



# ARMY FOOD SERVICE CONTRACTING

## WELCOME TO A FAREWELL PRESENTATION BY:

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Food Service Contract Management



# ARMY FOOD SERVICE CONTRACTING

## AGENDA

- Revised DA Prototype Performance Work Statement
- Revised DA Prototype Performance Assessment Plan
- Change 1 to Appendix 1 to DA Pam 30-22, Procedures for the Selection, Cataloging, and Retention of Subsistence Items
- Food Service Contract Management Training
- Food Service In Crisis
- Challenges That Must Be Met
- END OF AN ERA



## ARMY FOOD SERVICE CONTRACTING

- **DA Prototype Performance Work Statement  
&  
DA Prototype Performance Assessment  
Plan  
Revised and Updated.**
- **Projected Availability:  
DRAFT On ACES Website - 6 January 2009  
Update to FSCM Training - 1 Mar 2009**



# PWS & PAP PROTOTYPE REVISIONS

These prototypes

- **Prescribe policies, procedures, and responsibilities for a disciplined approach to food service contracting and managing contract compliance requirements.**
- **Promulgate both existing and maturing concepts, responsibilities, policy, and implementing procedures.**
- **Serve as Army doctrine to assist installation personnel in their developmental and Performance Assessment responsibilities.**
- **Are to be used by military, Department of the Army Civilians and contractor personnel.**



## PWS PROTOTYPE REVISION

This revision:

- Refines the performance oriented language to reduce redundancy and improve clarity.
- Expands the guidance for use of the prototypes in Firm Fixed Price and Award Fee Type Contracts.
- Updates standards to comply with current editions of AR 30-22, DA Pam 30-22 and TB Med.- 530.
- Revises qualifications for Project and Dining Facility managers.
- Deletes the sample menu standards for all meals (currently published in DA Pam 30-22).



# PWS PROTOTYPE REVISION

## This revision:

- **Updates Glossary of acronyms (Sec. C.2.)**
- **Expands on contract planning considerations including revision to sample bid schedule.**
- **Deletes previous Section C.5.2 Management & Food Production Services.**
- **Updates Section C.6. (Forms and Publications)**
- **Provides new and expanded Performance Requirements Summaries for Fixed Price and Cost Reimbursement Contracts within Technical Exhibit 1. (Performance Requirements Summary)**
- **Revises recommended Authorized Quality Levels (AQL)**
- **Implements a new prototype for the acquisition of Contract Cook Support and Dining Facility Attendant (CS + DFA) Service in Military Operated Dining Facilities. (Section C.5.3.)**



# PWS PROTOTYPE REVISION

## This revision:

- **Revises Maximum Payment Percentages for Major Services.**
- **Provides methodology for conversion from Fixed Price to Cost Reimbursement Summaries.**
- **Revises and shortens Technical Exhibit 2 (Workload Data)**
- **Revises & clarifies Technical Exhibit 8 (Quality Control Plans)**
- **Provides methodology to convert Performance Assessment results to adjectival ratings.**



## PAP Prototype Revision

### This Revision:

- **Updates Instructions and General Guidance for use.**
- **Deletes references to Management & Food Production Services**
- **Revises Annex B to provide expanded Sample Forms.**
- **Revises Sampling guides to reduce redundancy, improve evaluations and ensure fair and reasonable treatment for both the government and contractor.**
- **Revises Annex C to delete the requirement for compliance inspections and to define “other inspections” for items not listed on the PRS.**
- **Adds Annex F to define COR responsibilities under the Contractor Performance Assessment Reporting System (CPARS).**



# ARMY FOOD SERVICE CONTRACTING

## INSTALLATIONS

- **Use DA Prototypes to:**
  - **Develop Accurate Requirements**
  - **Develop & Implement Comprehensive Assessment Plans**
  - **Accurately Report Contractor Performance Levels**
  - **Develop Sound Recommendations Awards/Remedies**



# ARMY FOOD SERVICE CONTRACTING SPV OPNS

- **Expanding Catalogs**
- **Constant Turnover**
- **Inventory Difficulties**
- **Insufficient Consumption**
- **AFMIS Master Item File not Updated**
- **AFMIS Recipe File not Updated**



## ARMY FOOD SERVICE CONTRACTING

CHANGE 1 to APP 1, DA Pam 30-22  
Selection, Cataloging, and Maintenance of  
Subsistence Items -- "BUYING GUIDE"

