

DoD Civilian Acquisition Workforce Personnel Demonstration Project (AcqDemo)

Contribution-based Compensation and Appraisal System (CCAS) for Supervisors

Presented by AcqDemo Program Office Summer/Fall - 2011



I. INTRODUCTION Outline

- Housekeeping, Expectations and Parking Lot
- Course Objectives
- Course Topics and Activities
- Activity: System Advantages / Supervisor Concerns





INTRODUCTION Housekeeping, Goals and Parking Lot

- Sign in
- Introductions
- Course Materials
- Questions / Parking Lot
- Course Evaluation

- Cell Phones
- Rest Rooms
- Breaks



At the completion of this course, participants will be able to:

- Summarize the major elements of the CCAS process
- Understand the supervisor's role in implementing the organization's compensation strategy
- Write a summary of employee contributions for the Annual Appraisal
- Apply scoring techniques to assess employee contributions
- Describe how final scores and associated rewards are determined
- Communicate CCAS results to employees



INTRODUCTION Course Topics and Activities

Topics

- Compensation Strategies
- 11-Step CCAS Process
- Responsibilities of Key Stakeholders
- CCAS Tools
- Writing Effective Impact Statements
- Rating Process Mechanics and Philosophies
- Productive Communication Tips

Activities

- System Advantages / Supervisor Concerns
- Writing an Annual Appraisal
- Assessing Employee Contributions
- Communicating Appraisal Results
- CCAS Plan of Action



Activity: System Advantages / Supervisor Concerns

Small Group Discussion:

- What do you view as the major advantages of remaining in a broadbanding system?
- What are your biggest concerns / roadblocks for successfully supervising your employees in AcqDemo?

Each team shares highlights with the class.





- What is a Compensation Strategy?
- Compensation Strategy Components
- Your Role in Implementing a Compensation Strategy





COMPENSATION STRATEGIES What is a Compensation Strategy?

- Reflects your organization's strategic objectives
 - Maintain mission excellence
 - Attract new talent
 - Retain and motivate existing employees
- Sets the general policies and procedures for compensation and benefits within an organization
 - Consistent with pay budgets
 - Used to derive rules for rewarding contributions
- Seeks to provide the right rewards for the right employee contributions
 - Internal pay equity for like contributions
 - Link rewards to contributions / impact



COMPENSATION STRATEGIES Compensation Strategy Components

Group Discussion

- What are your organization's:
 - Hiring strategies
 - Pay Setting / Progression strategies
 - Federal Pay vs. Private Sector
 - Control points on positions
 - Starting placement
 - Progression through the broadband
 - When to make pay related position changes?
 - What levels of contribution should be rewarded?

COMPENSATION STRATEGIES Your Role in Implementing a Compensation Strategy

- Understand your organization's compensation strategy
- Relate the compensation strategy to your work unit
- Set realistic expectations with employees
- Share concerns with higher level management for review with Personnel Policy Board
- Apply organization strategy in assessing employee contributions



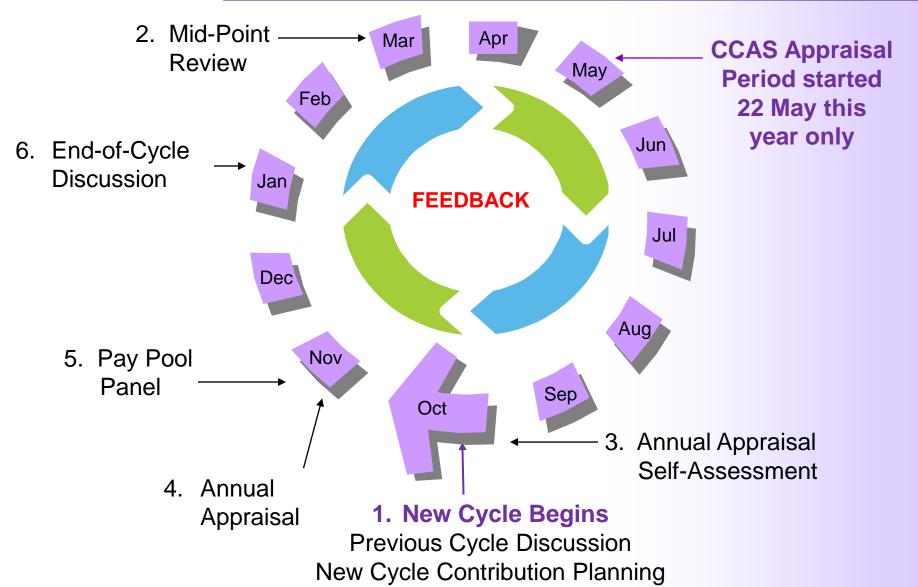


- The CCAS Cycle
- Roles of Supervisor,
 Employees, and Pay Pool
 Panel
- 11-Step CCAS Process











CCAS OVERVIEW Responsibilities of the Personnel Policy Board

Personnel Policy Board

- Oversee civilian pay budget
- Address issues associated with more than one pay system
- Determine composition of pay pools
- Review pay pool operations
- Provide guidance to pay pool managers
- Administer funds to CCAS pay pool managers
- Review hiring and promotion salaries
- Monitor award pool distributions by organization and DAWIA vs. non-DAWIA
- Assess need for changes to demonstration procedures and policies



CCAS OVERVIEW Responsibilities of the Pay Pool Panel

Pay Pool Panel

- Review preliminary ratings for consistency and equity
- Reconcile preliminary ratings that are poorly documented or otherwise outside business rules
- Approve ratings of record and payout results
- Adjudicate challenges to ratings of record



CCAS OVERVIEW Responsibilities of Supervisors

Supervisor

- Review organizational goals and priorities at start of appraisal cycle
- Conduct annual contribution planning and explain Expected Contribution Range (ECR)
- Monitor and document employee progress and provide coaching/feedback throughout appraisal cycle
- Address contribution issues immediately upon identification
- Provide mentoring for career development
- Conduct a formal Mid-Point Review
- Request Annual Appraisal Self-Assessment
- Complete an end-of-cycle Annual Appraisal
- Uses factor descriptors to determine preliminary categorical scores for pay pool
- Participate in pay pool process as required
- Conduct Annual Appraisal conversation



CCAS OVERVIEW Responsibilities of Employees

Employee

- Understand and meet the contribution expectations identified during Contribution Planning
- Seek feedback and guidance as needed throughout the appraisal cycle
- Prepare a Mid-Point Review and Annual Appraisal Self-Assessment in accordance with local policy



Eleven Steps

- Step 1 -- Employee (optionally) completes Annual Appraisal Self-Assessment at the end of the rating period in accordance with local policy.
- Step 2 Supervisor assesses employee contributions against six factors and assigns preliminary categorical scores.
- Step 3 First pay pool / sub pay pool meeting review for equity, consistency, and grouping; adjustments as necessary. Pay pool manager resolves problems.
- Step 4 Pay pool panel converts matrix placement into numerical contribution scores.
- Step 5 Second meeting of pay pool identifies inconsistencies, makes adjustments as appropriate.
- Step 6 Pay pool manager approves results, which become employee's rating of record.





Eleven Steps Con't.

- Step 7 Plotted Salary vs. OCS data compares employee contribution to compensation, placing each employee in compensation region A, B or C.
- Step 8 Pay pool manager and panel implement payout plan, using software tool to determine potential salary adjustment and contribution award for each employee.
- Step 9 Pay pool panel reviews for consistency and fairness.
 Where no consensus can be reached, pay pool manager makes final decision.
- Step 10 Pay pool manager officially approves payout. Scores and salary adjustments are recorded on CCAS Salary Appraisal Form Part I.
- Step 11 Supervisor communicates results to each employee.
 Supervisor and employee sign CCAS Salary Appraisal Form. Pay adjustments are effective first pay period in January.



