

June 18-20, 2019 | Tacoma, WA

Collaborate



+

Cultivate



+

Maximize



+

Achieve



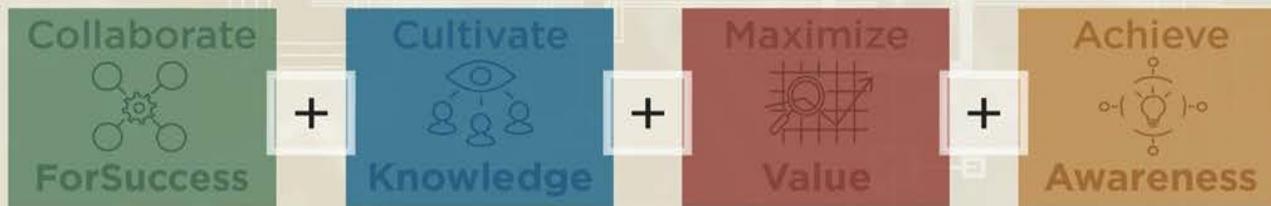
Collaborate **For Success**

Cultivate **Knowledge**

Maximize **Value**

Achieve **Awareness**

PSHC Marketing Strategy - Customers, Forecasts, Dashboards



Overview

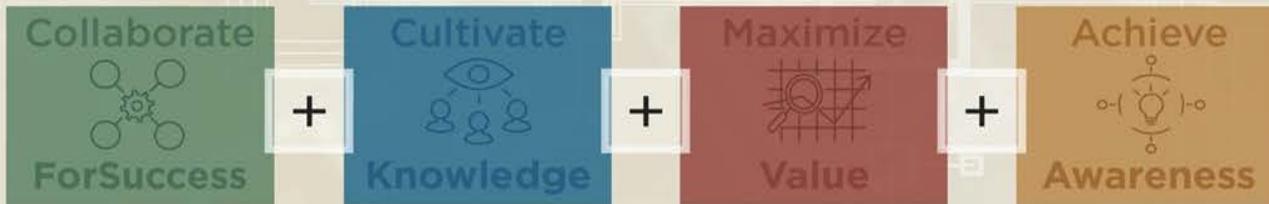
The Office of Professional Services and Human Capital Category has a proactive, strategic marketing strategy to increase contract use.

Efforts are data driven, and customer centric

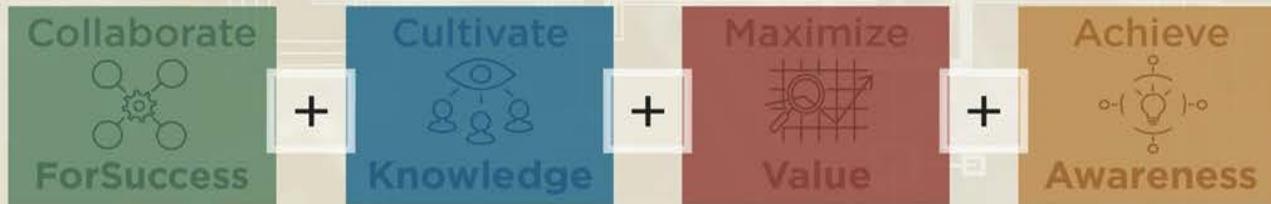
Supported by global broad marketing efforts including webinars, collateral, social media, advertising, trade shows, speaking engagements, media outreach

Some examples:

- OASIS team hitting the road
- CASE training and market research & analysis (in person and webinars)
- PMRs

