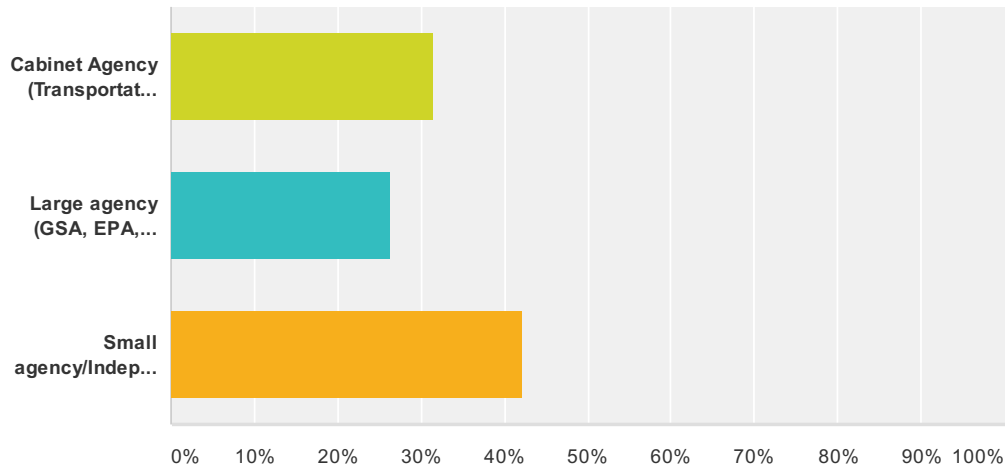


Q1 I work at a:

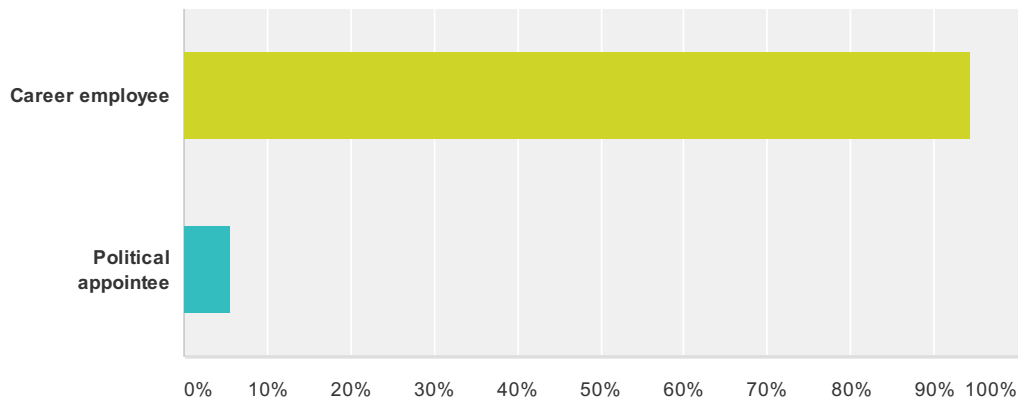
Answered: 19 Skipped: 0



Answer Choices	Responses
Cabinet Agency (Transportation, VA, etc.)	31.58% 6
Large agency (GSA, EPA, etc.)	26.32% 5
Small agency/Independent agency	42.11% 8
Total	19

Q2 I am a:

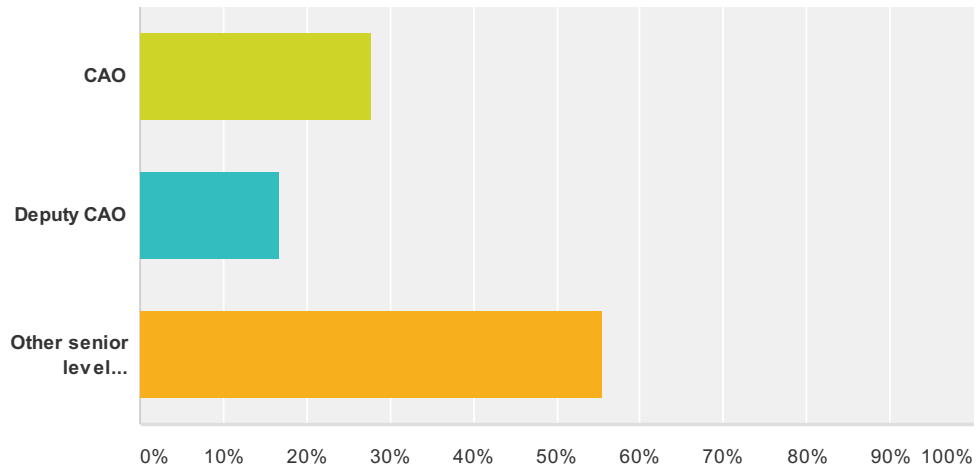
Answered: 18 Skipped: 1



Answer Choices	Responses
Career employee	94.44% 17
Political appointee	5.56% 1
Total	18

Q3 I am a:

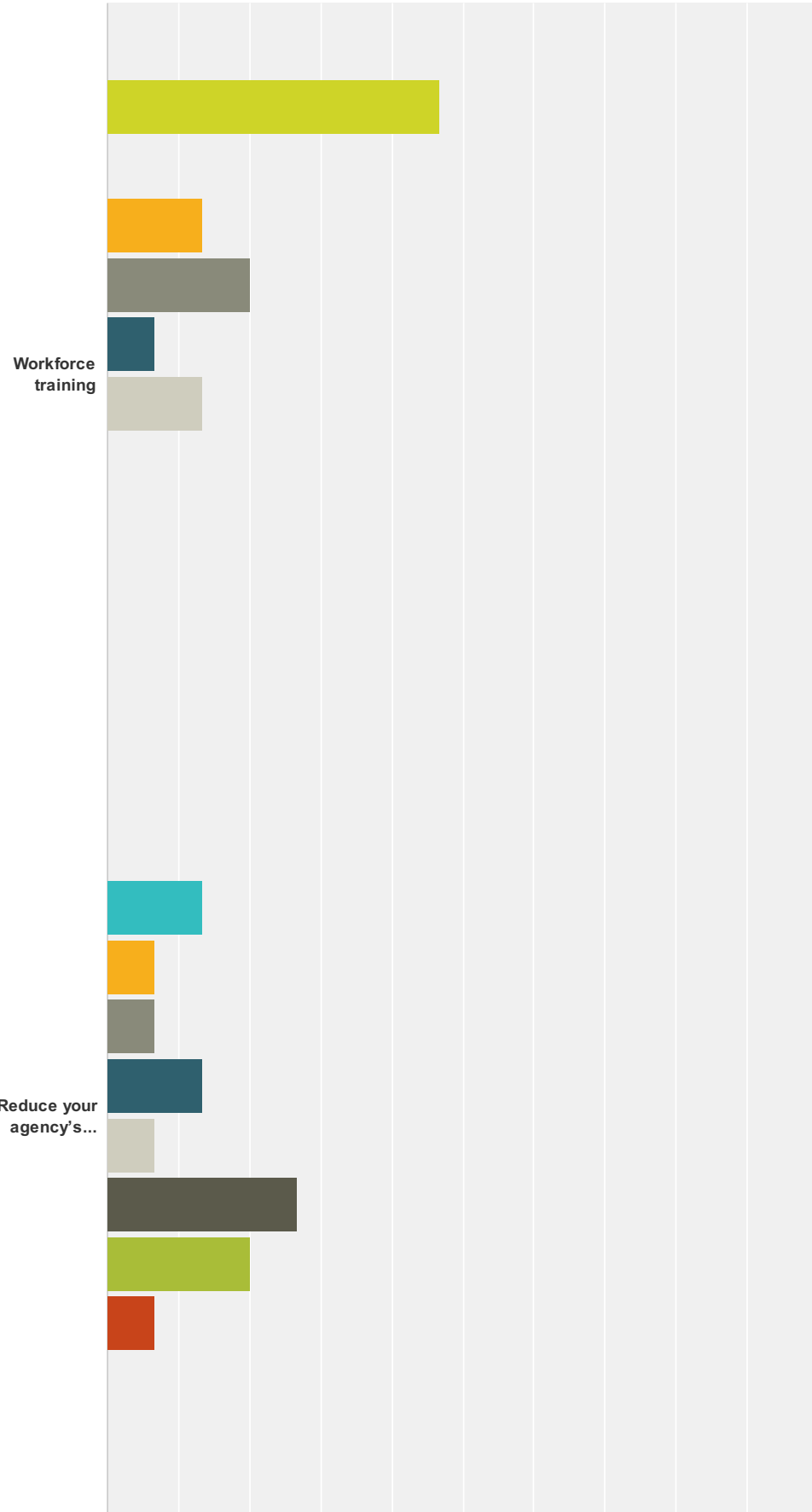
Answered: 18 Skipped: 1



Answer Choices	Responses
CAO	27.78% 5
Deputy CAO	16.67% 3
Other senior level acquisition manager	55.56% 10
Total	18