IV. UNDERSTANDING FACTORS AND DESCRIPTORS

- Typical Acquisition
 Functions / Behaviors
- The 6 Factors
- Broadband-specific Descriptors
- Relating Contributions to the Descriptors





UNDERSTANDING FACTORS AND DESCRIPTORS Origin of AcqDemo Factor Descriptors

- Origin of AcqDemo factor descriptors
 - Acquisition is a somewhat unique business environment within DoD
 - Fluid changing requirements
 - Roles not always rigidly defined
 - Dependent on ability to solve problems, team with others, understand customer needs, lead, communicate, and manage resources
 - Contributions of employees beyond job expectations lead to highly effective acquisition organizations
 - Behaviors become the common denominator for evaluation



UNDERSTANDING FACTORS AND DESCRIPTORS The 6 Factors

- Problem Solving personal and organizational problem solving results
- Teamwork/Cooperation individual and organizational teamwork and cooperation
- Customer Relations effectiveness of personal and organizational interactions with customers
- Leadership/Supervision individual and organizational leadership and/or supervisory contributions
- Communication the effectiveness of oral / written communications
- Resource Management personal and organizational utilization of resources to accomplish the mission



UNDERSTANDING FACTORS AND DESCRIPTORS Broadband-specific Descriptors

Factor: Communication NH – Business Management & Technical Management Professional

LEVEL DESCRIPTORS	DISCRIMINATORS		
LEVEL III			
 Communicates project or program results to all levels, internally and externally. Reviews and approves, or is a major contributor to/ lead author of, management reports or contractual documents for external distribution. Provides inputs to policies. Presents briefings to obtain consensus/approval. 	Level of Interaction (Audience) Written		
LEVEL IV			
 Determines and communicates organizational positions on major projects or policies to senior level. Prepares, reviews, and approves major reports or policies of organization for internal and external distribution. Resolves diverse viewpoints/controversial issues. Presents organizational briefings to convey strategic vision or organizational policies. 	Level of Interaction (Audience) Written		



UNDERSTANDING FACTORS AND DESCRIPTORS Relating Factors to Current Workload

Group Discussion

- What are the career paths and broadband levels of the employees who report to you?
- How do the factors and descriptors relate to those individuals and the work being done?





- Tools
- Annual Appraisal Self-Assessment
- Writing Effective Impact Statements
- Activity: Writing an Annual Appraisal





- Organization Mission/Goals
- PRD
- Contribution Plan
- Factors, Descriptors and Discriminators
- Records kept throughout the year
- Mid-Point Review
- Additional Feedback
- Appraisal Form / CAS2Net





- Written notes from employee meetings during the appraisal cycle
- Notes to yourself when employee deadlines are met / missed
- Written formal feedback provided to employee
- Notes to yourself about informal or verbal feedback provided
- Written or verbal feedback from colleagues / customers
- Other contribution documentation





Optional but highly encouraged, subject to local policy



- Should be completed before you complete your Annual Appraisal
- May need more than one draft to best highlight the employee's contributions
 - Should highlight the contributions with the most impact made throughout the appraisal cycle
 - Should describe contributions in concise statements
 - Should use language that can be understood by all pay pool panel members



WRITING AN ANNUAL APPRAISAL Annual Appraisal Writing Steps

 Review employee contribution planning documentation



- Review Annual Appraisal Self-Assessment
- Review Mid-Point Review / Additional Feedback documentation
- By factor, assess contributions against factor descriptors / discriminators
- Prepare succinct contribution impact statements for each factor

Note: A contribution may warrant mention under more than one factor.





- Begin with a named task, followed by results achieved, and ending with impact to the mission of the organization
- Be specific (use dollar figures, program names, time saved, percentages, etc.)
- For each statement, make sure it passes the "SO WHAT" test

"Employee X did A that resulted in B, and the impact of that contribution was C."



WRITING AN ANNUAL APPRAISAL Suggested Appraisal Writing Model

- **C** Contribution
- R Results
- I Impact
- 6 Six Factors

Identify the **contribution** to be addressed and make an accomplishment statement.

Document the **results**.

Provide the quality, quantity, cost/budget, and timeliness details.

Provide scope and scale of the **impact** that the contribution has on the mission.

Provide this information for each of the six contribution factors.



WRITING AN ANNUAL APPRAISAL Ineffective Contribution Statements

- Provided training logistical support for base activities.
- Served as key government representative on program change review board.
- Served as Acting Director of XYZ Program.
- Provided weekly status report to the PM on activities of the office.
- Reviewed and provided comments and recommendations on applying new or revised procurement regulations. Coordinated with our headquarters regarding these requirements and objectives.



WRITING AN ANNUAL APPRAISAL Effective Contribution Statements

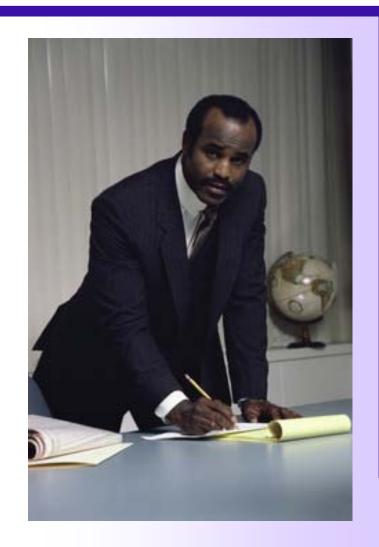
- Developed a computer program to track material storage and delivery of weapon system parts from the Supply Department to the Operating Forces. This tracking system cut reorder costs by 20% and improved delivery time on average by 20 days. (Problem Solving)
- Coordinated with a number of organization elements and contractors to resolve a classified e-mail problem that resulted in the enhancement of operational security for all parties involved. This solution was adopted DoD-wide.

(Teamwork / Cooperation)



WRITING AN ANNUAL APPRAISAL Activity: Writing an Annual Appraisal

- In small groups, review the background scenario provided
- 2. As a group, collectively write an Annual Appraisal for one of the factors
- 3. Present your group's results to the rest of the class





VI. ASSESSING EMPLOYEE CONTRIBUTIONS

- Scoring Overview
- Determining Categorical Scores
- Determining Numerical Scores
- Activity: Assessing Employee Contributions
- Special Situations





ASSESSING EMPLOYEE CONTRIBUTIONS Sample Employee

- Joe Contributor
- NH-0801-III, General Engineer
- Base Salary \$66,903





ASSESSING EMPLOYEE CONTRIBUTIONS Expected Contribution Range Calculator

Calculate an Expected Contribution Range (ECR) at the beginning of the appraisal period using a calculator found at the AcqDemo website:

http://www.acq.osd.mil/dpap/ops/acqdemo.html

20)11 E>	(pecte	d Con	tributi	on Rang	e Calcu	lator	
						Expected Contribution Range		
	Pay Sched	Pay Band	Max Pay	Retained Pay?		Upper Rail	SPL	Lower Rail
Enter Base Pay / Retained Pay	NH	3	\$93,175	No	Expected Contribution Range =	63	67	71
						Pay Used in Calculation:	\$66,903	



ASSESSING EMPLOYEE CONTRIBUTIONS Broadband Level Point Ranges

Levels	Categorical	NH Point Range	NJ Point Range	NK Point Range
	Very High	115	95	70
IV	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	
II	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
1	Med	06 – 23	06 – 23	06 – 23
	Low	00 – 05	00 – 05	00 – 05



ASSESSING EMPLOYEE CONTRIBUTIONS Determining Categorical Scores – Part 1

- Part 1: Know the employee's assigned broadband level.
 - □ Review the Factors,
 □ Descriptors and
 □ Discriminators of that
 level, as well as the next
 higher and lower
 broadband levels
 - □ Determine which broadband level (I, II, II or IV) best describes the employee's contributions for the rating cycle

Factor – Leadership / Supervision NH		Very High	115
LEVEL IV - LEADERSHIP/SUPERVISION •Establishes and/or leads teams to carry out complex		High	96-100
projects or programs. Resolves conflicts. Creates climate where empowerment and creativity thrive. Recognized as a technical/functional authority on specific issues.		Medium	84-95
*Leads, defines, manages, and integrates efforts of several groups or teams. Ensures organizational mission and program success. *Fosters the development of other team members by providing guidance or sharing expertise. Directs assignments to encourage employee development and cross-functional growth to meet organizational needs. Pursues personal professional development.	IV	Low	79-83
LEVEL III - LEADERSHIP/SUPERVISION •Provides quidance to individuals/teams; resolves conflicts.		High	79-83
Considered a functional/technical expert by others in the organization; is regularly sought out by others for advice and		Medium	67-78
assistance. Defines, organizes, and assigns activities to accomplish projects/programs goals. Guides, motivates, and oversees the activities of individuals and teams with focus on projects/programs is sues. Fosters individual/team development by mentoring. Pursues or creates training development programs for self and others.	III	Low	61-66
LEVEL IX. LEADERS LITE/SUBSERVICTOR		High	62-66
LEVEL II - LEADERSHIP/SUPERVISION *Actively contributes as a team member/leader; provides		Medium-High	51-61
insight and recommends changes or solutions to problems. •Proactively guides, coordinates, and consults with others to	II	Medium	41-50
accomplish projects. •Identifies and pursues individual/team development		Medium-Low	30-40
opportunities.		Low	22-29
LEVEL I - LEADERSHIP/SUPERVISION		High	24-29
•Takes initiative in accomplishing assigned tasks. •Provides inputs to others in own technical/functional area.	I	Medium	6-23
•Seeks and takes advantage of developmental opportunities.		Low	0-5