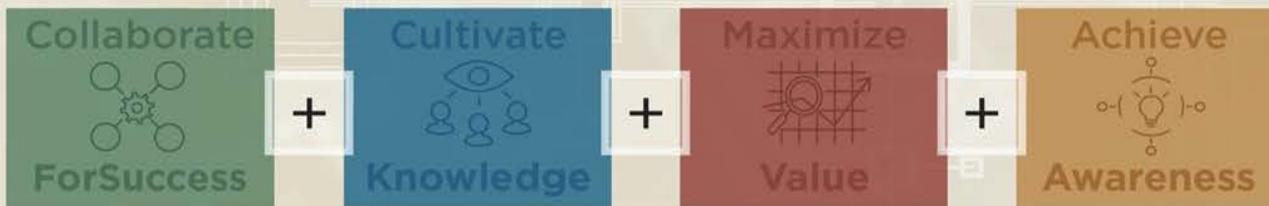


Category Management

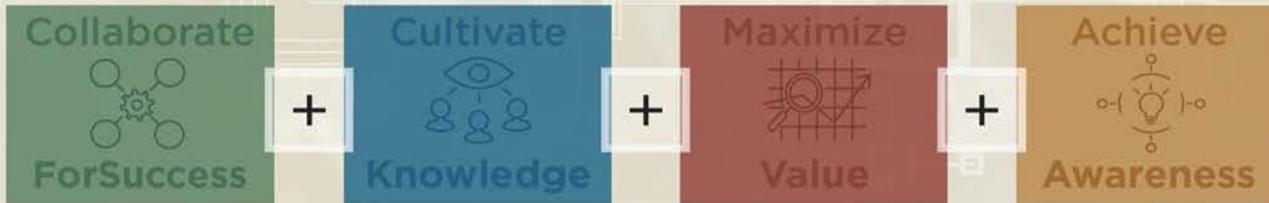


Category Management and Agency Engagement

- President's Management Agenda:
 - Cross Agency Priority (CAP) Goal 7: Leveraging Common Contracts and Best Practices to Drive Savings and Efficiencies
- OMB Memo:
 - M-19-13: Category Management: Making Smarter Use of Common Contract Solutions and Practices
- Category management has provided greater opportunities to talk with agency senior procurement executives about moving spend to PSS and HC (Tier 2) and HCaTS and OASIS (BIC)



Data Driven Conversations - Uncovering Opportunities



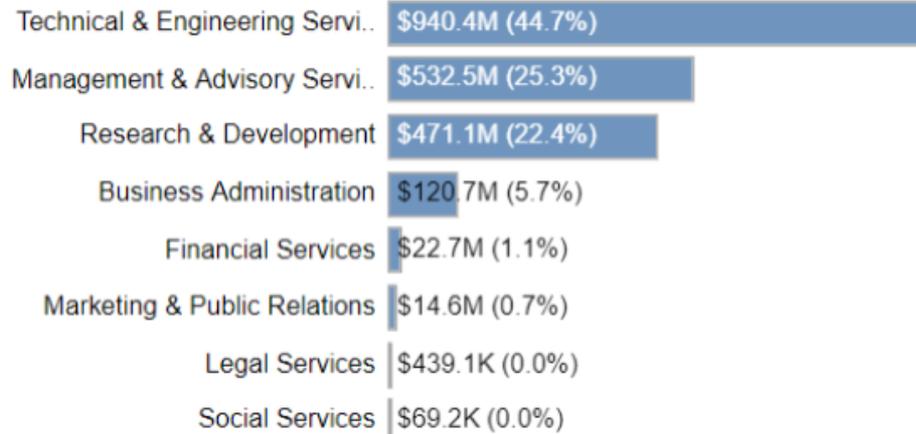
Professional Services Overview FY18

Top 10 Vendors

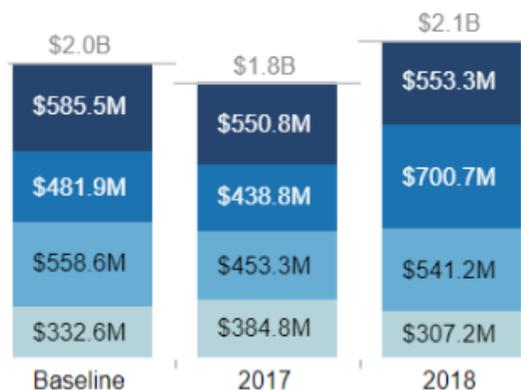
Detail

	Total ..	Contracts
JACOBS TECHNOLOGY INC.	\$482.5M	4
ASRC MANAGEMENT SERVI..	\$138.3M	4
SCIENCE APPLICATIONS IN..	\$133.9M	8
HONEYWELL TECHNOLOG..	\$83.7M	3
INUTEQ, LLC	\$72.8M	1
SGT, INC.	\$66.3M	2
BARRIOS TECHNOLOGY, LT..	\$57.0M	1
ARCTIC SLOPE CONSULTIN..	\$50.6M	2
COMPUTER SCIENCES CO..	\$48.0M	2
AERIE AEROSPACE, LLC	\$47.3M	1
Grand Total (All)	\$2,102.5M	580

