



Commercial Platforms Initiative

April 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...



Micro-purchase
Threshold

▲ to **\$10,000**

Simplified Acquisition
Threshold

▲ to **\$250,000**

- ✓ Contract must be a competitive selection with multiple providers.
- ✓ GSA shall accept portal provider terms & conditions (where practical).
- ✓ All existing procurement rules and regulations apply.
- ✓ orders shall not exceed the Simplified Acquisition Threshold.

Commercial Platforms Overview

A Cornerstone Initiative of the Federal Marketplace (FMP) Strategy:

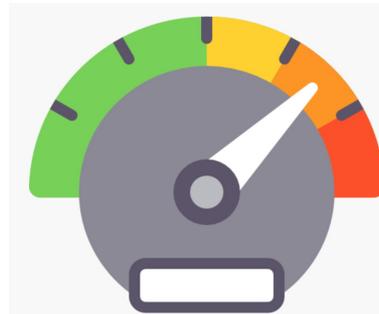
The FMP Strategy is GSA's plan to modernize and simplify the buying and selling experience for customers, suppliers, and acquisition professionals. GSA is executing the FMP strategy through a coordinated set of policy, process, and technology improvement projects across the Federal Acquisition Service (FAS).

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

GSA's Vision and Objectives:



MODERNIZE



STREAMLINE



ANALYZE SPEND

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** (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 - Mar 2020)

- Release draft solicitation for e-marketplace providers
- Stakeholder engagement with additional opportunities in the coming months
- Develop implementation guidance and success metrics for initial proof of concept
- Implement initial proof of concept (targeting end of calendar year 2019)

Questions?

Want to learn more?

- GSA Interact: [Commercial Platforms initiative](#)
- Email: Section846@gsa.gov