



Acquisition Excellence 2012 Announces Tracks and Sessions

*Government and industry procurement and program managers
address acquisition lifecycle challenges and opportunities*

FAIRFAX, Va. — Jan. 17, 2012 —The American Council for Technology - Industry Advisory Council (ACT-IAC) and the U.S. General Services Administration today released the track and session topics for Acquisition Excellence 2012, taking place on March 29 at the Grand Hyatt Washington. The event will provide a collaborative forum for more than 500 senior government and industry acquisition, policy and program management executives to discuss and develop actionable ideas for improving federal IT acquisition planning and implementation.

“In 2012, acquisition, policy and program management will have growing importance in a year of considerable change and austerity,” said Kathleen Turco, GSA’s Associate Administrator for Government-wide Policy and Acquisition Excellence 2012 government chair. “Acquisition Excellence 2012 will offer frank and open discussions on critical issues including early engagement strategies and sustainable acquisition with an emphasis on innovation, efficiency and collaboration.”

Acquisition Excellence 2012 tracks and sessions will cover the full spectrum of federal IT acquisition issues critical to achieving the common vision of a more agile and efficient government, such as:

Track 1: Challenging Times – Strategies for Procuring and Selling

- **Acquisition Strategies: Balancing Needs with Reduced Budgets**
Government and industry executives will discuss innovative approaches in acquisition that allow for mission savings through internal and external collaboration, while maintaining quality and high performance standards. They will share their perspectives for success in this challenging environment where budgets are shrinking, but mission requirements are expanding or staying status quo.
- **Strategic Engagement – Early and Ongoing**
Government and industry experts will discuss the challenges, and more importantly, models and ideas for early and ongoing engagement within government and between government and industry to improve procurements.
- **Acquisition Program Manager and Contract Officer Collaboration: The drama played out...A Play in Two Acts**
Experienced acquisition professionals will portray the best and worst in stakeholder involvement, strategy and plan development, requirements definition, evaluations and workforce training.

Track 2: Strategic Collaborations – Enabling Mission Success

- **Chief Information Officer and Chief Acquisition Officer Collaboration – Moving the Bar**
The objective of this session is to stir dialogue among agency chief information and acquisition officers about real-world models of how to communicate and collaborate effectively within their organizations in order to reduce costs and increase effectiveness.
- **Sustainable Acquisition: Is it a Dream or Is it Real?**



2012 GSA & ACT-IAC
Acquisition Excellence
Conference

It seems like everywhere we turn, the terms green and sustainable are being used across government and industry. This compelling panel with experts from government and industry will explore the myths, reality, research and best practices around sustainability in government procurement. Industry and government will learn why they need to understand the requirements and how it can impact their success in federal procurements.

➤ **Protests, Suspensions and Debarment: Everything You Wanted To Know But are Afraid to Ask**

It can be difficult to ascertain the elements of a successful agency suspension and debarment program. A panel of experts will discuss how industry members can be proactive and mitigate the risk of suspension or debarment.

Diana Gowen, Acquisition Excellence 2012 industry chair for ACT-IAC, noted: "Now, more than ever, government and industry acquisition leaders need to work closer together to achieve the vision of a more agile and efficient government. Acquisition Excellence 2012 will provide industry attendees with the unique opportunity to engage their federal counterparts to tackle complex acquisition management issues and uncover actionable ideas for government IT success."

Registration is currently open and available to government participants, who will comprise two-thirds of the attendees. For more information and to register for Acquisition Excellence 2012, please visit: www.actgov.org/acquisitionexcellence2012.

For sponsorship or exhibiting information, please contact Judy Fry at (703) 208-4800 ext. 205 or jfry@actgov.org.

About ACT-IAC – Advancing Government Through Education, Collaboration and Action

ACT-IAC has been recognized as the premier government IT community's public-private partnership and is an example of how government and industry work together. We are a non-profit educational organization created to advance government in serving the public through the effective application of IT resources. Our education, training, programming and collaboration opportunities enhance and advance the government IT profession. ACT-IAC's objective, vendor and technology-neutral, and ethical forum allows government and industry to collaborate and improve government through technology.

Learn more about our organization and how to become a member at www.actgov.org or call (703) 208-4800.

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