

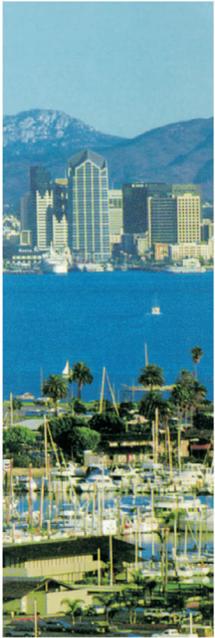


**Our annual training event  
will be BIGGER & BETTER  
than ever...**

**You Are Invited To**

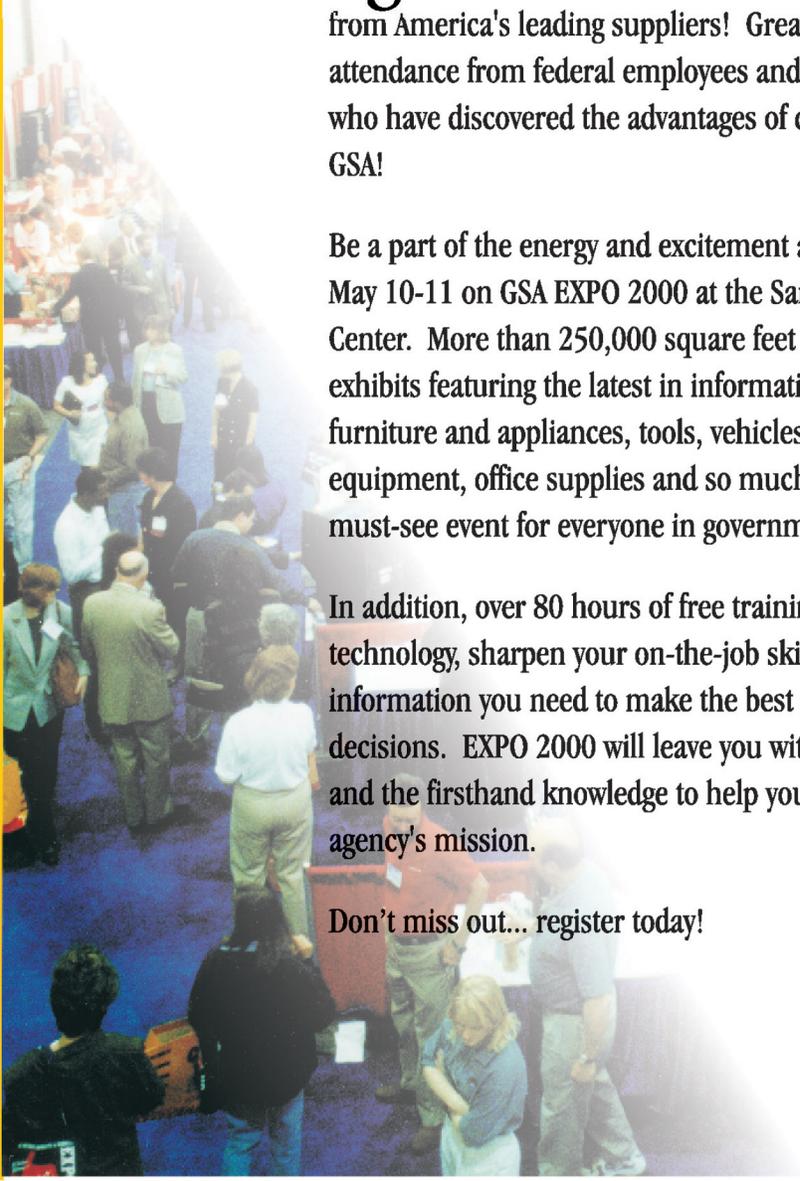
# **GSA's Products & Services Expo**

**May 10 - 11, 2000 San Diego Convention Center**



**More free training** designed with your needs in mind! More exhibits from America's leading suppliers! Greater worldwide attendance from federal employees and military personnel who have discovered the advantages of doing business with GSA!

*Attendees  
from over 400  
federal  
agencies and  
military  
installations  
worldwide  
have  
discovered the  
benefits of  
attending  
GSA's annual  
Expo.*



Be a part of the energy and excitement as the doors open May 10-11 on GSA EXPO 2000 at the San Diego Convention Center. More than 250,000 square feet and over 700 exhibits featuring the latest in information technology, furniture and appliances, tools, vehicles, athletic equipment, office supplies and so much more. This is a must-see event for everyone in government.

In addition, over 80 hours of free training will explore new technology, sharpen your on-the-job skills and deliver the information you need to make the best purchasing decisions. EXPO 2000 will leave you with valuable contacts and the firsthand knowledge to help you fulfill your agency's mission.

