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Acquisition Resource Center

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**Overall Classification of this Briefing is
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In 2001...

- NSA was under pressure to increase competition
- Challenged to meet Small Business goals
- Increased security requirements hampered outreach efforts
- Limited avenues for Market Research restricted innovation
- New “Buy vs Make” policies increased pressure on contracting
- Partnerships with Industry were vital to mission success



Challenges in 2001

- Other problems...
 - Communication confusion (Multiple paths...Fax, e-mail, web, hardcopy ...)
 - Industry unhappy (Too hard to market capabilities without a clearance)
 - Too little competition (small pool of cleared contractors)
 - Government not getting the Best Value
 - Time constraints made large competitions very difficult to organize
 - Difficult to share ideas with Industry
 - Difficult for Industry to team



The Solution

- The Senior Acquisition Executive (SAE), sought a best practices solution from the Acquisition Center of Excellence (ACE) at the National Reconnaissance Office.
- 1 August 2001, the Acquisition Resource Center was established at NSA. The NSA ARC implementation sought to automate core business practices at the heart of the enterprise.



What is the ARC?

- The ARC provides for an electronic means of efficiently reaching our contractor base and to expand that base for increased competition.
- The ARC provides industry with a one-stop source for acquisition information, and provides a secure venue for acquisition-related conferences and meetings with Industry.
- The ARC is an outsourced solution - Facility, Networks, Software, and Services.



What does it do?

The ARC serves as an interface for acquisition-related interactions between Government and Industry that:

- Automates standard acquisition tasks
- Improves competition among qualified vendors
- Accommodates special acquisition programs and initiatives
- Meets the acquisition reporting and sourcing requirements of the agency
- Serves as a conduit between the classified and unclassified systems



Who uses it?

Principle ARC Users:

- Program/Project Managers
- Integrated Product Teams (IPT)
- Contracting
- Small Business Office
- Vendor Management
- Industry Outreach
- Industrial Security
- Senior Management

Sample Agency Usage Statistics:

- 6,000+ Registered Suppliers
- 15,000+ Registered Users
- 400,000+ Messages Annually
- 2,500,000+ Data Records
- 158 Data Fields (Vendors info)
- 100+ Releases Per Month
- 2,000+ ARC Facility Visitors



Does it really work?

- Yes
 - It's valuable to Industry so they want to participate.
 - It has increased NSA's competitive contracting opportunities (140 vendors in 2001 to 6,000 today).
 - Mandated for all Agency Market Research activities.
 - Vendor's registration required for contract.



Business Registry Growth

CATEGORY	1 Oct 01	1 Oct 02	1 Oct 03	1 Oct 04	1 Oct 05	1 Oct 06	05/06 Change
Number of Companies	144	1165	1929	3056	4388	5425	24%+
Number of Contacts	55	1828	2947	4842	7197	9503	32%+
Large Businesses	49	289	437	690	945	1122	19%+
Small Businesses	95	876	1485	2365	3435	4303	25%+
Minority Owned	25	294	496	721	984	1245	27%+
Woman Owned	32	216	364	574	806	997	24%+
Service Disabled Veteran	N/A	6	64	134	235	346	47%+
Small Disadvantaged	N/A	254	459	664	911	1140	25%+
8(a) Status	19	160	271	349	480	613	28%+
Certified HUBZone	7	89	142	202	259	300	16%+
Tribally Owned	N/A	0	6	11	19	24	26%+
Alaskan Owned	1	5	6	13	25	32	28%+
Native Hawaiian	N/A	N/A	N/A	N/A	N/A	3	-
Hispanic Serving	N/A	N/A	N/A	N/A	N/A	4	-
Historically Black	0	1	4	11	13	12	(8%)-
Facility Clearance	N/A	534	569	760	1205	1467	22%+
NSA Cleared	N/A	41	473	734	980	1265	29%+
Other Gov Clearances	N/A	73	723	1338	1873	2592	38%+
Top Secret SCIF	N/A	199	271	343	388	320	(18%)-



Data Integrity

- The ARC links to Central Contractor Registration (CCR), Dun & Bradstreet (DnB), and Small Business Administration (SBA).
- Vendor's DUNS, CAGE, and e-mail are all verified prior to registration.
- Regular updates are conducted to solicit new capabilities and to verify that records are complete.
- “Bad” records are inactivated.



Unanticipated Benefits!

- By establishing a regenerating, capabilities-based vendor database on our internal network, new applications that utilize this data can be built within weeks.
- Nondisclosure Agreements (NDA), Memorandum of Understanding (MOU), and Waivers can easily be affiliated with vendors.
- Technical briefings, white papers, and unsolicited proposals can be managed, shared, and searched.
- Security records and access control are easily tracked.
- Metrics are collected as a by-product of real-time communication, rather than through back-office data calls and post-activity data mining.



Accomplishments

The ARC is the primary distribution gateway to Industry, managing and recording all electronic traffic, providing electronic backup of that traffic, and insuring the integrity of the process through extensive monitoring and auditing controls.

The ARC distills all communication with Industry into standardized packages for Agency use

- The ARC moves all data to a single network, reducing stove-piping and paper
- The ARC eliminates the need to develop any new Industrial databases within NSA
- The ARC increases in value the more it's used (no transaction fees or licensing costs)
- The ARC complies with the Government Paperwork Elimination Act (GPEA) of 1998 and the Paperwork Reduction Act (PRA) of 1995

The ARC has already saved Agency assets by consolidating requirements

- The ITD office tasked the ARC for its management requirements rather than build a new system
- Provisional Security tasked the ARC to manage their entire program
- The Agency's Market Survey IPT tasked the ARC to consolidate all NSA Market Research
- The OSBU tasks the ARC to produce the majority of their reports
- DA tasks ARC staff for outreach, training, and call center support