

# Federal Activities Inventory Reform (FAIR) Inventory Research 2002---2003---2004

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# Agenda

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# FAIR Act Overview

## Federal Activities Inventory Reform (FAIR) Act of 1998

- Annual inventories—by June 30
- Identify all agency performed activities as commercial (C) or inherently governmental (I)
- Activity is “C” until justified as I
- *Inventory process is first step to identify activities suitable for competition*
- OMB reviews, consults then publishes notice of availability to Congress and the Public
- Agency must provide challenge/appeal process (challenge must be submitted within 30 days of inventory public notice)

*Legislation drives Competitive Sourcing*

# FAIR Act Status, Function, and Reason Codes

## Status Codes

I---Inherently Governmental      C--Commercial

## Function Codes

23 Categories, 703 Function Codes (DOD uses 260)

## Reason Codes

A---Not appropriate for private sector performance

**B---suitable for streamlined or standard competition**

C---in-progress streamlined or standard competition

D---competition, direct conversion, or cost comparison < 5 yrs

**E---review is pending agency restructuring**

F---prohibited from conversion to contract by statute

*B, C, and E identify future opportunities*

# FAIR Function Categories

23 Categories/700+ Codes	
Y DOD--Force Management and General Support (56)	W Communications, Computing, and Other Information Services (22)
M DOD Forces and Direct Support (23)	L Grants Management (6)---Civilian
H Health Services (85)	B Personnel (25)
G Social Services (30)	C Finance and Accounting (36)
I Investigation (22)	F Procurement (16)
D Regulatory and Program Management Support Services (49)---Civilian	R Research, Development, Test, and Evaluation (RDT&E) (17)
U Education and Training (44)	A Recurring Testing and Inspection (12)
P Base Maintenance Contracts (4)	J Direct or General Repair and Maintenance of Equipment (30)
T Other Non-Manufacturing Operations (66)	K Depot Repair, Maint, Mod, Conv, Overhaul of Equipment (29)--Civilian
Z Maintenance, Repair, Alteration, and Minor Construction of Real Property (15)	S Installation Services (59)
Q Civil Works (13)	E Environment (27)
X Products Manufactured In-House (16)	

# Typical Function Category and Codes

## ***T - Other Non-Manufacturing Operations***

T101 Management Headquarters—Supply  
T110 Retail Supply Operations  
T120 Wholesale/Depot Supply Operations  
T130 Storage and Warehousing  
T140 Supply Cataloging  
T150 Warehousing and Distribution of Publications  
T160 Bulk Liquid Storage  
T165 Distribution of Petroleum Oil and Lubricant Products  
T167 Distribution of Liquid, Gaseous and Chemical Products  
T175 Troop Subsistence  
T177 Food Supply  
T180 Military Clothing  
T190 Preparation, Demilitarization and Disposal of Excess and surplus Inventory  
T199 Other Supply Activities  
**T600 Real Property Management**  
**T601 Real Property Disposal**  
**T602 Property Development**  
**T603 Real Property Acquisition Support Services**  
T700 Miscellaneous Program Management  
**T701 Management Headquarters—Transportation**  
**T710 Traffic/Transportation Management Services**

T800 Ocean Terminal Operations  
T801 Storage and Warehousing  
T802 Cataloging  
T803 Acceptance Testing  
T804 Architect-Engineering  
T805 Operation of Bulk Liquid Storage  
T806 Printing and Reproduction  
T807 Visual Information  
**T810 Air Transportation Services**  
**T811 Water Transportation Services**  
**T812 Rail Transportation Services**  
T813 Engineering and Technical Services  
T814 Aircraft Fueling Services  
T815 Scrap Metal Operation  
T817 Other Communications and Electronics Systems  
T818 Systems Engineering and Installation of Communications Systems  
T819 Preparation/Disposal Excess/Surplus Property  
T820 Administrative Support Services  
T821 Special Studies and Analysis  
T822 Operations Research  
T823 Actuarial Services  
**T824 Motor Vehicle Transportation Services**  
T826 Air Traffic Control  
T830 Interior/Facility Design  
**plus 15 more**

