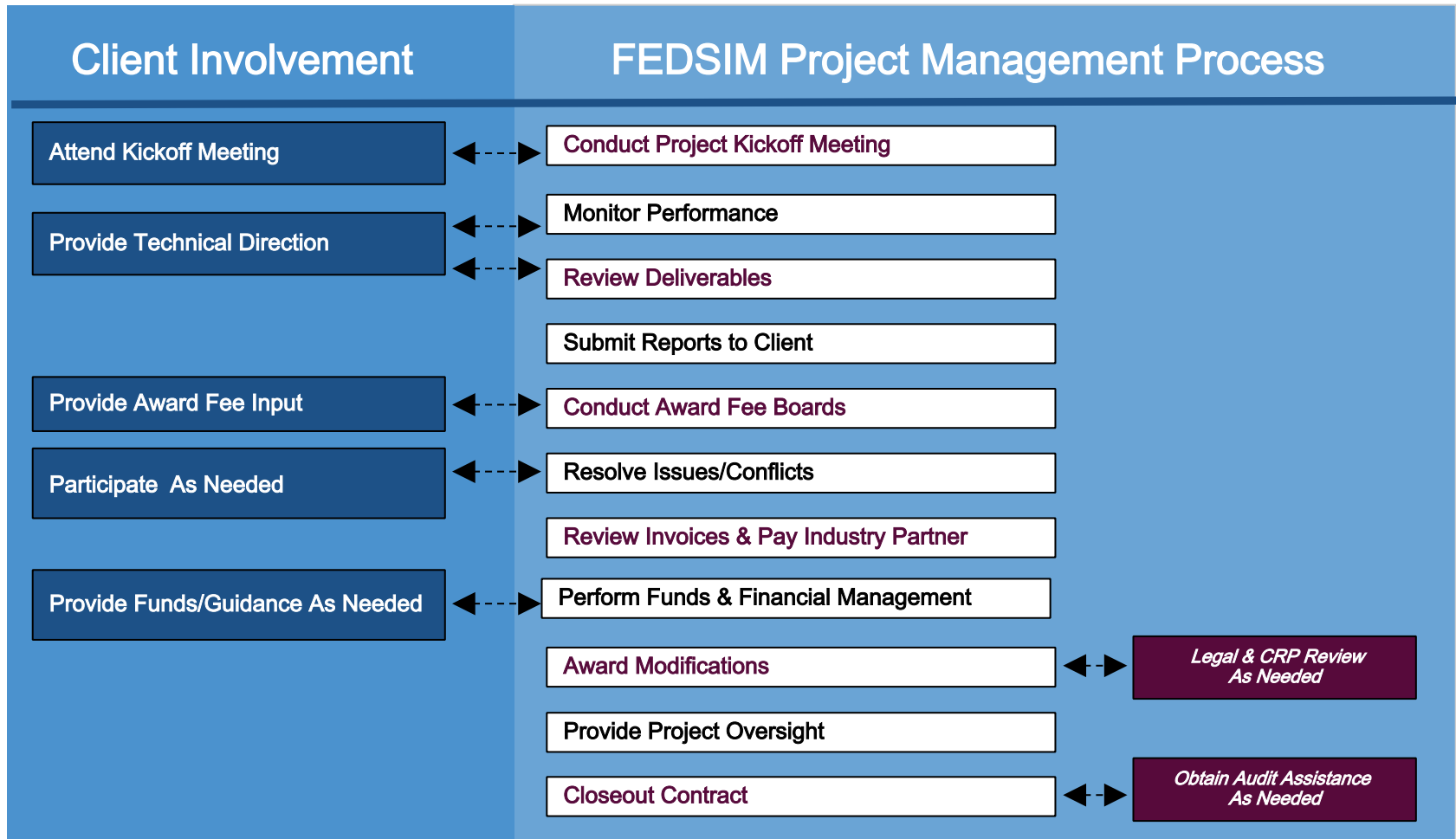


POST-AWARD TEAM COMPOSITION

33% 1102s, 66% Project Managers



FEDSIM PostAward Value-Add



FEDSIM Advantage



Projectized Acquisitions

Consistent, on-time acquisitions



Focus on Client Success

Acquisition of solution for specific mission outcomes vs. acquisition of things



Acquisition & PM Excellence

Continuous process improvement; innovative acquisition quality

Pre-Award

Post-Award

Client Success

Contact Us

Randy Michael
202-701-7075
Randall.Michael@gsa.gov

1800 F Street NW
Washington, DC 20006

fedsim.gsa.gov

