

AcqDemo New Employee Orientation



DoD Civilian Acquisition Workforce Personnel Demonstration Project



Agenda

- Introduction
- > AcqDemo Overview
- Classification and Staffing
- Contribution, Performance and Compensation
- Transition and Support





General Housekeeping

>Administration

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- Briefing timing
- Introductions
- Expectations
- Parking Lot
- > Ground Rules and Logistics
 - Mute computer and/or phone as appropriate
 - Do not place your phone on hold
 - Interact via chat or voice
- > Questions and Parking Lot review





Understand...

- AcqDemo background and purpose
- GS to AcqDemo conversion
- Broadbands and Classification
- Contribution-based Compensation and Appraisal System (CCAS)

Know where to find...

Transition information and support





AcqDemo Overview





Discussion Topics

- Legislative History
- AcqDemo Workforce Demographics
- AcqDemo Purpose
- AcqDemo Flexibilities
- > What Stays the Same
- What is Changing
 Key Highlights







Legislative History

DoD Civilian Acquisition Workforce Personnel Demonstration Project (AcqDemo) is a proven and innovative performance management system









AcqDemo Purpose



To enhance the quality, professionalism, and management of the DoD acquisition workforce through improvements in the efficiency and effectiveness of the human resources management system.

It strives to support DoD's efforts to create a professional, agile, and motivated workforce that consistently makes smart business decisions, acts in an ethical manner, and delivers timely and affordable capabilities to the warfighter.

Section I.A. of the Federal Register dated November 9, 2017



AcqDemo Flexibilities

- >Broadbanding
 - More competitive hiring by using broader pay ranges of the broadbands to set pay
 - Wider range of reassignment possibilities
 - Pay setting flexibilities to competitively attract and retain highly skilled professionals
 - Broader range of pay available without a promotion
 - Simplified classification
 - Use of PRDs instead of PDs reduces grading criteria to just 3 factors for each career path
 - Position classification delegated to heads of Participating Organizations



AcqDemo Flexibilities (continued)

- Contribution-based pay rather than longevity-based
 - Pay is linked to contribution to mission and relative value of the position
 - Rewards mission contributions (relative to pay) rather than time in position
 - Wide range of pay increases rewards increase as contribution impact increases
- Flexible hiring authorities
 - Helps Participating Organizations to better meet mission requirements





What Stays the Same in AcqDemo







What Changes in AcqDemo

Terms and Definitions

Broadbands vs. Grades/Steps

Classification and Staffing

Rating and Rewarding

Support Tools





Key Highlights

- New classification structure
- New contribution-based appraisal system
- New terminology
- No loss of pay when converting into AcqDemo





Classification and Staffing



Classification and Staffing

- Terminology Crosswalk
- GS to AcqDemo Classification Conversion
- Broadbands

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- Conversion Pay Setting
- Classification Process
- Maximum Broadband Level
- Factors, Descriptors and Discriminators
- Position Requirements Document (PRD)

- Appointments and Periods
- Supervisory and Team
 Leader Cash Differentials
- Classification Appeals
- Competitive and Non-Competitive Actions
- Accelerated Compensation for Developmental Positions (ACDP)
- Internal Placement





GS to AcqDemo Terminology Crosswalk

General Schedule	AcqDemo
Occupational Series	Occupational Series
Occupational Groups	Career Path & Pay Schedules Business Management and Technical Management Professional Technical Management Support Administrative Support
Pay Plan Code: GS	Pay Plan Designator: NH, NJ, NK
Grades 1-15/Steps 1-10	Broadband I, II, III, IV
Position Description (PD)	Position Requirements Document (PRD)





GS to AcqDemo Classification Conversion

Broadband Level	NH - Business and Technical Management Professional	NJ - Technical Management Support	NK - Administrative Support
I	GS 1 - 4	GS 1 - 4	GS 1 - 4
II	GS 5 - 11	GS 5 - 8	GS 5 - 7
III	GS 12 - 13	GS 9 - 11	GS 8 - 10
IV	GS 14 - 15	GS 12 - 13	



Broadbands

Business ar	nd Technical Man	agement Profes	sional (NH)
I	II	III	IV
\$20,172 - \$36,116	\$31,083 - \$74,074	\$68,299 - \$105,579	\$95,973 - \$146,757
(GS-1 - GS-4)	(GS-5 - GS-11)	(GS-12 - GS-13)	(GS-14 - GS-15)
Te	echnical Manage	ment Support (N	1J)
I	II	III	IV
\$20,172 - \$36,116	\$31,083 - \$55,430	\$47,097 - \$74,074	\$68,299 - \$105,579
(GS-1 - GS-4)	(GS-5 - GS-8)	(GS-9 - GS-11)	(GS-12 - GS-13)
Administrative Support (NK)		2022 AcqDemo	
I	II	III	Broadband Basic
\$20,172 - \$36,116	\$31,083 - \$50,050	\$42,641 - \$67,425	Pay Table
(GS-1 - GS-4)	(GS-5 - GS-7)	(GS-8 - GS-10)	(w/o Locality Pay)



Conversion Pay Setting

S Employees Converting to AcqDemo

 WGI buy-in is a prorated calculation based on number of completed weeks toward next Step increase. A tool is available on the AcqDemo website to determine individual buy-in amount, if applicable.