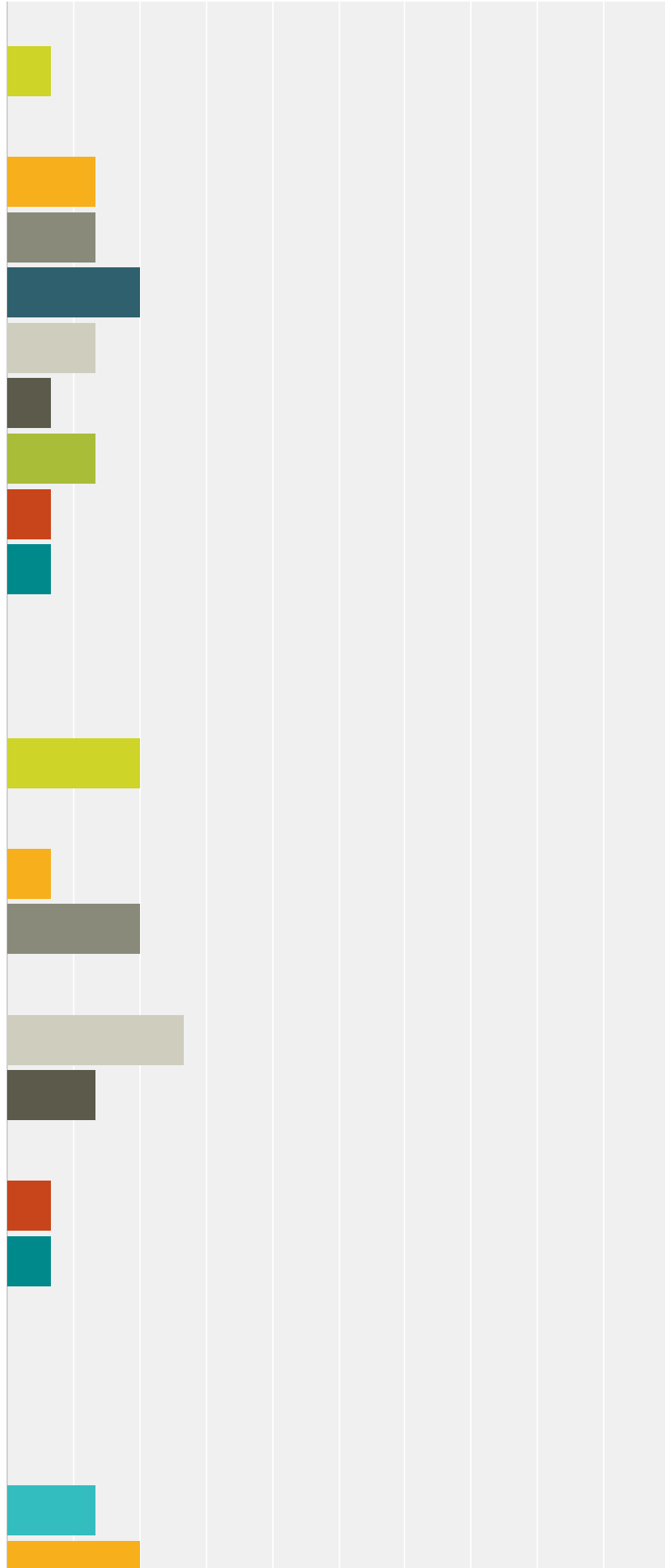
**Q4 What are your top priorities for 2014?
(Please rank in order, 1 being the highest)**

Answered: 15 Skipped: 4



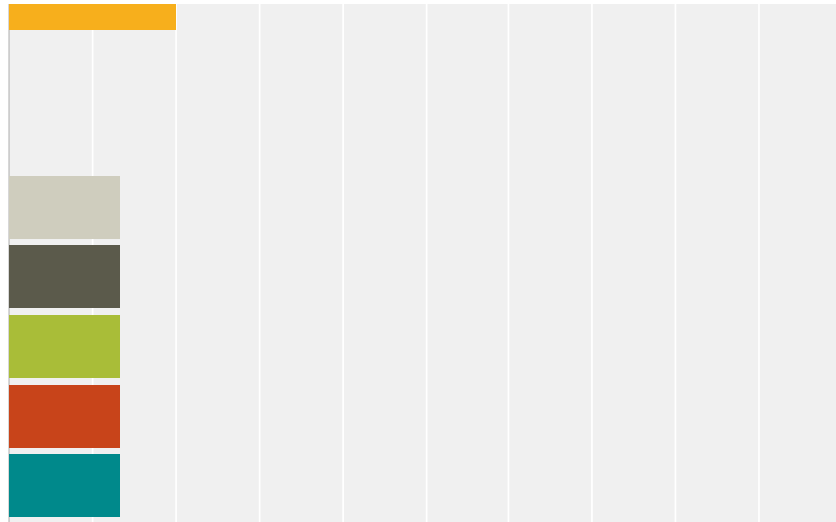
WFED Federal CAO Survey 2014

Move contracts from time an...

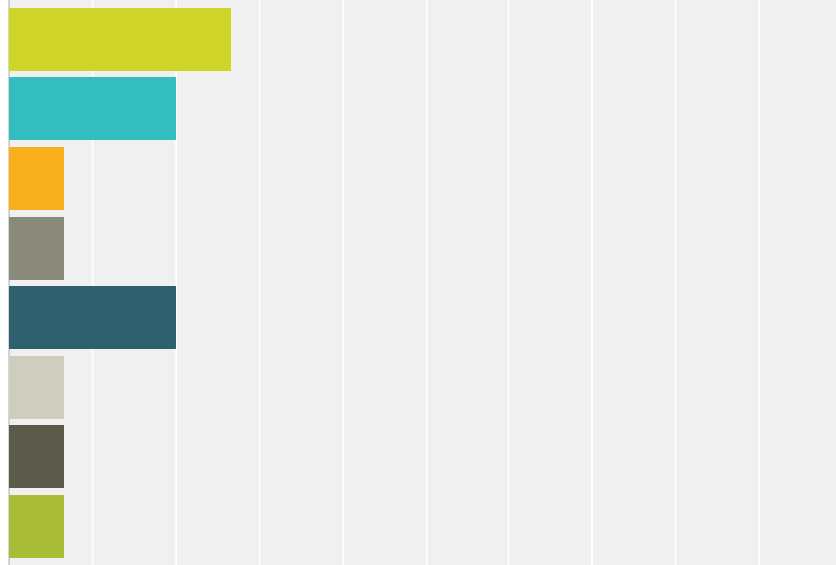


WFED Federal CAO Survey 2014

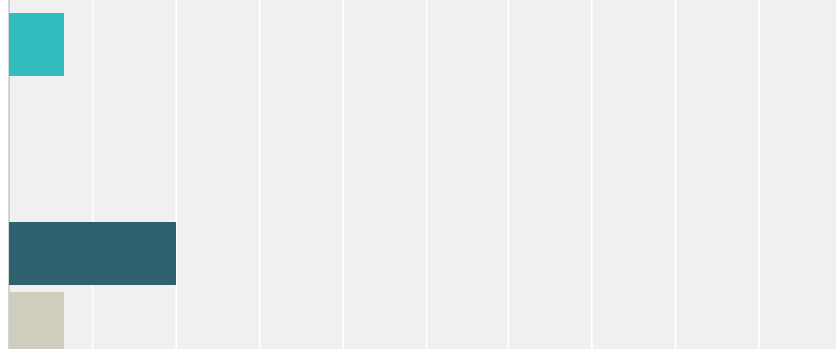
Hire more
acquisition...



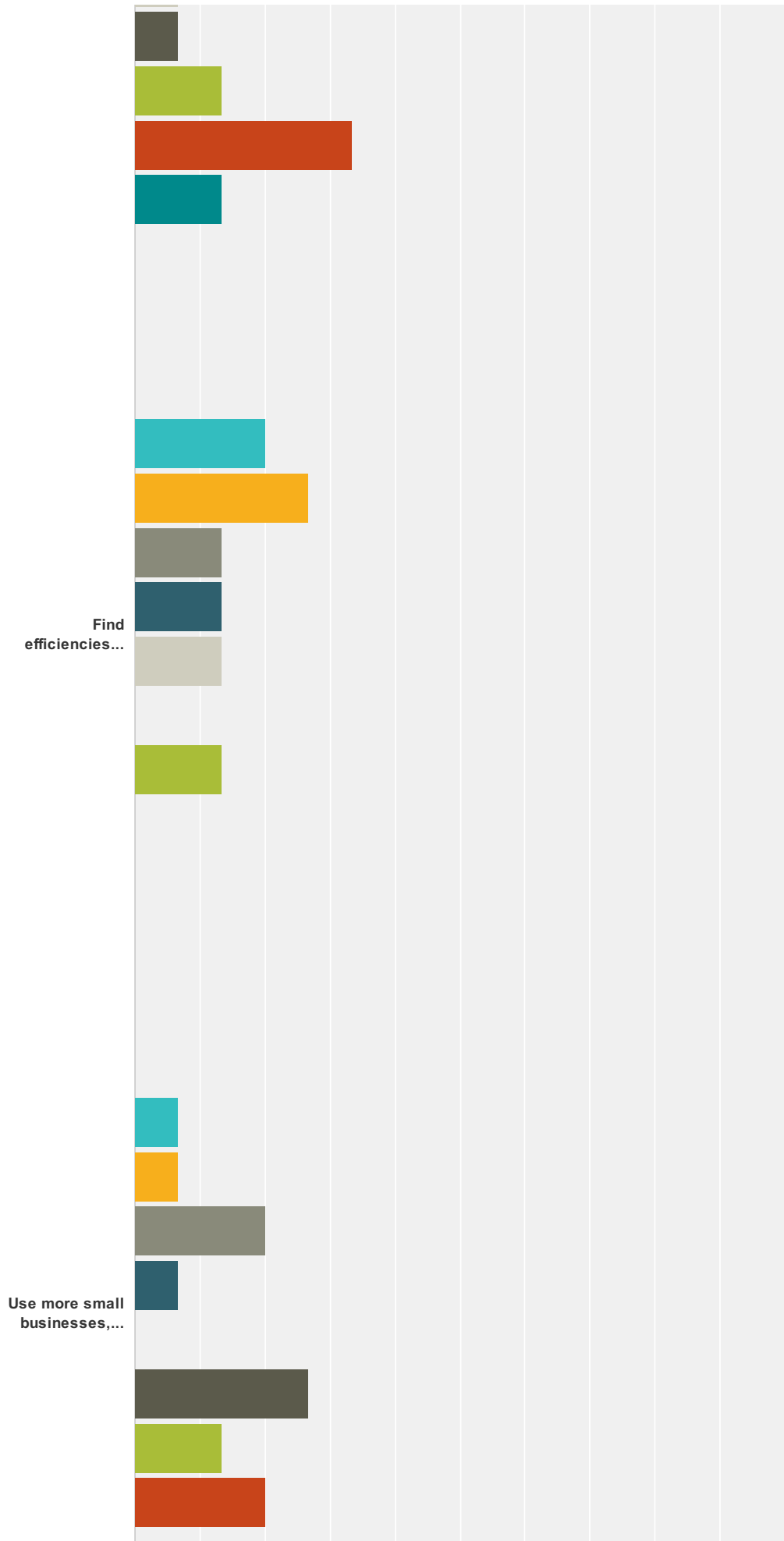
Retain
existing...