**Don't miss out... register today!**



## AGENDA

*"This was one of the best things I've ever been to. If the San Diego show is supposed to be even bigger and better then I definitely want to be there and see it."*

*Jerry Baxter  
Department of Defense,  
Soufley Field*

*"I highly recommend attendance at the GSA Expos. The variety of exhibitors, their products and services, gathered under one roof at the San Antonio Expo, has been a valuable tool in filling our customers day-to-day needs."*

*Linda Bender  
OIC, DSSC,  
Camp Lejeune, NC*



# GSA's International Products and Services Expo May 10 - 11, 2000 SAN DIEGO CONVENTION CENTER

## Three Action-Packed Days...

### ► Tuesday, May 9, 2000

- 8:00 AM - 5:00 PM Registration
- 9:00 AM - 5:00 PM Special Training
- 5:00 PM - 7:00 PM Welcome Reception

### ► Wednesday, May 10, 2000

- 7:00 AM - 4:00 PM Registration
- 8:30 AM - 9:00 AM Opening Ceremony
- 9:00 AM - 4:00 PM Exhibits Open
- 11:30AM - 1:00 PM Lunch On Site
- 1:00 PM - 4:00 PM Training Sessions
- 4:00 PM - 6:00 PM After Hours Mixer

### ► Thursday, May 11, 2000

- 8:00 AM - 2:00 PM Registration
- 8:30 AM - 3:00 PM Exhibits Open
- 11:30 AM - 1:00 PM Lunch On Site
- 1:00 PM - 3:00 PM Training Sessions
- 3:00 PM Show Closes

Please Join Us For  
**GSA's Event  
of the  
Millennium**

**Registration and attendance  
are free to all federal and  
military personnel.**





## **Expo 2000 will be a dynamic training opportunity you won't want to miss!**

*Choose from over 80 hours of educational sessions exploring the way government does business today . . . .*

Gain valuable knowledge that you can apply to your organization now, including:

- ▶ **GSA Advantage!**, GSA's on-line ordering system
- ▶ Refresher courses on the use of government purchase cards
- ▶ How to use new GSA services including: Schedules, Task Orders, BPAs
- ▶ Professional services available such as Information Technology, Engineering, and MOBIS
- ▶ Workplace skills such as: resource management, budget and financial planning, and safety in the workplace

*EXPO 2000 will have an increased number of customer-focused sessions that will apply directly to the work you do and will help to position you at the forefront of your field.*

TRAINING **FREE**  
OPPORTUNITIES

**FOR MORE INFORMATION:**

*For a listing of specific training sessions being offered, featured speakers, show highlights or hotel information, please check our web site at [expo.gsa.gov](http://expo.gsa.gov) or call 888.272.5565 or DSN 327.1241*





## WORKSHOP DESCRIPTIONS

*In addition to these tracks, GSA EXPO 2000 will have an increased number of customer-focused sessions that will apply directly to the work you do. Don't miss out on this great opportunity!*



## The learning starts the moment you arrive...

### Essential Workplace Skills

Everyone can use a little skill sharpening now and then. This track features courses designed to aid you in your daily work. Come hear experts provide an arsenal of tools to help you better perform your duties. From resource management to safety in the workplace, this track has you covered.

Some classes in this track will include:

- ▶ *Budget and Financial Planning*
- ▶ *Safety in the Workplace*
- ▶ *Resource Management*

### Winning Partnerships

Come learn about our partnerships with a variety of our nation's mandatory source programs and sister agencies. Discover how GSA is working within the Federal community to help you accomplish your mission. You'll be astounded at what we are doing!

Some classes in this track will include:

- ▶ *Working with NIB/ NISH*
- ▶ *Partnering with DLA*
- ▶ *Using UNICOR sources*

### Transportation, Travel and Property Management

If you arrange travel, ship freight or household goods, issue Government Bills of Lading or Government Transportation Requests, or process or pay transportation bills, these workshops are for you. Don't miss this unique learning opportunity to hear about these specialized areas. (Please note that the Transportation and Travel training begins on May 9.)

Some classes in this track will include:

- ▶ *Prepayment Audits*
- ▶ *Travel Management Centers*
- ▶ *Personal Property Disposal Solutions*
- ▶ *Agency Asset Management Systems*

### GSA Services for You

Today's marketplace is increasingly reliant on services. GSA is positioned to help you in this arena. Come hear specialists explain a wide variety of programs on schedule. Learn how to take advantage of this exciting new resource!

Some classes in this track will include:

- ▶ *Information Technology Services*
- ▶ *Professional Engineering Services*
- ▶ *MOBIS (Management, Organizational and Business Improvement Services)*

### Hot New Technology

Does it feel like technology is changing faster than ever? If so, let our experts show you what's on the high tech horizon. Learn how GSA can help your agency be in the forefront of technology. Don't get left in the dark!

