

IGSA'S – CITY PERSPECTIVE

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Agenda

- Why Should Cities Consider IGSA's?
- Policy Concerns
- Recent Process Improvements
- Challenges, “Be Prepared”
- Growing Partnership

WHY SHOULD CITIES CONSIDER IGSA'S

"Coming together is a beginning, staying together is progress, and working together is success." – Henry Ford

Why Should Cities Consider IGSA's?

- Support Continued Operation & Investment
 - BRAC – Defense
 - Dept. of Def. is 48% of Fayetteville's economy
 - Reducing the base's operating costs makes it more competitive
- Synergy & Investment
 - Economies of Scale
- Relationship Building
 - Creates connections at the operational level
 - Creates interdependency

POLICY CONCERNS

“If you want to make enemies, try to change something.”-Woodrow Wilson

Policy Concerns

- Private vs. Public
 - An Existing Contractor Will Be Displaced
- Required Investment
- Employee/Budget Growth

RECENT PROCESS IMPROVEMENTS

"Success is walking from failure to failure with
no loss of enthusiasm." - Winston Churchill

Recent Process Improvements

- IGSA vs. FAR
 - Process, Contract, and Contract Administration Vastly Simplified
- Term Extended
 - From 5 years to 10 years
- DOD Administrative Interest
 - Consultant Support

CHALLENGES, “BE PREPARED”

“Only those who dare to fail greatly can ever
achieve greatly.” -Robert F. Kennedy

Challenges, “Be Prepared”

- To Invest in Analytical Support
- For Lengthy Contract Review Processes
- For Resistance
- For Timing Uncertainty
- For A “No Thank You”

GROWING PARTNERSHIP

"Alone we can do so little; together we can do so much." – Helen Keller

Growing Partnership

- Saving The ASOM – The Airborne & Special Operations Museum
 - 2013 Sequestration Budget Battles
- Custodial Services
 - \$4.3 mil. annual and just under 100 positions
- Landscape Maintenance
 - Just under \$1 mil. annual and 30 positions and growing as more scope is added
- Solid Waste Collection
 - New services areas, commercial and recycling for example
- Others - Building Maintenance, Transportation, 911 Communications

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THANK YOU

Questions?

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