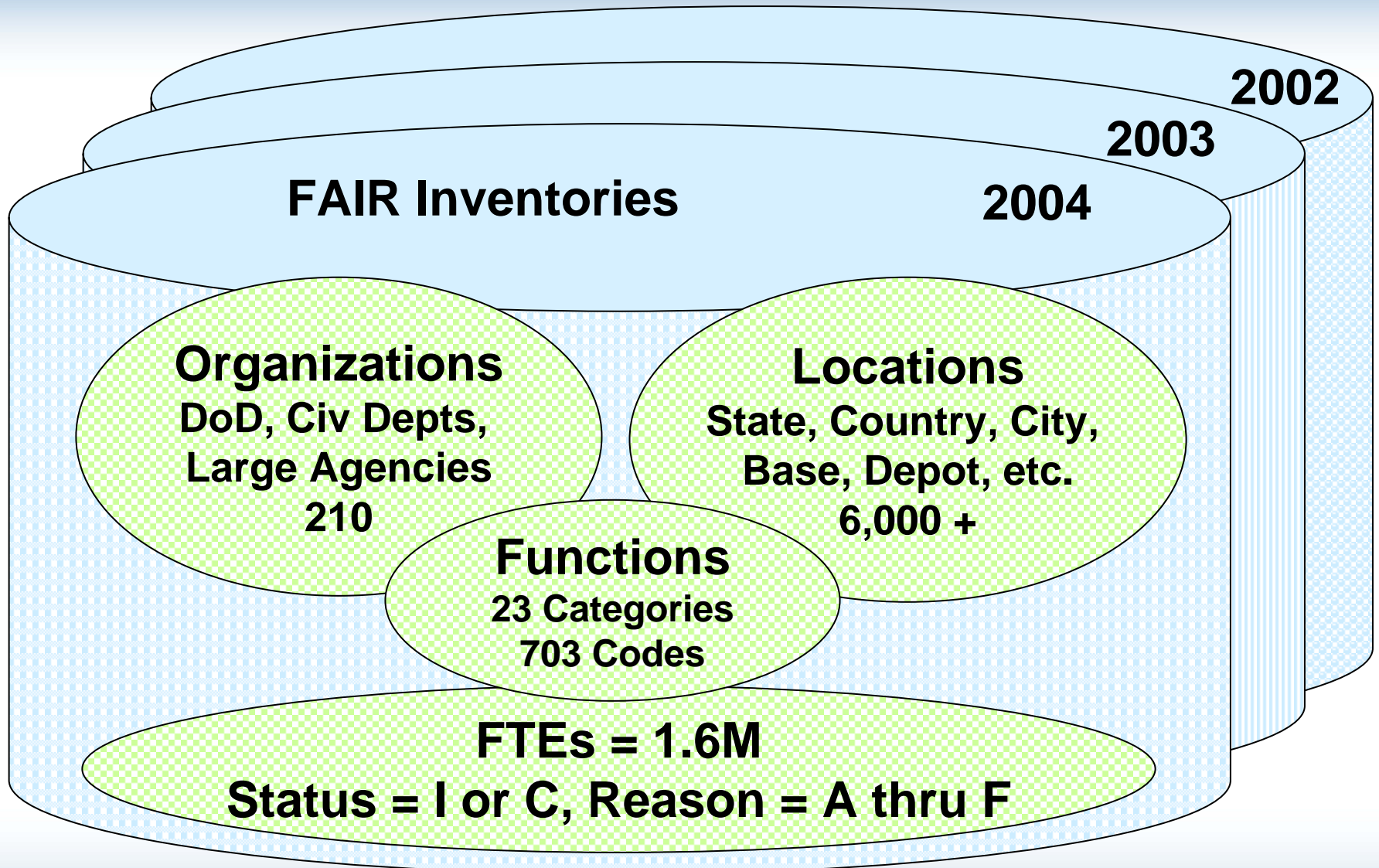
# Typical Inventory Spreadsheet

IRS 2004 FAIR List Austin TX D000 = Administrative Support

015-45	IRS	TX	AUSTIN	US	1 D000	C	A	2004
015-45	IRS	TX	AUSTIN	US	1 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	305.75 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	114 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	1 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	19 D000	C	C	2004
015-45	IRS	TX	AUSTIN	US	3 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	5 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	0.8 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	1 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	1 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	0.25 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	2 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	1 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	4 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	3 D000	C	C	2004
015-45	IRS	TX	AUSTIN	US	14 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	1 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	6 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	32.5 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	51.75 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	1 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	1 D000	C	C	1999
015-45	IRS	TX	AUSTIN	US	2 D000	C	C	1999
015-45	IRS	TX	AUSTIN	US	10 D000	C	B	2004
015-45	IRS	TX	AUSTIN	US	34.25 D000	C	B	1999
015-45	IRS	TX	AUSTIN	US	1 D000	C	E	1999
015-45	IRS	TX	AUSTIN	US	84.25 D000	C	C	1999

***Consolidated data base?***

# FAIRScope Database Content



*Consolidate Data--Find Opportunities*



# FAIR Inventory Overview (2003)

## Federal Civilian Employees

**1,872,379\***

Occupation Categories

23 White Collar

37 Blue Collar

### “Inherently Governmental”

Status = I

FTEs

Total 662,973

Civilian 491,774

DoD 171,199

June 2003

### “Commercial”

Status = C (A thru F)

FTEs

Total 936,908

Civilian 515,938

DoD 420,963

June 2003

### “Outsourced Activities”

CWYEs

Re-competition

Total

Civilian = TBD

DOD = 924,970

August, 2004

**FTEs 1,599,881**

**15 Departments, 5 Agencies (20 of 103)**

23 Function Categories

6,000+ Locations

703 Function Codes

260 DoD Codes

FTE = 1776 hours  
Employee = 1.17 FTEs  
FAIR\*1.17 = 1,871,861

\*FedScope, June 2003  
June 2004, 1,881,108

# FY04 DOD Outsourcing Trend—FAIR vs CAR

DOD FAIR Inventory FTEs FY04					DOD Contractor Level of Effort (CWYE) FY00-FY03						
	Total	IG	Comm	B		FY02	FY03	FY04	Var	CAGR	
<b>Function Category</b>	<b>580,855</b>	<b>172,140</b>	<b>408,715</b>	<b>173,154</b>	<b>Func</b>	<b>Federal Service Code Group</b>	<b>736,014</b>	<b>870,329</b>	<b>924,970</b>	<b>54,641</b>	<b>8.1%</b>
<b>Other Non-Manufacturing Operat</b>	<b>43,684</b>	<b>11,896</b>	<b>31,788</b>	<b>19,538</b>	<b>T</b>	Maint, Repair, Rebuild Equip	53,827	71,077	70,843	-234	13.0%
Intermediate, Direct or General Rep	25,458	1,268	24,190	6,821	J	Modification of Equip	10,428	9,147	10,017	870	7.0%
Base Maintenance/Multifunction Co	5,069	2,368	2,701	1,912	P	Tech Rep Services	10,381	9,228	9,775	547	3.2%
	0				K	Salvage services	2,076	1,971	2,054	83	4.9%
<b>Force Management and General :</b>	<b>75,487</b>	<b>13,400</b>	<b>62,087</b>	<b>14,500</b>	<b>Y</b>	<b>Prof, Admin &amp; Mgmt Support</b>	<b>138,140</b>	<b>159,752</b>	<b>177,981</b>	<b>18,229</b>	<b>7.1%</b>
<b>Finance and Accounting (36)</b>	<b>33,706</b>	<b>15,249</b>	<b>18,457</b>	<b>15,519</b>	<b>C</b>	Special Studies & Analysis (not R&	10,615	14,456	14,489	33	6.7%
Investigation (22)	12,730	6,684	6,046	937	I	Photo Map, Print, Publish	1,433	1,335	1,336	1	-13.5%
Social Services (30)	26,969	3,475	23,494	12,355	G	Social Services	1,728	1,076	2,091	1,015	17.2%
Personnel (25)	20,789	4,774	16,015	7,987	B						
<b>Maintenance, Repair, Alteration, I</b>	<b>35,278</b>	<b>5,025</b>	<b>30,253</b>	<b>17,701</b>	<b>Z</b>	Maint, Repair, Alter Real Prop	53,212	50,671	49,772	-899	-17.1%
						Construction of Structures/Facilities	52,531	63,583	62,012	-1,571	6.0%
						Architect & Engineering Svcs	23,238	19,429	25,523	6,094	0.4%
Education and Training (44)	31,261	5,224	26,037	10,743	U	Education and Training	8,818	12,219	12,101	-118	-4.6%
<b>Installation Services (59)</b>	<b>36,492</b>	<b>5,241</b>	<b>31,251</b>	<b>11,923</b>	<b>S</b>	Utilities and Housekeeping Svcs	20,885	19,031	22,647	3,616	6.9%
						Transportation, Travel, & Relocatio	20,301	29,066	33,744	4,678	13.0%
						Operation of Govt Facilities	19,471	16,944	18,580	1,636	-0.7%
						Purchase Structures & Facilities	185	385	519	134	39.3%
<b>Health Services (85)</b>	<b>31,893</b>	<b>1,321</b>	<b>30,572</b>	<b>18,897</b>	<b>H</b>	Medical Services	18,654	37,697	31,931	-5,766	22.3%
<b>Communications, Computing, an</b>	<b>34,803</b>	<b>8,463</b>	<b>26,340</b>	<b>12,544</b>	<b>W</b>	ADP & Telecom Svcs	58,000	69,209	82,020	12,811	16.4%
<b>Research, Development, Test, an</b>	<b>31,265</b>	<b>16,813</b>	<b>14,452</b>	<b>1,966</b>	<b>R</b>	RDT&E	209,157	261,051	258,603	-2,448	13.6%
<b>Procurement (16)</b>	<b>68,214</b>	<b>56,194</b>	<b>12,020</b>	<b>4,425</b>	<b>F</b>	QC, Testing, & Inspection	5,103	4,244	15,590	11,346	94.9%
Recurring Testing and Inspection (1	9,025	4,944	4,081	1,249	A	Installation of Equip	1,875	1,125	1,601	476	0.8%
Civil Works (13)	13,976	2,018	11,958	9,711	Q						
<b>Forces and Direct Support (23)</b>	<b>35,371</b>	<b>3,600</b>	<b>31,771</b>	<b>767</b>	<b>M</b>						
Environment (27)	7,830	3,788	4,042	2,633	E	Nat Resources & Conservation	15,956	17,633	21,741	4,108	13.4%
Products Manufactured and Fabrica	1,555	395	1,160	1,026	X						

