

**Randolph, Denise CIV ASN (RDA), DASN AP**

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**From:** LeRoy Haugh ([liberal@...])  
**Sent:** Thursday, April 11, 2013 1:11 PM  
**To:** SSIP  
**Cc:** 'Jerry Walz'  
**Subject:** RE: [PubKLaw-L] Department of the Navy Superior Supplier IncentiveProgram,

I have been involved in every phase of the acquisition process over the past 60 years, beginning as a contract specialist in the Navy's Bureau of Ships, and ended my Federal career in the Office of Federal Procurement Policy. I have tried to stay abreast of developments in the field through several professional associations - NCMA, the Acquisition Reform Working Group (ARWG), Industry Associations, ABA, and others. While the objective of the proposed SSIP is laudable, I do not view it as a solution to many of the problems in source selection. Past Performance was always a factor in making a contract award, and has always been fraught with problems. For example, the lack of, or shortage of, timely and relevant data in the "past performance" file of a supplier. The proposal begs many questions: will a bidder or offeror who has achieved recognition because of its performance under contracts for a certain item or program become the unquestioned awardee when bidding on a related program? What happens to the concept of "lowest price, technically acceptable" offers? Unless the SOW can clearly define and justify the level of performance that exceeds this standard, it could lead to many bid protests. As I noted earlier, the amount of useful information included in past performance ratings has always been a problem. Shouldn't the Navy begin by improving the process of collecting, analyzing and summarizing the information currently required, rather than create a "superstar" level which few can achieve, but which will discourage many potential suppliers from even trying. Will be happy to discuss my concerns if you wish.

Sincerely, LeRoy J. Haugh ([ljhaugh@verizon.net](mailto:ljhaugh@verizon.net)), tele 703-532-5377, cell 703-862-6599

-----Original Message-----

**From:** [pubklaw-l-bounces@lists101.his.com](mailto:pubklaw-l-bounces@lists101.his.com)  
**[mailto:pubklaw-l-bounces@lists101.his.com]** On Behalf Of Jerry Walz  
**Sent:** Tuesday, April 09, 2013 9:31 AM  
**To:** PubKLaw List List  
**Subject:** [PubKLaw-L] Department of the Navy Superior Supplier Incentive Program,

Department of the Navy Superior Supplier Incentive Program,

Notice of proposed policy letter, 78 Fed. Reg. 21116, April 09, 2013.

**SUMMARY:** The Deputy Assistant Secretary of the Navy, Acquisition and Procurement (DASN (AP)), is soliciting comments that the Department of the Navy (DoN) may use in drafting a policy that will establish a Superior Supplier Incentive Program (SSIP). Under the SSIP, contractors that have demonstrated exemplary performance at the business unit level in the areas of cost, schedule, performance, quality, and business relations would be granted Superior Supplier Status (SSS). Contractors that achieve SSS could receive more favorable contract terms and conditions in DoN contracts. In addition to recognition of SSS at the business unit level,

multi-business unit corporations, that have several business units which attain SSS, may receive additional recognition by the DoN at the corporate level. This additional corporate recognition will not result in the receipt of more favorable contract terms and conditions in DoN contracts, but may result in the use of more favorable business practices by the DoN in its relations at the corporate level. Upon approval of the policy by the Assistant Secretary of the Navy for Research, Development and Acquisition, DoN will initiate the pilot phase of the SSIP. The SSIP pilot is a revision of DoN's previous initiative to recognize superior performance. This initiative was known as the Preferred Supplier Program (PSP). DoN published a previous notice of proposed policy letter on May 14, 2010.

Dates: DoN invites interested parties from both the public and private sectors to provide comments to be considered in the formulation of the final policy letter. In particular, DoN encourages respondents to offer their views as discussed below, in Section C, "Solicitation of Public Comment."

Interested parties should submit comments, in writing, to the address below, on or before May 3, 2013.

ADDRESSES: Comments may be submitted by any of the following methods: Email: [SSIP@navy.mil](mailto:SSIP@navy.mil); Facsimile: 703-614-9394; Mail: DASN (AP), Attn: Clarence Belton, 1000 Navy Pentagon, Room BF992, Washington, DC 20350- 1000. Instructions: Please submit comments only and cite "Proposed DoN SSIP Policy Letter" in all correspondence. All comments received will be posted, without change or redaction, to [https://acquisition.navy.mil/rda/home/acquisition\\_one\\_source/business\\_opportunities/SSIP](https://acquisition.navy.mil/rda/home/acquisition_one_source/business_opportunities/SSIP), so commenters should not include information that they do not wish to be posted (for example, personal or business-confidential).

FOR FURTHER INFORMATION CONTACT: Clarence Belton, 703-693-4006 or [clarence.belton@navy.mil](mailto:clarence.belton@navy.mil).  
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