Obligation by Level-2 Subcategory

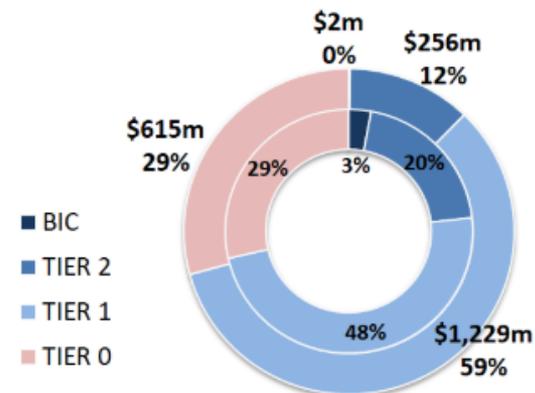


Yearly Obligations



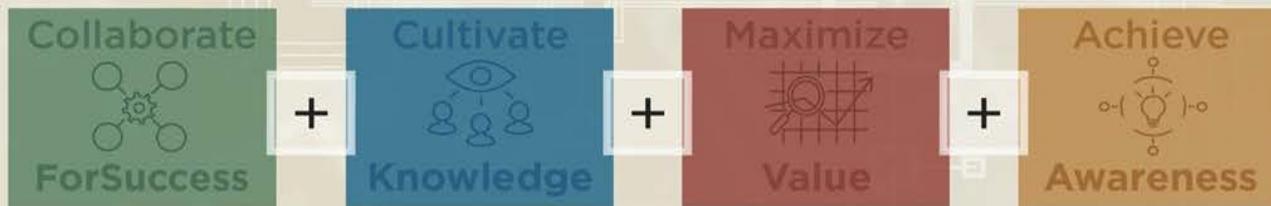
SUM Distribution

Outer pie = Obligation amount; Inner pie = % of Contracts

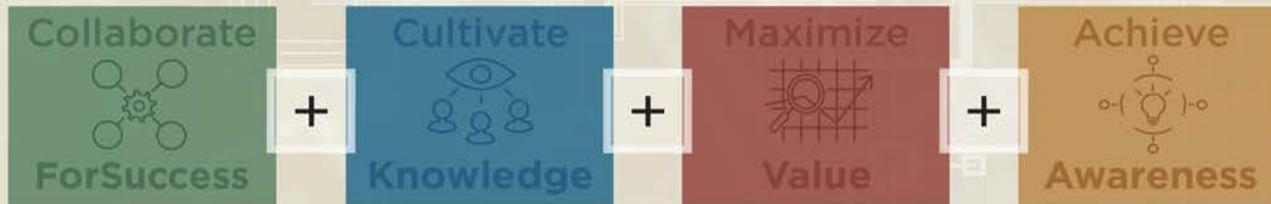


Top Ten Tier 1 Contracts Expiring FY20-22

PIID	NAICS	Vendor	Cost Type	Total Dollars	Vendor on SUM	NAICS on SUM
NNG15VN01C	541330	INUTEQ, LLC	R - Cost Plus Award Fee	\$ 247,691,454	-	PSS / OASIS
NNG17CR69C	541712	SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	U - Cost Plus Fixed Fee	\$ 233,593,544	PSS / OASIS	PSS / OASIS
NNM15AA19C	541712	AERIE AEROSPACE, LLC	R - Cost Plus Award Fee	\$ 180,649,941	-	PSS / OASIS
NNG17HP02C	541330	HONEYWELL TECHNOLOGY SOLUTIONS INC.	R - Cost Plus Award Fee	\$ 168,437,996	PSS	PSS / OASIS
NNJ12GA46C	541712	BARRIOS TECHNOLOGY, LTD.	R - Cost Plus Award Fee	\$ 159,019,674	-	PSS / OASIS
NNG15CR66C	541712	ALCYON TECHNICAL SERVICES (ATS) JV, LLC	U - Cost Plus Fixed Fee	\$ 96,526,000	-	PSS / OASIS
NNG14VC09C	541330	OMITRON, INC.	U - Cost Plus Fixed Fee	\$ 81,847,762	-	PSS / OASIS
NNG15CR65C	541712	TRIDENT VANTAGE SYSTEMS, LLC.	U - Cost Plus Fixed Fee	\$ 62,263,330	-	PSS / OASIS
NNK13MA14C	541712	JACOBS TECHNOLOGY INC.	R - Cost Plus Award Fee	\$ 45,016,876	PSS / OASIS	PSS / OASIS