# FAIR Inventory Summaries 2002-4

## Annual Summaries

2002	Total	IG	Comm	A	B	C	D	E	F
<b>TOTAL</b>			<b>847,295</b>	<b>190,313</b>	<b>257,325</b>	<b>269,200</b>	<b>42,260</b>	<b>15,968</b>	<b>72,229</b>
DOD			410,699	111,932	165,822	16,181	34,833	15,603	66,328
Civil			436,596	78,381	91,503	253,019	7,427	365	5,901

2003	Total	IG	Comm	A	B	C	D	E	F
<b>TOTAL</b>	<b>1,599,881</b>	<b>662,973</b>	<b>936,908</b>	<b>346,684</b>	<b>369,630</b>	<b>17,297</b>	<b>2,201</b>	<b>65,401</b>	<b>135,692</b>
DOD	592,162	171,199	420,963	131,846	148,568	0	0	59,084	81,464
Civil	1,007,719	491,774	515,945	214,838	221,062	17,297	2,201	6,317	54,228

2004	Total	IG	Comm	A	B	C	D	E	F
<b>TOTAL</b>	<b>967,067</b>	<b>400,889</b>	<b>566,178</b>	<b>187,626</b>	<b>246,964</b>	<b>9,854</b>	<b>3,275</b>	<b>49,635</b>	<b>68,824</b>
DOD	580,855	172,140	408,715	125,780	173,154	0	0	41,120	68,661
Civil	386,212	228,749	157,463	61,846	73,810	9,854	3,275	8,515	163

## Reason Code Trends---DOD

DOD	Total	IG	Comm	A	B	C	D	E	F
2002			410,699	111,932	165,822	16,181	34,833	15,603	66,328
2003	592,161	171,199	420,962	131,846	148,568	0	0	59,084	81,464
2004	580,855	172,140	408,715	125,780	173,154	0	0	41,120	68,661

## Reason Code Trends---Civilian

Civilian	Total	IG	Comm	A	B	C	D	E	F
2002			436,596	78,381	91,503	253,019	7,427	365	5,901
2003	1,007,719	491,774	515,945	214,838	221,062	17,297	2,201	6,317	54,228
2004	386,212	228,749	157,463	61,846	73,810	9,854	3,275	8,515	163
<b>03-02 Var</b>			<b>79,349</b>	<b>136,457</b>	<b>129,559</b>	<b>-235,722</b>	-5,226	5,952	<b>48,327</b>

# IG Summary by Function Category 2003

fCode	Function Category	IG-Total	%	IG-Civil	%	IG-DOD	%
		<b>662,971</b>	100	<b>491,774</b>	<b>74.2</b>	<b>171,199</b>	<b>25.8</b>
<b>Dxxx</b>	<b>Regulatory and Program Management Support (5)</b>	128,967	<b>19.5</b>	128,967	<b>19.5</b>		-
<b>Yxxx</b>	<b>Force Management and General Support (56)</b>	93,937	<b>14.2</b>	<b>80,220</b>	<b>12.1</b>	13,718	2.1
<b>Sxxx</b>	<b>Installation Services (59)</b>	75,695	<b>11.4</b>	<b>70,452</b>	<b>10.6</b>	5,243	0.8
<b>Fxxx</b>	<b>Procurement (16)</b>	64,758	<b>9.8</b>	<b>11,703</b>	<b>1.8</b>	<b>53,055</b>	8.0
<b>Ixxx</b>	<b>Investigation (22)</b>	55,647	<b>8.4</b>	<b>50,630</b>	<b>7.6</b>	<b>5,017</b>	0.8
<b>Rxxx</b>	<b>Research, Development, Test, and Evaluation (10)</b>	52,954	<b>8.0</b>	<b>35,564</b>	<b>5.4</b>	<b>17,389</b>	2.6
<b>Txxx</b>	<b>Other Non-Manufacturing Operations (66)</b>	28,292	4.3	16,263	2.5	<b>12,029</b>	1.8
<b>Hxxx</b>	<b>Health Services (85)</b>	25,636	3.9	<b>23,384</b>	3.5	2,252	0.3
<b>Cxxx</b>	<b>Finance and Accounting (36)</b>	24,285	3.7	13,408	2.0	<b>10,877</b>	1.6
<b>Wxxx</b>	<b>Communications, Computing, and Other Information Systems (10)</b>	23,144	3.5	13,542	2.0	<b>9,603</b>	1.4
<b>Bxxx</b>	<b>Personnel (25)</b>	13,136	2.0	7,998	1.2	5,138	0.8
<b>Exxx</b>	<b>Environment (27)</b>	12,734	1.9	8,800	1.3	3,933	0.6
<b>Zxxx</b>	<b>Maintenance, Repair, Alteration, Minor Construction (10)</b>	10,480	1.6	3,790	0.6	6,689	1.0
<b>Axxx</b>	<b>Recurring Testing and Inspection (13)</b>	9,925	1.5	5,048	0.8	4,877	0.7
<b>Uxxx</b>	<b>Education and Training (44)</b>	8,847	1.3	3,241	0.5	5,607	0.8
<b>Jxxx</b>	<b>Intermediate, Direct or General Repair &amp; Maintenance (10)</b>	7,244	1.1	5,190	0.8	2,054	0.3
<b>Mxxx</b>	<b>Forces and Direct Support (23)</b>	6,358	1.0	1,497	0.2	4,862	0.7
<b>Gxxx</b>	<b>Social Services (30)</b>	5,440	0.8	1,562	0.2	3,879	0.6
<b>DoSxxx</b>	<b>Special (1)</b>	5,267	0.8	5,267	0.8		-
<b>Qxxx</b>	<b>Civil Works (13)</b>	4,793	0.7	2,284	0.3	2,509	0.4
<b>Pxxx</b>	<b>Base Maintenance/Multifunction Contracts (4)</b>	2,468	0.4	69	0.0	2,399	0.4
<b>Lxxx</b>	<b>Grants Management(6)</b>	2,204	0.3	2,204	0.3		-
<b>Xxxx</b>	<b>Products Manufactured and Fabricated In-House (1)</b>	517	0.1	448	0.1	69	0.0
<b>Kxxx</b>	<b>Depot Repair, Maintenance, Modification, Conversion (1)</b>	186	0.0	186	0.0		-