ASSESSING EMPLOYEE CONTRIBUTIONS Determining Categorical Scores – Part 2

- Part 2: Use the factor descriptors / discriminators to determine a categorical score
 - Remember that factor descriptors are written at the top of the broadband, so the logic is that you would:
 - Choose **High** if the employee consistently meets all of the factor descriptors during the appraisal cycle
 - Choose **Medium** if the employee consistently meets most of the factor descriptors during the appraisal cycle with minimal guidance
 - Choose Low if the employee consistently meets portions of the factor descriptors during the appraisal cycle, or needs greater than expected assistance in meeting them

Note: This is NOT criteria for rating!...it is logic for application to your thought process and judgment in determining assessments



ASSESSING EMPLOYEE CONTRIBUTIONSCategorical Scoring

NH Contribution Matrix		Factors						
		Problem Teamwork/ Solving Cooperation		Customer Satisfaction	•		Resource Management	
	Very High							
	High			Step	2			
Level IV	Med							
	Low							
	High	X					X	
Level III	Med		X	X	X	X		
	Low							
	High							
	M/H							
Level II	Med							
	M/L							
	Low							
	High							
Level I	Med							
	Low							



ASSESSING EMPLOYEE CONTRIBUTIONS Determining Numerical Scores

- Use discriminators and knowledge of the employee's contributions to rank order the results
- Use rank order and knowledge of the employee's contributions to determine numerical scores



NH Career Path Teamwork /Cooperation Factor

3 Medium (3M)	67-78
Cora	75
Joe	72
Bruce, Rick	69
Rose	67



ASSESSING EMPLOYEE CONTRIBUTIONS Joe's Numerical Scores

NH Contribution Matrix		Factors								
		Problem Solving	Teamwork/ Cooperation	Customer Satisfaction	Leadership/ Supervision	Communi -cation	Resource Management			
	Very High									
	High									
Level IV	Med			Step!	5					
	Low									
	High (79 – 83)	3H (79)					3H (79)			
Level III	Med (67 – 78)		3M (72)	3M (72)	3M (69)	3M (70)				
	Low (61 – 66)									
	High									
	M/H	Λss	final canity	check you	may want to	compare				
Level II	Med		•		ical scores w	•				
	M/L		•	•	to confirm t					
	Low	assessed scores are consistent with the								
	High	emp	employee's original expected level of contribution							
Level I	Med		at the begi	nning of the	appraisal c	ycle.				
	Low									



ASSESSING EMPLOYEE CONTRIBUTIONS Recommended Overall Contribution Score

Numerical Score of Each Factor:

Problem Solving – 79

Teamwork/Cooperation – 72

Customer Relations – 72

Leadership/Supervision - 69

Communication – 70

Resource Management – 79

441

Step 6

Overall Contribution Score



ASSESSING EMPLOYEE CONTRIBUTIONS Activity: Assessing Employee Contributions

- 1. In small groups, review the background information on the following pages
- 2. As a group, collectively determine the preliminary categorical scores for each of the employees for one factor
- 3. Next, determine the preliminary numerical scores
- 4. Present your group's results to the rest of the class





Pay Retention

- EOCS will be set at top of the broadband equivalent regardless of retained pay rate
- Retained rate employees are ineligible for Contribution Rating Increase (CRI) but, depending on rated OCS, may earn roll-over bonus or Contribution Award (CA) award in similar manner as employees at maximum salary of assigned broadband level



Away From Duty Station

- When an employee cannot be evaluated due to circumstances which takes the individual away from their normal duties or duty station (e.g., long term, full time training, active military duty, extended sick leave, leave without pay, etc.), the supervisor has two scoring options:
 - Presume the employee is contributing consistently with their pay level; payout determined from Expected OCS
 - Re-certify the employee's last CCAS appraisal, if applicable; payout determined from last CCAS appraisal score
- Pay Pool Data Maintainers will reflect appropriate coding in the CCAS spreadsheet which will be reflected in the employee's approved Part I – CCAS Salary Appraisal Form



New Hires

Employees with less than 90 consecutive calendar days as of 30 September under CCAS will be considered in parity with their current pay, and will not be rated that year but will receive the full amount of any General Pay Increase (GPI). Part I of the CCAS Salary Appraisal Form will document that the employee is receiving a "Presumptive – Status 1" rating due to lack of time in CCAS.



Moved To Another Pay Pool Before 30 September

- If an employee has served 90 consecutive calendar days under CCAS, but has moved to a new AcqDemo pay pool before 30 September, the new rating official must:
 - Consider any contribution assessment provided by the employee and his/her previous supervisor; and
 - Rate the employee based upon the contributions made in the new pay pool



Employee Departing But Staying Within AcqDemo

If employee departs the organization to another AcqDemo pay pool after 1 Oct, but before the subsequent payout, the employee receives his/her approved Rating of Record from the losing organization.

- In addition, if the employee leaves after OCS/payout is approved but before the payout:
 - The Rating of Record is forwarded; payout result is discussed with gaining organization for timing of move and/or pay setting consideration
 - Contribution Award may be reconsidered for a Special Act Award prior to departure
 - Contribution Award may be subject to other local policy

Note: Awards paid may be reportable as part of the OPM/DoD 1% award limitation



Employee Departing AcqDemo

- If employee moves from a pay pool to a position outside of AcqDemo, employee receives approved OCS and the GPI, and MAY receive an incentive award in lieu of a Contribution Award (CA), subject to local policy.
- If employee retires or separates after 1 Oct., they MAY receive an incentive award in lieu of a CA, subject to local policy.



Part-time Employees

- Are treated as full-time equivalents. Appraisals are based on full-time equivalent contributions.
- Salary adjustments are based on the full-time annual rate of basic pay. Pay pool managers may prorate CA amounts.



Post-Cycle Promotion

- If an employee is promoted to a higher broadband after the end of the appraisal period but before the payout...
 - Expected OCS on 30 September of the previous cycle continues to be used in determining the delta OCS
 - Contribution Rating Increase (CRI) is calculated
 - if the calculated CRI, plus the GPI, plus the previous base salary is higher than the promotion salary adjusted by GPI, then the employee will get the CCAS calculated salary as their new salary effective on payout date
 - □ if the adjusted promotion salary is higher than the CCAS calculated salary, then the adjusted promotion salary will remain



VII. REWARDING EMPLOYEE CONTRIBUTIONS

- Pay Pool Funding
- Payout Calculations
- CCAS Reward Payout Criteria
- Selecting Target Salary





REWARDING EMPLOYEE CONTRIBUTIONS Pay Pool Funding

Pay Pool Funding

Contribution Rating Increase (CRI)

- Intended to be consistent with funds historically spent in GS on withingrade increases, quality-step increases and promotions between grades that are now banded
- □ Minimum of 2% of activity's total salary budget

General Pay Increase (GPI)

□ Frozen for fiscal years 2011 and 2012

Contribution Awards (CA)

- Intended to be consistent with funds historically spent in GS on performance awards
- □ Minimum of 1% of activity's total salary budget
- □ Will not exceed 90% of organization total awards budget

Note: OPM/DoD memo limits cash award execution to 1% of aggregate salaries for FY2011/2012.



REWARDING EMPLOYEE CONTRIBUTIONS Payout Calculations

Determine who is in the pay pool as of the end of the rating period on 30 September.

CRI

CA

Employee	Base Salary	Aggregate Salary
Contributor, Joe	\$66,903	\$76,376
Blaine, Rick	\$57,408	\$65,537
Munroe, Cora	\$70,010	\$79,923
Wayne, Bruce	\$45,243	\$51,649
Sayers, Rose	\$70,010	\$79,923

Totals \$309,574 \$353,410

Total the Base Salary column for use in CRI calculations.

Total the Aggregate Salary column for use in CA calculations.

Note: Aggregate Salary example above reflects current RUS locality rate; aggregate salaries will vary by locality



REWARDING EMPLOYEE CONTRIBUTIONS Payout Calculations Con't.

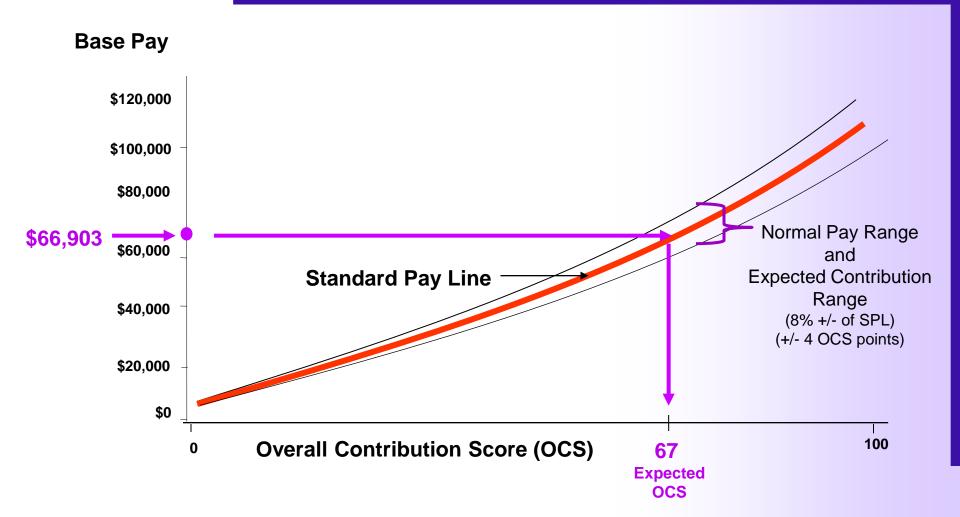
Calculate pay pool dollars allocated for salary increases (CRI) and awards (CA).

