

# Furniture Committee Meeting

*December 6, 2016*



**THE COALITION**  
*for Government Procurement*

# Agenda

- Guest Speaker: Leslie Yarborough, Program Manager, Huntsville Center Furnishings Program, USACE
- Schedule Sales Update
- Member Update
  - QPC
  - Packaged Office
  - Coalition Comments & Letters
- Planning for 2017
- Upcoming events

*Army Corps Update – Leslie Yarborough,  
Program Manager, Huntsville Center  
Furnishings Program, USACE*

# ENGINEERING AND SUPPORT CENTER, HUNTSVILLE

Leslie Yarbrough, PMP

Furnishings Program

6 December 2016

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<http://www.hnc.usace.army.mil/>



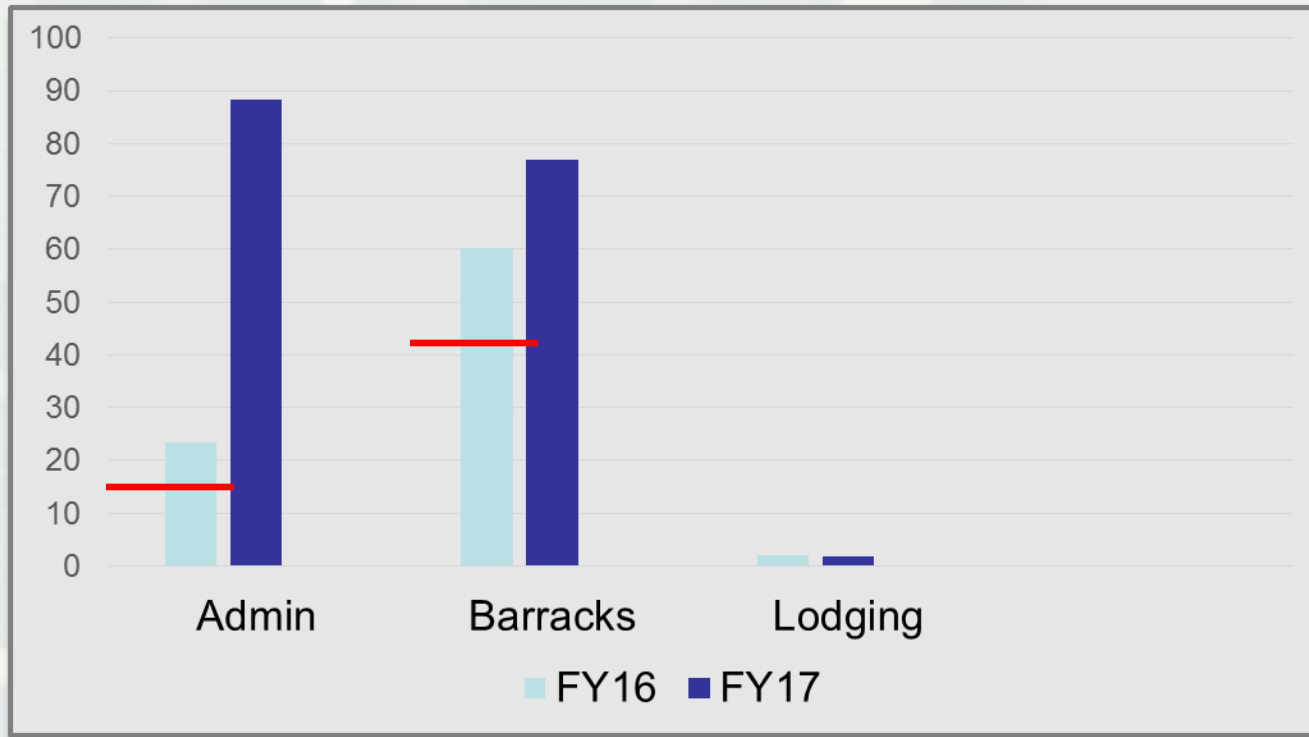
# Program Overview

- Full service project delivery team that improves and sustains federal agency performance while saving tax payer dollars



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# FY16 vs. FY17



~ dollars = millions



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# Why Huntsville?