WGI Buy-In Calculation:

AcqDemo Basic Pay = (Time in Step ÷ Time Between Steps) x Step Increase + Current Base Pay

Career Ladder Promotion Buy-In

- Prorated calculation based on the number of completed weeks towards the next higher grade
- If both step increase and career ladder buy-ins apply, calculate step increase buy-in first, then calculate career ladder buy-in
- Special Rate and Retained Rate policies also detailed in AcqDemo Operating Guide if applicable



AcqDemo Classification Process



- Based on assigned duties, identify title and series using OPM classification standards
- Locate occupational series and title in Chapter 3, Appendix B of the AcqDemo Operating Guide to determine applicable Career Path
- Apply appropriate broadband level descriptors to the duties and responsibilities to determine broadband level classification





Classification and Contribution Factors

Job Achievement and/or Innovation

- Qualifications
- Critical Thinking
- Calculated Risks
- Problem Solving
- Leadership
- Supervision
- Personal Accountability

Communication and/or Teamwork

- Communication (verbal and written)
- Interactions with customers, coworkers, and groups
- Assignments crossing functional boundaries

Mission Support

- Understanding and execution of organizational goals and priorities
- Working with customers to develop a mutual understanding of their requirements
- Monitoring and influencing cost parameters or work, tasks, and projects
- Establishing priorities that reflect mission and organizational goals



Descriptors and Discriminators

Factor 3: Mission Support

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NH - Business Management & Technical Management Professional

LEVEL DESCRIPTORS	DISCRIMINATORS
• Anticipates problems, develops sound solutions and action plans to ensur program/mission accomplishment.	Independence
• Establishes customer alliances, anticipates and fulfills customer needs, a translates customer needs to programs/projects.	and Customer Needs
 Identifies and optimizes resources to accomplish multiple projects'/prog goals. 	grams' Planning/Budgeting
 Effectively accomplishes multiple projects'/programs' goals within estab guidelines. 	Execution/Efficiency blished
LEVEL IV	
 Defines, integrates, and implements strategic direction for vital program long-term impact on large numbers of people. Initiates actions to resolv major organizational issues. Promulgates innovative solutions and 	-
methodologies.	Customer Needs
 Assess and promulgate, fiscal, and other factors affecting customer and program/project needs. Works with customer at management levels to problems affecting programs/projects (e.g., problems that involve deter 	resolve
priorities and resolving conflicts among customers' requirements).	Planning/Budgeting
• Formulates organizational strategies, tactics, and budget/action plan to	
acquire and allocate resources.	Execution/Efficiency
 Optimizes, controls, and manages all resources across projects/programs Develops and integrates innovative approaches to attain goals and minim 	
expenditures.	





Position Requirements Document (PRD)

AcqDemo Position Requirements Document NH Business and Technical Management Professional Career Path (See Instructions for Assistance)						
art A. Position and Organization Information						
1. Position Number	2. Career Path: NH	3. Broadband Level				
Position Title and Occupationa	l Series	5. Reason for Submission				
		O New				
		O Re-Description				
		O Re-Establishment				
		O Reassignment O Other: AcqDemo				
		PRD				
6. Employee Name (Last, First ML)						
. Employee Duty Station						
9. Purpose of the Position						
	10a. Acquisition Career Field	10b. Certification Level Required				
Position? Yes	10a. Acquisition Career Field	10b. Certification Level Required				
Position? Yes	10a. Acquisition Career Field	Level Required				
	o question #10, mark N/A. For all other	s, identify				
'osition?)Yes)No 11. If your answer was "Yes" to if the non-AWF position directl		s, identify				
Position?) Yes) No 11. If your answer was "Yes" to	o question #10, mark N/A. For all other	s, identify				
sition? Yes No 1. If your answer was "Yes" t f the non-AWF position directl) Yes	o question #10, mark N/A. For all other	s, identify				

- AcqDemo uses a Position Requirements Document (PRD) in place of the traditional position description
- PRD now contains additional elements that need to be provided such as maximum broadband level, % of time of supervisory duties, etc.
- PRDs are built using an online tool called FASCLASS
- User enters basic position information
- FASCLASS will add the classification and appraisal factors appropriate for the assigned broadband



Maximum Broadband Level

- Each AcqDemo position identifies both current and full performance broadband levels in its career path
- Candidates selected competitively or through merit promotion for the lower broadband level
 - May be advanced to maximum broadband level without further competition
 - Maximum broadband level based on full performance level of position
- Pay is capped at the maximum rate for the employee's current broadband level



Classification Appeals

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- Final appellate level for AcqDemo employee appeals now DoD rather than OPM
 - Only occupational series, title, or broadband level can be appealed
- > DoD final AcqDemo appellate decisions are binding on all administrative, certifying, payroll, disbursing, and accounting offices within DoD





Types of Appointments

Permanent appointments

- 🛏 Career
- Career-conditional

Temporary appointments

- Temporary Limited NTE 1 year, two 1-year extensions
- → Modified Term NTE 5 years, +1-year extension

Excepted Service — e.g., Pathways Programs

Targeted Career Level

- Eligibility determined by organization or component
 - Recent graduates (within 2 years of completing academic course requirements, or up to 6 years if due to military service obligations)



Competitive and Non-Competitive Actions Competitive

Promotions

Movement to a position with a *higher earning potential* than the current position

- Temporary Promotions exceeding a cumulative total of 1 year within any consecutive 24-month period
- Addition of supervisory duties to a position within its assigned broadband level that is to a greater salary potential due to potential to move beyond a control point

Non-Competitive

- → Reassignments
- → Re-Promotions
- Change in position having no greater earning potential than current position
- Accretion of Duties/ Impact of Person on the Job
- ⇒RIF p<mark>l</mark>acement
- Maximum Broadband Level Promotions

- Temporary Promotions NOT exceeding a cumulative total of 1 year within any consecutive 24month period
- Candidates with priority consideration
- Addition of supervisory duties in same broadband level when there

is no greater earning potential



Internal Placement Actions

Change in Assignment within Career Path/Broadband Level



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IV \$95,973 - \$146,757 (GS 14 – 15) Change within Broadband Level (Reassignment) NH-IV General Attorney to

NH-IV Patent Attorney

Change in Assignment to another Career Path/Broadband Level





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Accelerated Compensation for Developmental Positions (ACDP)

Eligible employees...