The minimum funding level for CRI is 2.0% and CA is 1.0%.

Total Aggregate Salary * CA Funding Level = CA Pool \$353,410 x 1.0% = \$3,534



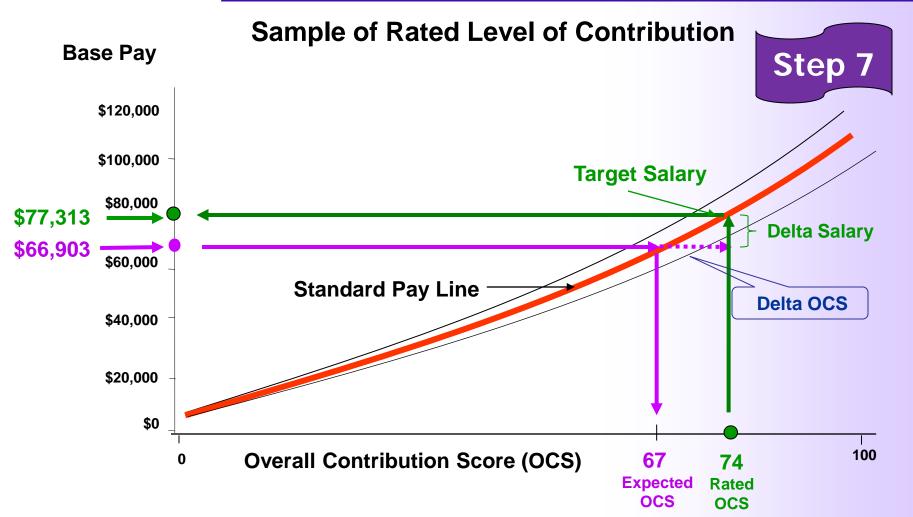
REWARDING EMPLOYEE CONTRIBUTIONS Joe's ECR and Expected OCS



Base Pay of \$66,903 equates to Expected OCS of 67; Expected Contribution Range includes +/- 4 OCS points



REWARDING EMPLOYEE CONTRIBUTIONS Joe's Final OCS



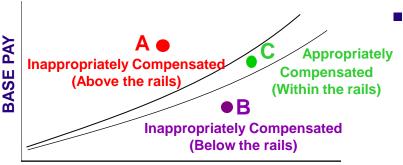
Base Pay for approved OCS of 74 = \$77,313 vs. Expected OCS of 67 = \$66,903 Creates a Delta OCS of 7 points and Delta Salary of \$10,410



BASE

REWARDING EMPLOYEE CONTRIBUTIONS **CCAS Reward Payout Criteria**

Salary Adjustment Guidelines



OVERALL CONTRIBUTION SCORE

- Three forms of compensation available depending on the category into which employee falls (see chart below)
- General Pay Increase may be reduced or denied
- Locality Pay is not at risk

Payout Eligibility

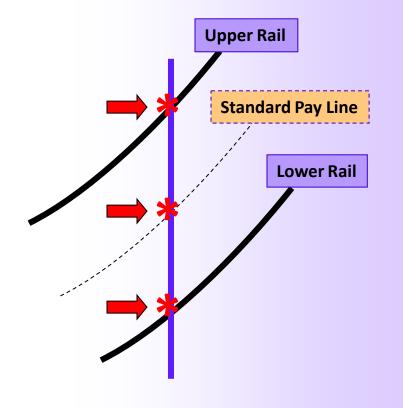
Compensation Category	General Pay Increase	Contribution Rating Increase	Contribution Award	Locality Pay
Α	Can be given in full, reduced or denied	No	No	Yes
С	Yes	Yes – up to 6%	Yes	Yes
В	Yes	Yes – up to 20%	Yes	Yes



REWARDING EMPLOYEE CONTRIBUTIONS Selecting Target Salary

	*0.92		*1.08
ocs	Lower Rail	SPL	Upper Rail
60	53874	58559	63244
61	54954	59733	64511
62	56056	60930	65804
63	57179	62151	67123
64	58325	63397	68469
65	59494	64668	69841
66	60687	65964	71241
67	61903	67286	72669
68	63144	68634	74125
69	64409	70010	75611
70	65700	71413	77126
71	67017	72844	78672
72	68360	74304	80249
73	69730	75794	81857
74	71128	77313	83498
75	72553	78862	85171

Selecting Target Salary for CRI and CA

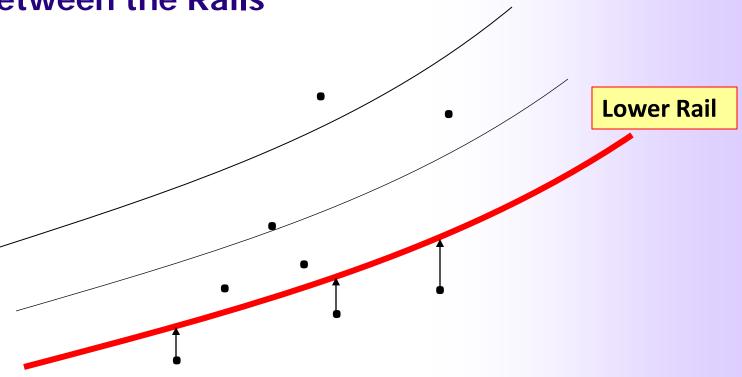




REWARDING EMPLOYEE CONTRIBUTIONS Using The Lower Rail

Only three employees receive CRI pay adjustment

- None Between the Rails

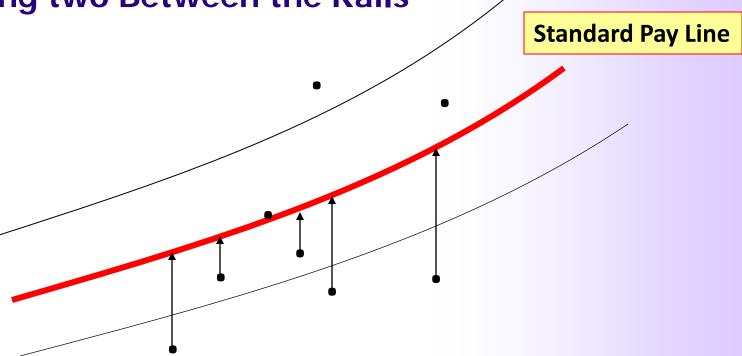




REWARDING EMPLOYEE CONTRIBUTIONS Using The Standard Pay Line

Now five receive CRI pay adjustment

- Including two Between the Rails

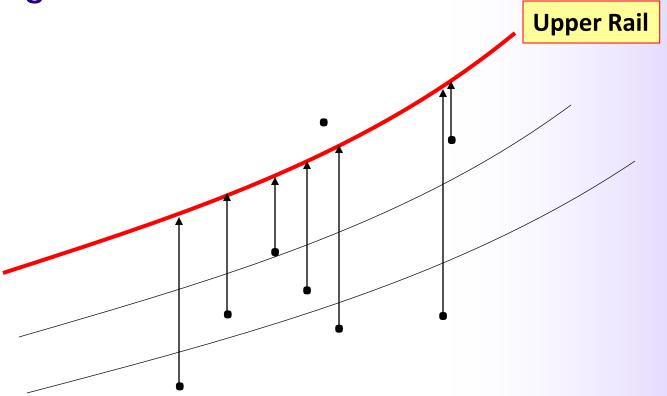




REWARDING EMPLOYEE CONTRIBUTIONS Using The Upper Rail

Now seven receive CRI pay adjustment

- Including all four in Between the Rails





REWARDING EMPLOYEE CONTRIBUTIONS Payout Calculations

Enter approved OCS and Target Salaries.

<u> </u>				
	Expected OCS	Approved OCS	Base Salary	Target Salary
			,	,
Contributor, Joe	67	74	\$66,903	\$77,313
Blaine, Rick	59	63	\$57,408	\$62,151
Munroe, Cora	69	70	\$70,010	\$71,413
Wayne, Bruce	47	45	\$45,243	\$43,483
Sayers, Rose	69	63	\$70,010	\$62,151

Steps 8-9

Determine the Delta OCS and Delta Salaries.