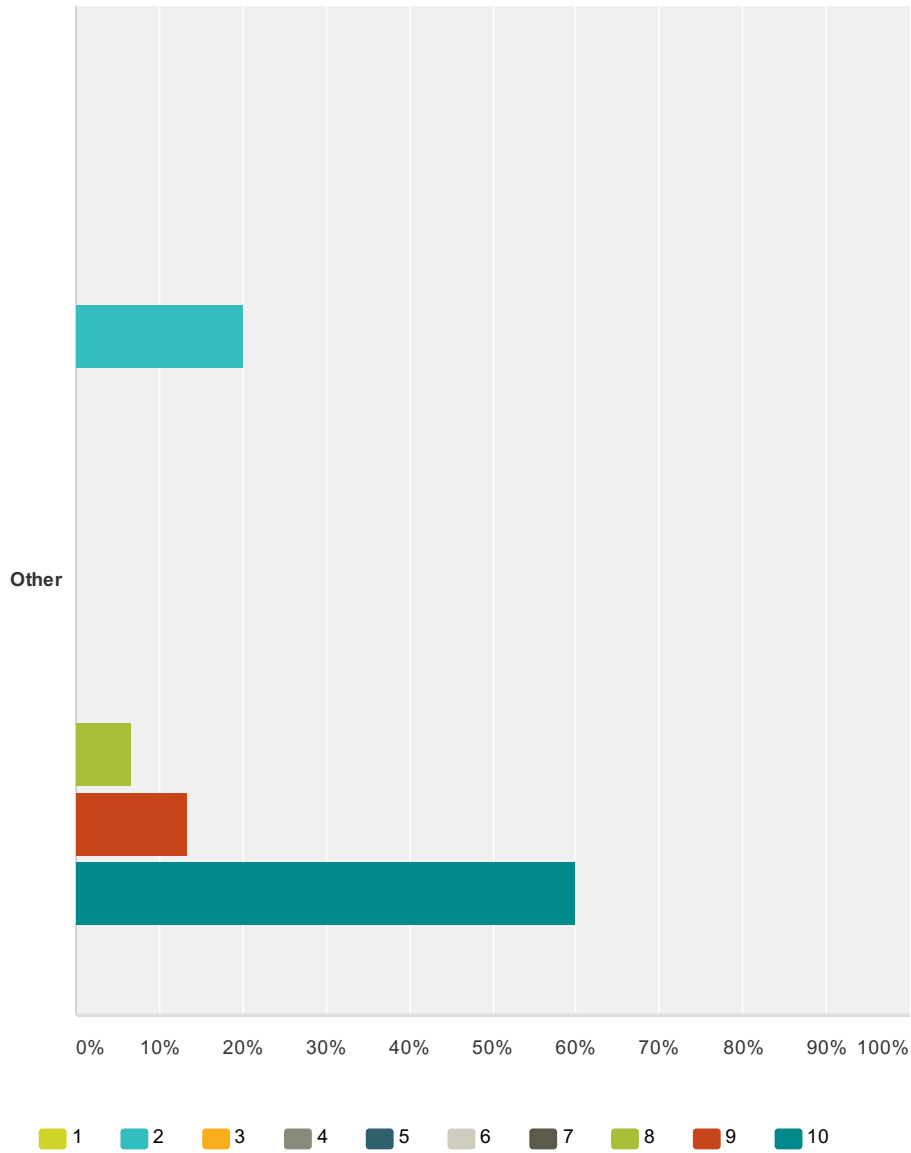
Reduce my
contract/ven...



WFED Federal CAO Survey 2014



WFED Federal CAO Survey 2014



	1	2	3	4	5	6	7	8	9	10	Total	Average Ranking
Workforce training	46.67% 7	0.00% 0	13.33% 2	20.00% 3	6.67% 1	13.33% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	15	8.20
Reduce your agency's overall contract spending	0.00% 0	13.33% 2	6.67% 1	6.67% 1	13.33% 2	6.67% 1	26.67% 4	20.00% 3	6.67% 1	0.00% 0	15	5.13
Move contracts from time and materials/labor hours to firm fixed price	6.67% 1	0.00% 0	13.33% 2	13.33% 2	20.00% 3	13.33% 2	6.67% 1	13.33% 2	6.67% 1	6.67% 1	15	5.40
Use strategic sourcing contracts more often	20.00% 3	0.00% 0	6.67% 1	20.00% 3	0.00% 0	26.67% 4	13.33% 2	0.00% 0	6.67% 1	6.67% 1	15	6.00
Hire more acquisition staff	0.00% 0	13.33% 2	20.00% 3	0.00% 0	0.00% 0	13.33% 2	13.33% 2	13.33% 2	13.33% 2	13.33% 2	15	4.80
Retain existing acquisition staff	26.67% 4	20.00% 3	6.67% 1	6.67% 1	20.00% 3	6.67% 1	6.67% 1	6.67% 1	0.00% 0	0.00% 0	15	7.47

WFED Federal CAO Survey 2014

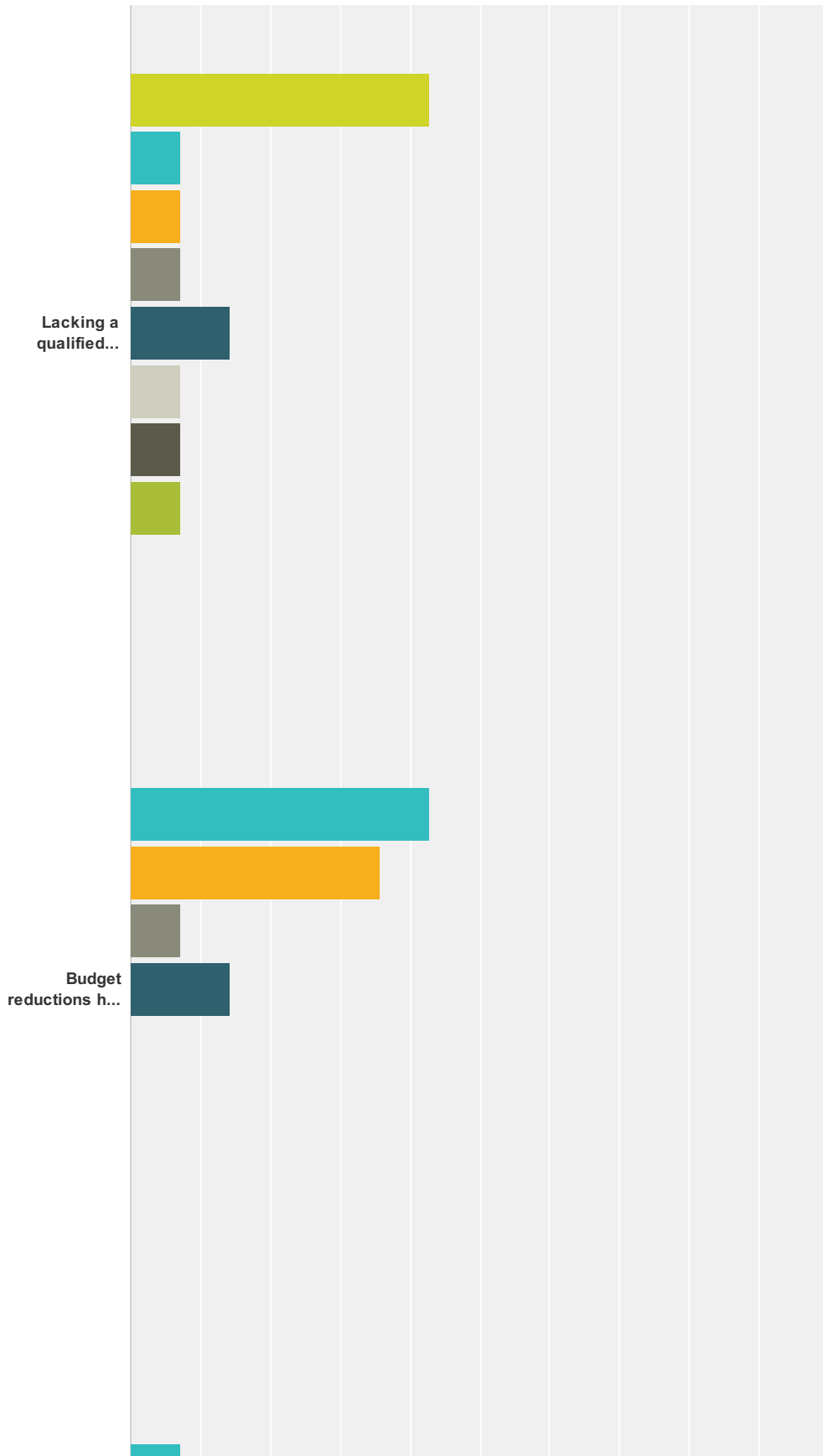
Reduce my contract/vendor workforce	0.00% 0	6.67% 1	0.00% 0	0.00% 0	20.00% 3	6.67% 1	6.67% 1	13.33% 2	33.33% 5	13.33% 2	15	3.60
Find efficiencies in the acquisition process to help my agency deal with potential budget cuts	0.00% 0	20.00% 3	26.67% 4	13.33% 2	13.33% 2	13.33% 2	0.00% 0	13.33% 2	0.00% 0	0.00% 0	15	6.73
Use more small businesses, including 8(a), SDB, women-owned, HUBZone and Veteran-owned firms	0.00% 0	6.67% 1	6.67% 1	20.00% 3	6.67% 1	0.00% 0	26.67% 4	13.33% 2	20.00% 3	0.00% 0	15	4.80
Other	0.00% 0	20.00% 3	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	6.67% 1	13.33% 2	60.00% 9	15	2.87