... Are in acquisition positions OR nonacquisition positions supporting DAWIAcovered positions at least 51% of the time (Classified to NH I, II, and III broadband levels)

- ... Participate in formal training programs, internships, or other developmental capacities
- ... Demonstrate successful or better growth and development in job-related competencies
- ... Exceed contribution expectations associated with their Expected Overall Contribution Score (EOCS)





ACDP

- Provides opportunity to increase basic pay twice per CCAS appraisal cycle
 - Each basic pay increase may not exceed 10%
 - Increase in basic pay will trigger an increase in employee's EOCS
 - Employee is eligible for additional rating increase through the CCAS process

ACDPs will not be funded by pay pool allocations





- Pathways Programs and Maximum Career Level Position employees eligible for the ACDP
 - Internship Program employees hired into NH-I and NH-II positions
 - → Recent Graduates Program
 - Presidential Management Program
 - Career growth positions leading to higher maximum career level positions





Supervisory and Team Leader Cash Differentials

Intended to incentivize and compensate supervisors and team leaders

Can be effectively applied when...

- ... Inequities exist between supervisory and non-supervisory subordinate pay
- Positions are extremely difficult to fill
 Organizational level and scope, difficulty, and value of position warrants additional compensation

A cash differential is NOT included as part of basic pay





Supervisory and Team Leader Cash Differentials (Continued)

Some caveats...

- Supervisory differential may not exceed 10% of basic pay
- Team leader differential may not exceed 5% of basic pay
 - Reviewed annually with CCAS Assessment to validate continuing need
 - May be terminated or reduced



Supervisory and Team Leader Cash Differentials (Continued)

- A Request for Personnel Action (RPA) is not required to extend the cash differential if the dollar amount for basic pay remains constant
- A new RPA is required if basic pay changes as the result of an increase in pay (i.e., GPI, CRI, etc.)

An RPA is also required to terminate the Cash Differential when an employee moves to a different position





CCAS—The Contribution-based Compensation and Appraisal System

Discussion Topics

- Design Overview
- Key Terms and Definitions
- Oversight
- The CCAS Cycle
- Contribution Planning
- Factors-Descriptors and Discriminators
- Self and Supervisory Assessments

- Scoring Process
- Contribution Recognition
- Quality of Performance
- CCAS Results
- Addressing Inadequate Contribution
- **CCAS Grievance Process**


Design Overview

Another approach to performance management... ...with two key differences:

- 1. Designed to focus employees on creating impact
 - Acquisition is a knowledge-based business—we depend on people to use their knowledge to advance mission performance
 - Discussing employee expectations will focus on contribution planning vs. performance objectives
 - Shapes professional acquisition workforce by using three standard factors to score employee contributions





Design Overview

Another approach to performance management ...two key differences:

- 2. Designed to align compensation with level of contribution
 - Basic pay level translates to expected contribution level
 - Assessed contribution level compared to the expected contribution level to determine compensation eligibility
 - AcqDemo software applications facilitate equitable distribution of pay pool funds



Key Terms and Definitions

AcqDemo

Personnel Policy Board (PPB)

Expected Overall Contribution Score (EOCS)

Expected Contribution Range (ECR)

Overall Contribution Score (OCS)

Performance Appraisal Quality Levels (PAQL)

Contribution Rating Increase (CRI)

Contribution Award (CA)

General Pay Increase (GPI)

Locality Pay

CAS2Net



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Personnel Policy Board

- Each Participating Organization will create a Personnel Policy Board, or modify the charter of an existing group, that will:
 - Approve and publish all changes to organization's AcqDemo Business Rules
 - Oversee the civilian pay budget
 - Address issues associated with separate pay systems
 - Determine the composition of the pay pool(s)
 - Review pay pool operations
 - Provide guidance to pay pool and sub-pay pool managers
 - Administer funds to pay pool(s)
 - Review new hire and promotion pay
 - Monitor award pool distributions
 - Carry out other AcqDemo-related management requirements, as necessary
 - Establish guidance for a compensation management strategy/AcqDemo Business Rules
 - Review results of performance process for fairness and consistency





The CCAS Cycle





2022 Expected Contribution Range Calculator





Calculate an Expected Contribution Range (ECR) any time during the appraisal period using a calculator found at the AcqDemo website.

acqdemo.hci.mil/tools





Broadband Level Numerical Score Ranges

Levels	Categorical	NH Point Range	NJ Point Range	NK Point Range			
	High	115	95	70			
Very High	Med	110	91	67			
	Low	105	87	64			
	High	96 - 100	79 – 83				
IV	Med	84 – 95	67 – 78				
	Low	79 – 83	61 - 66				
	High	79 – 83	62 – 66	57 – 61			
III	Med	67 – 78	52 – 61	47 – 56			
	Low	61 – 66	43 – 51	38 – 46			
	High	62 – 66	47 – 51	42 – 46			
	Med High	51 - 61	41 - 46				
П	Med	41 - 50	36 – 40	30 - 41			
	Med Low	30 - 40	30 – 35				
	Low	22 –29	22 – 29	22 – 29			
	High	24 – 29	24 – 29	24 – 29			
I	Med	06 – 23	06 – 23	06 – 23			
	Low	00 – 05	00 - 05	00 – 05			



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Contribution Statement Writing Goals

- Understand role in achieving organization mission/goals
- > Determine work assignments in support of mission
- Define expectations of results, benefits, and/or impacts
- Understand relationship between expectations and factor descriptors



- Understand relationship between current basic pay and expected contribution range
- Use Organizational Strategic
 Plan and/or overall Army goals
 to tie into impacts



The "W-R-I Writing Model"

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W	What	What are you going to do (e.g., task, project, program, policy, etc.) to contribute to the mission of the organization?
R	Results	Document descriptors met with examples in the results
I	Impact	Document impact on the organization's Strategic Plan
3	Three Factors	Provide this information for each of the 3 Contribution Factors





Contribution Statements

"I will implement or implemented a new study for my organization."

Employee Contribution Statement

So what?

Modify thinking to include results and impact...

