

CENTRE APPLAUDS THE RELEASE OF THE ACQUISITION ADVISORY PANEL'S DRAFT FINAL REPORT

Kinosky recommendations for increasing training, selecting a limited set of measures and aligning contract incentives to maximize performance included in report authorized by Congress to improve federal contracting processes.

VIENNA, Va – January 12, 2007 – Centre Consulting, a leading source of expert advice on federal consulting procedures, today applauded the release of the Acquisition Advisory Panel's draft final report. Congress created the panel to review and recommend any necessary changes to acquisition laws and regulations as well as government-wide acquisition policies with a view toward ensuring effective and appropriate use of commercial practices and performance-based contracting.

"The Acquisition Advisory Panel's report is a big step in the right direction toward improving the federal contracting process," Center co-founder and President Barbara Kinosky said. "Centre is proud to play a role in this critical project."

The report includes recommendations from Kinosky who testified before the panel on the importance of increasing training and selecting a limited set of measures. Specifically, the report includes Kinosky's support for cross-function training that incorporates contracting staff, senior management, the user community, quality assurance teams and subject matter experts. "When individuals without the proper training and expertise attempt to implement a performance based contract, the results are understandably and expectedly poor. The issue here is not that performance based contracting doesn't work or is flawed as a concept, but rather there is trouble consistently implementing it by an inconsistently trained workforce."

The report also includes Kinosky's recommendations for selecting a limited set of measures. "The government needs to learn not to create overly burdensome surveillance plans that will ultimately create a bureaucracy of contractors, monitoring contractors, monitoring contractors for compliance, only evaluate what is necessary to accurately measure success."

Kinosky also testified in support of aligning contract incentives to maximize performance which was included in the draft final report. "When acquisition professionals are working from limited templates and using only financial penalties and disincentives to enforce the quality assurance surveillance plan, the risk is going to be understandably priced by the contractor and included in the contract price," she said. "An adequate library and resource center will enable the acquisition team to think in terms of alternate approaches such as the exercise of an option year as incentive rather than just in terms of disincentives. This approach will ultimately save the government money because it reduces risk to the contractor."

The Acquisition Advisory Panel's Draft Final Report is available on line at <http://acquisition.gov/comp/aap/draftfinalreport.html>.

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Located in Vienna, Virginia, Centre Consulting offers comprehensive expert advice and training on all aspects of federal contracting to government and industry clients across the globe.