Q5 If you chose other, please specify:

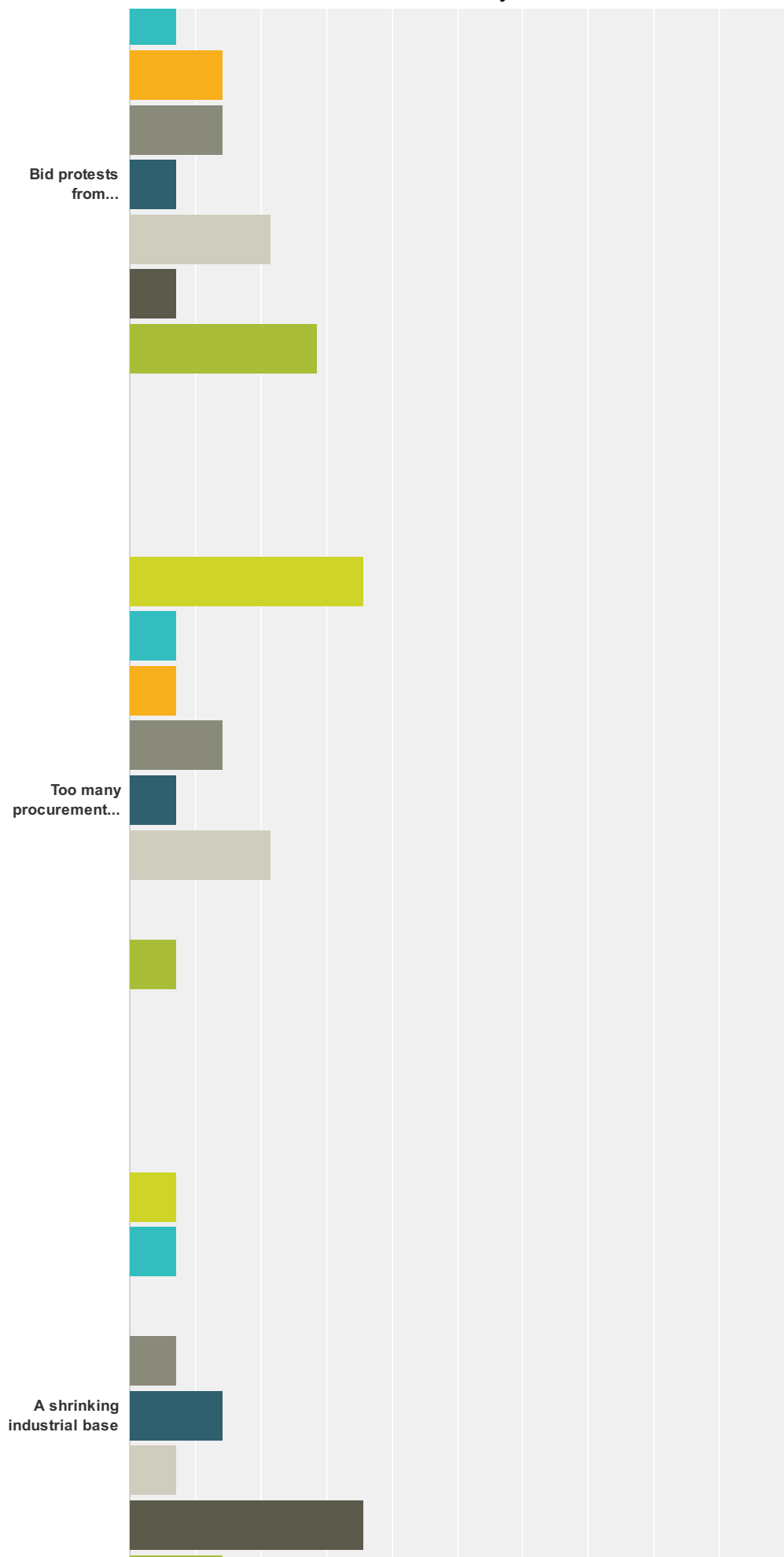
Answered: 4 Skipped: 15

Q6 What are the biggest challenges you face? (Please rank in order, 1 being the biggest)