Supervisor Assessment

For each factor –

- Give examples of contributions (anticipated or achieved) using WRI format
- Use factor descriptor language where appropriate
- Describe results achieved or anticipated to be achieved
- Focus on impact

For each factor –

- Use mandatory opening statement if required
- Supplement employee contribution statement with additional results, scope, scale, impact
- Use factor discriminator language where appropriate
- Add missing contributions (expected or achieved) using WRI format
- Address Quality of Performance



Contribution Appraisal Criteria — The Factors

Job Achievement and/or Innovation

Qualifications

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- Critical Thinking
- Calculated Risks
- Problem Solving
- Leadership
- Supervision
- Personal Accountability

Communication and/or Teamwork

- Communication (Verbal and Written)
- Interactions with Customers, Coworkers, and Groups
- Assignments Crossing Functional Boundaries

Mission Support

- Understanding and Execution of Organizational Goals and Priorities
- Working with Customers to Develop a Mutual Understanding of their Requirements
- Monitoring and Influencing Cost Parameters or Work, Tasks, and Projects
- Establishing Priorities that Reflect Mission and Organizational Goals

A categorical and numeric contribution score is determined for EACH factor → Contributions to mission and quality of performance are scored separately → Average 3 factor scores to get the Overall Contribution Score (OCS)

Factor Level Descriptors and Discriminators

CAREER PATH: Business Management and Technical Management (NH)

FACTOR: 1-Job Achievement and/or Innovation

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FACTOR DESCRIPTION: This factor captures qualifications, critical thinking, calculated risks, problem solving, leadership, supervision, and personal accountability aspects appropriate for the positions classified to the broadband levels of the NH career path.

Expected Contribution Criteria	Classification Level and Appraisal Descriptors	Discriminators			
	NH Level I (Score Range 0-29)				
Produces desired results, to the needed timeframe, with the appropriate level of supervision through the use of appropriate knowledge, skills, abilities and understanding of the technical requirements of the job.	 Proactively seeks opportunities to contribute to assigned tasks. Seeks and takes advantage of development opportunities. Takes initiative to pursue completion of qualification requirements. Effectively accepts feedback on assigned and accomplished work and incorporates it to create a better end product. Resolves routine problems within established guidelines. Seeks assistance as required. Takes initiative in determining and implementing appropriate procedures. 	 Leadership Role Mentoring/Employee Development Accountability Complexity/Difficulty Creativity 			
Achieves, demonstrates and	Conducts activities on a collective task; assists supervisor or other appropriate personnel as needed.	 Scope/Impact 			
maintains the appropriate qualifications necessary to assume and execute key acquisition and/or support requirements. Demonstrates skilled critical thinking in identifying, analyzing	NH Level II (Score Range 22-66) • Actively contributes as a team member/leader; provides insight and recommends changes or solutions to problems. Identifies and pursues individual/team development opportunities. Achieves and maintains qualification and certification requirements. • Proactively guides, coordinates, and consults with others to accomplish projects, assuming ownership of personal processes and products.	 Leadership Role Mentoring/Employee Development Accountability 			
and solving complex issues, as appropriate. Takes and displays personal accountability in leading,	 Identifies, analyzes, and resolves complex/difficult problems. Adapts existing plans and techniques to accomplish complex projects/programs. Recommends improvements to the design or operation of systems, equipment, or processes. 	 Complexity/Difficulty Creativity 			
overseeing, guiding, and/or	Plans and conducts functional technical activities for projects/programs.	Scope/Impact			
managing programs and projects within assigned areas of responsibility.	 NH Level III (Score Range 61-83) Considered a functional/technical expert by others in the organization; is regularly sought out by others for advice and assistance. Pursues or creates certification/qualification, and/or developmental programs and opportunities for staff and others. 	 Leadership Role Mentoring/Employee 			
Work is timely, efficient and of acceptable quality. Completed work meets project/program objectives. Leadership and/or supervision effectively promotes	 Guides, motivates and oversees the activities of individuals and teams with focus on project/program issues. Assumes ownership of processes and products, as appropriate. Develops, integrates and implements solutions to diverse, highly complex problems across multiple areas and disciplines. Develops plans and techniques to fit new situations to improve overall programs and policies. Establishes precedents in application of problem-solving techniques to enhance existing processes. 	Development • Accountability • Complexity/Difficulty • Creativity			
commitment to organization goals. Flexibility,	 Defines, directs, or leads highly challenging projects/programs 	Scope/Impact			
and decisiveness are exercised	NH Level IV (Score Range 79-100)				
appropriately. For Supervisors (as appropriate): Recruits, develops, motivates, and retains quality team members	 Recognized as a technical/functional authority within and outside of the organization. Fosters the development of others by providing guidance or sharing expertise. Directs assignments to encourage employee development. Leads, defines, manages, and integrates efforts of several groups or teams. Assumes and assigns ownership of processes and products, as 	 Leadership Role Mentoring/Employee Development Accountability 			
in accordance with EEO/AA and Merit System Principles. Takes timely appropriate personnel actions, communicates mission	 appropriate. Assesses and provides strategic direction for resolution of mission-critical problems, policies, and procedures. Works with senior management to establish new/fundamental concepts and criteria and stimulate the development of new policies, methodologies, and techniques. Converts strategic goals into programs or policies. Defines, establishes and directs organizational focus on challenging and highly complex projects/programs. 	 Complexity/Difficulty Creativity Scope/Impact 			
and organizational goals. By example, creates a positive, safe,	NH - VERY HIGH SCORE (Mid-Level Descriptors) (Three scores available-105,110, or 115. Sel				
and challenging work environment, distributes work and empowers team members.	 In addition to fully meeting the expected contribution criteria: Contributed results substantially beyond what was expected in the face of extremely difficult obstacles; contributions were exemplary in quality, quantity, and/or impact to the stated expectations for the goals/objectives described in the contribution plan. Created novel and innovative business methods and processes that contributed substantially beyond expectations to accomplishment of current work and the mission of the organization. 				
	 Demonstrated the highest standards of professionalism establishing the model for others to follow. Accomplishments and outcomes were of such m to the extraordinary success of the organization to exceeding its mission goals and objectives for the year. 	agnitude that they contributed			



