

Teaming Partner Services in Support of ESC's Responsibilities as a Federal Shared Service Provider

**Industry Day / June 16, 2009 from 1300 - 1600**

**Purpose**

To share and gather information regarding the FAA's interest in Teaming with multiple Industry Partners for implementation of Financial Management Line of Business Shared Service Provider Support Services (FM LOB FSSP).

**Location**

US Department of Transportation Headquarters Building  
DOT Conference Center, Oklahoma Room  
1200 New Jersey Avenue, SE.  
Washington, DC 20590

Note: Visitors need to enter the building at the New Jersey Ave entrance. This is the entrance closest to the Navy Yard Metro Stop, which is on the Green Line.

**Registration Instructions and Personnel Limitations**

Each company or organization is limited to no more than 3 attendees due to space limitations. The following information must be submitted to the POC identified below on or before June 8, 2009, to be added to the attendee list.

- Name
- Position/Title
- Name of company or organization they represent

Email is the preferred method for submitting attendee information.

**Security and Check-In Information**

- Attendees from the Federal Government must show their Government Issued ID and driver's license.
- Non Government attendees must show their driver's license.
- Attendees will be escorted from the security area to the meeting room.

**Overview**

The ESC has over 20 years of experience in providing enterprise systems and applications, data centers, accounting, HR/payroll, consulting, and training services to its customers. In 2003, the Department of Transportation (DOT) became the first cabinet level department to fully implement all of its agencies on a state-of-the-art integrated financial management system (Delphi) using commercial off-the-shelf software (COTS) on a single production instance using Oracle's Federal Financials enterprise software suite.

Delphi is an integrated financial management system that includes Federalized modules for General Ledger, Accounts Payable, Accounts Receivable, and Purchasing. Additional integrated modules include Project Accounting and Fixed Assets; among others. The Delphi system currently services customers in 19 sets of books running on a single instance of the Oracle Federal Financials software (release 11.5.10).

DOT's Enterprise Services Center (ESC) in Oklahoma City managed the development and implementation and continues to manage the administration of Delphi.

Subsequently, ESC entered into a teaming arrangement with Systems Research and Applications Corporation (SRA) as a result of a competitive process. A few examples of SRA's roles, all of which related to the implementation of ESC federal financials and procurement systems, are summarized below:

- Marketing with ESC as a Shared Service Provider to future customers
- Supporting and producing Bids and Proposals
- Project Management
- Face to the customer at the customer's site
- Change management
- Business Process Reengineering
- Customer Implementations
- Gap Analysis
- Solution Demonstration Labs
- User Acceptance Testing
- Project Plans; project documentation

ESC has now set goals of maintaining our Financial Management Line of Business Shared Service Provider (FM LOB FSSP) status, and continuing activities to cross service other federal customer agencies. Achieving these goals will allow agencies using ESC solutions to meet financial management requirements, support the Government's initiative for cross-agency servicing using Shared Service Providers, and to realize economies of scale.

ESC continues to grow in its standard offerings. ESC implemented Compusearch's PRISM integrated with Delphi using SOA, for the first time at GAO on October 16, 2007, adding a federal procurement solution to ESC's offerings. The same experienced staff that manages Delphi manages ESC PRISM.

ESC desires multiple industry partners due to a need to create a pool of implementation services integrators to select from based on established criteria. The partners will augment the ESC Shared Service Provider (SSP) Team for Requests for Proposal preparation and implementation support of the Office of Management and Budget (OMB) initiative to consolidate financial systems Government-wide. Federal agencies often vary as to their needs and given the fact that each business opportunity may be different, the ESC will need to partner with the multiple awardee that would bring specific or unique capabilities to the offering.

### **Expectations of the Teaming Partners**

The expectations from among ESC's teaming partners is two-fold, i.e., that of both a proposal partner and an implementation partner.

#### **Proposal Partner expectations:**

- Partner with the ESC on business opportunities (e.g., prospective ESC customers from among other agencies) identified by ESC for implementation of ESC solutions of federal financials, procurement software, and other administrative systems.
  - Provide bid proposal recommendations, documentation, and support staff required to complement the ESC for a winning solution.

- Perform demonstrations, oral presentations, and provide software as needed to deliver the winning solution for bid proposals with ESC as the prime.

**Implementation Partner expectations:**

- Partner with the ESC in providing dedicated implementation/integration resources, services and software as needed to support implementing a winning solution once a bid is won by the partnership.

**Point of Contact**

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**General Information**

This announcement is for information and planning purposes only and does not constitute a solicitation, nor is it to be construed as a commitment by the Government. Responses to this notice are not considered offers and cannot be accepted by the Government to form a binding contract. This announcement is for market research purposes only. Respondents should note that the government will not return any information submitted in response to this notice. The Government is not responsible for any costs incurred by respondents regarding any responses to this announcement.

Additional information regarding industry day will be posted to the FAA Contract Opportunities web site as it becomes available. Please check the web site frequently for updates. At this time, the additional information expected is a draft Statement of Work. We request that interested parties refrain from presenting questions to the POC regarding industry day until after the draft Statement of Work is posted, at which time questions will be accepted via email. The cutoff for submission will be June 8, 2009. Responses will be posted to the FAA Contract Opportunities web site prior to the start of the industry day. There will be opportunities to submit additional questions at industry day, which will be gathered and posted to the FAA Contract Opportunities web site after the event.