	Expected OCS	Approved OCS	Delta OCS	Base Salary	Target Salary	Delta Salary
Contributor, Joe	67	74	7	\$66,903	\$77,313	\$10,410
Blaine, Rick	59	63	4	\$57,408	\$62,151	\$4,743
Munroe, Cora	69	70	1	\$70,010	\$71,413	\$1,403
Wayne, Bruce	47	45	-2	\$45,243	\$43,483	- \$1 , X 60
Sayers, Rose	69	63	-6	\$70,010	\$62,151	-\$7 659

Total Positive Delta Salary = \$16,556

Calculate total *positive* Delta Salary.



REWARDING EMPLOYEE CONTRIBUTIONS Payout Calculations Con't.

Calculate percent of Delta Salary to be given.

Available Dollars for CRI Total Positive Delta = Percent for CRI Payout

\$7,429 \$16,556= 44.8720% of Positive Delta Salary for CRI

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

\$3,534 \$16,556= 21.3457% of Positive Delta Salary for CA



REWARDING EMPLOYEE CONTRIBUTIONS Joe's Payout Calculations

Calculate approved CRI and CA.

	Expected OCS	Approved OCS	Delta OCS	Base Salary	Target Salary	Delta Salary
Contributor, Joe	67	74	7	\$66,903	\$77,313	\$10,410

Delta Salary * Percent of Delta Salary for CRI = Contribution Rating Increase

 $$10,410 X \underline{44.8720\%} = $4,671$

<u>Delta Salary</u> * <u>Percent of Delta Salary for CA = Contribution Award</u>

\$10,410 X 21.3457% = \$2,222



REWARDING EMPLOYEE CONTRIBUTIONS Overall Compensation from the Pay Pool

	Expected	Approved	Delta	Base	Target	Delta	Computed	Computed
	ocs	ocs	OCS	Salary	Salary	Salary	CRI	CA
Contributor, Joe	67	74	7	\$66,903	\$77,313	\$10,410	\$4,671	\$2,222
Blaine, Rick	59	63	4	\$57,408	\$62,151	\$4,743	\$2,128	\$1,012
Munroe, Cora	69	70	1	\$70,010	\$71,413	\$1,403	\$630	\$299
Wayne, Bruce	47	45	-2	\$45,243	\$43,483	-\$1,760	\$0	\$0
Sayers, Rose	69	63	-6	\$70,010	\$62,151	-\$7,859	\$0	\$0
Total Base Salary \$16,556					44.8720%	21.3457%		
					- 1		\$7.429	\$3,534

Step 10

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





- End-of-Cycle Discussion
- CCAS Salary and Appraisal Form, Part 1
- Inadequate Contribution
- Grievance Process
- Activity: Communicating Appraisal Results





FEEDBACK ON CONTRIBUTIONS End-of-Cycle Discussion

End-of-Cycle discussion will include:

- Final Annual Appraisal, factor scores and Overall Contribution Score (OCS)
- Contribution Rating Increase (CRI)
- Contribution Award (CA)
- Areas of success and opportunities for greater contribution
- Areas for improvement

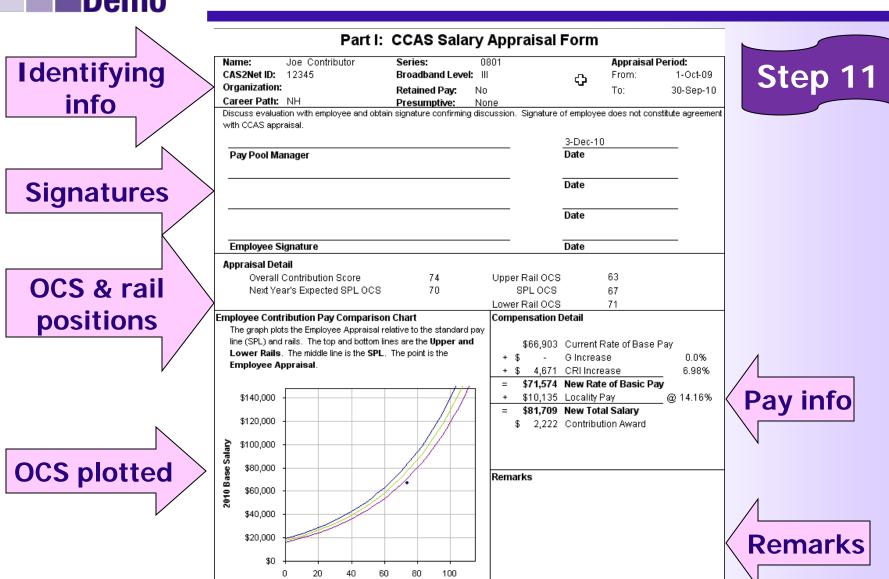




- Be confident in message being delivered
 - Focus on evidence of contributions
 - Stress relationship between mission, contributions, and appraisal results
 - Understand value for contributions across the pay pool and how each employee's contributions compare to others
- Document the results of the discussion, highlighting the action plan for next steps to be taken



FEEDBACK ON CONTRIBUTIONS CCAS Results – Part I Form



Overall Contribution Score



FEEDBACK ON CONTRIBUTIONS CCAS Results – Part I Form

Appraisal Detail

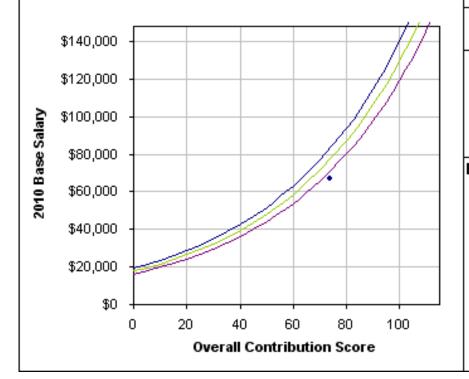
Overall Contribution Score 74 Upper Rail OCS

New Tear's Expected SPL OCS 70 SPL OCS

Lower Rail OCS

Employee Contribution Pay Comparison Chart

The graph plots the Employee Appraisal relative to the standard pay line (SPL) and rails. The top and bottom lines are the **Upper and Lower Rails**. The middle line is the **SPL**. The point is the **Employee Appraisal**.



Compensation Detail

\$66,903 Current Rate of Base Pay
+ \$ - G Increase 0.0%
+ \$ 4,671 CRI Increase 6.98%
= \$71,574 New Rate of Basic Pay

63

67

71

+ \$10,135 Locality Pay @ 14.16% = **\$81,709 New Total Salary**

\$ 2,222 Contribution Award

Remarks





Individual <u>factor</u> scores:

Part I: CCAS Salary Appraisal Form

Name:	Joe Contributor	Series:	0801	Appraisal	Period:
CAS2Net ID:	12345	Broadband Le	vel: III	From:	1-Oct-09
Organization:		Retained Pay:	No	To:	30-Sep-10
Career Path:	NH	Presumptive:	None		
	<u>Factor</u>		Category Score	Final Score	
	Problem Solving		3H	79	
	Teamwork		3M	72	
	Customer Relations		3M	72	
	Leadership		3M	69	
	Communications		3M	70	
	Resource Management		ЗН	79	
	ocs			74	

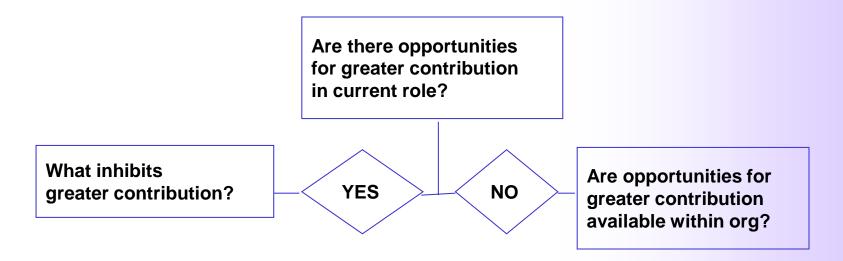
Be prepared to discuss HOW each individual factor score was determined.

Page 2



FEEDBACK ON CONTRIBUTIONS Increased Contribution Opportunities

 Regardless of results, lead a discussion on how the employee can continue to increase their opportunities to contribute during the next cycle.



See Participant Guide for full chart





- Goal of System: Appropriate compensation for contribution to mission effectiveness
- Inadequate contribution could result in:
 - Reassignment
 - Reduction in Pay
 - Removal from Federal Service
- Contribution Improvement Plans (CIP's) should be considered in the case of employees whose contributions to mission accomplishment are inadequate



FEEDBACK ON CONTRIBUTIONS Inadequate Contribution

<u>Situation 1</u>: When an employee's contribution <u>in any factor</u> is numerically at or less than the midpoint of the next lower broadband level (for broadband Level I employees, a score of 0 in any factor), <u>a CIP must be issued</u>.

