

SLIDE FOR THIS
PRESENTATION WERE
PULLED FROM GOV8-JF
AND ECON-JF.

*Special
Section 2*

the 1990s, the number of people with a disability in the United States has increased by 50% (U.S. Census Bureau, 2000).

As a result of the increase in the number of people with disabilities, the need for accessible information has become more acute. The Americans with Disabilities Act (ADA) of 1990 (42 U.S.C. 12101-12117) and the Rehabilitation Act of 1973 (29 U.S.C. 7901-7904) have provided the legal framework for the development of accessible information. The ADA and the Rehabilitation Act require that information be accessible to people with disabilities. This paper discusses the challenges of providing accessible information and the role of accessible information in the lives of people with disabilities.

Background

The ADA and the Rehabilitation Act have provided the legal framework for the development of accessible information. The ADA and the Rehabilitation Act require that information be accessible to people with disabilities. This paper discusses the challenges of providing accessible information and the role of accessible information in the lives of people with disabilities.

Challenges

The ADA and the Rehabilitation Act have provided the legal framework for the development of accessible information. The ADA and the Rehabilitation Act require that information be accessible to people with disabilities. This paper discusses the challenges of providing accessible information and the role of accessible information in the lives of people with disabilities.

Role of accessible information

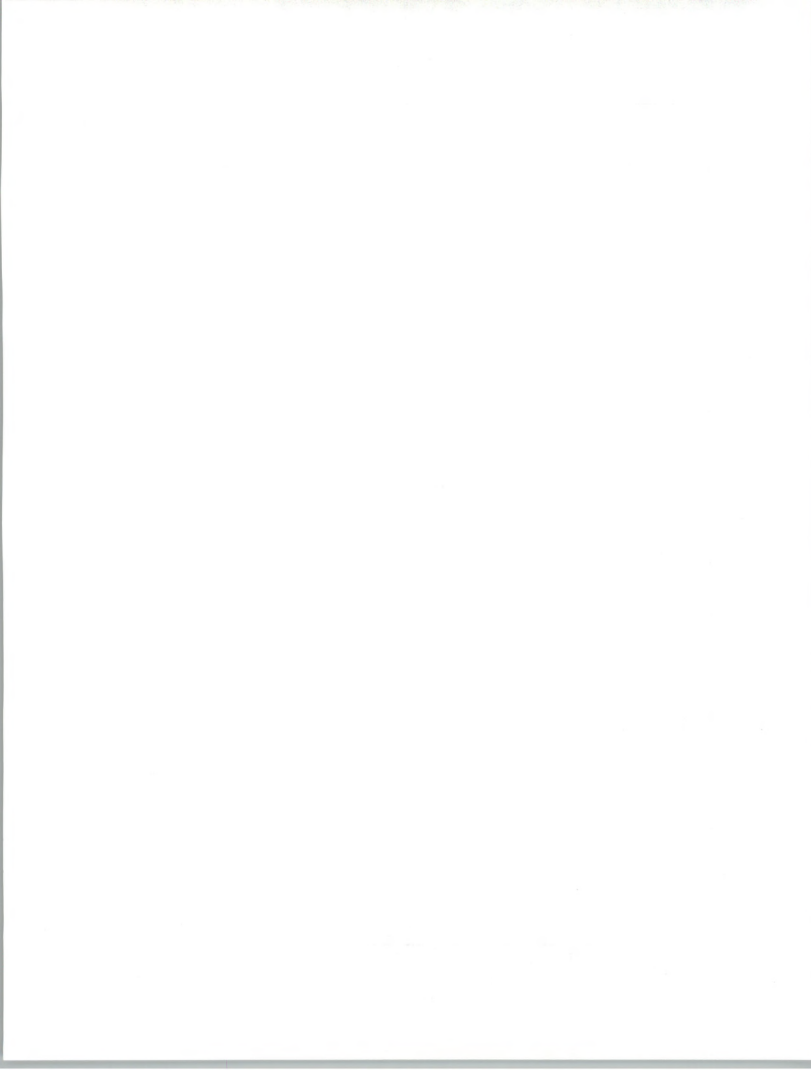
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Conclusion

The ADA and the Rehabilitation Act have provided the legal framework for the development of accessible information. The ADA and the Rehabilitation Act require that information be accessible to people with disabilities. This paper discusses the challenges of providing accessible information and the role of accessible information in the lives of people with disabilities.