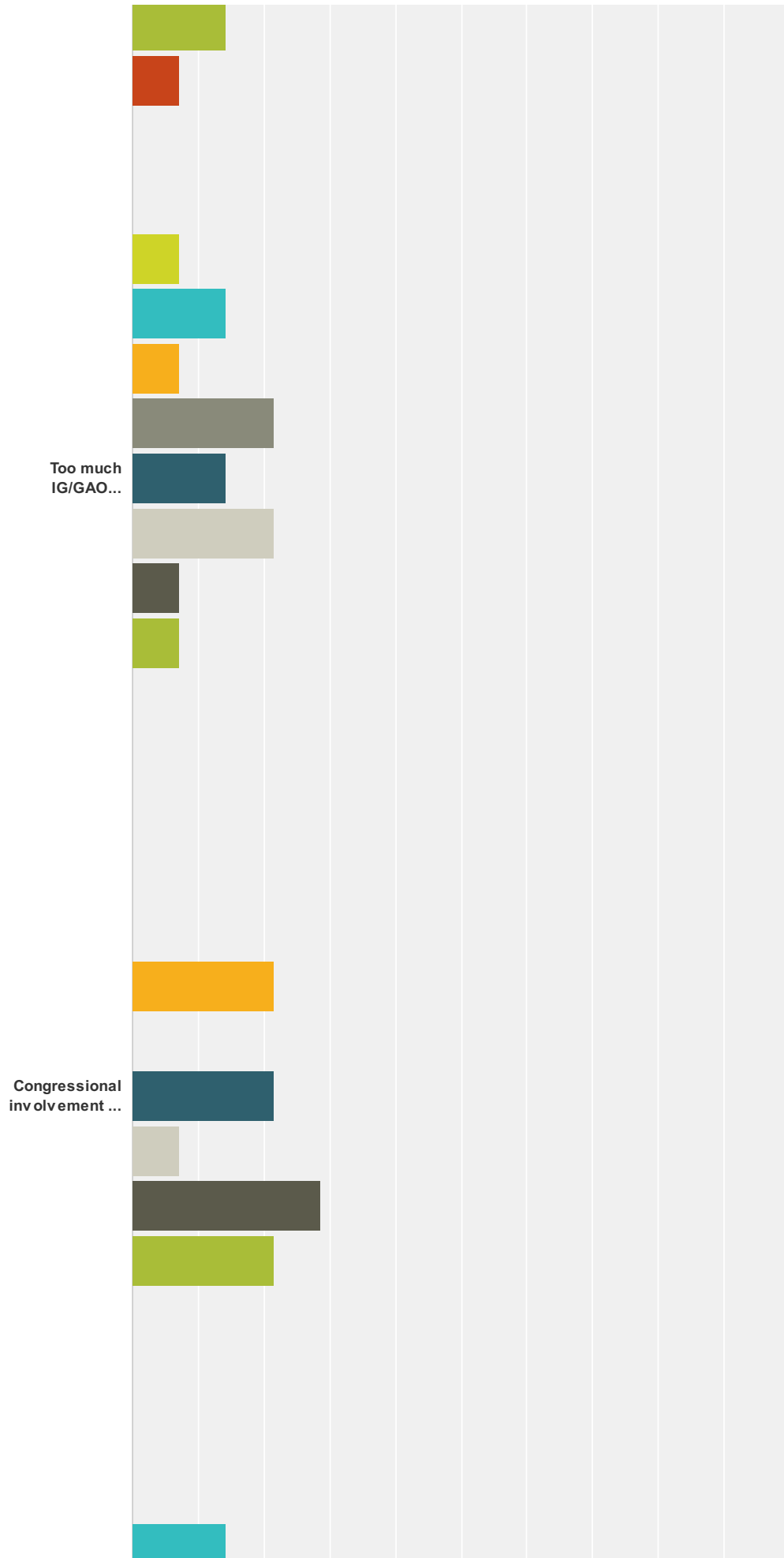
Answered: 14 Skipped: 5



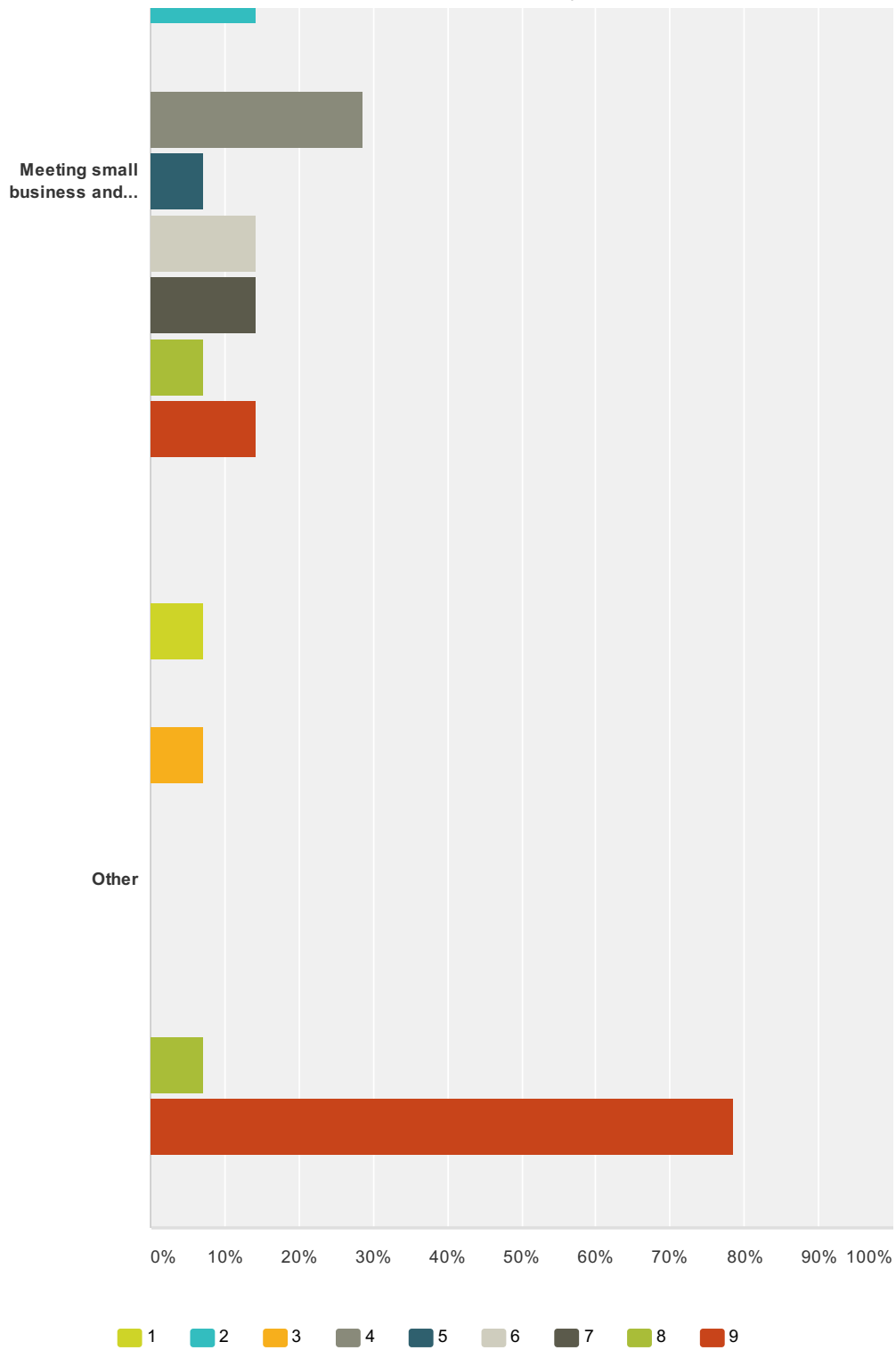
WFED Federal CAO Survey 2014



WFED Federal CAO Survey 2014



WFED Federal CAO Survey 2014



	1	2	3	4	5	6	7	8	9	Total	Average Ranking
Lacking a qualified workforce	42.86% 6	7.14% 1	7.14% 1	7.14% 1	14.29% 2	7.14% 1	7.14% 1	7.14% 1	0.00% 0	14	6.71
Budget reductions has limited our ability to train acquisition workers	0.00% 0	42.86% 6	35.71% 5	7.14% 1	14.29% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	14	7.07
Bid protests from unsuccessful vendors	0.00% 0	7.14% 1	14.29% 2	14.29% 2	7.14% 1	21.43% 3	7.14% 1	28.57% 4	0.00% 0	14	4.43
Too many procurement regulations	35.71% 5	7.14% 1	7.14% 1	14.29% 2	7.14% 1	21.43% 3	0.00% 0	7.14% 1	0.00% 0	14	6.50

WFED Federal CAO Survey 2014

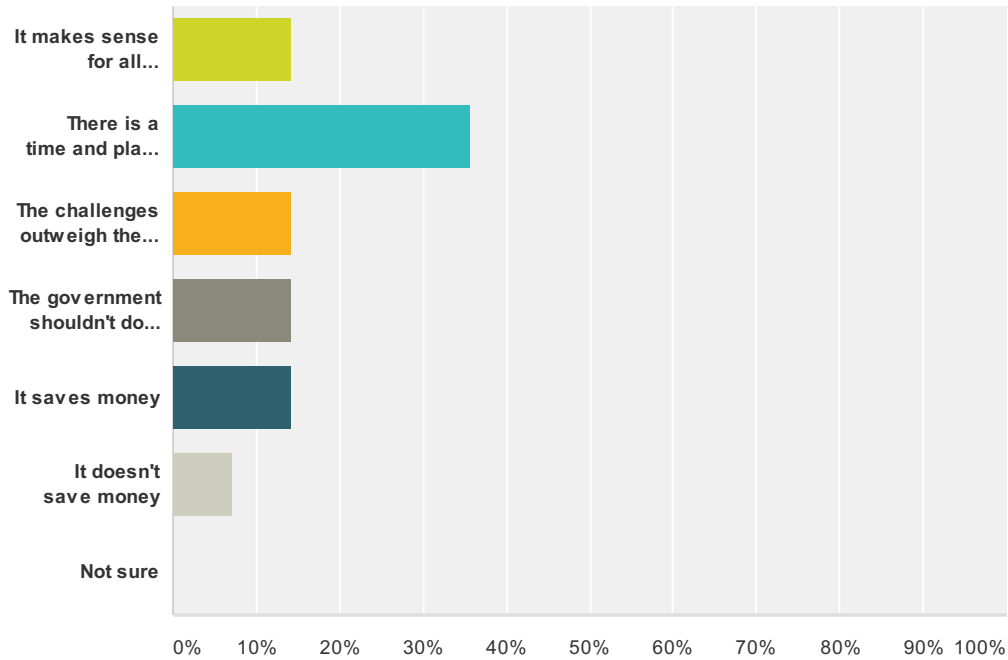
A shrinking industrial base	7.14% 1	7.14% 1	0.00% 0	7.14% 1	14.29% 2	7.14% 1	35.71% 5	14.29% 2	7.14% 1	14	4.07
Too much IG/GAO oversight slowing down the procurement process	7.14% 1	14.29% 2	7.14% 1	21.43% 3	14.29% 2	21.43% 3	7.14% 1	7.14% 1	0.00% 0	14	5.50
Congressional involvement in my acquisitions	0.00% 0	0.00% 0	21.43% 3	0.00% 0	21.43% 3	7.14% 1	28.57% 4	21.43% 3	0.00% 0	14	4.14
Meeting small business and other socioeconomic goals	0.00% 0	14.29% 2	0.00% 0	28.57% 4	7.14% 1	14.29% 2	14.29% 2	7.14% 1	14.29% 2	14	4.50
Other	7.14% 1	0.00% 0	7.14% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	7.14% 1	78.57% 11	14	2.07

Q7 If you chose other, please specify:

Answered: 2 Skipped: 17

Q8 Two years into the administration's strategic sourcing effort, what are your thoughts about the initiative?

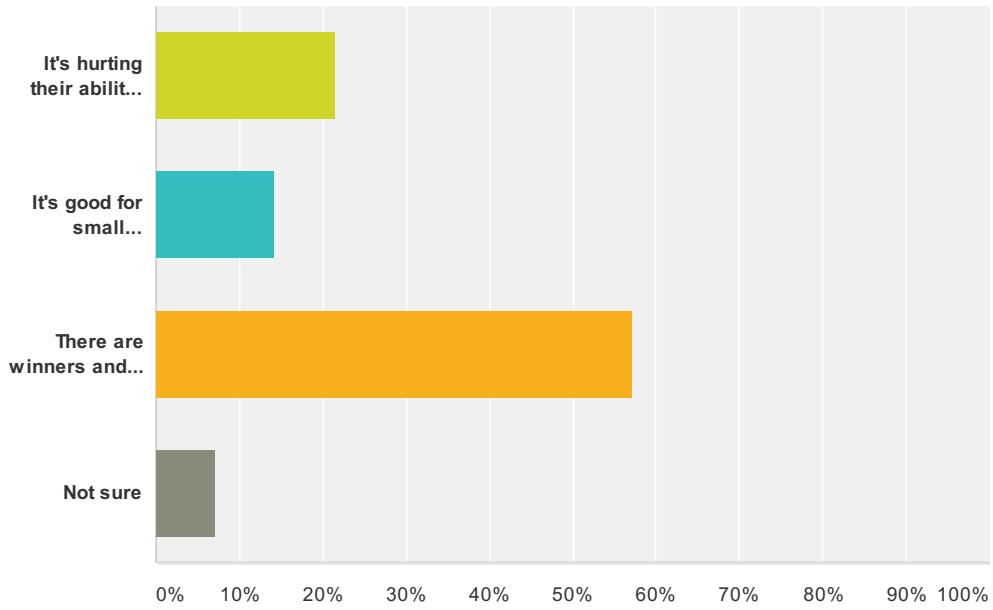
Answered: 14 Skipped: 5



Answer Choices	Responses
It makes sense for all commodities	14.29% 2
There is a time and place for this approach to buying	35.71% 5
The challenges outweigh the benefits	14.29% 2
The government shouldn't do strategic sourcing at an enterprise level	14.29% 2
It saves money	14.29% 2
It doesn't save money	7.14% 1
Not sure	0.00% 0
Total	14

Q9 What do you think the impact of strategic sourcing is having on small businesses?