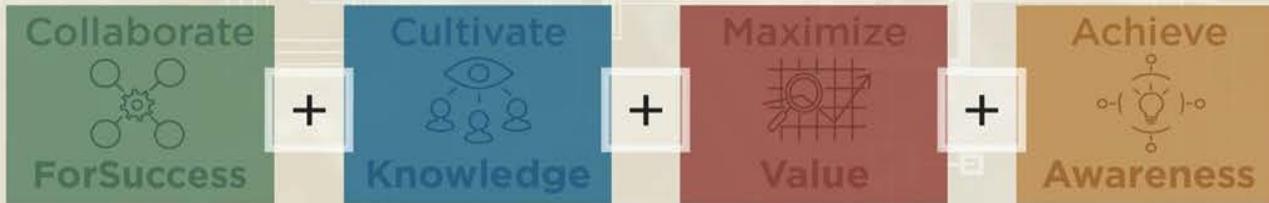
Customer Engagement and Training



Top Strategic Agencies

- Air Force
- Army
- Navy
- Office of the Secretary of Defense
- U.S. Agency for International Development
- Health and Human Services
- Department of Transportation
- National Aeronautics and Space Administration
- Department of State
- Department of Homeland Security
- Department of Justice
- Veteran Affairs

Strategic Agencies were selected based on data related to expiring contracts by location for 3 years, current spend on offerings and data obtained from Agency Category Profile Reports.



FPDS Consolidated Obligation Overview

Master Dashboard Filters
Apply to all relevant visualizations in this dashboard

Funding Type: All
 CFO/Non-CFO: All
 Dept/Agcy/Ofc: Funding Contracting

Department: ARMY

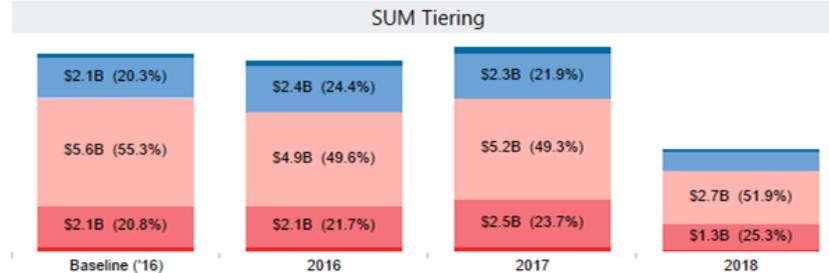
Agency: All

Office: All

BIC-Addressable: All
 Category: Professional Services

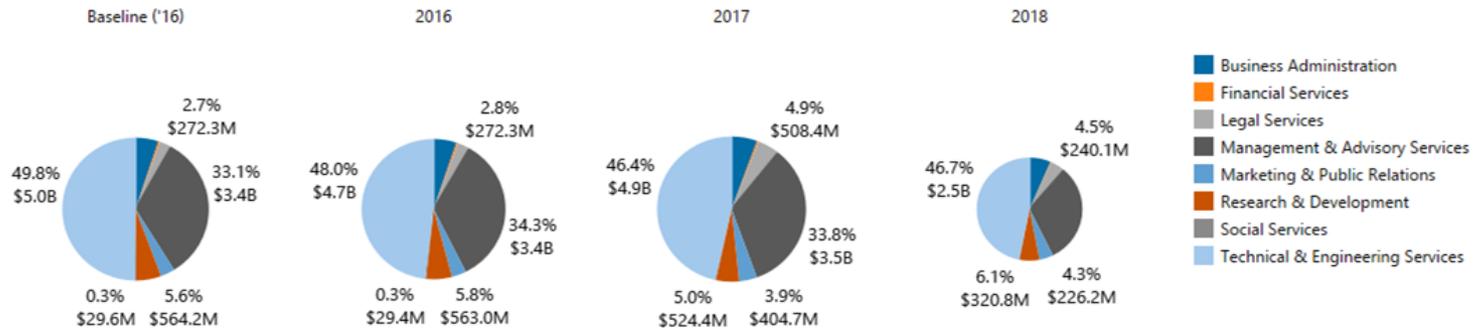
Obligation Type: Contract (All; includes non-contract spend)
 Positive
 Negative
 Micro-Purchase
 Zero Obligation