*Program Management and Procurement = 30% of IG*

# Commercial Summary by Function Category 2003

fCode	Function Category	C-Total	%	C-Civil	%	C-DOD	%
		<b>936,908</b>	100	<b>515,945</b>	<b>55.1</b>	<b>420,963</b>	<b>44.9</b>
Hxxx	<b>Health Services (85)</b>	<b>224,080</b>	<b>23.9</b>	<b>197,761</b>	<b>21.1</b>	26,319	2.8
Txxx	<b>Other Non-Manufacturing Operations (66)</b>	<b>154,867</b>	<b>16.5</b>	<b>116,665</b>	<b>12.5</b>	38,202	4.1
Sxxx	Installation Services (59)	64,914	6.9	33,355	3.6	31,559	3.4
Yxxx	<b>Force Management and General Support (56)</b>	<b>62,368</b>	6.7	19,863	2.1	<b>42,505</b>	4.5
Jxxx	Intermediate, Direct or General Repair & Mainte	49,928	5.3	5,631	0.6	44,297	4.7
Wxxx	Communications, Computing, and Other Inform	47,909	5.1	26,080	2.8	21,829	2.3
Rxxx	Research, Development, Test, and Evaluation (	43,035	4.6	26,217	2.8	16,818	1.8
Zxxx	Maintenance, Repair, Alteration, Minor Constr	39,779	4.2	10,628	1.1	29,151	3.1
Mxxx	<b>Forces and Direct Support (23)</b>	<b>37,836</b>	4.0	598	0.1	<b>37,238</b>	4.0
Cxxx	<b>Finance and Accounting (36)</b>	<b>35,213</b>	3.8	13,535	1.4	<b>21,678</b>	2.3
Dxxx	<b>Regulatory and Program Management Supp</b>	<b>29,639</b>	<b>3.2</b>	<b>29,639</b>	<b>3.2</b>		-
Uxxx	Education and Training (44)	28,242	3.0	2,982	0.3	25,260	2.7
Gxxx	Social Services (30)	27,034	2.9	3,101	0.3	23,933	2.6
Bxxx	Personnel (25)	25,720	2.7	8,788	0.9	16,932	1.8
Fxxx	Procurement (16)	15,906	1.7	2,805	0.3	13,101	1.4
Qxxx	Civil Works (13)	14,206	1.5	3,601	0.4	10,605	1.1
Exxx	Environment (27)	10,106	1.1	5,416	0.6	4,690	0.5
Ixxx	Investigation (22)	9,633	1.0	2,014	0.2	7,619	0.8
Axxx	Recurring Testing and Inspection (13)	7,412	0.8	2,635	0.3	4,777	0.5
Xxxx	Products Manufactured and Fabricated In-Hous	3,754	0.4	1,556	0.2	2,198	0.2
Pxxx	Base Maintenance/Multifunction Contracts (4)	2,275	0.2	23	0.0	2,252	0.2
Lxxx	Grants Management(6)	1,857	0.2	1,857	0.2		-
Kxxx	Depot Repair, Maintenance, Modification, Conv	1,136	0.1	1,136	0.1		-

*Significant Potential in Health Services and Txxx*

# FY04 DOD Function Codes

## Inherently Governmental vs Commercial FTEs

DOD 2004 Fcode	Comm Descending Function Category	Total	%	IG	%	Comm	%	C vs I
		<b>580,855</b>	100.0	<b>172,140</b>	<b>29.6</b>	<b>408,715</b>	<b>70.4</b>	<b>2.4</b>
Yxxx	Force Management and General Support (5)	75,487	13.0	13,400	2.3	62,087	10.7	4.6
Txxx	Other Non-Manufacturing Operations (66)	43,684	7.5	11,896	2.0	31,788	5.5	2.7
Mxxx	Forces and Direct Support (23)	35,371	6.1	3,600	0.6	31,771	5.5	8.8
Sxxx	Installation Services (59)	36,492	6.3	5,241	0.9	31,251	5.4	6.0
Hxxx	Health Services (85)	31,893	5.5	1,321	0.2	30,572	5.3	23.1
Zxxx	Maintenance, Repair, Alteration, Minor Cons	35,278	6.1	5,025	0.9	30,253	5.2	6.0
Wxxx	Communications, Computing, and Other Inf	34,803	6.0	8,463	1.5	26,340	4.5	3.1
Uxxx	Education and Training (44)	31,261	5.4	5,224	0.9	26,037	4.5	5.0
Jxxx	Intermediate, Direct or General Repair & Ma	25,458	4.4	1,268	0.2	24,190	4.2	19.1
Gxxx	Social Services (30)	26,969	4.6	3,475	0.6	23,494	4.0	6.8
Cxxx	Finance and Accounting (36)	33,706	5.8	15,249	2.6	18,457	3.2	1.2
Bxxx	Personnel (25)	20,789	3.6	4,774	0.8	16,015	2.8	3.4
Rxxx	Research, Development, Test, and Evaluatic	31,265	5.4	16,813	2.9	14,452	2.5	0.9
Fxxx	Procurement (16)	68,214	11.7	56,194	9.7	12,020	2.1	0.2
Qxxx	Civil Works (13)	13,976	2.4	2,018	0.3	11,958	2.1	5.9
Ixxx	Investigation (22)	12,730	2.2	6,684	1.2	6,046	1.0	0.9
Axxx	Recurring Testing and Inspection (13)	9,025	1.6	4,944	0.9	4,081	0.7	0.8
Exxx	Environment (27)	7,830	1.3	3,788	0.7	4,042	0.7	1.1
Pxxx	Base Maintenance/Multifunction Contracts (4)	5,069	0.9	2,368	0.4	2,701	0.5	1.1
Xxxx	Products Manufactured and Fabricated In-Hou:	1,555	0.3	395	0.1	1,160	0.2	2.9