Using Factor Descriptors and Discriminators

Factor 1: Job Achievement and/or Innovation for NH-III

LEVEL DESCRIPTORS	DISCRIMINATORS
 Considered a functional/technical expert by others in the organization; is regularly sought out by others for advice and assistance. Pursues or creates certification, qualification, and/or developmental programs and opportunities for self and others. Guides, motivates, and oversees the activities of individuals and teams with focus on project/ program issues. Assumes ownership of processes and products, as appropriate. Develops, integrates, and implements solutions to diverse, highly complex problems across multiple areas and disciplines. 	 Leadership Role Mentoring/Employee Development Accountability Complexity/Difficulty
 Develops plans and techniques to fit new situations to improve overall program and policies. Establishes precedents in application of problem-solving techniques to enhance existing processes. Defines, directs, or leads highly challenging projects/programs 	 Creativity Scope/Impact

Employees use Descriptors for Contribution Plans and Self-Assessments Supervisors use Discriminators for Supervisor Appraisals and to validate relative value



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The Pay Pool Process

Employee Self- and Supervisory Assessments

Prepare Pay Panel Sul Forms and Me Tools

Sub-Panel Meetings

Pay Pool Panel Process CCAS Pay Adjustments Discuss CCAS Results (Individual and Group)



Determining Categorical Scores

- Factor level descriptors and discriminators are used to determine a categorical score
- > Descriptors are written at the top of the broadband
 - High: Employee consistently and independently meets full intent of all factor level descriptors as written during the appraisal cycle
 - At this level, all 14 descriptors are met 6 for Job Achievement and/or Innovation, and 4 in other two factors
 - Medium: Employee contributes at a level above the Low range but lower than the highest expectations as defined by the factor level descriptors as written in more than half of all descriptors for all factors
 - At a minimum, meet 4-5 descriptors for Job Achievement and/or Innovation, and 3 for other two factors at the Medium or High level
 - Low: Employee contributions are at or slightly above factor level descriptors at the next lower broadband level or needs greater than expected assistance in meeting them
 - At a minimum, meet 1 descriptor per factor at the Low or higher level

Note: Suggested best practice, but NOT the only possible criteria for rating. Check your Business Rules for guidance.



Determining Categorical Scores

- Recommended Categorical Scores represent a range of salaries appropriate for the level of contribution and position value
 - 1L, 2L, 3L, 4L (where 1, 2, 3, and 4 are broadband levels) = low end of the broadband pay range
 - 2ML (NH-II only) = Medium to Low end of the broadband pay range
 - 1M, 2M, 3M, 4M = Middle (medium) of the broadband pay range
 - 2MH (NH-II only) = Medium to High end of the broadband's pay range
 - 1H, 2H, 3H, 4H = High end of the broadband pay range





Determining Categorical Scores

Business Management and Technical Management Professional							
NH-I							
\$20,17	2	to		\$	36,116		
Pay appropriate in the pay rang			appropriate in the Medium range of the broadband level			te in the High end of e pay range	
NH-II							
\$31,08	3		to		\$	74,074	
Pay appropriate in the Low end of the pay range	Pay appropriate Low to Med range of th broadband lo	ium ne	Pay appropriate in the Medium range of the broadband level	range of the Medium to High		Pay appropriate in the High end of the pay range	
NH-III							
\$68,29	9		to		\$	105,879	
Pay appropriate in the pay rang		Pay ap	propriate in the Medium of the broadband level	range	e Pay appropriate in the High end of the pay range		
NH-IV	NH-IV						
\$95,973			to		\$146,757		
Pay appropriate in the pay rang		Pay ap	propriate in the Medium of the broadband level	n range Pay appropriate in the High end of the pay range		-	
						53	



Numerical Score Determination

Review the factor discriminators to establish rank ordering

Job Achievement and/or Innovation

- Leadership role
- Mentoring/Employee
 Development
- Accountability
- Complexity/Difficulty
- Creativity
- Scope/Impact

Communication and/or Teamwork

- Oral
- Written
- Contribution to Team
- Effectiveness

Mission Support

- Independence
- Customer Needs
- Planning/Budgeting
- Execution/Efficiency

All broadbands and career paths have the same factor discriminators. >> The discriminators help to establish relative value of contributions and place the degree of impact into context. <<



Numerical Scoring Considerations

- Factor Discriminators and knowledge of employee contributions are reviewed to rank order the results and determine the Numerical Score
- Numerical Score range must be associated with the respective Categorical Score

Factor 1: Discriminators

Leadership Role ٠

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- Mentoring/Employee **Development**
- Accountability ٠
- Complexity/Difficulty ٠
- Creativity •
- Scope/Impact

NH Career Path Job Achievement and/or Innovation Factor

3 High (3H)	79-83
John, Dan	83
Susan	82
Bruce, Rick	81
James	80
Rose, Jo	79

Apply logic to your thought process and judgment when recommending numerical scores.





Overall Contribution Score



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Quality of Performance

- CCAS includes assessment of the quality of performance an employee demonstrates in achieving his or her expected contribution results during an appraisal cycle
- > Quality of Performance rating assigned to each factor in addition to contribution factor scores
 - Average of three performance factor ratings translates to the annual rating of record for selection, awards, and RIF purposes





Determining PAQL Scores

PAQL Score	PAQL Criteria	Examples	Rating Criteria
Level 5 — Outstanding	An employee's quality of performance exhibited in achieving his/her contribution results substantially and consistently surpasses the factor-specific expected contribution criteria and the employee's contribution plan goals and objectives.	Employee's performance made distinguishable outcomes, set precedent, industry- wide recognition, etc.	Average of 3 Scores > 4.3 = 5
Level 3 — Fully Successful	An employee's performance consistently achieves, and sometimes exceeds, the factor- specific expected contribution criteria and his/her contribution plan goals and objectives.	Employee's performance gets the job done and sometimes exceeds expectations.	Average of 3 Scores < 4.3 = 3
Level 1 — Unacceptable	An employee's performance fails to meet the expectations for quality of work and the required results for the goals and objectives set forth in his/her contribution plan for the appraisal cycle.	Employee's performance shows unsatisfactory quality, quantity or timeliness of work, incomplete, etc.	Any Single Score of 1 = Overall 1