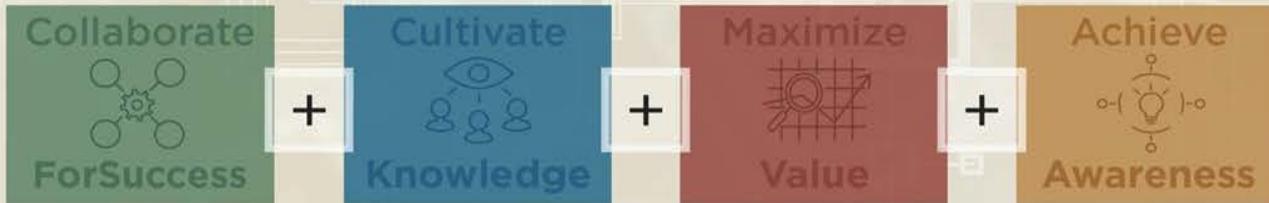
	Baseline ('16)	2016	2017	2018
Total Dollars	\$10.1B	\$9.8B	\$10.5B	\$5.3B
Spend Under Manag..	\$2.2B	\$2.6B	\$2.6B	\$1.1B
Tier 0	\$7.9B	\$7.2B	\$7.8B	\$4.2B
Contracts	4.9K	4.9K	4.8K	2.6K
Contracts Delta		+0.06%	-2.37%	-45.55%
Tier 0 Contracts	4.4K	4.4K	4.3K	2.3K
Awards	12.7K	12.7K	12.3K	6.9K



Category/Subcategory Detail

Select a Category above to render these charts by Subcategory; revert to All to render by Category again.





FPDS Category View

Master Dashboard Filters..

Fiscal Year 2017

Funding Type CFO/Non-CFO All
 Dept/Agcy/Ofc All
 Funding
 Contracting

Department ARMY
 Agency All
 Office All

BIC-Addressable All
 Category (All)

Obligation Type Contract (All; includes non-contract spend)
 Positive
 Negative
 Micro-Purchase
 Zero Obligation

Category/Tier Spend Concentration

Click on a block to further filter bottom charts; Click again to revert view

	BIC	TIER 2	TIER 1	TIER 0 - IDV	TIER 0 - DC	TIER 0 - PO	TIER 0 - OT..
Facilities & Construction	\$23.1M	\$52.2M	\$11.8M	\$8.1B	\$10.8B	\$294.4M	
Human Capital	\$21.3M	\$33.7M		\$301.0M	\$572.2M	\$27.2M	
Industrial Products & Serv..	\$873.3K	\$49.1M	\$144.4K	\$479.1M	\$617.1M	\$199.4M	
IT	\$1.1B	\$1.5B	\$540.3K	\$2.8B	\$1.2B	\$219.0M	\$75.8M
Medical	\$219.1K	\$95.7M		\$302.8M	\$165.3M	\$209.4M	
Office Management	\$4.0M	\$179.5M	\$198.7K	\$116.3M	\$53.5M	\$79.5M	
Professional Services	\$336.4M	\$2.3B		\$5.2B	\$2.5B	\$189.5M	\$168.0K
Security and Protection	\$200.9K	\$22.5M	\$4.4K	\$299.3M	\$108.4M	\$30.4M	
Transportation and Logist..	\$21.1M	\$85.1M		\$4.3B	\$1.2B	\$88.9M	
Travel	\$1.3M	\$4.1M		\$47.0M	\$12.3M	\$31.7M	

