



U.S. General Services Administration

# Commercial Platforms Initiative

Summer 2018

# Commercial Platform Overview

## **FY2018 NDAA, Section 846 directs GSA to:**

“...establish a program to procure commercial products through commercial e-commerce portals for purposes of enhancing competition, expediting procurement, enabling market research, and ensuring reasonable pricing of commercial products.”

**GSA’s Unique Opportunity:** To change Federal buying behaviors by modernizing the buying experience in partnership with commercial ecommerce providers.

## **GSA’s Vision and Objectives:**

- Modernize the commercial product buying experience
- Simplify and streamline COTS item purchasing to allow agencies time to focus on mission oriented acquisition
- Increase transparency into COTS items spend to allow for better buying decisions

# Phase I Deliverable and Recommendations

- Key themes were around maximizing flexibility and maintaining a balance
- Policy recommendations focus on modernizing competition requirements -- existing policies were created before the advent of e-commerce and online marketplaces.
- From a program standpoint, our goals are to:
  - Move as quickly as possible to an initial implementation point
  - Provide immediate value to the acquisition workforce by moving low dollar, low risk buys to the government purchase card holders
  - Test acquisition reform in a controlled and structured environment
  - Understand unanticipated or unintended consequences before making significant investments

# Phase II: The Road Ahead

- ✓ Phase I report / recommendations submitted to Congress
- Phase II - Intensive market research to build the following deliverables:
  - Define in-scope products
  - Industry Day held 21 June 2018 to solicit industry input / understand business models / T&Cs
  - Two RFIs released in July 2018: RFI #1: Suppliers, RFI #2: Portal Providers (Over 700+ pages received)
  - Engage agency partners for their feedback (Unique needs / supply chain concerns, interest in participating in a proof of concept)
  - Assess impacts to existing programs
- Develop program plan and assess opportunities for an initial proof of concept

# Assessing opportunities for an initial proof of concept

- Potential for a small proof of concept:
  - Focus on select product categories (as defined through Phase II research)
  - Begin collecting spend data and analyzing trends
  - Available to a limited audience of Government Purchase Card holders and potentially contracting officers
  - Assess the viability of having multiple small ‘prototyping’ efforts

**Thank you!**