Some classes in this track will include:

- ▶ *GSA Advantage!*
- ▶ *Electronic Commerce*
- ▶ *Computer Security*

### Professional Procurement

If you are involved in federal purchasing, this track is for you! These courses focus on a wide-range of topics to assist you in your acquisition process. We will present the most up-to-date information available, so no matter what your acquisition background, you will learn something new!

Some classes in this track will include:

- ▶ *Purchasing Services from Schedule*
- ▶ *Completing a BPA from Start to Finish*
- ▶ *Small Purchases - Do's and Don'ts*
- ▶ *GSA SmartPay Purchase Cards*



**For the most  
up-to-date information  
and to register on-line TODAY,  
visit our web site at...**

**expo.gsa.gov**



FIRST NAME: \_\_\_\_\_

LAST NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

FEDERAL AGENCY/ORGANIZATION: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY (APO/FPO): \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE (AE/FE): \_\_\_\_\_

TELEPHONE #: \_\_\_\_\_ FAX #: \_\_\_\_\_

E-MAIL ADDRESS: \_\_\_\_\_

How did you initially find out about the Expo?

- GSA Representative     Invitation     MarkeTips     TV/Radio  
 Previous GSA Expo     Co-worker/Word of Mouth     Internet:  
 Newspaper/Magazine, specify: \_\_\_\_\_  
 Trade Show/Professional Association Event, specify: \_\_\_\_\_  
 Other: \_\_\_\_\_

*Fax this form to (314) 569-1204*

*or mail to: General Services Administration, C/O MC2,10601 Baur Blvd., Saint Louis, MO 63132.*

**GSA's International Products and Services Expo**

**May 10 - 11, 2000**

**SAN DIEGO CONVENTION CENTER**



*Recently named to the top 3 in the world, the San Diego Convention Center is one of the most modern and technologically sophisticated convention and meeting facilities. Bright white sails atop the Center's Sails Pavilion have made the building the most recognizable landmark on the San Diego skyline and one of the most distinguishable conference facilities in the world.*

**REGISTRATION  
INFORMATION**

*If you have questions,  
please call our toll-free  
number...*

**888.272.5565  
or DSN 327.1241**

*Attendees of GSA EXPO  
2000 will enjoy San Diego,  
America's Finest City!  
Seventy miles of uncrowded  
beaches, majestic parks,  
perfect sunsets, world-  
famous activities, world-  
class shopping and cultural  
events await your  
exploration after Expo  
hours. The sunny weather  
here is as comfortable as  
the people are friendly.  
See you May 10 and 11!*



**E**stablished in 1979, the Federal Acquisition Institute (FAI) is an organization whose statutory responsibility, among many others, is to “foster and promote the development of a professional acquisition workforce Government-wide.” The ability to foster a professional workforce depends on understanding and the ability to clearly articulate the roles and responsibilities of that workforce. It is also imperative to identify the knowledge, skills, and abilities which individuals in the workforce must possess in order to know how that functional discipline supports and participates in the accomplishment of an organization’s mission.

Much discussion about the future of the career field has recently occurred and is continuing. There is one thing that is certain: the acquisition career-field is changing. The senior executives in the field have agreed that acquisition professionals need to be the ones who provide sound business advice and perform as business leaders or advisors to an agency. To fulfill this responsibility, FAI is directing its efforts to meet several challenges associated with career development and management of the Federal acquisition workforce. First, FAI is facilitating a Competency-based Profile Assessment of the Federal acquisition workforce. Working with the Office of Personnel Management (OPM), FAI will be leading the effort to review the skills and abilities, or competencies, which individuals in the acquisition workforce must possess at the various levels in their profession. Second, FAI is focusing on the development of an electronic performance support system. With agencies facing the need to do “more with less,” there is

good reason to search for alternative ways to train and support people in their daily job performance. The FAI Online University provides this alternative and can be found at <http://www.faionline.com>. Third, FAI is formulating several strategies for recruiting highly qualified candidates. One such initiative is FAI’s involvement with OPM to recruit candidates from the Presidential Management Intern Program.

In future issues of MarkeTips, FAI will give more detailed information on the above three initiatives, plus future plans for the acquisition workforce.

The Administrator of the Office of Federal Procurement Policy (OFPP) is responsible for providing for and directing the activities of the FAI. FAI resides in the General Services Administration, in the Office of Acquisition Policy, Office of Government-wide Policy. FAI works closely with these two organizations to manage programs that offer flexibility and alternatives while meeting the challenges of implementing acquisition reform.



The FAI staff always appreciates comments, questions, and reactions. Contact the FAI at <http://www.fai.gsa.gov/fai>.