

Postal Service Contract Mission Activities Progress Report

June 1, 2000 through June 30, 2000.

Because I felt certain that all systems were going as regards to signing the contract on the part of the USPS/OIG's decision maker, I started designing and implementing a strategic plan ^{and} ~~plus the~~ tactics needed to carry out my assignment as a member of the project staff. Before the contract was signed.

I had agreed to be the project's Congressional/ Corporate/ Community Relations Consultant. By and large, the latter are political, public relations operations targeted at each segment ~~mentioned~~ in my project title mentioned above. In carrying out my mission, my strategies and tactics involved approaching these segments both individually and collectively. X

^{Due to} ~~Because of~~ the short time span ^{of} 120 days ^{and} ~~plus~~ the limited staff allotted to completing this project, I am forced to plan and act ^{and act} ~~an~~ plan at the same time. The congress will be the focus point of my activities during the start-up phase of the project. ~~Therefore,~~ ^{Congress} the fact that ~~it~~ ^{are} will be out of session and thus its members and office staff ^{are} out of town for the Fourth of July ^{an} National Holiday ^{is shorten} ~~shortens~~ the time ^{SP} even further. Using this strategic approach is far from the best way to manage my assignment.

^{In addition to} ~~Not only that, but,~~ I am sure that, in the final analysis, doing it this way will hamper my efforts as well as the quality of the ^{However,} project. ~~But,~~ given that ~~these were~~ the conditions, 120 days, agreed to by RAM negotiators, I'll do my utmost to produce the desired results and let the final product speak for its self.

June 20, 2000,

Once the contract was signed, I launched my part of the operation by lobbying certain members of congress who have a history of being interested in the United State Postal Service. I ask them for help in jump-starting my part of the project.

Therefore, the first meeting with a member of congress was with Congressman Bill Clay, former chairman of the House Postal Service committee. He represents Missouri's 1st Congressional District, and has been a congressman for 30 years. The purpose? To seek his help in carrying out my responsibilities as the project's congressional relations person. Congressman Clay was very helpful in that he arranged for me to meet with Congressman Chaka Fattah. The latter represents Pennsylvania's 2nd District. He is the ranking member on the House Postal Service Committee.

The meeting with Congressman Fattah went extremely well. He too is willing to assist in urging support from other house members of the Postal Service Committee plus others in the House and Senate, as a whole, in supporting RAM's Minority Contracting Benchmark Study Project.

I meet with another member of ^{the} House in Congressman Clay's office. The member in question is California Congress Women, Juanita Millender-McDonald. She represents California's 37th District, which is located in the South Central Los Angeles area. She too agreed to be as helpful as possible. ~~Along with overall assistance, she made a specific commitment.~~

~~By specific commitment~~ I mean, she agreed to do the following; ^{by} arrange ^{ing} for me to meet with members of the ^h House ^{and} Women's Caucus, when I am ready for that to happen. After listening to my discussion with the latter two members of ^{the} House, Congressman Clay

agreed to arrange a meeting for me to meet with Congressman Danny Davis, ^{the} ~~He~~ ^{representative of} represents Illinois' 7th District.

That Meeting is scheduled to occur on June 22, 2000, in Congressman Clay's office. I met with Congressman Davis as planned. Upon explaining the mission, goals and objectives of RAM's Benchmark Study, he too expressed a willingness to assist in carrying out this project.

These meeting began at 2:00 pm, and lasted until 4:00 PM. I spent most of the morning of June 20th at RAM's offices, preparing handout material for the meeting. The content of the handouts, were designed to validate my qualifications to perform the assigned task as the project's congressional relations consultant. They included a description of the contract and the technical proposal.

ⁱⁿ In the start-up phase of the project, ^M my goal is to line up support form ~~the following as~~ ~~soon as possible~~. The Congressional Black, Hispanic and Women Caucuses for RAM's Postal Service/OIG's Contract as soon as possible. ^{I will} ~~And, once that is achieved,~~ seek their assistance is securing support, from other members of Congress. My plan also calls for getting their support in seeking cooperation from the corporate community as well.

For example, I plan to ask certain members of congress to support RAM's efforts, to meet with the top decision makers at Fortune 500 companies that are headquartered in their respective districts. In that regard, I have already received calls from members of Congress indicating a willingness to intercede with CEOs at three California utility companies that are leaders with respect to contracting with minority owned firms in that state.

Since my visits with members of congress mentioned above, I am already beginning ^{to} receive phone calls from postal service employees who have heard about the project and are knowledgeable about certain contracting procedures at the postal service. Also, contractors who are or have had contracts with the Chicago and Memphis Tennessee ~~area~~

Postal Service operations ~~have and~~ are calling me. They have factual information, some positive and some negative, to share with me about their contracting opportunities, and experiences with those particular procurement operations.

After visiting the offices of Congressman Clay, ^{I talked} and talking with other members who are concerned about the postal service's overall diversity program, business and employment, ~~it~~ quickly became evident that I needed to know more, much, much more about the entire postal service in general, and the OIG's reason for ^{existence,} being, its mission, goals and objectives in particular.

Therefore, I spent several days ^{researching} ~~doing the following:~~ reading the legislation that transformed the postal service into a quasi government agency. However, ^{My} primary focus was on the OIG. This exercise included reading several annual reports for the entire postal service, and several reports concerned with OIG only. The latter reading helped me better understand the role and responsibilities of two units in particular, the Postal Inspectors Office, and the Office of the Inspector General.

I'll continue to read transcripts, from congressional hearings and other official reports about the mission, goals, and objectives of OIG, throughout the life of this project. Why? Because I'll need all of the information and knowledge I can acquire about both the internal and external works of the postal service and its ways of doing business. That way I'll know if my strategic plan for carrying out my responsibilities as a member of the contract team are on target.

Besides, my visits with the above mentioned members of congress, I have ~~done the following;~~ ^{for mass} Prepared a ~~fairly~~ detailed Press Release for general circulations, ^{and} to the media, ~~print, and electric, plus~~ trade publications, announcing the existence of the project. In addition, I am now drafting a letter that will be sent to each member of the congress, with a copy of the above mentioned press release attached. The letter and the press release ^{will} serve as a door opener to initiate interest in the project.

By
In sending out a press release, the idea (intent) is to gain support for our project, with business and industrial leaders in their respective congressional districts. To be specific, I believe that there could be one or more business and industrial firms in every congressional district in the country that have implemented "best practices" with respect to contracting as a whole and minority contracting in particular.

My next report, will contain specific information indicating the outcome of this particular tactic.