IG vs Comm = 30% : 70%

Largest IG = Procurement, Largest Commercial = Force Management

# FY04 DoD Inherently Governmental vs Commercial vs "B"

Org	Total	IG	Comm	A	B	E	F
<b>TOTAL</b>	<b>580,855</b>	<b>172,140</b>	<b>408,715</b>	<b>125,780</b>	<b>173,154</b>	<b>41,120</b>	<b>68,661</b>
<b>ARMY</b>	178,121	12,130	165,991	22,009	<b>63,033</b>	<b>29,221</b>	51,728
<b>NAVY</b>	138,862	<b>73,696</b>	65,166	16,937	<b>40,094</b>	346	7,789
<b>USAF</b>	130,906	<b>45,407</b>	85,499	<b>63,352</b>	<b>15,347</b>	255	6,545
<b>COE</b>	27,226	3,074	24,152	4,268	<b>14,993</b>	4,186	705
<b>DLA</b>	21,432	7,966	13,466	4,325	4,585	4,059	497
DFAS	14,923	1,594	13,329	46	13,227	56	0
DODEA	13,254	198	13,056	10,503	2,544	9	0
USMC	12,827	2,994	9,833	1,168	<b>7,958</b>	0	707
DECA	12,153	2,228	9,925	1,022	<b>8,212</b>	62	629
DCMA	11,158	9,508	1,650	0	1,646	0	4
DISA	5,933	3,675	2,258	1,199	0	1,059	0
Others (16)	14,060	9,670	4,390	951	1,515	1,867	57

## *Army and Navy Opportunities*

Navy and Air Force IG FTEs are very large



# FY04 US Army Locations Top 25 “B”

## Top 25 Army Locations

Org	CScode	A	B	E	F
TOTAL	165,991	22,009	63,033	29,221	51,728
ROCK ISLAND ARSENAL	3,127	146	2,233	273	475
FORT SAM HOUSTON	3,301	356	1,918	669	358
FORT LEWIS	2,656	172	1,909	437	138
FORT BRAGG	3,561	872	1,808	551	330
REDSTONE ARSENAL	5,352	1,140	1,728	1,021	1,463
FORT HOOD	2,645	228	1,696	527	194
FORT BENNING	2,440	265	1,665	333	177
ABERDEEN PROVING GROUND	5,196	2,260	1,576	776	584
WALTER REED ARMY MEDICAL	2,718	188	1,487	906	137
WEST POINT MILITARY RESER	2,087	286	1,347	334	120
FORT BLISS	2,027	155	1,273	465	134
FORT CAMPBELL	1,850	145	1,259	344	102
FORT KNOX	2,067	315	1,102	507	143
PRESIDIO OF MONTEREY	1,279	40	1,062	127	50
FORT STEWART	1,611	107	1,058	308	138
FORT HUACHUCA	1,866	109	1,057	602	98
FORT LEONARD WOOD	1,684	121	1,037	455	71
FORT BELVOIR	3,490	525	1,031	732	1,202
FORT GORDON	1,586	140	964	426	56
FORT EUSTIS	1,672	146	958	336	232
FORT RUCKER	1,665	136	941	286	302
FORT MONMOUTH	3,060	223	919	1,320	598
ALEXANDRIA(CITY)	3,689	1,156	912	753	868
FORT CARSON	1,542	73	907	444	118
FORT SHAFTER	1,605	87	891	360	267

*Top 25 of 1,153 Locations*



# FY04 Army Function Codes (B descending)

## 2004 Army Functions

fCode	Comm	A	B	E	F
<b>TOTAL</b>	165,991	22,009	<b>63,033</b>	29,221	51,728
Hxxx	20,103	660	<b>14,939</b>	4,037	467
Txxx	9,861	134	<b>7,262</b>	70	2,395
Uxxx	9,497	1,387	<b>7,020</b>	1,086	4
Sxxx	12,843	73	<b>5,819</b>	567	6,384
Yxxx	47,243	117	<b>5,054</b>	4,222	37,850
Zxxx	9,481	1,795	<b>5,038</b>	2,618	30
W xxx	12,375	53	3,803	8,435	84
Bxxx	8,038	4,315	2,365	94	1,264
Fxxx	4,908	495	2,255	67	2,091
Jxxx	2,102	3	2,072	14	13
Cxxx	2,110	75	1,518	99	418
Pxxx	1,740	58	1,491	23	168
Rxxx	9,977	6,876	1,305	1,792	4
Xxxx	1,115	-	1,002	-	113
Exxx	1,241	180	831	196	34
Gxxx	5,661	54	547	5,059	1
Mxxx	2,079	1,363	472	126	118
Qxxx	357	103	224	9	21
Ixxx	3,060	2,168	16	690	186
Axxx	2,200	2,100	-	17	83

*Health Services and Other Non-Manufacturing  
(Transportation and Logistics) are largest categories*