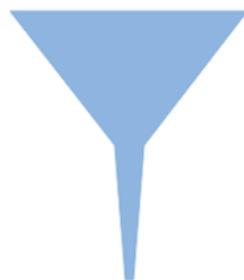


Obligation Level Tier 0/Unmanaged Top Category Vendors

Total Dollars \$46,526.7M

Spend Under Management \$5,853.2M

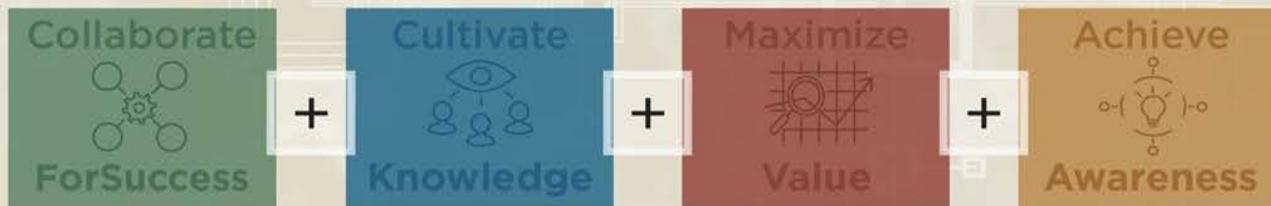
BIC Spend \$1,554.2M



Year-over-Year

Vendor	Tier 0 - PO	Tier 0 - DC	Tier 0 - IDV	Tier 2	BIC
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$210.7M	\$739.4M			
RAYTHEON COMPANY		\$748.1M			
EXELIS SYSTEMS CORPORATION		\$842.5M			
OSHKOSH DEFENSE, LLC		\$751.3M			
AM GENERAL LLC		\$635.0M			
FLUOR INTERCONTINENTAL, INC		\$612.5M			
HARRIS CORPORATION		\$544.6M			
KELLOGG BROWN & ROOT SERVICES, INC		\$552.1M			
GENERAL DYNAMICS C4 SYSTEMS, INC.		\$482.3M			
GENERAL DYNAMICS LAND SYSTEMS INC.		\$331.9M			

- BIC
- TIER 2
- TIER 0 - IDV
- TIER 0 - DC
- TIER 0 - PO



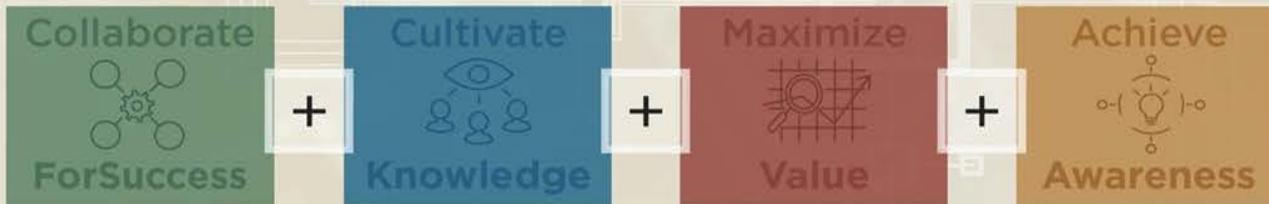
Customer Engagement Strategies and Plans

Each Strategic Account has a Customer Account Manager (CAM's) who focuses on working to identify areas of opportunity with the identified contracting locations in coordination with the Office of Customer and Stakeholder Engagement (CASE). This includes National Account Managers (NAM's) and Customer Service Directors (CSD's).