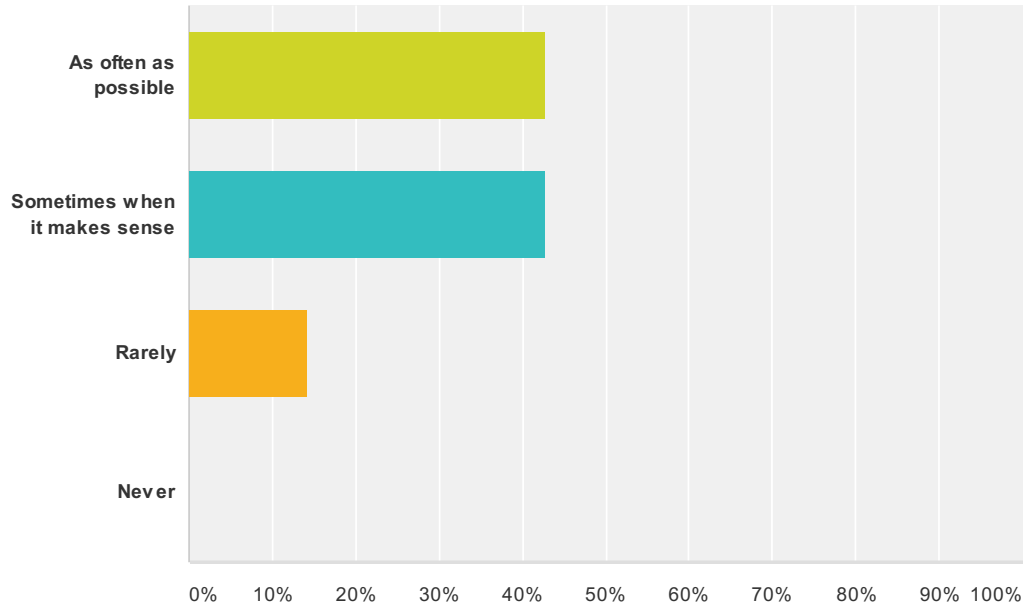
Answered: 14 Skipped: 5



Answer Choices	Responses
It's hurting their ability to compete	21.43% 3
It's good for small businesses	14.29% 2
There are winners and losers in every competition	57.14% 8
Not sure	7.14% 1
Total	14

Q10 How much is your agency using strategic sourcing?

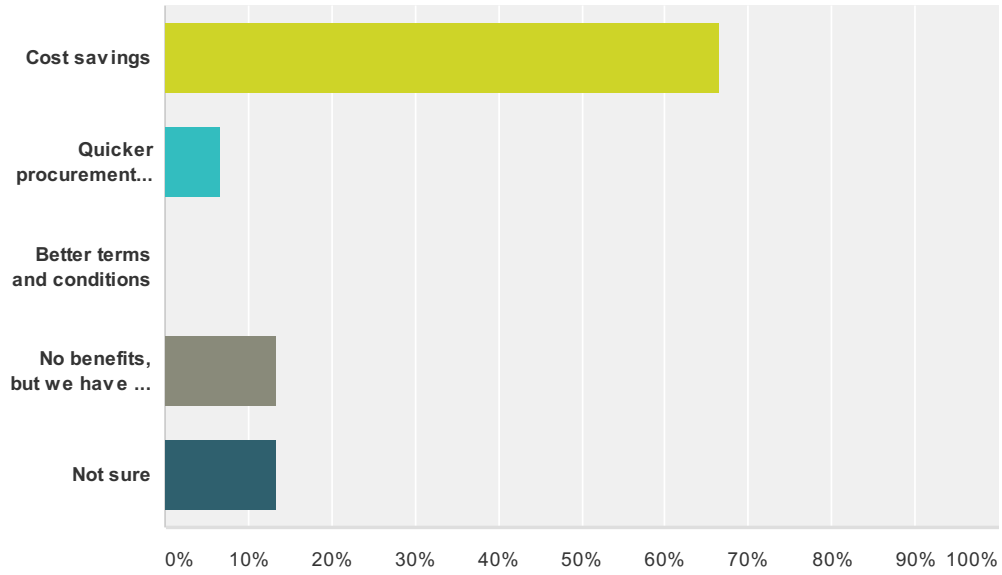
Answered: 14 Skipped: 5



Answer Choices	Responses
As often as possible	42.86% 6
Sometimes when it makes sense	42.86% 6
Rarely	14.29% 2
Never	0.00% 0
Total	14

Q11 In the areas you are using strategic sourcing, what are the benefits?

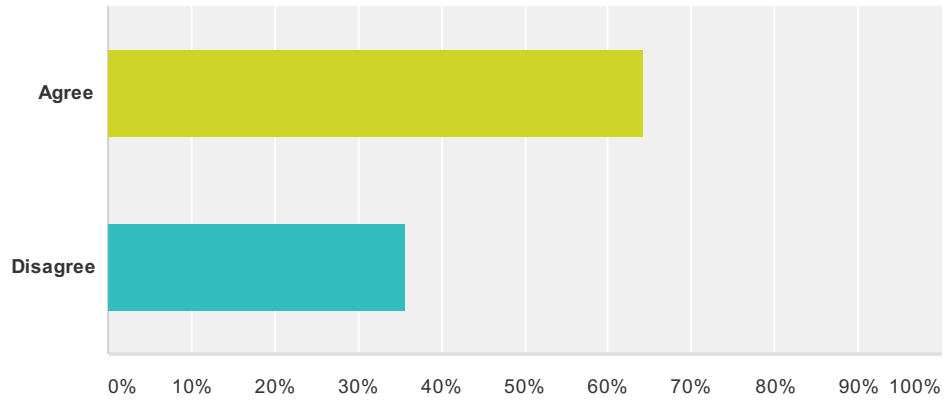
Answered: 15 Skipped: 4



Answer Choices	Responses
Cost savings	66.67% 10
Quicker procurement process	6.67% 1
Better terms and conditions	0.00% 0
No benefits, but we have to use these contracts	13.33% 2
Not sure	13.33% 2
Total	15

Q12 The Obama administration's acquisition priorities around strategic sourcing are smart and make sense.

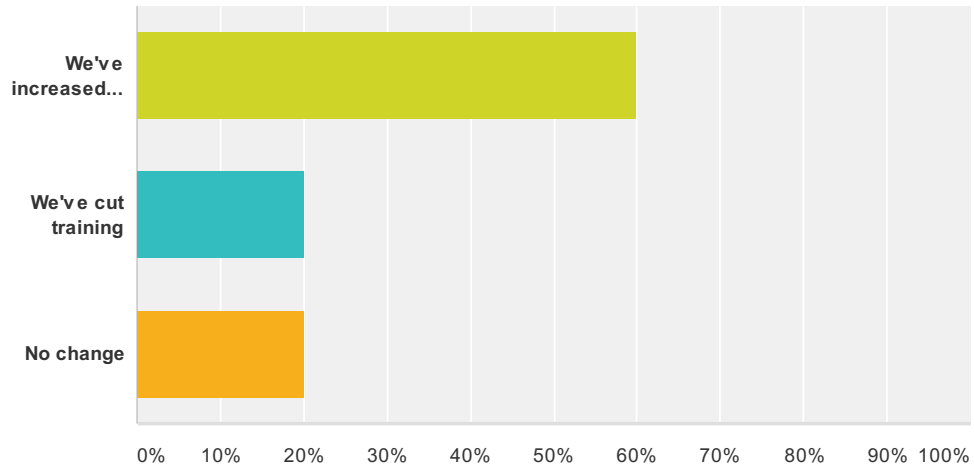
Answered: 14 Skipped: 5



Answer Choices	Responses	
Agree	64.29%	9
Disagree	35.71%	5
Total		14

Q13 What is your agency's recent experience with training of acquisition employees?

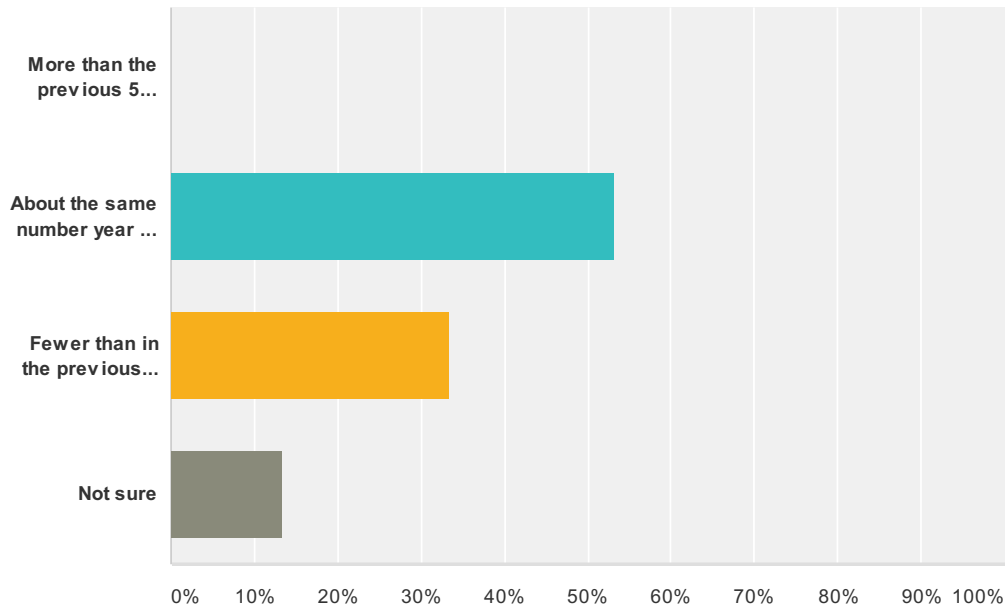
Answered: 15 Skipped: 4



Answer Choices	Responses	
We've increased training	60.00%	9
We've cut training	20.00%	3
No change	20.00%	3
Total		15

Q14 My agency is hiring acquisition workers (1102s, project mangers, etc.)...