Example: NH-III Employee with ratings at or below mid-point of NH-II BB Level

			FACTORS					
	BB Lvl		Problem Solving	Teamwork/ Cooperation	Customer Relations	Leadership/ Supervision	Commun.	Resource Mgt
		Very High						
	IV	High						
		Med						
		Low						
		High			80			
Midpoint 72	Ш	Med	72					75
		Low				65		
		High						
Midpoint		М-Н						
44	II	Med					46	
		M-L						
		Low		29				
	High							
Midpoint 15	I	Med						
		Low						

Table 3. Sample Contribution for Business Management and Technical Management Professionals



FEEDBACK ON CONTRIBUTIONS Inadequate Contribution

- Situation 2: When the overall contribution score places the employee in the "A" region, the CIP is Optional, therefore the rating official has a decision to make:
 - The supervisor may decide not to issue a CIP, documenting this decision in a memorandum for record, and a copy of the memo provided to the employee and to higher management; or
 - The supervisor may decide to issue a CIP, notifying the employee in writing that unless the contribution increases to—and is sustained at—a higher level, the employee may be reduced in pay, reassigned, changed to a lower broadband level, or removed from Federal Service



FEEDBACK ON CONTRIBUTIONS Inadequate Contribution

Establishing a Contribution Improvement Plan:

- Supervisor prepares Contribution Improvement Plan
 - Supervisors are advised to contact their HR Specialist for assistance
- Supervisor notifies employee in writing
- CIP must contain:
 - Specific areas in which the employee is inadequately contributing
 - Standards for adequate contribution
 - Actions required of the employee
 - Time in which contribution improvement must be accomplished
 - Assistance from the service or agency
 - Consequences of failure to improve
- Employee must sustain adequate contribution for two years





- Employees May Grieve:
 - OCS Rating
- 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 may accept recommendation or reach independent decision
 - Pay pool decision is final unless employee requires reconsideration by next higher official to pay pool manager
 - Next higher official renders final decision



FEEDBACK ON CONTRIBUTIONS

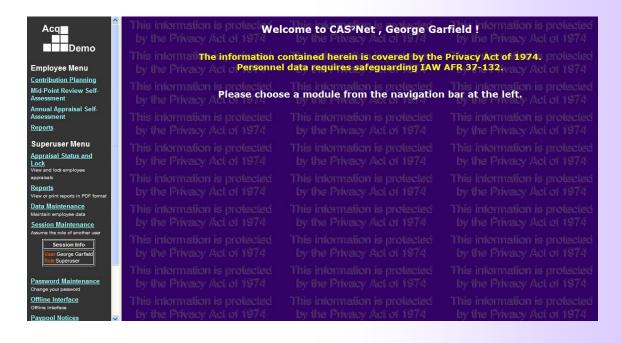
Activity: Communicating Appraisal Results

- Review the background scenarios on the following page
- 2. Prepare the key talking points for the appraisal results meeting with the scenario employee assigned to you
- 3. Discuss your talking points with the class





- CCAS Salary Appraisal Form
- CAS2NET





CAS2Net CCAS Salary Appraisal Form

Acq		Contribution-based Compensation					
Demo		and Appraisal System (CCAS)					
DoD Civilian Acquisition Workforce Personne Demonstration Project		Salary Appraisal Form					
1.EMPLOYEE NAME (LAST NAMES		2.COMMAN	D:	3. LOCA	TION
Z.E.M.P.COTEE PERMIT	mai mame. mi.	LACT PARTIES.		Z.COMMINAN		2. 2024	more.
4.EMPLOYEE POSITIO	ON TITLE:		5.SUPERVISOR	NAME:			
6. EXPECTED OCS:	7.CAREER	8.SERIES:	9. BROADBAND	10. PER	IOD COVER	D: (Nober	Provide date of
or the territor occ.	PATH	GISENIES.	LEVEL				ing cycle period if
	(NH. NJ or NK):		(I, II, III or IV):		t from 1 Oct		
	-		-	From:		To:	г
Privacy Act Statement	352e of 5 U.S.C.)						
1.AUTHORITY: Section II		r Notice dated Jan	nuary 8, 1939.				
2.PURPOSE: The primary	purpose of this for	m is to reinforce	and document desc	ription and disc	cussion of con	tribution e	epectations and
any necessary assess							
3.ROUTINE USE: A copy							
of contribution plann							
Form, Part I, Summar							
supervisor and the pa							
Information collected							
an evaluation instrum							
4.DISCLOSURE: Disclosur erroneous processing							
Contribution Award (
information requests							
the rated individual use the Privacy Act as a basis not to provide the information requested herein, the form will contain the rated individual's statement to that effect and be forwarded through to the pay pool panel.							
General Rules for Communicating Contribution Plans and Feedback:							
1. The primary purpose of this type of communication is to define organization mission and values, discuss individual job expectations and							
contribution goals, reinforce good contribution work related behavior, correct inadequate contribution work related behavior.							
enhance the employee's shifty to set and reach career goals.							
2. The best feedback is forward looking, concentrating on the future and what needs to be done better.							
 The best feedback is forward looking, concentrating on the future and what needs to be done better. Feedback should be timely. Waiting until the end of the rating cycle is too late since misunderstandings that impact contribution and 							
work related behavior cannot be resolved in time for improvement before the end of the annual rating period.							
4.Face-to-face communication is encouraged but technology permits other forms of discussion with agreement between supervisor and							
employee.							
5.Use this form along with a copy of the factors, discriminators, and descriptors for the rated individual's career path, i.e., NH, NI or NK, and							
the Ratee's position requirements document.							
6.Conduct initial communication session within the first 30 days of assignment to AcqDemo status or to a new supervisor within							
AcqDemo status rating period. Other informal discussions are encouraged.							
Contribution Planning Guidelines: Contribution plans need to be established with employees at the beginning of each cycle or shortly							
after they begin workin	g for a supervisor.	Component/focal	policy applies for e	stablishment/d	ocumentation	of contrib	ution plans.
11.CONTRIBUTION							
PLAN:							
12.ACKNOWLEDGEMENT OF UNDERSTANDING CONTRIBUTION PLAN/EXPECTATIONS:							
I have discussed my position duties with my supervisor and understand my contribution plan/expectations for the current							
rating cycle.							
12a. EMPLOYEE	Minus	•		DATE:			
SIGNATURE:							
12b. SUPERVISOR'S	Mile state	•		DATE:			
SIGNATURE							

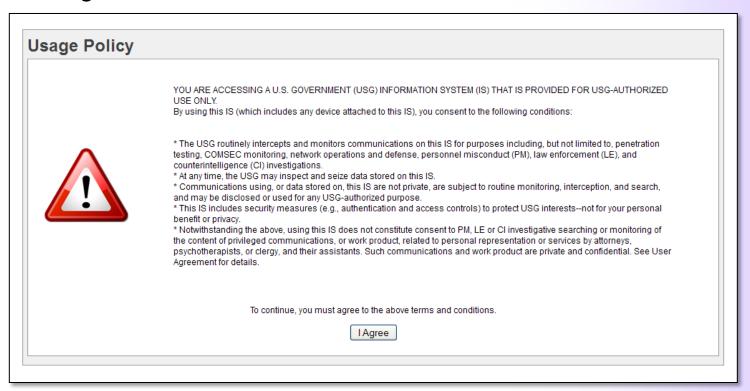


- An Oracle software application that is accessed via the internet that replicates the manual CCAS process
- Master database used by data maintainers to maintain pay pool personnel data
- Modules for contribution planning, mid-point review, additional feedback, self-assessments, and annual appraisals
- Common Access Card (CAC) enabled
- Check local policy to determine your specific uses of CAS2Net





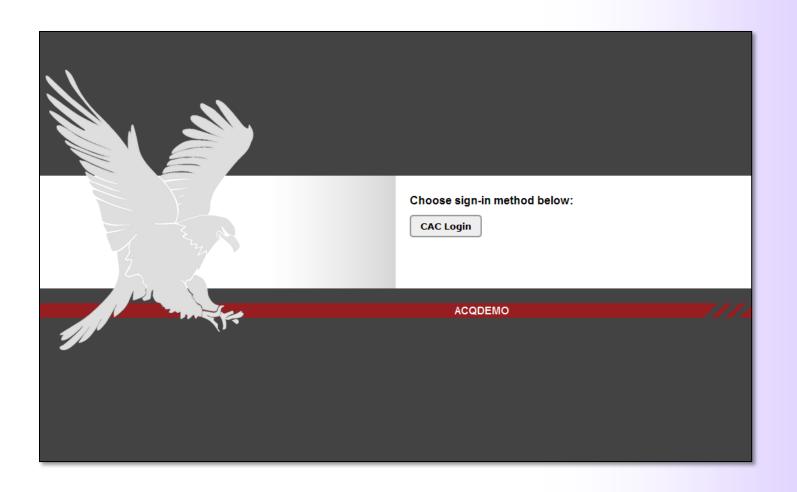
- Access the CAS2Net site by going to the following URL: https://acqdemoii.army.mil
- For initial login, CAS2Net redirects to the ALTESS single sign-on site
- The Usage Policy screen is shown
- Click "I Agree" button to continue





CAS2Net Logging in to CAS2Net Con't.