Quality of Performance - Rating Scheme

- On annual appraisals, Supervisors rate <u>EACH</u> factor with a performance level of 5, 3 or 1
- > The ratings are averaged into a raw score and rounded to either a 5 or 3
- If any factor is rated 1, that overrides other scores resulting in a Rating of Record of
 - 1 Unacceptable

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Factor	QoP	QoP	QoP	QoP	QoP
Job Achievement and/or Innovation	5	5	3	3	5
Communication and/or Teamwork	5	5	3	3	3
Mission Support	5	3	5	3	1
Sum of Factors' PAQL	15	13	11	9	9
Average Raw Score (Sum of PAQLs/3)	5.0	4.333	3.667	3.0	3.0
Rounded	5	5	3	3	1
Rating of Record	5 Outstanding	5 Outstanding	3 Fully Successful	3 Fully Successful	1 Unacceptable

CONSULTING

The Integrated Pay Schedule (IPS)

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Normal Pay Range and CCAS Payout Computations

- > For every OCS, there are 3 basic pay values:
 - Standard Pay Line (SPL)
 - Upper Rail (UR)

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Lower Rail (LR)



Delta Pay Using Upper Rail, Standard Pay Line, or Lower Rail								
		Upper Rail Pay	SPL Pay	Lower Rail Pay				
Joe's Approved OCS	77	\$100,415	\$92,977	\$85,538				
Joe's Expected OCS & Current Basic Pay	75	\$89,359	\$89,359	\$89,359				
Delta OCS /Delta Pay	2	\$11,056	\$3,618	(\$3,821)				



Normal Pay Range and CCAS Payout Computations

While every OCS has 3 corresponding dollar values, the Army uses the Upper Rail value

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CCAS Payout Criteria

Compensation Category	General Pay Increase	Contribution Rating Increase	Contribution Award	Locality Pay
Overcompensated	Can be given in full, reduced or denied	No	No	Yes
Undercompensated	Yes	Yes – up to 20%	Yes	Yes
Appropriately Compensated	Yes	Yes – up to 6%	Yes	Yes



Payout Considerations

- Available funding guides pay decisions
- Total Adjusted Pay may not exceed Executive Level IV
- CRI increases may not exceed max pay for current broadband
- CRI increases > 20% and CAs > \$10,000 require head of organization approval
- Intent of AcqDemo is to appropriately compensate all employees



Example of Delta OCS and Delta Pay

	2022 Performance Details	PAQL		2022 Contribution Details	Cat Score	Num Score
S	Job Achievement and/or Innovation	5	DLS	Job Achievement and/or Innovation	3H	79
te l	Communication and/or Teamwork	3	Ĕ	Communication and/or Teamwork	ЗM	76
Fa	Mission Support	3	Fa	Mission Support	ЗM	77
				Overall Contribution Score		77
	Average Raw Score	3.7		Expected Overall Contribution	Score	75
	Performance Rating of Record	3	Expected Contribution Range		72-79	

	Expected OCS	Approved OCS		Current Basic Pay	Larger	CRI <i>Positive</i> Delta Pay
Contributor, Joe	75	77	2	\$89,359	\$100,415	\$11,056

Delta Pay is the difference between the current basic pay and the target basic pay* that corresponds with the approved Overall Contribution Score (OCS)

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How much of the \$11,056 will the employee actually get?

*An increase of \$11,056 would place the employee's basic pay on the Upper Rail



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Pay Pool Funding Sources

Contribution Rating Increase (CRI)

- Intended to be consistent with funds historically spent in GS on within-grade increases, quality-step increases and promotions between grades that are now banded
- Minimum of 2% of activity's total basic pay budget of employees onboard as of 30 September for first cycle



General Pay Increase (GPI)

• Accounts for the cost of labor and percentage increase for the GS pay table

Contribution Awards (CA)

- Intended to be consistent with funds historically spent in GS on performance awards
 - \cdot Minimum of 1% of activity's total adjusted basic pay.
 - Most Army organizations withhold 10% of organization's total awards for Special Act and On-the-Spot awards distribution throughout the appraisal cycle. Bargaining Unit agreements may differ.



Payout Calculations

Determine who is in the Pay Pool as of the end of the rating period on September 30th

Employee	Basic Pay	Adjusted Total Pay		
Contributor, Joe	\$89,359	\$103,835		
Sayers, Rose	\$85,717	\$99,603		
Collins, James	\$85,717	\$99,603		
Blaine, Rick	\$74,600	\$86,685		
Wayne, Bruce	\$74,600	\$86,685		
Munroe, Cora	\$70,288	\$81,675		
	\$480,281	\$558,086		

• Total the Basic Pay column for use in CRI calculations.

Total the Adjusted Basic Pay column for use in CA calculations

Note: Adjusted Pay example above reflects RUS locality rate. Adjusted pay will vary by locality.



CRI Payout Calculations

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- Enter approved OCS and Target Pay
- > Determine the Delta OCS and Delta Pay
- Consult Business Rules for Contribution Rating Increase payout eligibility
 - E.g., CRI eligibility is at or below the Upper Rail (UR)

	Expected OCS	Approved OCS	Delta OCS	Current Basic Pay	CRI Target Pay	CRI <i>Positive</i> Delta Pay
Contributor, Joe	75	77	2	\$89,359	\$100,415	\$11,056
Sayers, Rose	72	68	-4	\$85,717	\$83,991	(51,726)
Collins, James	72	76	4	\$85,717	\$98,442	\$12,725
Blaine, Rick	65	69	4	\$74,600	\$85,674	\$11,074
Wayne, Bruce	65	64	-1	\$74,600	\$77,581	\$2,981
Munroe, Cora	62	68	6	\$70,288	\$83,991	\$13,703
Available Dollars for CRI ÷ Total Positive Delta Pay = <u>Percent for CRI Payout</u>						
CRI Pot \$9,606 Total Positive Delta Pay of \$51,538						
\$9,606 ÷ \$51,538 = 18.6380% of Positive Delta Pay for CRI						





