LANGLEY TEAM RECEIVES AWARD FROM PRESIDENT BUSH

NASA Langley Research Center's Fee Assessment Team has received a Presidential Quality and Management Improvement Award from President Bush for outstanding leadership in achieving significant cost savings through fee reductions on support service contracts.

The awards, presented in Washington, D.C., on October 20, went to:

- William R. Kivett of Hampton, procurement officer, Acquisition Division, who led the group effort.
- John F. Stokes of Williamsburg, director for Management Operations, who analyzed and directed the overall activities.
- Robert R. Moore Jr. of Virginia Beach, assistant director for Management Operations, who as head of the Acquisition Division initiated the task team activities.

The following senior members of the Acquisition Division, who also received the award, were instrumental in planning and implementing the changes:

- Michael F. Cavelli Jr. of Newport News.
- Everette S. Ketchum of Gloucester.
- Rosemary C. Froehlich of Norfolk.

The team improved Langley's award fee process with changes in performance evaluation plans, scoring definitions, application of scoring criteria and the level of award fees being negotiated on Langley's support service contracts.

The team negotiated fee reductions that result in a $1.6 million annual savings for the center. In 1983, negotiated fee percentages on award fee contracts were about 9 percent. This compares to fee percentages that today range from 6.3 percent to 7.5 percent. Similar reductions have been made on fixed-fee service contracts, where fees now range from 4.1 percent to 7 percent. More importantly, contractor performance has not decreased and competition for contracts has actually risen since these changes were made.

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