# FY04 Army Health Services (B descending)

ARMY FY04 Health Services FTEs		CScode	A	B	E	F
<b>Fcode</b>	<b>Function Description</b>	<b>20103</b>	<b>660</b>	<b>14939</b>	<b>4037</b>	<b>467</b>
H203	Ambulatory Care Services	4483	4	3373	1102	4
H050	Hospital/Clinic Management.	3347	92	2376	755	124
H113	Dental Care	1387	6	1334	47	0
H999	Other Health Services	1771	148	1075	516	32
H102	Surgical Care	1175	3	1010	155	7
H650	Hospital Supplies and Equipment.	1436	350	977	98	11
H106	Pathology Services	1202	10	904	288	0
H350	Hospital Food Services and Nutritional Care.	918	6	901	11	0
H119	Preventive Medicine	1247	7	777	449	14
H107	Radiology Services	748	2	679	67	0
H100	Medical Care.	777	0	614	163	0
H108	Pharmacy Services	659	17	299	343	0
H710	Medical Transportation Services.	253	5	246	2	0
H250	Medical and Dental Devices Development.	132	4	126	2	0
H127	Alcohol and Drug Rehabilitation.	123	0	120	3	0
H116	Veterinary Services	130	6	103	21	0
H125	Rehabilitation Services.	29	0	25	4	0
H010	Management Headquarters - Health Services	286	0	0	11	275

## *Ambulatory Care and Clinic Management Opportunities*

# FY04 Army HXXX Top 20 of 143 Locations (B descending)

Location	Comm	A	B	E	F
TOTAL	20,103	660	14,939	4,037	467
FORT SAM HOUSTON	2,073	100	1,341	392	240
WALTER REED ARMY M	1,930	60	1,211	645	14
FORT LEWIS	1,270	26	1,015	213	16
FORT BRAGG	1,073	19	877	164	13
TRIPLER ARMY MEDICA	1,043	29	791	204	19
FORT HOOD	777	23	649	95	10
FORT GORDON	768	24	590	147	7
FORT BENNING	685	19	573	91	2
FORT CARSON	730	19	551	159	1
FORT CAMPBELL	646	17	529	94	6
FORT BLISS	714	25	511	161	17
FORT SILL	465	14	396	54	1
FORT POLK	458	14	393	48	3
FORT KNOX	475	16	387	70	2
FORT BELVOIR	405	12	382	10	1
FORT LEONARD WOOD	475	14	372	88	1
ABERDEEN PROVING G	567	7	372	180	8
FORT STEWART	417	8	350	57	2
FORT JACKSON	407	14	302	90	1
FORT RILEY	335	12	286	35	2

## *Health Services*

# FY04 Army HXXX Top 2 Locations (B descending)

fCode		C S code	A	B	E	F
TOTAL		20103	660	14939	4037	467
FORT SAM HOUSTON						
<b>H 050</b>	<b>Hospital/Clinic Management.</b>	<b>181</b>	<b>14</b>	<b>119</b>		<b>11</b>
H 106	Pathology Services	85	2	71	12	0
H 108	Pharmacy Services	43	2	11	30	0
H 116	Veterinary Services	45	2	39	4	0
H 250	Medical and Dental Devices Development.	7	1	6	0	0
H 650	Hospital Supplies and Equipment.	99	33	65	1	0
<b>H 999</b>	<b>Other Health Services</b>	<b>711</b>	<b>46</b>	<b>498</b>	<b>163</b>	<b>4</b>
H 010	Management Headquarters - Health Services	234	0	0	9	225
H 100	Medical Care.	55	0	42	13	0
H 102	Surgical Care	149	0	95	54	0
H 107	Radiology Services	72	0	66	6	0
H 113	Dental Care	37	0	35	2	0
H 119	Preventive Medicine	14	0	10	4	0
H 125	Rehabilitation Services.	3	0	2	1	0
<b>H 203</b>	<b>Ambulatory Care Services</b>	<b>254</b>	<b>0</b>	<b>200</b>	<b>54</b>	<b>0</b>
H 350	Hospital Food Services and Nutritional Care.	75	0	73	2	0
H 710	Medical Transportation Services.	9	0	9	0	0
TOTAL		2073	100	1341	392	240
WALTER REED ARMY MEDICAL CENTER						
<b>H 050</b>	<b>Hospital/Clinic Management.</b>	<b>193</b>	<b>3</b>	<b>128</b>	<b>59</b>	<b>3</b>
H 106	Pathology Services	269	2	103	164	0
H 116	Veterinary Services	11	1	7	3	0
H 350	Hospital Food Services and Nutritional Care.	143	1	139	3	0
H 650	Hospital Supplies and Equipment.	294	41	227	20	6
H 710	Medical Transportation Services.	5	3	2	0	0
<b>H 999</b>	<b>Other Health Services</b>	<b>280</b>	<b>9</b>	<b>188</b>	<b>78</b>	<b>5</b>
H 100	Medical Care.	103	0	44	59	0
H 102	Surgical Care	95	0	45	50	0
H 107	Radiology Services	76	0	64	12	0
H 108	Pharmacy Services	56	0	23	33	0
H 113	Dental Care	50	0	48	2	0
H 119	Preventive Medicine	23	0	10	13	0
H 125	Rehabilitation Services.	5	0	4	1	0
H 127	Alcohol and Drug Rehabilitation.	1	0	0	1	0
<b>H 203</b>	<b>Ambulatory Care Services</b>	<b>322</b>	<b>0</b>	<b>175</b>	<b>147</b>	<b>0</b>
H 250	Medical and Dental Devices Development.	4	0	4	0	0
TOTAL		1930	60	1211	645	14

