Commercial Platforms Initiative

September 2019
Key topics

- About Section 846
- Commercial Platforms opportunity
- Phase 1 and Phase 2 activities
- Road ahead
NDAA, Section 846

“[GSA] shall 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.”

3+ Phases were outlined...

- **Phase 1**
  - (90 days)
  - Implementation Plan

- **Phase 2**
  - (+1 yr)
  - Market Research and Consultation

- **Phase 3+**
  - (+1 yr)
  - Program Implementation Guidance

- **Micro-purchase Threshold**
  - ▲ to $10,000

- **Simplified Acquisition Threshold**
  - ▲ to $250,000

- Contract must be competitive, with multiple portal providers.
- GSA shall accept portal provider terms & conditions to the maximum extent practicable.
- All existing procurement rules and regulations apply.
- Orders shall not exceed the Simplified Acquisition Threshold.
- Platforms must be widely used in the private sector and excludes portals managed by Government.

For more information, visit the Commercial Platforms group on GSA Interact.
A Cornerstone Initiative of the Federal Marketplace (FMP) Strategy:
The FMP Strategy is GSA’s plan to modernize and simplify the buying and selling experience for customers, suppliers, and acquisition professionals. GSA is executing the FMP strategy through a coordinated set of policy, process, and technology improvement projects across the Federal Acquisition Service (FAS).

GSA’s Unique Opportunity: To modernizing the buying experience and gain insights into open-market online spend through partnerships with commercial ecommerce providers.

GSA’s Vision and Objectives:
Commercial Platforms: Phase 1

**Phase 1: Implementation Planning** (Dec 2017 - Mar 2018)

- **Stakeholder Outreach:** 1 Industry Day, 1 Request for Information (RFI), vendor meetings / demos, meetings with federal agency stakeholders

- **Key Feedback Themes:** maximizing flexibility, maintaining a balance, and modernizing competition requirements

- **Two Primary Recommendations:**
  - ✓ Allow GSA to establish the competitive procedures
  - ✗ Increase micro-purchase threshold (MPT) to $25K (ONLY for buys through GSA portals)

- [Phase 1 Report - Implementation Plan and Policy Assessment](https://example.com) (March 2018)
Commercial Platforms: Phase 2

Phase 2: Market Research and Stakeholder Consultation (April 2018 - April 2019)

- **Significant Stakeholder Outreach**: 2 industry days (Jun and Dec 2018), 3 RFIs, 50+ vendor meetings / demos, 3 acquisition center design sessions, 1 agency journey-mapping session

- **Key Decision Points**: Plan to start small with an initial proof of concept at the micro-purchase threshold (MPT) with select agencies (around the end of 2019)
  - Start with the e-marketplace business model to assess the impacts, while continuing to consider ways to incorporate features of the e-commerce and e-procurement models

- **Recommended Legislative Change**: Raising the micro-purchase threshold (MPT) from $10,000 to $25,000 for a limited period of five years, for only those purchases made through GSA approved commercial e-commerce portals.
  - Provides GSA the opportunity to provide a higher-value proof of concept and test the full potential of streamlined buying.

- **Phase 2 Report - Market Research and Consultation** (April 2019)
Commercial Platforms: Phase 3 *(Current Phase)*

**Phase 3: Program Implementation Guidance** (April 2019 - April 2020)

- Release solicitation for e-marketplace providers
- Agency engagement with additional opportunities to learn more about participation in the proof of concept
- Develop implementation guidance and success metrics for initial proof of concept
- Implement initial proof of concept (targeting early calendar year 2020)
Questions?

Want to learn more?

- GSA Interact: Commercial Platforms initiative
- Email: Section846@gsa.gov