Why pursue GSA Contracts?

Category Management and the implications on government acquisitions

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National Account Manager
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Category Management

• What is it?
  • Retailing and purchasing concept in which products purchased by an organization is broken down into product categories—discrete groups of similar or related products

• Spend Under Management
  • Spend on contracts that meet defined criteria for management maturity and data sharing.

• “Best in Class” Contracts
  • Government-wide acquisition designation for contracts that satisfy five key criteria defined by the White House OMB

• Additional Resources:
  • Acquisition Gateway: https://hallways.cap.gsa.gov
    • “About Category Management”
    • “BIC Resource”
Government-wide Categories

<table>
<thead>
<tr>
<th>Category</th>
<th>FY17 Spend</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facilities &amp; Construction</td>
<td>$82.7B</td>
<td>Construction Related Materials, Construction Related Services, Facilities Purchase &amp; Lease, Facility Related Materials, Facility Related Services</td>
</tr>
<tr>
<td>Professional Services</td>
<td>$71.0B</td>
<td>Business Admin Services, Financial Services, Legal Services, Management &amp; Advisory Services, Marketing &amp; Public Relations, Research &amp; Development, Social Services, Technical &amp; Engineering Services</td>
</tr>
<tr>
<td>Information Technology</td>
<td>$58.2B</td>
<td>IT Software, IT Hardware, IT Consulting, IT Security, IT Outsourcing, Telecomms</td>
</tr>
<tr>
<td>Medical</td>
<td>$42.9B</td>
<td>Drugs &amp; Pharmaceutical Products, Healthcare Services, Medical Equipment, Accessories, &amp; Supplies</td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>$27.8B</td>
<td>Fuels, Logistics Support Services, Motor Vehicles (non-combat), Package Delivery &amp; Packaging, Transportation Equipment, Transportation of Things</td>
</tr>
<tr>
<td>Industrial Products &amp; Services</td>
<td>$11.1B</td>
<td>Basic Materials, Fire/Rescue/Safety/ Environmental Protection Equipment, Hardware &amp; Tools, Industrial Products Install/ Maintenance/Repair, Machinery &amp; Components, Oils, Lubricants, &amp; Waxes, Test &amp; Measurement Supplies</td>
</tr>
<tr>
<td>Security &amp; Protection</td>
<td>$5.5B</td>
<td>Ammunition, Protective Apparel &amp; Equipment, Security Animals &amp; Related Services, Security Services, Security Systems, Weapons</td>
</tr>
<tr>
<td>Human Capital</td>
<td>$4.4B</td>
<td>Compensation &amp; Benefits, Employee Relations, Human Capital Evaluation, Strategy, Policies, &amp; Ops Planning, Talent Acquisition, Talent Development</td>
</tr>
<tr>
<td>Office Management</td>
<td>$2.3B</td>
<td>Furniture, Office Management Products, Office Management Services</td>
</tr>
<tr>
<td>Travel</td>
<td>$1.2B</td>
<td>Employee Relocation, Lodging, Passenger Travel, Travel Agent &amp; Misc. Services</td>
</tr>
</tbody>
</table>

Total FY17 spend ≈ $499.6B | FY17 common spend ≈ $307.0B

*Based on data from FPDS-NG through 5/31/2018
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## Current Best-in-Class (BIC) Solutions by Category

### Multiple Categories
1. GSA Global Supply Requisition Channel

### Professional Services Category
2. **Mandatory BIC**: Identity Protection Services (IPS) • Preferred usage, mandatory consideration per OMB Memo M-16-19
3. GSA SmartPay 2 & GSA SmartPay 3
4. OASIS
5. OASIS Small Business

### IT Category
**Mandatory BICs for Workstations**: Choose from four authorized sources for standard configuration laptops and desktops per OMB Memo M-16-02
6. ARMY CHESS ADMC2
7. NASA SEWP
8. NITAAC CIO-C
9. IT Schedule 70
10. **Mandatory BIC**: FSSI Wireless on IT Schedule 70 • Directed for civilian agency use per OMB Memo M-16-20
11. GSA COMSATCOM Program
   - Transponded Capacity & Subscription Services on IT Schedule 70
   - Complex Commercial SATCOM Solutions (C33)
12. 8(a) STARS II
13. Alliant & Alliant 2
15. Enterprise Infrastructure Services (EIS) & Network
16. NITAAC CIO SP3 Small Business
17. NITAAC CIO SP3 Unrestricted
18. Veteran Technology Services 2 (VETS 2)

### Travel Category
29. **MANDATORY BIC**: City Pair Program • Mandatory with limited exceptions for civilian employee air travel per 41 CFR 401-10
30. Civilian Employee Relocation on Schedule 48
31. FedRooms
32. U.S. Government Rental Car Program

### Transportation & Logistics Category
22. **MANDATORY BIC**: AutoChoice for Vehicle Purchasing • Mandatory for non-tactical vehicle purchases per 22 CFR 28, 501-1
24. **MANDATORY BIC**: DLA Direct Delivery Fuel Solution • Mandatory for annual commercial fuel requirements ≥ 10,000 gallons in accordance with 41 CFR 101.26.402-4
27. **MANDATORY BIC**: DOD Next Generation Delivery Service (NGDS) • Mandatory for small package delivery services per OMB Memo M-17-29
33. GSA Fleet for Vehicle Leasing

### Medical Category
27. DOD/VA High-Tech Medical Equipment
27. DOD/VA Joint National Contracts for Generic Pharmaceuticals
27. VA Hearing Aids

### Industrial Products & Services Category
30. FSSI Janitorial & Sanitation Supplies (JanSan)
31. FSSI Maintenance, Repair & Operations (MRO)

### Human Capital Category
32. OPM/GSA Human Capital & Training Solutions (HCA/TS)
33. OPM USA Learning

### Facilities & Construction Category
34. FSSI Building Maintenance & Operations (BMO)
35. USACE Facilities Reduction Programs (FRP)

### Security & Protection Category
36. DHS Body Armor III
37. Reduced Hazard Training Ammunition (RHTA)
38. TacCom II

### Office Management Category
39. FSSI Office Supplies (OSS)
**GSA Contracts:**

- **What is a GSA Schedule?**
  - GSA offers over 20 million supplies and services
  - 24 Schedules
  - Over 19,000 Schedule contracts
  - 80% of GSA MAS contracts go to small businesses
  - $45 billion total annual spend or 10% of overall federal procurement spending

- **Find the Right Solicitation:**
  - GSA eLibrary
  - www.gsa.gov/schedulesolicitations

- **Additional Resources:**
  - www.gsa.gov/smallbizresources
  - Email: gsaosbu@outreach.gsa.gov
  - 1-855-OSBUGSA (672-8472)
Federal Acquisition Service Training Conference: FAST2020

- Federal acquisition training is the cornerstone of the event
- Free conference attendance for all federal government attendees
- Fee for private sector, non-federal government attendees
- Training tailored specifically to the needs of federal agency procurement personnel and program managers
- Industry partners demonstrate their latest capabilities and services
- Focus on best practices, new tools, and new resources to improve federal acquisition methods and outcomes
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