- **Developed to assist region and installation personnel in their decision processes when selecting or retaining subsistence items.**
- **Provides detailed guidance and specifications for standard meat, seafood and poultry items.**
- **Projected Availability:  
On ACES Website - 1 December 2008**



## Change 1 to App 1, DA Pam 30-22 "BUYING GUIDE"

- **Item listing expanded to over 140 protein items.**
- **North American Meat Processors Association (NAMP) descriptions are used wherever possible to ensure that standard industry descriptions are provided to vendors when selecting items to catalog.**
- **Enhances Procedures for Selecting New Items.**



## Change 1 to App 1, DA Pam 30-22

- Procedures for New Items
  - *"Why should we select one product over others"* Why change?
  - Cost/Benefit Analysis - Portion Cost?
- Visits of Vendors, Manufacturers or Brokers
  - Approval - Limits - Restrictions
- Evaluation - Selection & Obligation to Consume Products
  - Cuttings - Demonstrations - Who Controls



# FOOD SERVICE CONTRACT MANAGEMENT TRAINING

- **Certification Required by AR 30-22**
- **Train and Functionally Certify Food Service Personnel to Perform Duties of COR-COTR-PAE**
- **Specially Designed to Support Food Service Needs**
  - **Introduce DA Prototypes – Performance Based Work Statements/Assessment Plans**
  - **Duties – Responsibilities – Limitations**
  - **Fundamentals of Contracting**
  - **Surveillance Methods – Documentation – Reporting**
  - **Food Safety/Sanitation Requirements**
  - **HAACCP Integration**



# ARMY FOOD SERVICE CONTRACTING

## WAY AHEAD:

- **ACES** – Continue to provide training.
  - In WOBC, WOAC, ANCOC, & FSM Courses.
  - With CONUS and OCONUS MTTs
  - FY 07 - Training to: 475 Students (16 Classes)
  - FY 08 - Training to: 420 Students (16 Classes)
- **ACES** – Assist Installation's Development of Food Service Contract PWS/PAP.



## ARMY FOOD SERVICE FOOD SERVICE IN CRISIS

- COMMANDERS LOSING SIGHT OF 92G VALUE, RELY ON CONTRACTORS
- SYSTEM CHANGES MAY RESULT IN FURTHER REDUCTIONS OF PERSONNEL AND CAPABILITIES
- 92G BECOMING NON-RELEVANT TO MISSION SUCCESS
- MOTIVATION AND PRIDE AT LOW EBB



## ARMY FOOD SERVICE CONTRACTING

### TIME TO WAKE UP AND SMELL THE ROSES

- TACTICAL FOOD ADVISORS NOT ENGAGED
- FOOD PROGRAM MANAGERS NOT ENGAGED
- FOOD OPERATIONS PERSONNEL SCATTERED
- CONTRACTORS ASSUMING MORE MISSIONS



# ARMY FOOD SERVICE CHALLENGES THAT MUST BE MET

## GET INVOLVED NOW

- REDUCE RELIANCE ON CONTRACTORS – 92G MUST BE ASSIGNED TO DINING FACILITY
- REVISE QUALIFICATION AND TRAINING FOR FOOD OPERATIONS PERSONNEL
- OPERATE EFFECTIVELY IN AN AUSTERE ENVIRONMENT
- REGAIN CONFIDENCE AND SUPPORT OF THE CHAIN OF COMMAND
- REESTABLISH 92G AS PRIMARY TROOP FEEDING APPROACH



## ARMY FOOD SERVICE END OF AN ERA

- RICH HARSH ENDS 48 YEARS OF FOOD SERVICE WITH RETIREMENT 31 DEC 08 –  
**PRICELESS**
- MIKE DAMICO ENDS 44 YEARS OF FOOD SERVICE WITH RETIREMENT 31 DEC 08 –  
**ALMOST PRICELESS**
- 92G ENDS OVER 200 YEARS OF FOOD SERVICE WITH CONVERSION TO A SERVICE MOS ? DUTY SOLDIERS? UNBELIEVEABLE ?  
**YET SOON IF WAKE UP IS NOT HEEDDED AND CHALLENGES ARE NOT MET**



ARMY FOOD SERVICE  
CONTRACTING  
QUESTIONS?

*SORRY FRESH OUT OF ANSWERS -  
DO SOME RESEARCH*

*CRACK THE BOOKS & THE TAKE-  
AWAY CD*



## ARMY FOOD SERVICE CONTRACTING

### *POCs*

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THANK YOU ALL

*HAPPY TRAILS TO YOU*

*AND FAREWELL:*

*R.A. HARSH*