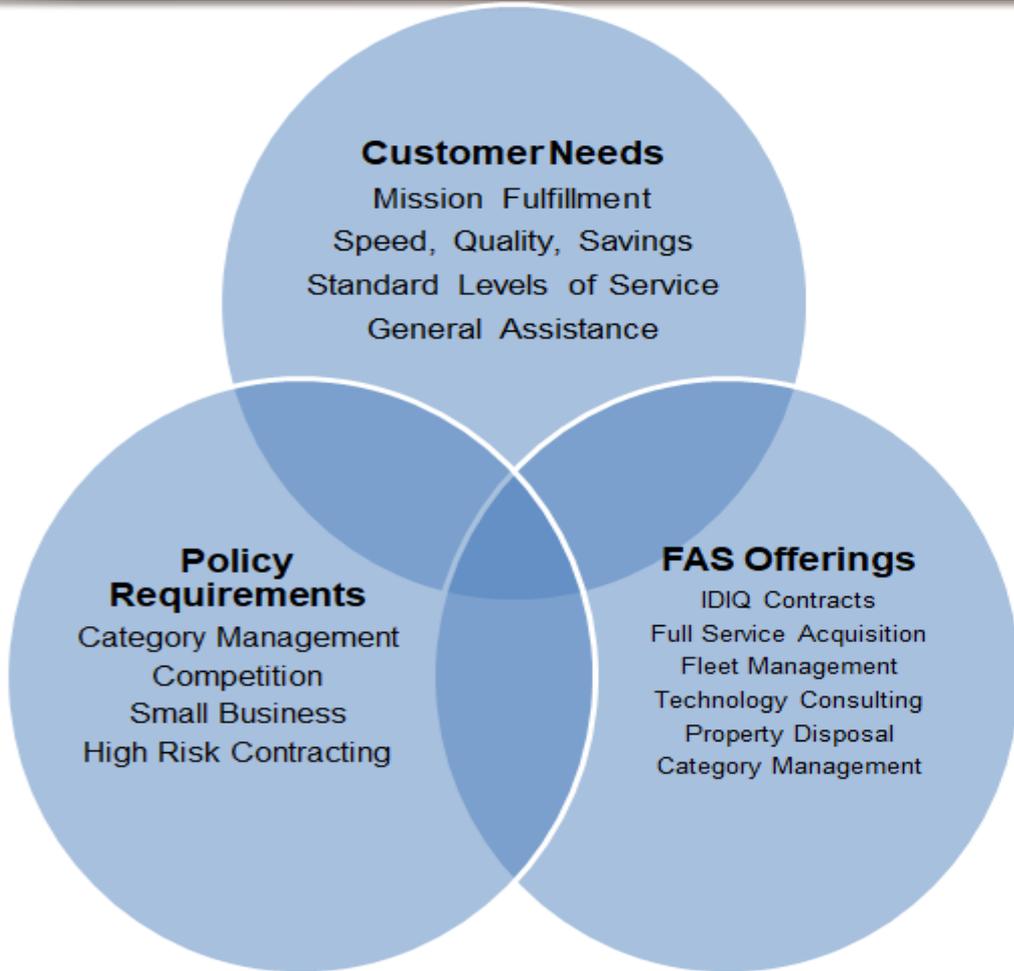
CAM's partner with the CASE Network to discuss solutions with the customer, provide training on PSHC solutions, Customer Account Managers are the main point of contact for customer agencies and CASE for all areas of PSHC.. CAM's provide expert knowledge of offerings and also provide Scope Reviews to offer recommendations to customer agencies to accomplish their mission.

Account Plans for agencies were created based on data related to focusing on the expiring contracts, as well as intelligence based on Professional Services obligations, current spend, and addressable spend.

Primary focus is on converting Open Market Spend to GSA Solutions to include BIC/SUM solutions.



Customer and Stakeholder Engagement (CASE) Overview



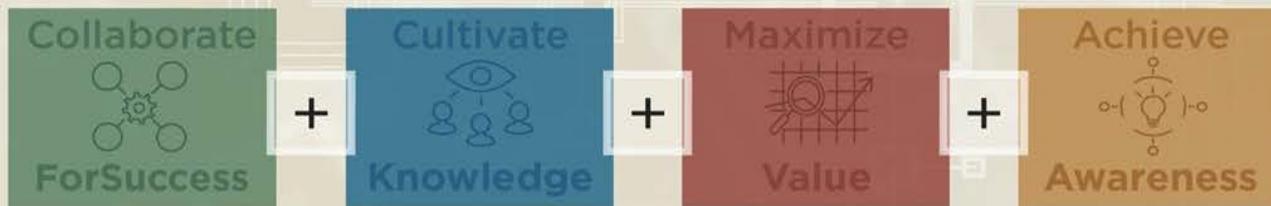
CASE (Who We Are)

- National Account Managers (NAMs)
- Customer Service Directors (CSDs)
- Vendor Engagement & Training
- Customer Outreach (Event Team)
- National Customer Service Center (NCSC)

How Does CASE Support

- Understand customer needs/constraints
- Relationship Mapping
- National Account Strategies and Goals
- Assist With Providing FAS Solutions
- Strengthening the Partnership w/ Industry

GSA National Account Managers
gsa.gov/fasnam



Questions and Answers