Click the "CAC Login" button to sign-in





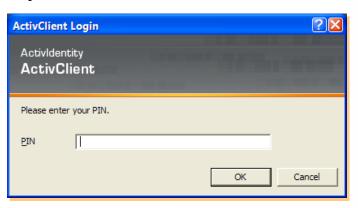
CAS2Net Logging in to CAS2Net Con't.

Select one of your installed CAC digital certificates and click the

OK button



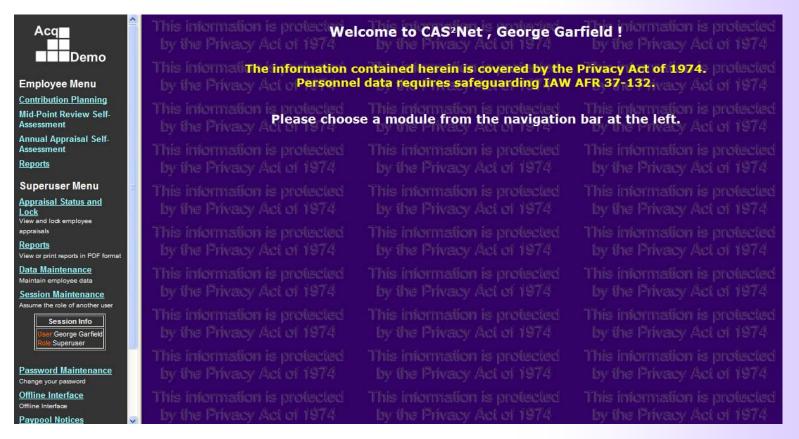
If prompted, enter your CAC PIN





CAS2Net Logging in to CAS2Net Con't.

- CAS2Net successfully logs the user in and displays the Welcome Screen (this screen displays the "Welcome Screen" for a Superuser)
- The Navigation Bar is on the left and the modules listed depend on user role





CAS2Net Contribution Planning Screenshot 1



Contribution Planning Status

Year: 2011

Employee	Employee Input	Contribution Planning Status
Amy Artis		
Barry Burns		
Connie Celon		
Key:		



Contribution Planning Complete.

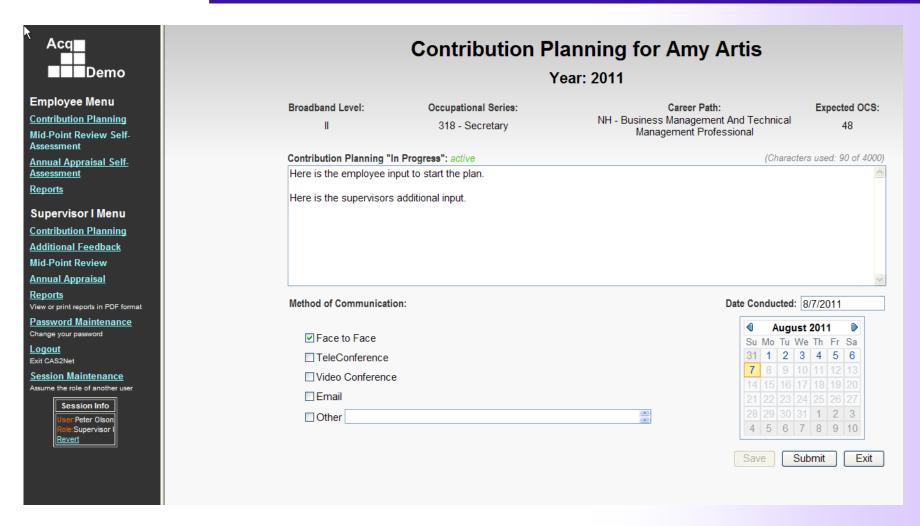


Contribution Planning Incomplete.

No Contribution Planning Provided.