Federal Markets

John Frank
Vice President, Federal Programs
INPUT



Why Federal Agencies Use Professional Services

- Improve Information Technology Support
- Improve Productivity
- Maintain and Enhance Systems
- Increase Contracting Out
- Overcome Staff Shortages

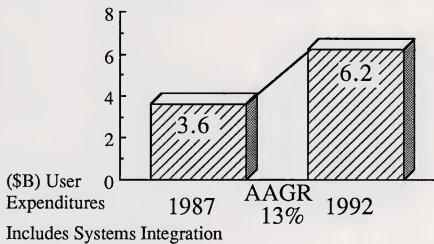
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Report Forecast



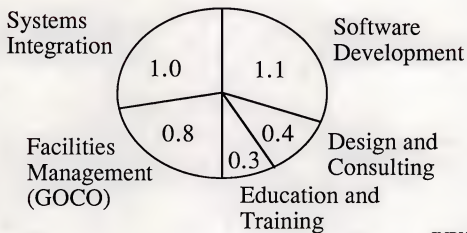
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Component Breakout (\$B)

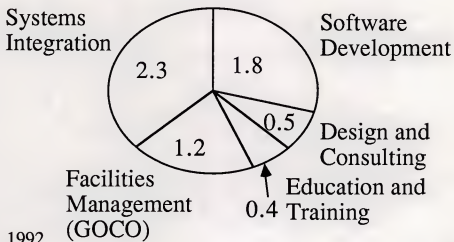


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Component Breakout (\$B)



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JJ88-JF1-5



Differences with New Forecast

- AAGR Stays at 13%
- Software Development
Moving Slightly Faster
- Everything Else Growing at
Same Rate

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JJ88-JF1-6



Implications of "No Change"

- Components Growing at Steady Pace
- Later Slight Downtrending for Software Development
- Continued Rise in Systems Integration

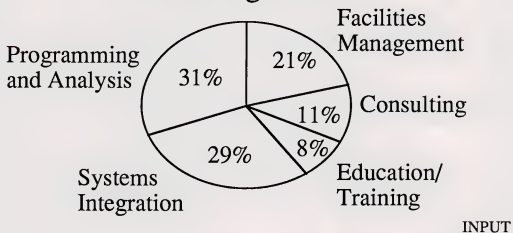
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Professional Services Budget Distribution by Service Category Civil Agencies

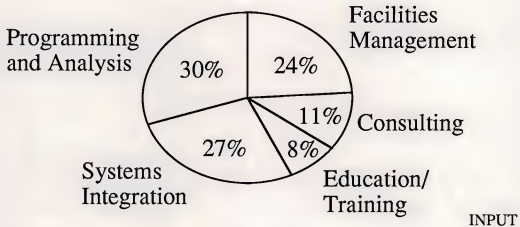


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Professional Services Budget Distribution by Service Category Defense Agencies



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JJ88-JF1-9

1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes that this is essential for ensuring transparency and accountability in the organization's operations. The text notes that proper record-keeping allows for a clear audit trail, which is crucial for identifying any discrepancies or irregularities.

2. The second part of the document outlines the various methods and tools used to collect and analyze data. It mentions that modern data analysis techniques, such as data mining and machine learning, have significantly enhanced the ability to extract meaningful insights from large volumes of information. The document also highlights the importance of data security and privacy in these processes.

