

SUCCESS STORY FOR CENTER FOR TOTAL ACCESS, FORT GORDON, ATLANTA, GA.

The Center for Total Access (CTA) at Fort Gordon has transitioned all contract personnel services to FedSource. In each instance, the total cost per man-hour was reduced, and the CTA has calculated an overall savings of 5% in annual contract costs (approx. \$20,000). Also, the workload effort on the government staff has decreased, as the process of completing task orders and requesting MIPR transactions are significantly less burdensome than developing a new contract for staff services every quarter. In addition to the cost savings and reduction in effort, the contract staff morale has improved, as they are no longer preoccupied with the possibility of changing employers annually. The staff at FedSource is very responsive to requests, and provides financial statements and progress reports whenever they are required. The contractor provided through the FedSource contract has provided exceptional services from the contract transition point forward. Working with FedSource has allowed the government staff at the CTA to focus on executing their organizational mission, rather than being overwhelmed by contracting issues.

Cost Reductions - The savings to CTA was \$245,656. This savings was realized by CTA when they transferred their contract requirements to FedSource versus using their own in-house contracts that were at a rate 25% higher than FedSource. In addition to the direct savings realized by CTA, they were also able to capitalize on staff time - savings.

Timeliness - FedSource was able to provide the much -needed service for CTA within a two-week timeframe. Within those two weeks, FedSource worked with the customer on their statement of work, worked with the vendor to get a proposal in place, coordinated with the customer's budget office on their funding document, worked with senior management on establishing an interagency agreement and the FedSource vendor partner ensured the employees were available to report to the government work site as scheduled.

Intangible Value of Benefit - The FedSource has revolutionized the way in which CTA conducts its business. The flexibility the FedSource brings to the table, along with its innovative processing abilities reflects the extent of a high value of benefit affecting the function of the CTA. FedSource was able to affect the function of this organization thus allowing this organization to focus on its mission. Many benefits to CTA cannot be captured as tangible. Some intangible benefits include improved efficiencies, decreased risk for year-end funds and increased up time. Few, if any, can match the FedSource team in entrepreneurial spirit, dedication, and drive for re-defining the initiative of making government work better and cost less. But it takes even more. Managing and running a successful business requires sound, on-going leadership and management, planning, product and service development, marketing and financial management. The odds of a small business succeeding can be daunting. FedSource is not only succeeding, but it is raising the bar for any and all who come afterwards.