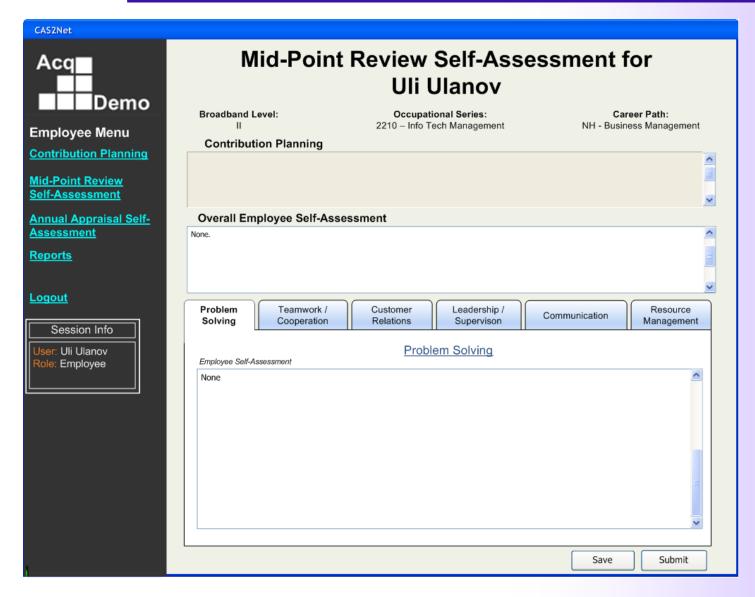


CAS2Net Contribution Planning Screenshot 2



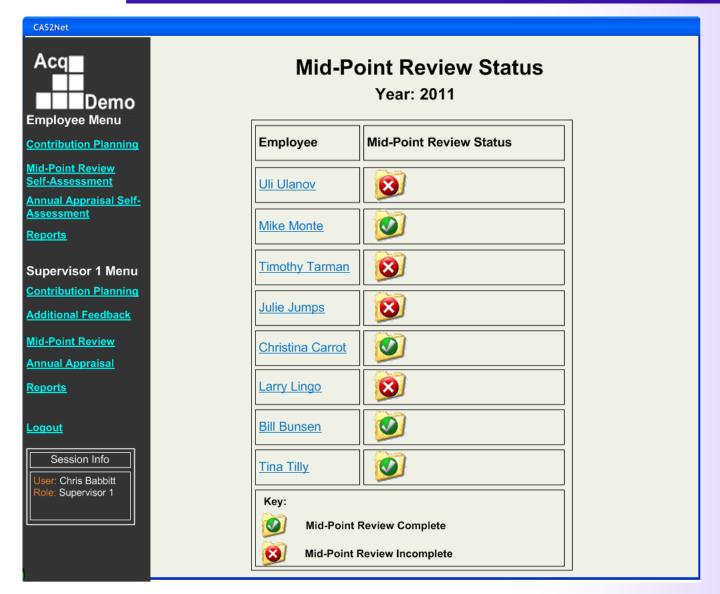


CAS2Net Mid-Point Self-Assessment Screenshot



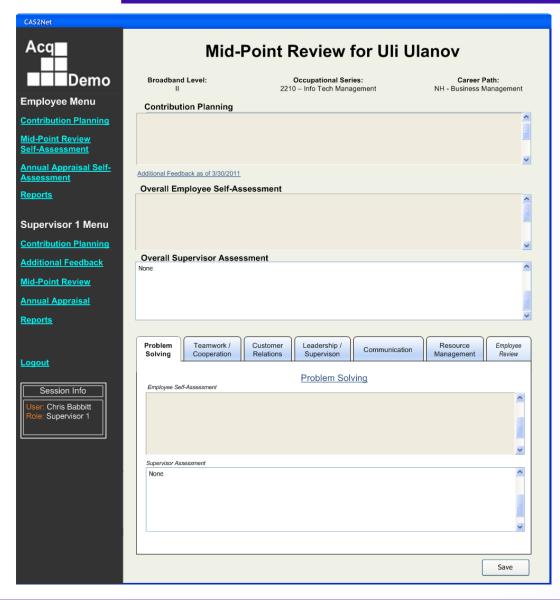


CAS2Net Mid-Point Review Screenshot 1



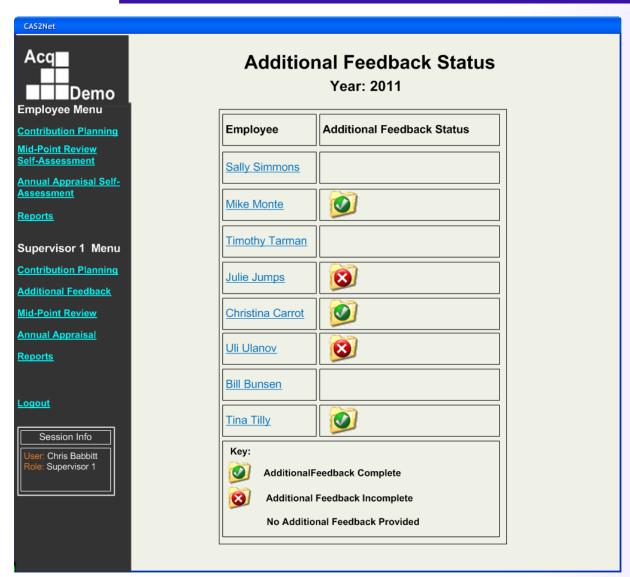


CAS2Net Mid-Point Review Screenshot 2





CAS2Net Additional Feedback Screenshot 1



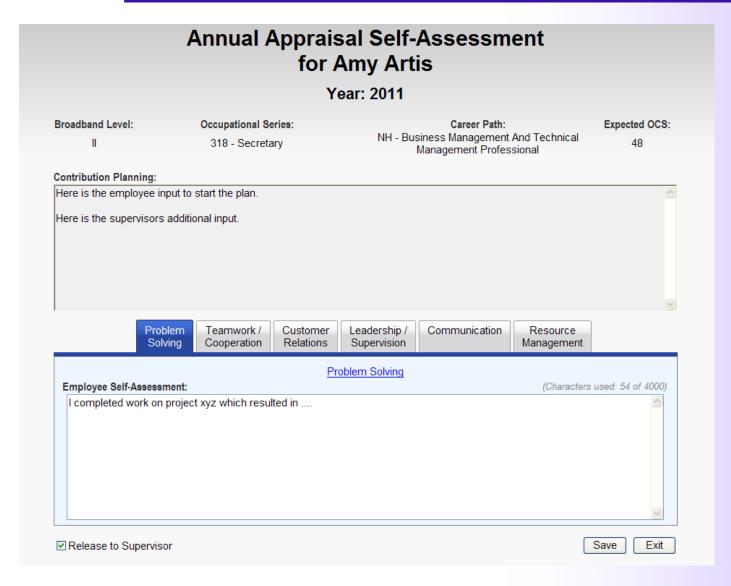


CAS2Net Additional Feedback Screenshot 2

Additional Feedback for Amy Artis As of 08/07/2011 16:00 DO NOT USE FOR MID-POINT REVIEW FEEDBACK							
roadband Level:	Occupational Series: 318 - Secretary		Career I	ment And Technical	Expected OCS:		
ontribution Planning: Here is the employee inp Here is the supervisors a	•				<i>A</i>		
verall Supervisor Feedba Supervisor enters feedba					<u> </u>		
Problem Solving	Teamwork / Customer Cooperation Relations	Leadership / Supervision	Communication	Resource R	aployee eview Date		
	e			Su Mo Tu V 26 27 28 3 3 4 5 10 11 12 17 18 19 24 25 26 3	/ 2011 ▶ Ne Th Fr Sa 29 30 1 2 6 7 8 9 13 14 15 16 20 21 22 23		
✓ Release to Employe	ee			Save	Submit Exi		



CAS2Net Appraisal Self-Assessment Screenshot





CAS2Net Annual Appraisal Screenshot 1



Supervisor I Menu

Contribution Planning

Additional Feedback

Mid-Point Review

Annual Appraisal

Reports

Reports

View or print reports in PDF format

Password Maintenance

Change your password

Logout Exit CAS2Net

Annual Appraisal Status

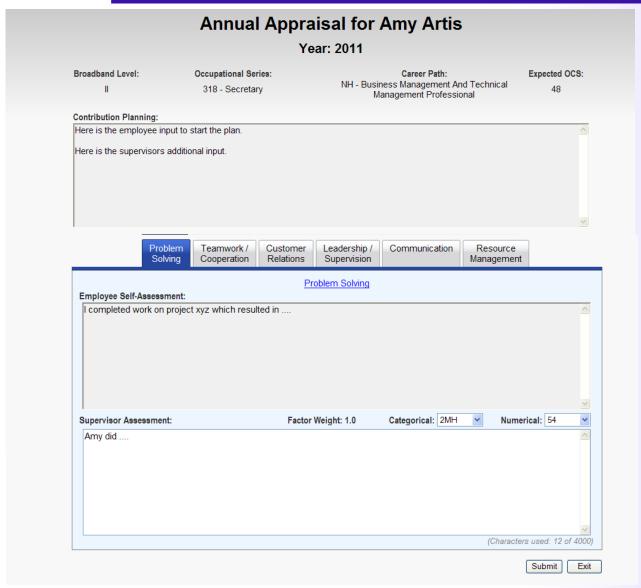
Year: 2011

Employee	Self-Assessment	Categorical Status	Numerical Status	Presumptive Status	
Amy Artis				None	
Barry Burns		×	X	None	
Connie Celon				Due To Time	
Key:					
	Annual Appraisal Complete.				
	Annual Appraisal Incomplete.				

No Annual Appraisal Provided.

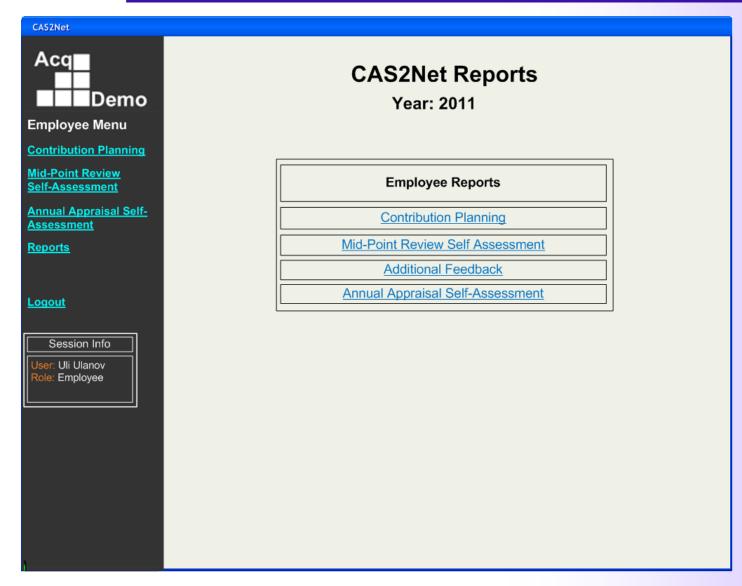


CAS2Net Annual Appraisal Screenshot 2



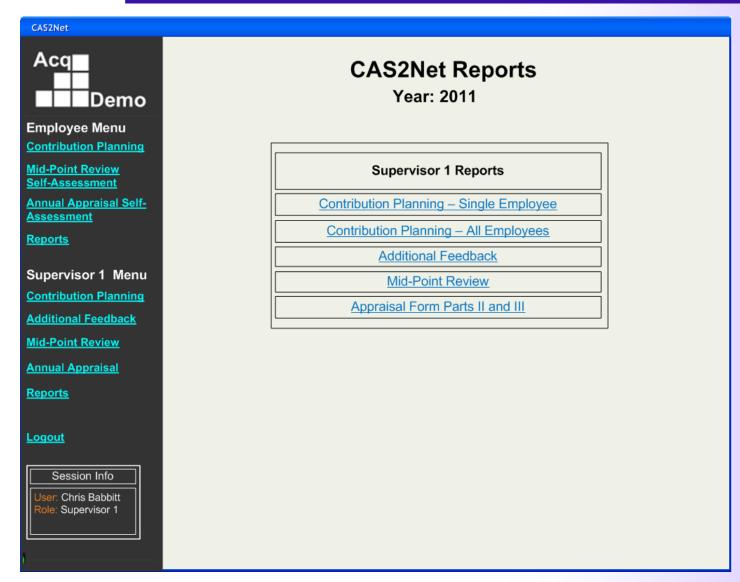


CAS2Net Employee Reports Screenshot





CAS2Net Supervisors Reports Screenshot







- Summary
- Next Steps
- Activity: CCAS Plan of Action





- Understand your role in implementing your organization's compensation strategy
- Set clear expectations at the beginning of the appraisal cycle
- Monitor contributions throughout the appraisal cycle
- Write clear, concise impact statements in appraisals rather than long narratives
- Rate employees using factors descriptors and discriminators



- Annual Appraisal Self-Assessment
- Annual Appraisal
- Categorical Scoring
- Numerical Scoring
- Pay Pool reviews of preliminary scores and compensation
- Results Meeting(s)
- Aggregate results shared with workforce per Component/local policy



Using the worksheet in your Participant Guide:

List the open items identified in today's class, along with your plan of action and anticipated milestone dates associated with each item.

Item	Plan of Action	Milestone Date(s)



CCAS for Supervisors



Questions?



CCAS for Supervisors

Please complete the Class Evaluation

Thank you for attending!