3. The third part of the document focuses on the role of technology in streamlining business processes. It discusses how automation and digital tools can reduce manual errors and increase efficiency. The text suggests that investing in technology is a key strategy for organizations looking to stay competitive in a rapidly changing market.

4. The fourth part of the document addresses the challenges of data integration and interoperability. It notes that different systems and platforms often use different data formats and standards, making it difficult to combine information from various sources. The document proposes standardizing data formats and using middleware solutions to facilitate seamless data exchange.

5. The fifth part of the document discusses the importance of data governance and compliance. It emphasizes that organizations must have clear policies and procedures in place to ensure that data is used responsibly and in accordance with applicable laws and regulations. The text also mentions the need for regular audits and updates to these policies.

6. The sixth part of the document explores the concept of data-driven decision-making. It argues that organizations should base their strategic decisions on data rather than intuition or anecdotal evidence. The text provides examples of how data analysis has helped companies identify new market opportunities and optimize their marketing campaigns.

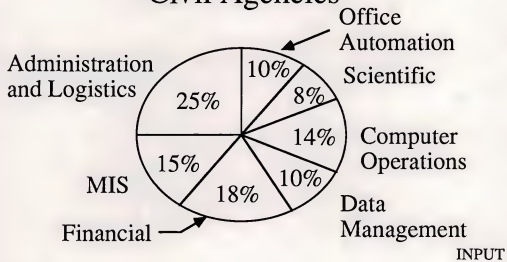
7. The seventh part of the document discusses the importance of data literacy for all employees. It suggests that organizations should invest in training and education to ensure that their workforce is equipped with the skills needed to work effectively with data. The text also mentions the role of data in fostering a culture of innovation and continuous improvement.

8. The eighth part of the document addresses the ethical implications of data collection and analysis. It notes that organizations have a responsibility to protect the privacy and rights of their customers and employees. The text discusses the importance of obtaining informed consent and being transparent about how data is used.

9. The ninth part of the document discusses the future of data and analytics. It predicts that the volume of data generated by organizations will continue to grow exponentially, and that new technologies will further enhance our ability to analyze and act on this data. The text also mentions the potential for data to transform various industries and sectors.

10. The tenth part of the document concludes by summarizing the key points discussed throughout the document. It reiterates the importance of data in driving organizational success and the need for a comprehensive data strategy. The text ends with a call to action, encouraging organizations to embrace data and analytics as a core part of their business operations.

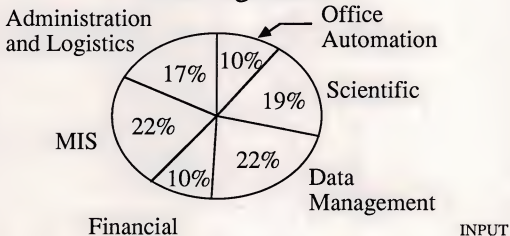
Federal Government Professional Services Application Areas Civil Agencies



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JJ88-JF1-10

Federal Government Professional Services Application Areas DoD Agencies



NOTES:

JJ88-JF1-11



Computer Language Usage

Responses
(Percent)

Language	Civil	Defense	Total
Early Generation	71	50	65
4th Generation	18	30	22
Ada	11	20	13

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NOTES:

JJ88-JF1-12



Contractor Selection Criteria

Criteria	Vendor	Agency	
Proposed Technical Solution	1	1	
Cost	2	4	
Vendor Reputation	3	2	
Project Management	4	5	
Staff Experience	5	3	INPUT

NOTES:

JJ88-JF1-13A,B



Agency Preference for Professional Services Vendors

Vendor Type	Percent	
	Civil Agencies	DoD Agencies
Not-for-Profit	9	8
Software Products Vendors	20	8

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NOTES:

JJ88-JF1-14A



Agency Conversion Intentions

Planned Conversion	Percent	
	Civil Agencies	DoD Agencies
From Contractor to In-House Staff	24	30
From In-House Staff to Contractor	51	60
No Conversion Plans	25	10

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NOTES:

