



U.S. General Services Administration

Federal Acquisition Service

Customer and Stakeholder Engagement Division

March 2017

Customer and Stakeholder Engagement Division

- Agenda
 - What is this new division?
 - What does this mean for you – Industry partners?
 - What support is provided

Office of Customer and Stakeholder Engagement

- Provides enterprisewide representation of the value of the Federal Acquisition Service (FAS) to agency customers.
- Developing government business opportunities which increase usage of GSA solutions
- Partnering with Industry to educate, train and leverage new immerging trends

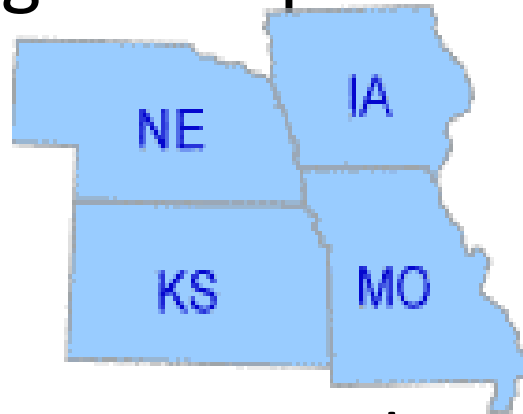
New Division Breakdown

- Stakeholder and Engagement Branch
- Category Business Development Branch
- Category Management/ Strategic Planning Branch



Stakeholder and Engagement Branch

- Outward facing touch point for regional customers



- Detailed opportunity analysis of customer in regional boundaries.

Stakeholder and Engagement

- Nationwide education to customers in Facilities and Construction Hallway and Industrial Products Hallway
- Analysis of the regional offices for opportunities and growth within Federal Acquisition Service

Category Business Development

- Develop those customer opportunities – work closely to provide assistance with Statement of works - etc
- Continually searching for opportunities to fill the pipeline for F & C category and usage of BMO, 03FAC, MRO and 51V
- Continually scanning the market for innovative actions occurring in private industry

Category Management/Strategic Plan

- Strategic Direction of F&C Category with collaboration with Industrial Products Category
- Acquisition Gateway content – government and public side

Support Provided

- Industry Newsletter
- Category Newsletter F&C
- Quarterly Communications/vendor trainings – webinars

Questions ????????