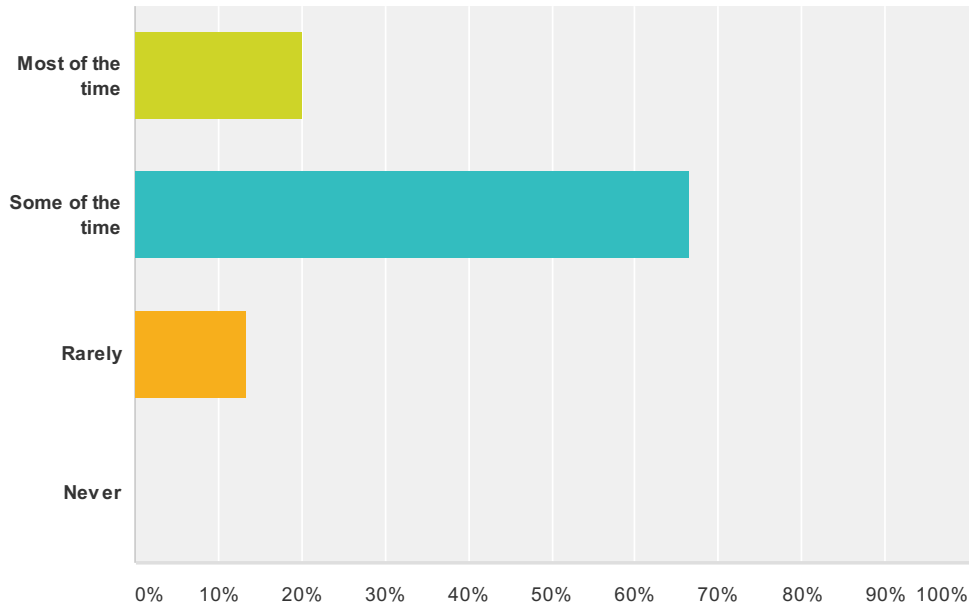
Answered: 15 Skipped: 4



Answer Choices	Responses
More than the previous 5 years	0.00% 0
About the same number year in and year out	53.33% 8
Fewer than in the previous two years	33.33% 5
Not sure	13.33% 2
Total	15

Q15 My agency is finding qualified candidates for acquisition workforce positions...

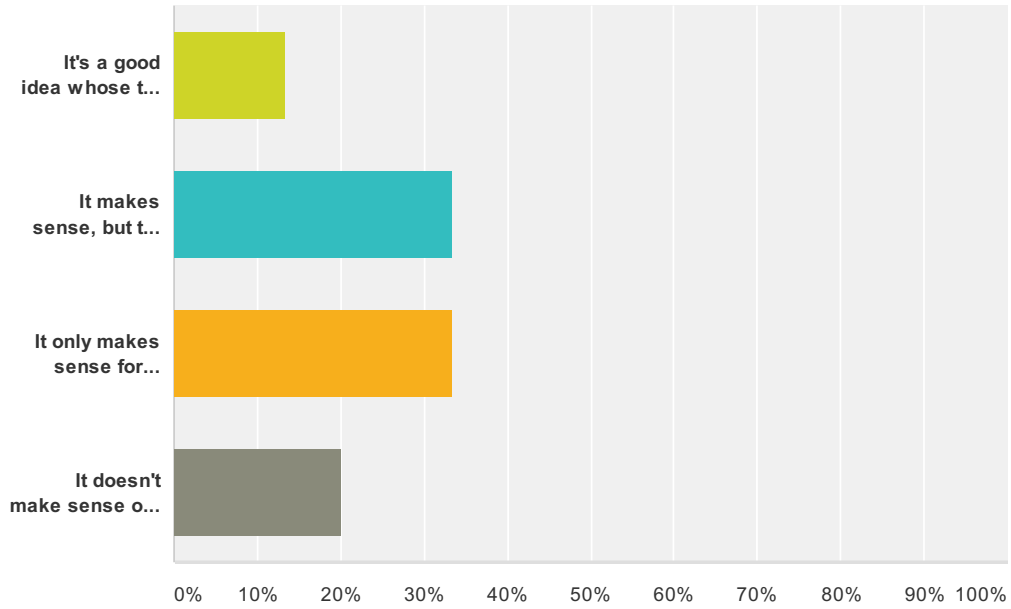
Answered: 15 Skipped: 4



Answer Choices	Responses
Most of the time	20.00% 3
Some of the time	66.67% 10
Rarely	13.33% 2
Never	0.00% 0
Total	15

Q16 What do you think of shared services on a governmentwide level?

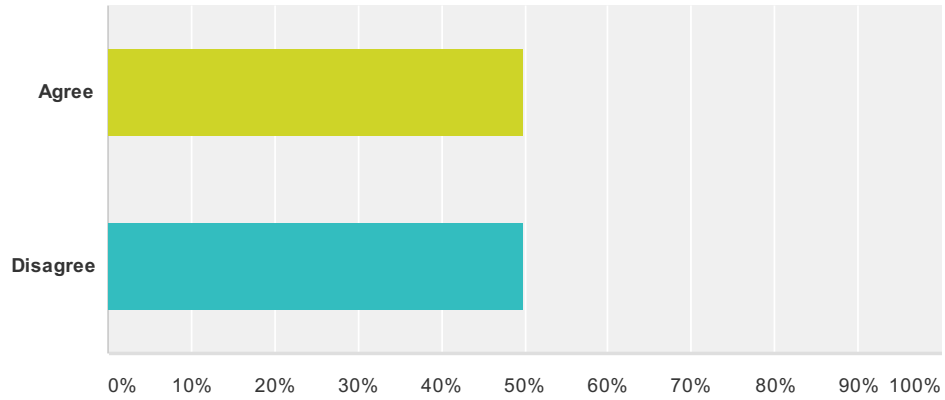
Answered: 15 Skipped: 4



Answer Choices	Responses
It's a good idea whose time has come	13.33% 2
It makes sense, but the culture barriers are high	33.33% 5
It only makes sense for select government functions, such as financial management or human resources	33.33% 5
It doesn't make sense on a governmentwide level	20.00% 3
Total	15

Q17 Shared services works best at an agencywide level.

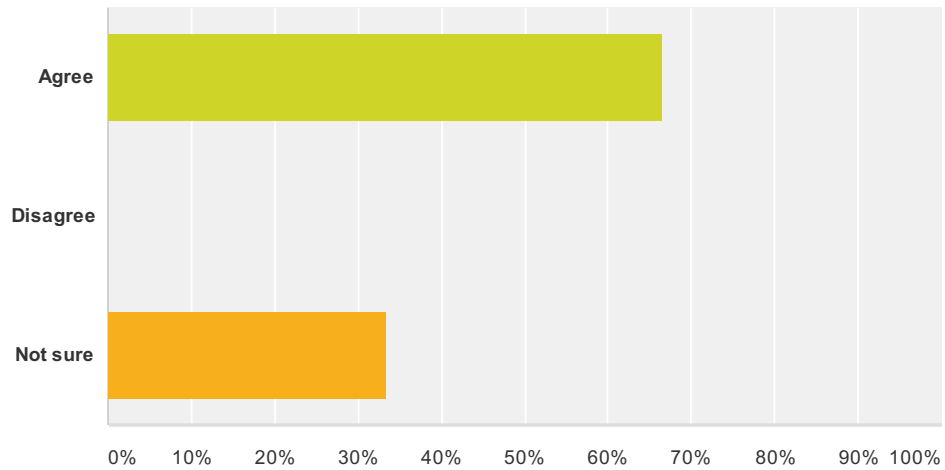
Answered: 14 Skipped: 5



Answer Choices	Responses
Agree	50.00% 7
Disagree	50.00% 7
Total	14

Q18 OMB is rushing into shared services without a specific enough plan.

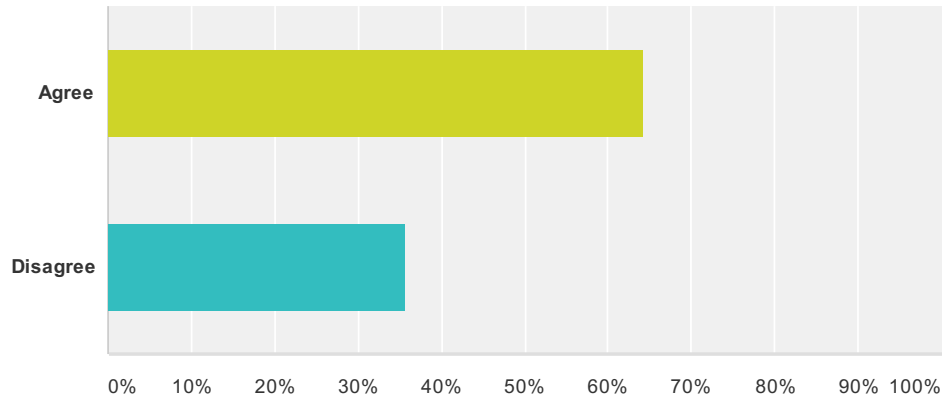
Answered: 15 Skipped: 4



Answer Choices	Responses
Agree	66.67% 10
Disagree	0.00% 0
Not sure	33.33% 5
Total	15

Q19 The Obama administration hasn't paid enough attention to the acquisition workforce.

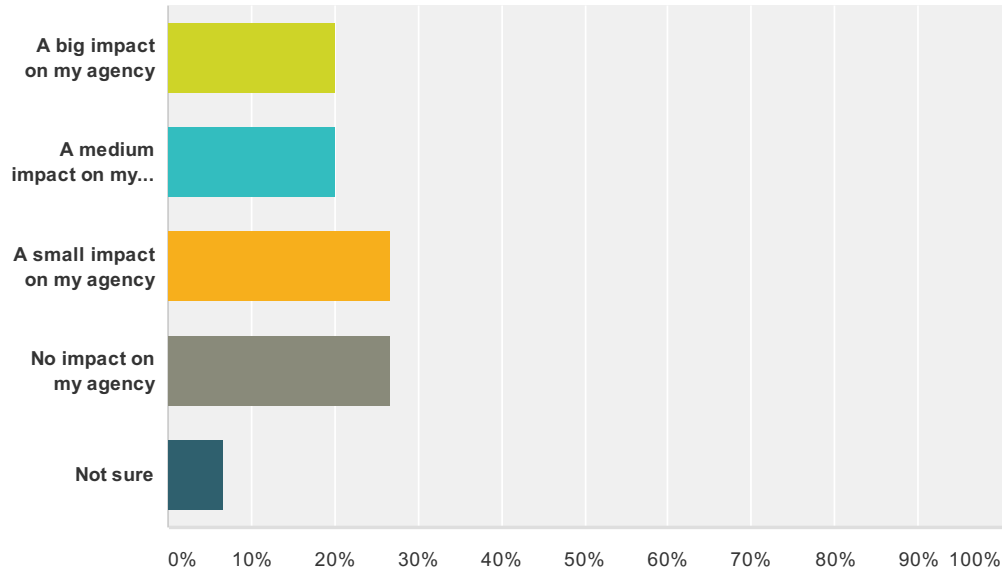
Answered: 14 Skipped: 5



Answer Choices	Responses
Agree	64.29% 9
Disagree	35.71% 5
Total	14

Q20 The Obama administration's priority to reduce spending on contracts is having...