# FY17 Initiatives

- Capturing new data point (GSA Contract Cost)
- Reduce process timelines
  - Streamlining internal processes
- Reduce rounds of communications
- Project Managers
  - More proactive
  - Greater field presence
  - QA



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# FY17 Initiatives

- **Revising Statement of Work**
  - More focus on post award
  - Field measurements
  - Coordinating with the TR
- **Revising Admin “How to Quote RFQ” Guide**
- **Creating Barracks “How to Quote RFQ” Guide**
- **Strategic Sourcing – GSA Gateway**



# Reconnecting with Industry

- **GSA Symposium**
  - May 2017 Von Braun Center, Huntsville AL
    - ▷ Furniture manufactures/dealers
    - ▷ New product lines
    - ▷ HNC sessions for vendors
- **Industry Communications**
  - Quarterly virtual webinars
  - Annual industry day
- **HNC Small Business Forum - October**



# Partnership



*It is our pleasure to serve those who serve our nation*



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# Point of Contact

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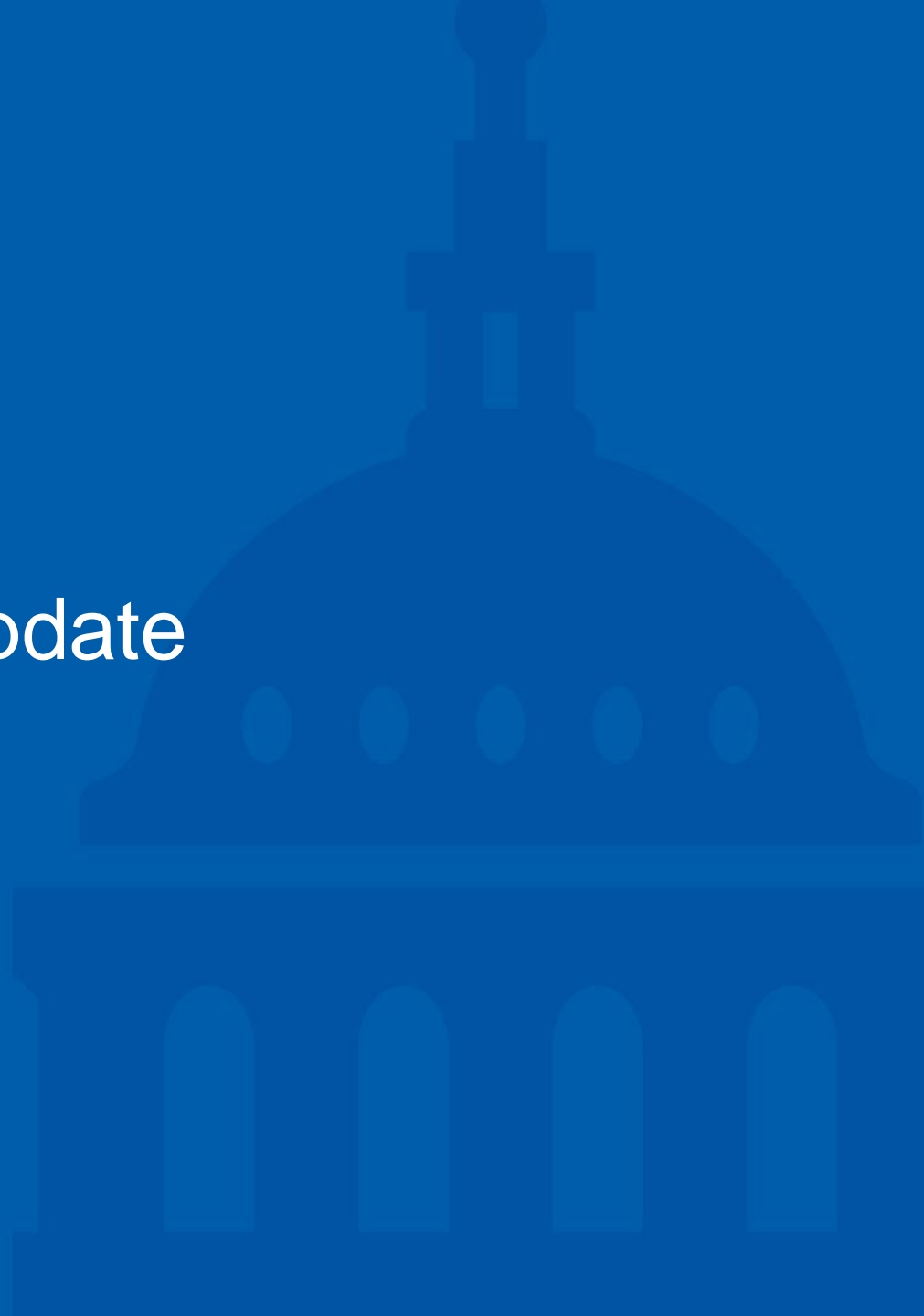
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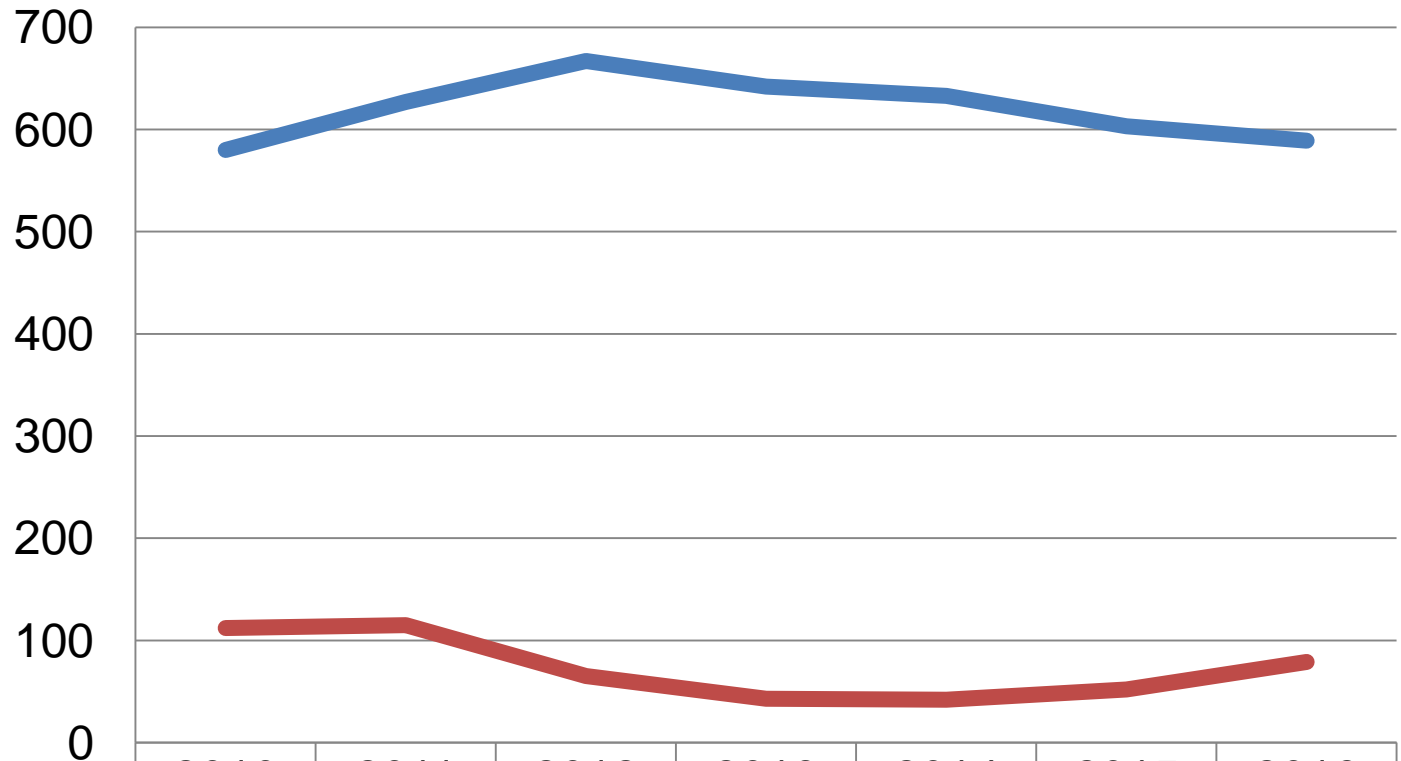
# Schedule Sales Update