## Health Services

# FY04 DOD Top 30 of 260 Functions---Commercial FTEs

DOD-04		Comm	A	B	E	F
<b>Fcode</b>	<b>Function Code Description</b>	<b>408,718</b>	<b>125,780</b>	<b>173,157</b>	<b>41,120</b>	<b>68,661</b>
<b>C700</b>	<b>Finance/Accounting Services.</b>	13,755	819	12,280	444	212
<b>G008</b>	<b>Commissary Operations</b>	<b>9,401</b>	<b>935</b>	<b>7,827</b>	62	577
<b>Z992</b>	<b>Minor Construction, Maintenance and</b>	<b>9,626</b>	<b>1,940</b>	<b>7,544</b>	121	21
<b>W310</b>	<b>Computing Services and Data Base M</b>	<b>9,808</b>	<b>1,485</b>	<b>6,320</b>	<b>1,872</b>	131
Y820	Administrative Management and Corresp	6,673	493	5,463	234	483
<b>H203</b>	<b>Ambulatory Care Services</b>	<b>5,707</b>	<b>733</b>	<b>3,866</b>	1,103	5
T101	Management Headquarters - Supply.	3,778	22	3,693	49	14
T110	Retail Supply Operations.	6,268	643	3,656	53	1,916
T130	Storage and Warehousing.	7,297	2,896	3,350	63	988
B720	Civilian Personnel Operations.	5,161	1,038	3,241	20	862
U300	Specialized Skill Training	3,567	377	3,110	70	10
S200	Installation, Base, or Facility Managemen	3,550	94	3,020	384	52
B830	Military Personnel Operations.	8,078	5,196	2,831	14	37
T710	Traffic/Transportation Management Servi	3,759	368	2,745	25	621
<b>H050</b>	<b>Hospital/Clinic Management.</b>	<b>4,182</b>	<b>852</b>	<b>2,446</b>	755	129
U550	Training Development and Support for Mi	3,337	103	2,319	913	2
J501	Aircraft	13,368	11,075	2,167	0	126
<b>Z110</b>	<b>Management of Major Construction of</b>	<b>4,025</b>	<b>1,844</b>	<b>2,149</b>	14	18
Q520	Operation and Maintenance of Locks and	2,153	47	2,106	0	0
S310	Housing Management.	2,362	141	2,060	71	90
Q620	Operation and Maintenance of Recreator	2,079	48	2,031	0	0
<b>W100</b>	<b>Management Headquarters - Communi</b>	<b>4,919</b>	<b>413</b>	<b>2,024</b>	<b>2,397</b>	85
<b>C400</b>	<b>Budget Support</b>	<b>2,600</b>	<b>373</b>	<b>1,907</b>	292	28
Z199	Other Real Property Program and Project	3,267	23	1,869	1,366	9
<b>G055</b>	<b>Morale, Welfare, and Recreation (MWR</b>	<b>4,331</b>	<b>358</b>	<b>1,822</b>	1,808	343
<b>H999</b>	<b>Other Health Services</b>	<b>2,884</b>	<b>544</b>	<b>1,787</b>	519	34
F399	Other Procurement and Contracting Activ	2,070	139	1,715	194	22
<b>H650</b>	<b>Hospital Supplies and Equipment.</b>	<b>2,400</b>	<b>570</b>	<b>1,697</b>	117	16
S799	Other Utility Plant and Distribution System	1,821	133	1,662	22	4
Z101	Corps of Engineers Program and Project	2,714	1,173	1,496	3	42
<b>W499</b>	<b>Other Information Operation Services.</b>	<b>7,445</b>	<b>221</b>	<b>1,433</b>	<b>5,782</b>	9

# FY03 Civil Inherently Governmental vs Commercial vs "B"

Org	Total	IG	Comm	A	B	C	D	E	F
Org	1,007,717	491773	515,944	214,839	221,061	17,298	2,201	6,317	54,228
VA	224,786	33871	190,915	132,227	56,945	1,392	127	224	-
DHS	135,524	69883	65,641	3,058	7,751	1,075	-	1	53,756
DOJ	105,109	96797	8,312	6,434	1,758	112	8	-	-
DOA	98,732	44904	53,828	7,748	40,147	4,098	558	1,277	-
DOI	87,328	37676	49,652	3,340	42,376	2,587	1,116	233	-
HHS	65,741	31807	33,934	5,559	25,000	2,337	137	896	5
SSA	64,686	51790	12,896	8,215	3,990	460	-	231	-
DOT	58,167	23251	34,916	26,688	5,116	2,916	27	169	-
DOC	28,511	18871	9,640	3,987	4,581	718	4	163	187
GSA	26,414	14326	12,088	1,542	10,064	150	44	166	122
NASA	19,061	12076	6,985	2,593	4,385	-	7	-	-
EPA	17,669	16012	1,657	607	1,008	37	-	5	-
DOL	16,581	9695	6,886	2,269	3,789	67	-	704	57
TR	16,282	10754	5,528	499	2,657	290	114	1,943	25
DOE	14,886	6517	8,369	4,895	2,465	856	-	153	-
DOS	10,904	9308	1,596	36	1,408	-	-	152	-
HUD	9,771	1295	8,476	4,753	3,647	-	-	-	76
EDU	4,620	1653	2,967	118	2,848	1	-	-	-
OPM	2,945	1287	1,658	271	1,126	202	59	-	-

# FY03 Dept Top 30 of 725 Functions---Commercial FTEs

Fcode	Function Description	CScode	A	B	C	D	E	F
		<b>480,674</b>	<b>201,618</b>	<b>200,496</b>	<b>16,448</b>	<b>2,091</b>	<b>5,915</b>	<b>54,106</b>
B000	Personnel Administrative Support	2,173	51	1,692	228	-	201	1
D000	Administrative Support	5,742	615	4,567	267	4	272	17
D100	Regulatory Activities Support	3,142	486	2,168	78	52	356	2
<b>H118</b>	<b>Nursing Services</b>	<b>3,512</b>	<b>1</b>	<b>3,490</b>	<b>7</b>	<b>14</b>	<b>-</b>	<b>-</b>
<b>H222</b>	<b>Prosthetic &amp; Sensory Aides Serv</b>	<b>3,941</b>	<b>-</b>	<b>3,941</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H223</b>	<b>Ambulatory Care Administration</b>	<b>6,611</b>	<b>-</b>	<b>6,611</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H224</b>	<b>Learning Resource Centers</b>	<b>8,051</b>	<b>-</b>	<b>8,051</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H243</b>		<b>8,622</b>	<b>-</b>	<b>8,622</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H414</b>		<b>4,036</b>	<b>-</b>	<b>4,036</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H541</b>	<b>Veterans Administration</b>	<b>3,715</b>	<b>-</b>	<b>3,715</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H564</b>	<b>Total B = 56,945</b>	<b>8,532</b>	<b>-</b>	<b>8,532</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H957</b>		<b>2,508</b>	<b>-</b>	<b>2,508</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>H990</b>		<b>2,533</b>	<b>-</b>	<b>2,533</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
R000	Administrative Support	2,254	134	2,067	30	15	8	-
R140	Management and Support to R&D.	5,448	3,498	1,818	107	24	1	-
R660	RDT&E	2,469	40	2,403	5	-	21	-
S000	Administrative Support	2,906	90	2,484	280	48	4	-
S700	Natural Resource Services	4,489	366	4,121	2	-	-	-
S716	Motor Vehicle Operation	1,911	77	1,758	70	4	1	1
S999	Other Installation Services	1,964	33	1,907	15	-	9	-
T000	Administrative Support	3,198	321	2,692	173	7	5	-
T813	Engineering and Technical Service	4,623	1,334	3,020	131	108	30	-
<b>T820</b>	<b>Administrative Support Services</b>	<b>6,326</b>	<b>478</b>	<b>5,672</b>	<b>60</b>	<b>2</b>	<b>61</b>	<b>53</b>
<b>T851</b>	<b>Forestry Operations</b>	<b>9,942</b>	<b>5</b>	<b>9,730</b>	<b>205</b>	<b>-</b>	<b>2</b>	<b>-</b>
<b>T853</b>	<b>Soil Conservation Operations</b>	<b>3,483</b>	<b>281</b>	<b>2,384</b>	<b>818</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>W310</b>	<b>Computing Services and Data Bas</b>	<b>3,171</b>	<b>652</b>	<b>2,203</b>	<b>254</b>	<b>13</b>	<b>47</b>	<b>2</b>
<b>W430</b>	<b>Mapping and Charting.</b>	<b>1,838</b>	<b>110</b>	<b>1,706</b>	<b>19</b>	<b>-</b>	<b>3</b>	<b>-</b>
<b>W826</b>	<b>Systems Design, Development and</b>	<b>3,618</b>	<b>855</b>	<b>2,340</b>	<b>99</b>	<b>148</b>	<b>168</b>	<b>8</b>
Y000	Administrative Support	3,207	458	2,329	274	131	15	-
Z999	Maintenance, Repair and Minor Cc	4,828	267	4,069	492	-	-	-
<b>T827</b>	<b>TSA SPECIAL CODE</b>	<b>53756</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>53756</b>