JJ88-JF1-15



Agency Source Preference for Continued Support

Source	Percent	
	Civil Agencies	DoD Agencies
Bring Program In-House	31	20
Leave Program Out-of-House	41	30
No Preference	28	50

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JJ88-JF1-16

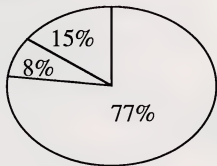
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Follow on Support

Out-of-House by
Another Vendor

In-House by
Government



Out-of-House by
Previous Vendor

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NOTES:

JJ88-JF1-17



Vendor Contract Type Preference

Contract Type	Percent	
	Vendors	Agencies
Cost Plus/Cost Plus Incentive Fee	23	<input type="checkbox"/> 36
Fixed Price	<input type="checkbox"/> 47	30
Mix	23	24
Other	7	10

= Most Preferred.

INPUT

NOTES:

JJ88-JF1-18



Factors Affecting Future Government Spending

Factor	Rank*
Budget Changes (Authorization, Appropriation, Apportionment)	1
Government Personnel Availability	2

*Rank based on frequency of
mention by respondents.

INPUT

NOTES:

JJ88-JF1-19



Factors Affecting Future Government Spending

Factor	Rank*
Legislative Policy Changes	3
Regulatory Policy Changes	4
Political Oversight	5

*Rank based on frequency of
mention by respondents.

INPUT

NOTES:

JJ88-JF1-19A



Vendor Ada Qualifications

Status	Percent of Respondents
Vendors Currently Qualified in Ada	67
Vendors Planning to Become Qualified	19
Vendors with No Current Plans for Ada	14

INPUT

NOTES:

JJ88-JF1-20



Recommendations

- Minimize Risk
- Penetrate Agencies Vertically
- Survey Customer Opinion
- Facilitate Interoperability
- Improve Teaming Relationships

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NOTES:

JJ88-JF1-21



Federal EDI Climate

- Market Forces
- Applications
- CALS
- Agency Perspectives
- Vendor Perspectives
- Market Forecast

INPUT

NOTES:

JJ88-JF1E-1



Market Forces

- Budget Constraints
- Staff Shortages
- Productivity Improvement
- Management/Oversight Mandates
- Amended Paperwork Reduction Act

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NOTES:

JJ88-JF1E-2



Agency Benefits

- Reduce Document Handling
- Eliminate Manual Reentry of Data
- Improve Document Accuracy
- Lower Procurement Costs

. . . Just as for Business

INPUT

NOTES:

JJ88-JF1E-3



Inventory Management

- Process Orders Faster
- Reduce Lead Time
- Improve Forecast Accuracy
- Reduce Warehouse Space
- Reduce Stock-on-Hand

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NOTES:

JJ88-JF1E-4



Federal EDI Applications

- Department of Defense
- Treasury Department
- General Services Administration
- Other Agencies
- Leading Candidates

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NOTES:

JJ88-JF1E-5



EDI in Department of Defense

- Commissary Activity Continuing to Grow
- Defense Logistics Agency
 - Paperless Ordering Placement System (POPS)
 - Procurement by Electronic Telecommunication (PET) System
- Military Traffic Management Command
 - Automated Bills of Lading

INPUT

NOTES:

JJ88-JF1E-6



EDI in Treasury Department

- IRS—SUPER and SUPERB Expanding Nationwide
- Customs—Automated Broker Interface
- Vendor Express

INPUT

NOTES:

JJ88-JF1E-7



Vendor Express

- Begun July 20, 1987
- Limited Volume at Present
- Convert Vendor Payments over
Two Years
- Now Contains Invoice Date
- Adding Addenda Record Next April

INPUT

NOTES:

JJ88-JF1E-8



EDI at General Services Administration

- Furniture Purchase Order Pilot
- Planning X12 Invoice Pilot
- Automated Federal Supply Schedule

INPUT

NOTES:

JJ88-JF1E-9



Computer-Aided Acquisition and Logistics Systems (CALs)