CA Payout Calculations

- Enter approved OCS and Target Pay
- Determine the Delta OCS and Delta Pay
- > Consult Business Rules for Contribution Award payout eligibility
 - e.g., CA eligibility is at or below the Upper Rail (UR)

	Expected OCS	Approved Delta OCS OCS		Current Basic Pay	CA Target Pay	CA <i>Positive</i> Delta Pay
Contributor, Joe	75	77	2	\$89,359	\$100,415	\$11,056
Sayers, Rose	72	68	-4	\$85,717	\$83,991	(\$1,726)
Collins, James	72	76	4	\$85,717	\$98,442	\$12,725
Blaine, Rick	65	69	4	\$74,600	\$85,674	\$11,074
Wayne, Bruce	65	64	-1	\$74,600	\$77,581	\$2,981
Munroe, Cora	62	68	6	\$70,288	\$83,991	\$13,703
Available Dollars for CA + Total Positive Delta Pay = <u>Percent for CA Payout</u>						
Total Positive Delta Pay of $$51,538$ $$12,557 \div $51,538 = 24.3644\%$ of Positive Delta Pay for CA						





Payout Calculations

Available Dollars for CRI + Total Positive Delta Pay = <u>Percent for CRI Payout</u>



Total Positive Delta Pay of \$51,538

\$9,606 ÷ \$51,538 = 18.6380% of Positive Delta Pay for CRI

Available Dollars for CA + Total Positive Delta Pay = Percent for CA Payout



Total Positive Delta Pay of \$51,538

\$12,557 ÷ \$51,538 = 24.3644% of Positive Delta Pay for CA



Calculate Approved CRI and CA

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	Expected OCS	Approved OCS	Delta OCS	Basic Pay	Target Pay	<i>Positive</i> Delta Pay	Approved Payouts	
Contributor, Joe	75	77	2	\$89,359	\$100,415	\$11,056	\$2,061	CRI
						\$11,056	\$2,694	CA

<u>CRI Delta Pay * Percent of Delta Pay for CRI = Contribution Rating Increase</u>

\$11,056 X **18.6380%** = \$2,061

CA Delta Pay * Percent of Delta Pay for CA = Contribution Award

\$11,056 X **24.3644%** = \$2,694




Pay Pool Payouts

	Expected OCS	Approved OCS	Delta OCS	Current Basic Pay	CRI Target Pay	CRI <i>Positive</i> Delta Pay	Computed CRI	CA Target Pay	CA <i>Positive</i> Delta Pay	Computed CA
Contributor, Joe	75	77	2	\$89,359	\$100,415	\$11,056	\$2,061	\$100,415	\$11,056	\$2,694
Sayers, Rose	72	68	-4	\$85,717	\$83 <mark>,</mark> 991	(\$1,726)	\$0	\$83,991	(\$1,726)	\$0
Collins, James	72	76	4	\$85,717	\$98,442	\$12,725	\$2,372	\$98,442	\$12,725	\$3,100
Blaine, Rick	65	69	4	\$74,600	\$85,674	\$11,074	\$2,064	\$85,674	\$11,074	\$2,698
Wayne, Bruce	65	64	-1	\$74,600	\$77,581	\$2,981	\$556	\$77,581	\$2,981	\$726
Munroe, Cora	62	68	6	\$70,288	\$83 <mark>,</mark> 991	\$13,703	\$2,554	\$83,991	\$13,703	\$3,339
\$51,538							18.6380%		\$51,538	24.3644%
						\$9,606			\$12,557	

All the CRI and CA Pay Pool dollars are distributed!!!





CRI Carryover

- When a resulting CRI (increase in basic pay) exceeds a compensation maximum (broadband maximum, pay lane OR control point), the pay pool panel will authorize a CRI carryover
 - Amount exceeding compensation maximum is added to the contribution award (CA)
 - Compensation maximum established by position management structure or broadband maximum



CA





End-of-Cycle Discussion — Part I Form

📕 r	15 C										
	Part I: CCAS Salary Appraisal Form										
	Name:	Joe Contributor	Series:	01	Appraisal Period:						
dentifying	CAS2Net ID:	31	Broadband	Level: III		From:	10-30-2021				
info	Organization:	AMC/LHBB	Retained P	ay: No)	To:	09-30-2022				
	Career Path:	NH	Presumpti	ve: No	one						
	Approved By: Bob Arnold, Pay Pool Manager Effective Date of Appraisal:										
	Discuss evaluation v agreement with CCA		ature confirming	discussion. S	ignature of employee does not cor	istitute					
	agreement war ee,	o appraiou.									
gnatures	Supervisor Print/Sign Date										
	Supervise	or Print / Sign		Date							
	Employee	Print / Sign			Date		-				
	2022 Performance	e Details	PAQL	2022 Co	ntribution Details	Cat Score	Num Score				
	2 Job Achie	vement and/or Innovation	5	S Job Achi	evement and/or Innovation	3H	79				
Appraisal	Lob Achie Commun Mission S	ication and/or Teamwork	3	ដី Commu	nication and/or Teamwork	3M	76				
	🗳 Mission S	upport	3	🛱 Mission		ЗM	77				
Details					Overall Contribution Score		77				
		Raw Score	3.7	Expected Overall Contribution Score			76				
	Performa	nce Rating of Record	3		Expected Contribution Range	9	73-80				





End-of-Cycle Discussion — Part I Form

2.2%

2.17%

16.20%

78

73-82

Compensation Detail \$89,359 Current Rate of Base Pay \$1,966 General Pay Increase \$1,942 CRI (Salary Increase) Compensation \$93,267 New Rate of Basic Pay Detail \$15,109 Locality Pay = \$108,376 New Total Salary \$2,539 Contribution Award \$0 Carryover from CRI) \$2,539 Total Award) 2023 Expected Contribution Level Expected Overall Contribution Score Expected Contribution Range Privacy Act Statement (552a of 5 U.S.C.) 1. AUTHORITY: Section II.D, Federal Register Notice dated November 9, 2017. 2. PURPOSE: This form summaries the annual evaluation of an employee's contribution and performance through the CCAS assessment. 3. ROUTINE USE: This form is a computer-generated form that is produced for each employee and contains the overall contribution score, performance rating of record and space for the signature of the supervisor, and the employee. The original of this form will be maintained in CAS2Net for no more than 4 years IAW 5 CFR Section 293.402 and in accordance with agency procedures. 4. DISCLOSURE: The information contained within this form is personal in nature and is restricted to those with appropriate permissions. Information collected on this form may be used for statistical and impact analysis. Remarks