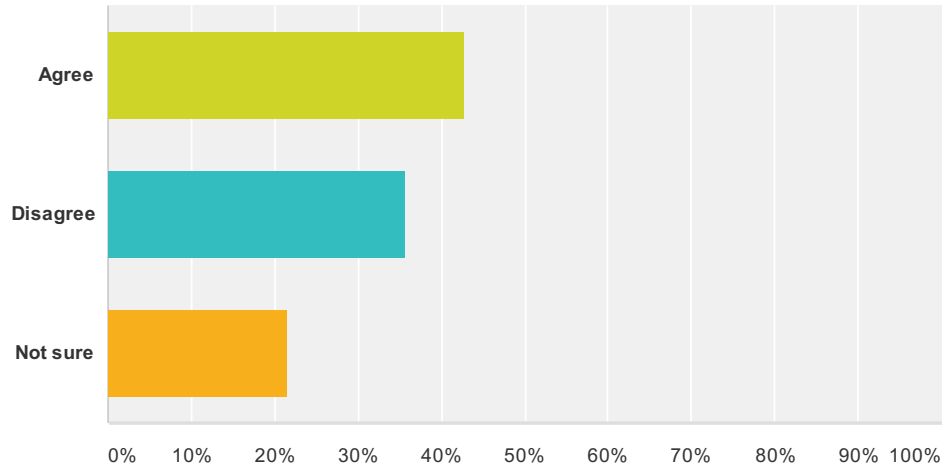
Answered: 15 Skipped: 4



Answer Choices	Responses
A big impact on my agency	20.00% 3
A medium impact on my agency	20.00% 3
A small impact on my agency	26.67% 4
No impact on my agency	26.67% 4
Not sure	6.67% 1
Total	15

Q21 OFPP has lost some of its authority and power over the last five years.

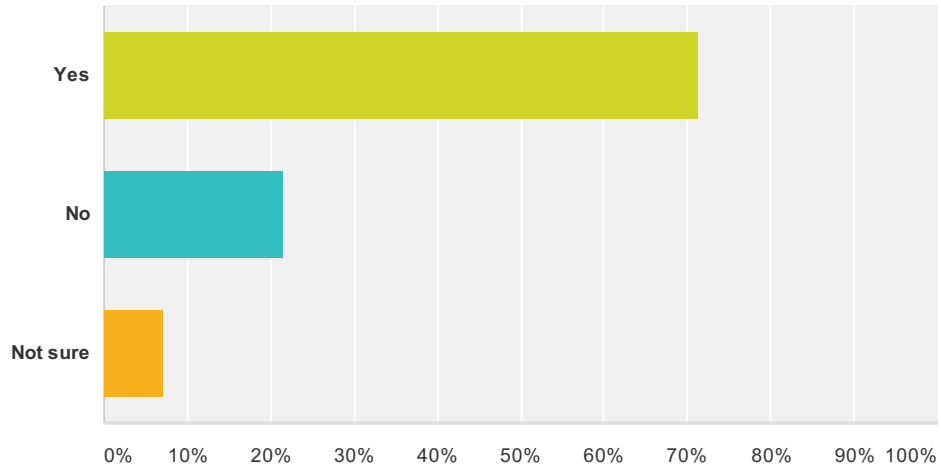
Answered: 14 Skipped: 5



Answer Choices	Responses
Agree	42.86% 6
Disagree	35.71% 5
Not sure	21.43% 3
Total	14

Q22 Do you expect more contract protests from vendors in the coming year?

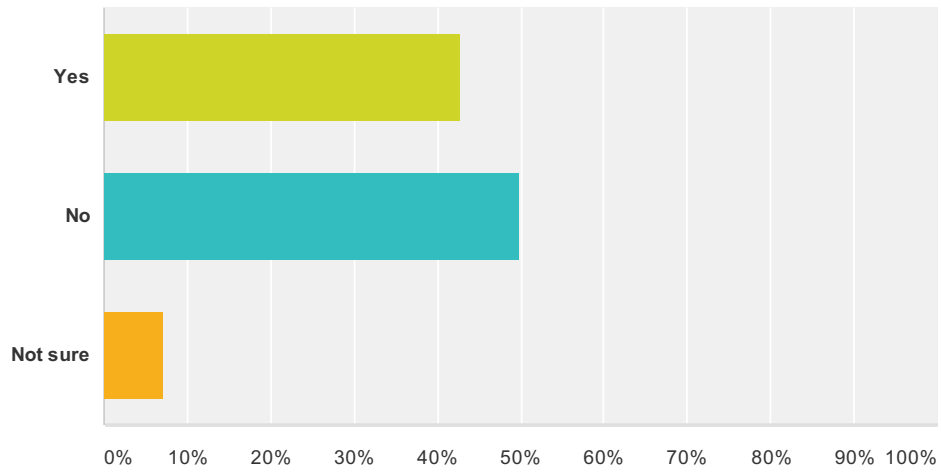
Answered: 14 Skipped: 5



Answer Choices	Responses
Yes	71.43% 10
No	21.43% 3
Not sure	7.14% 1
Total	14

Q23 My agency is making greater use of suspension and debarment processes.

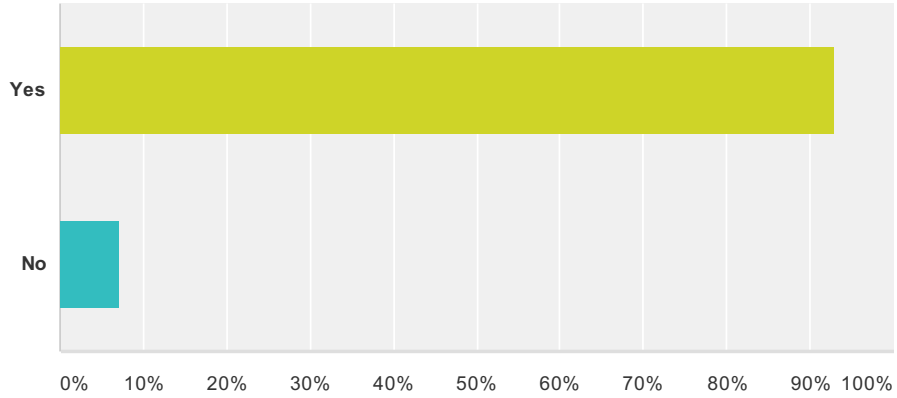
Answered: 14 Skipped: 5



Answer Choices	Responses
Yes	42.86% 6
No	50.00% 7
Not sure	7.14% 1
Total	14

Q24 Are you familiar with the prices paid portal OFPP is developing?

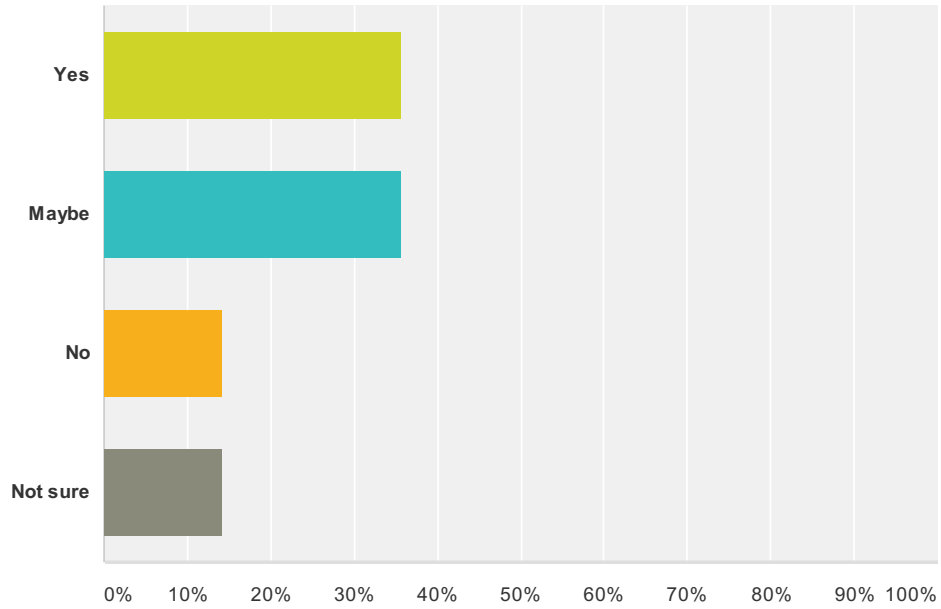
Answered: 14 Skipped: 5



Answer Choices	Responses
Yes	92.86% 13
No	7.14% 1
Total	14

Q25 If yes, do you think it will help your agency make better decisions?

Answered: 14 Skipped: 5



Answer Choices	Responses	
Yes	35.71%	5
Maybe	35.71%	5
No	14.29%	2
Not sure	14.29%	2
Total		14

Q26 What other tools could your agency use from OFPP/GSA to make better procurement decisions?

Answered: 8 Skipped: 11

**Q27 Do you have any overall thoughts on
the state of acquisition in government
today?**

Answered: 10 Skipped: 9