- Treated in Federal EDI Report
- Enormous Vendor Interest
- Formally Limited to DoD
 - Army
 - Air Force
 - Navy
 - Defense Logistics Agency

INPUT

NOTES:

JJ88-JF1E-10



CALS Perspectives

- Definition: Interactive Exchange of Standardized Logistics Documents in Digital Form
- Costello: Budget Cuts Increase CALS Acceptance

INPUT

NOTES:

JJ88-JF1E-11



CALS - Air Force

- AFTOMS (Formerly ATOS)
- Functional Areas
 - Repository Automation
 - Printing and Publishing
 - Systems Integration
 - Information Processing
 - CAD/CAM
 - Authoring
 - DBMS
 - Maintenance

INPUT

NOTES:

JJ88-JF1E-12



CALS - Army

- Active Solicitation
- Originally Supporting LHX
- 11 Individual Projects
- Generic Architecture by CSC

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NOTES:

JJ88-JF1E-13



CALS - Navy

- EDMICS – Major System to Be Awarded Shortly
- Overall Program
 - 23 Major Projects
 - Categories Similar to Air Force
 - Demonstrations: Lead Weapon Systems Development Programs

INPUT

NOTES:

JJ88-JF1E-14



CALS – DLA

- Logistics Systems Modernization Program
- Using Existing Standards
 - Standardized General Markup Language
 - Initial Graphics Exchange Specifications
- 12 CALS Projects
- 6 Categories

INPUT

NOTES:

JJ88-JF1E-15



Agency Perspectives

- Ad-Hoc Adoption of EDI Techniques
- Premature to Standardize
- Draft OMB Policy—Data Collection
- Adapt and Adopt Private-Sector Procedures
- OMB Circular A-130 Encouraging EDI

INPUT

NOTES:

JJ88-JF1E-16



Agency Perspectives— Standards

- DoD Adopts ANSI X.12
- Federal Supply Service
Incorporating X.12
- NBS Still Evaluating
- GOSIP

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NOTES:

JJ88-JF1E-17



Software Criteria Ranking

Characteristic	Ranking	
	Agency	Vendor
Ease of Use	1	5
Vendor Maintenance	2	4
Exception Reporting	3	3
Receipt Confirmation	4	2
Ease of Upgrade	5	1

INPUT

NOTES:

JJ88-JF1E-18



Vendor Perspectives

POSITIVE

- Market Opportunities
- Transfer of Commercial Capabilities
- More-Efficient Government

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NOTES:

JJ88-JF1E-19



Advantages to Industry

- Faster Procurement Invoices
- More Accurate Invoices
- Prompt Payment
- Lower Cost to Industry

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NOTES:

JJ88-JF1E-20



Vendor Perspectives

NEGATIVE

- Uncertain Standards Approach
- Possible Security Compromise
- Potential for Unchecked Errors
- More-Efficient Government

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NOTES:

JJ88-JF1E-21



Vendor Prospects

- Network Services
- Software
- Systems Integration
- Hardware Suppliers
- Maintenance

INPUT

NOTES:

JJ88-JF1E-22



Vendor Improvements to Products and Services

Suggestion	Rank
Improve Interconnection Capabilities	1
Increase Translation Software Availability	2
Increase On-Line Editing Capabilities	3
Expand E-Mail Capabilities	4
Develop "Error-Free" Communicating Protocol	5

Rank Based on Frequency of Mention by Respondents

INPUT

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JJ88-JF1E-23, 24



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Andrea,

For the next reference Wed P. 17.
roundtable session on "Federal Markets",
we should prepare hand copy from

- ① GOV8-JK Federal Professional Services
Market
- ② ECON-JK ^{and} Federal EOI ~~slides~~.

Just change the name on cover sheet
to John Frank + prepare hand copy.
Slides will not be needed, as John F.
will bring them from Wash. DC.

T. pants

Bd

CODE JJ88-JF1

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