Remarks

Employee Compensation Region Chart

The graph plots the employee's current basic pay versus the final OCS relative to the rails and standard pay line (SPL); relating contribution to compensation. The top and bottom lines are the Upper and Lower Rails, respectively. The middle line is the SPL. Above the Upper Rail is the Overcompensated Region. Undercompensated Region is below the Lower Rail. Appropriately Compensated Region is on or within the rails. Compensation regions determine the eligibility for basic pay increases and awards. The point on the graph below is the employee's appraisal result.





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Inadequate Contribution

Goal of System: Appropriate compensation for contribution to mission effectiveness

- Contribution Improvement Plans (CIPs) must be considered when...
 - Contributions to mission accomplishment are inadequate

Inadequate contribution occurs...

- When employee's OCS plots in the Overcompensated Region
- Unacceptable performance in any contribution factor
 - PAQL of 1 (Unacceptable) in any factor

Inadequate contribution could result in...

- ➡ Reassignment
- Reduction in Pay
- Removal from Federal Service



CCAS Grievance Procedure

Employees may grieve:

OCS Rating

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- Quality of Performance Rating
- Supervisor Assessment



Process

- Through a Collective Bargaining Agreement, or
- Administrative Grievance Procedure (5 CFR 771) as supplemented by local procedures
 - Employee submits grievance to supervisor
 - Supervisor provides recommendation to Pay Pool Panel
 - Pay Pool Panel may accept grievance or reach independent decision
 - Pay pool decision is final unless employee requests reconsideration by next higher official to Pay Pool Manager
 - Next higher official renders final decision





2021 CCAS Results



Release of Aggregate Results

- Pay Pool Manager will provide aggregate results of CCAS assessment process
 - After conclusion of CCAS Feedback period
 - Graphical representation of results
 - Pay pool scatter-plot, bar chart, etc.
 - Data tables displaying number and percentage of employees
 - By career path and
 - By rail region
 - Further delineation at the pay pool manager's discretion
 - Data tables by career path and broadband level present...
 - Average OCS
 - Average CRI (dollars and percent of basic pay)
 - Average CA (dollars and percent of aggregate pay)



2021 Rail and Quality of Performance Distribution

	NH		NJ		N	K	Total			
Rail Zone	Number	Percent	Number Percent		Number Percent		Number	Percent		
Α	27	0.2%	0	0.0%	0	0.0%	27	0.2%		
C1	2,658	20.2%	21	6.3%	33	10.4%	2,712	19.7%		
C2	9,726	74.0%	259	78.2%	263	82.7%	10,248	74.3%		
В	726	5.5%	51	15.4%	22	6.9%	799	5.8%		
Total	13,137	100.0%	331	100.0%	318	100.0%	13,786	100.0%		

Definition of Rail Zone

Inappropriately compensated above the rails Appropriately compensated between the rails > SPL Appropriately compensated between the rails <= SPL Inappropriately compensated below the rails

	Number of Employees	Rating of Record Distribution								
-	Not Rated	1	3	5	1	3	5			
Entire Population: Career Path	399	48	5,279	8,060	0.4%	39.4%	60.2%			
Career Fath										
NH NJ NK	387 2 10	48 0 0	4,926 155 198	7,776 174 110	0.4% 0.0% 0.0%	38.6% 47.1% 64.3%	61.0% 52.9% 35.7%			





2021 Delta OCS Distribution



Overall Average Delta Score 1.4





2021 Payout Results

Payout Statistics by Group (Presumptive due to time excluded)												
				Averaged Across Only Those Receiving the Payment Average CRI (Salary) Increase 1 Average Carryover 1 Average CA Award								rd²
	Number of Employees Analyzed	Average OCS	Average Delta OCS	Number Receiving	\$	%	Number Receiving	\$	%	Number Receiving	\$	%
Entire Population:	13387	79.4	1.4	9831	\$2,124	2.33%	3908	\$2,024	1.83%	13342	\$2,711	2.28%
Career Path												
NH NJ NK	12750 329 308	80.6 65.8 44.9	1.4 2.2 1.4	9362 245 224	\$2,155 \$1,849 \$1,098	2.32% 2.71% 2.38%	3801 27 80	\$2,050 \$1,457 \$991	1.83% 1.97% 1.90%	12705 329 308	\$2,761 \$2,039 \$1,389	2.27% 2.34% 2.41%



AcqDemo Program Highlights

- AcqDemo has been running continuously since 1999
- Provides a rapid ability to design and implement personnel management initiatives and processes for the Acquisition Community
- Pay setting flexibilities competitively attract highly-skilled professionals
- Broadbanded classification provides flexibility in assigning and moving personnel
- CCAS provides ability to advance basic pay based on contribution versus longevity
- Appraisal system allows organizations to reward high contributors while encouraging inadequate contributors to improve their contributions



AcqDemo Program Support

- Operating Guide
- AcqDemo Website
 - Reference material
 - Conversion Tool Calculator

Training

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- HR Training
- Workforce Overview
- CCAS for Supervisors
- Pay Pool Administration
- Pay Pool Training

eLearning

- AcqDemo 101
- Giving and Receiving Feedback
- Contribution Planning
- Writing an Annual Appraisal Self-Assessment
- > CCAS for Employees
- > CCAS for Supervisors
- HR Flexibilities
- Understanding the Pay Pool Process
- Spreadsheets Training
- CAS2Net 2.0 for Employees and Supervisors
- CAS2Net 2.0 for Administrators





AcqDemo New Employee Orientation

DoD Civilian Acquisition Workforce Personnel Demonstration Project (AcqDemo)

Thank you for attending!