# Schedule Sales Update

	FY15 Sales	FY16 Sales (est.)	FY16 Sales (actual)	Growth (actual)
Schedule 71	\$895,631,449	\$813M to \$865M	\$868,313,334	-3.05%
Schedule 71 II K	\$22,747,419	\$22M to \$23M	\$23,050,983	1.33%
<b>MAS</b>	<b>\$32,999,814,317</b>	<b>\$30,984M to \$31,853M</b>	<b>\$31,510,309,558</b>	<b>-4.51%</b>

# Schedule Sales Update – Schedule 71 Contracts



	2010	2011	2012	2013	2014	2015	2016
 Total Contracts	580	627	667	642	633	603	589
 New Awards	112	115	65	43	42	52	79



# Member Update



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- Quality Partnership Council (QPC) Meeting, November 10
- Packaged Office Working Group Update – Chris Arndt, The Gormley Group
- Recent Coalition Letters & Comments:
  - [DFARS Commercial Item Proposed Rule](#)
  - [Order Level Materials Proposed Rule](#) (comments submitted with ITAPS)
  - [Draft Category Management Circular](#)

# Planning for 2017



# Furniture Committee in 2017

- We are making plans for speakers and topics for the committee for the coming year
- Federal Acquisition Symposium, Huntsville AL, April 25-26
  - Furniture Committee Meeting?
- If you have any ideas, please contact Sean Nulty
  - [snulty@thecgp.org](mailto:snulty@thecgp.org)
  - 202-600-2915

# Upcoming Events



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- MAS Basic Training, Date TBD
- January 24: Member Meeting on the Election featuring Former Congressman Tom Davis, Location TBD
- February 7: Furniture Committee Meeting
- May 11: Spring Training Conference, Fairview Park Marriott

Thank you!