*Health Services Anyone ???*

# Market Research Capabilities

- Identify Federal addressable market for “new programs”
  - Competitive Sourcing strategic information
  - Market segment identification
- Analyze “new” outsourcing potential
  - 435,000 of 1.6M FTEs (27%)
  - By organization
  - By location (city, base, state, country)
  - By status and reason codes
  - By type of activity (function codes)
- Track “new” outsourcing trends year-to-year
- Identify “new” competitions prior to announcement
  - Retirement System Modernization (1,000 FTEs)
  - INS Customer Service Centers (1,150 FTEs)
  - FAA Flight Services (2,700 FTEs)
- Research public statements of outsourcing policies and direction (e.g. outsource all IT services)

**6 Years---cost to produce > \$100M---VALUE???**

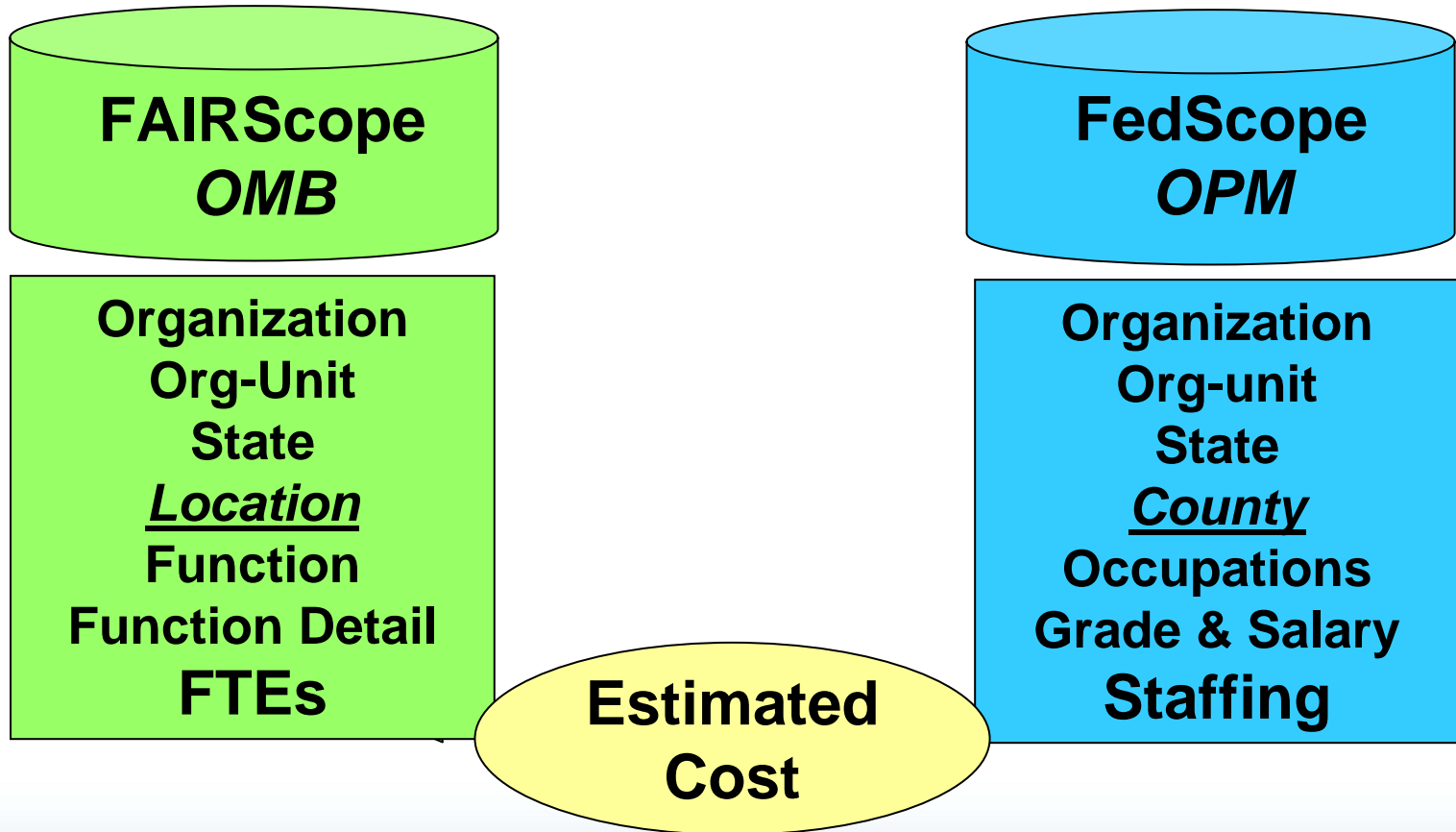


# FAIRScope-FedScope Integration

[www.fedscope.opm.gov](http://www.fedscope.opm.gov)

***Find Opportunities/FTEs***

***Find Occupations/Salaries***



***Additional Cost Estimation Support***