

June 18-20, 2019 | Tacoma, WA

Collaborate



+

Cultivate



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Maximize



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Achieve



Collaborate **For Success**

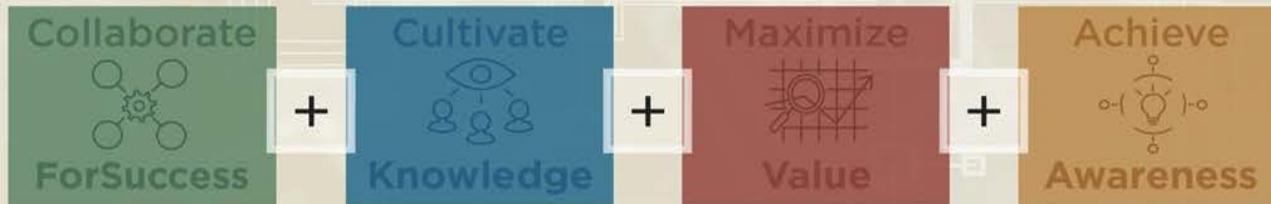
Cultivate **Knowledge**

Maximize **Value**

Achieve **Awareness**

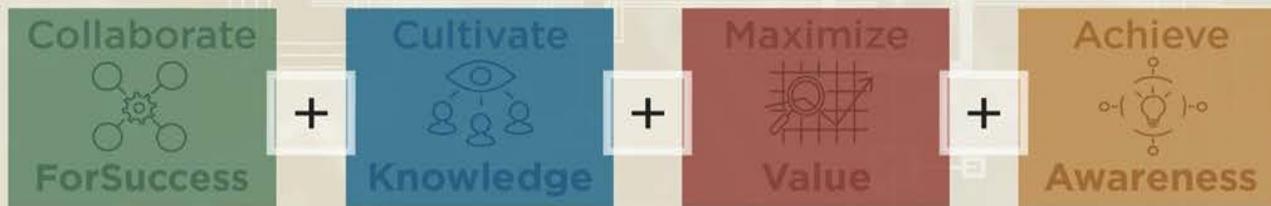
State of the Portfolio

Sheri Meadema
Director
Program Operations



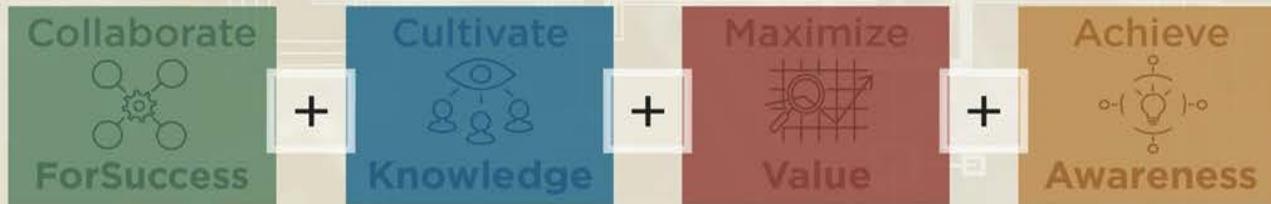
Overview

- Professional Services Schedule
- OASIS
- HCaTS
- GSA SmartPay
- Category Management



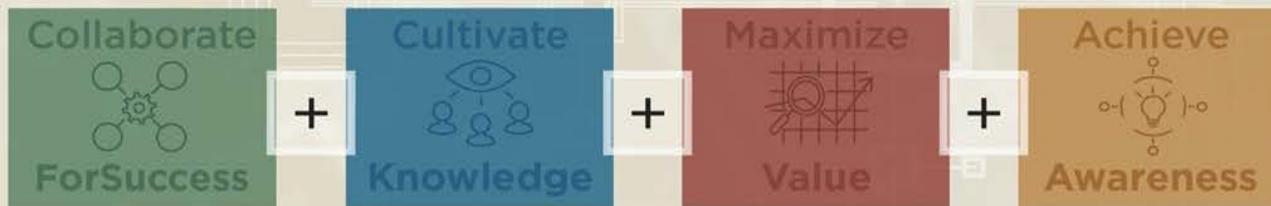
Professional Services Schedule

- \$6.3 Billion – Sales YTD (April)
- 2,699 small business contractors
- Awarded 269 offers YTD
- Exercised 237 options YTD
- Reduced # of days to receive an award to 83 days
- Reduced # of days to reject an offer to 32 days



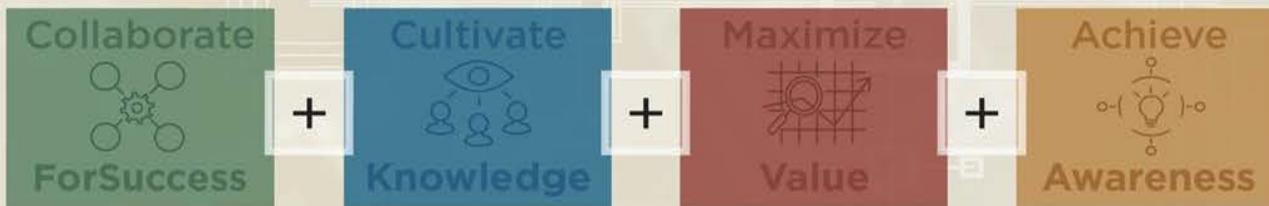
PSS FY19 Initiatives

- Solicitation Streamlining – Completed
- SIN Consolidation – Ongoing
- Contract Closeout – Developing Best Practices Guide
- Proactive Engagement/Outreach



PSS FY20 Initiatives

- Multiple Award Schedules
- Implement consolidation/MAS transformation (SIN consolidation, one Schedule)
- Implement unpriced services
- Implement education and awareness campaigns
- Launch PSS Industry Exchange Forums
- Launch HC Industry Exchange Forums
- Engage with strategic agencies leveraging Tier 0 contracts to secure expiring and new requirements
- Analysis of white space to serve customer needs (e.g. grants management, hazardous waste remediation)



OASIS

- Obligations FY14-19

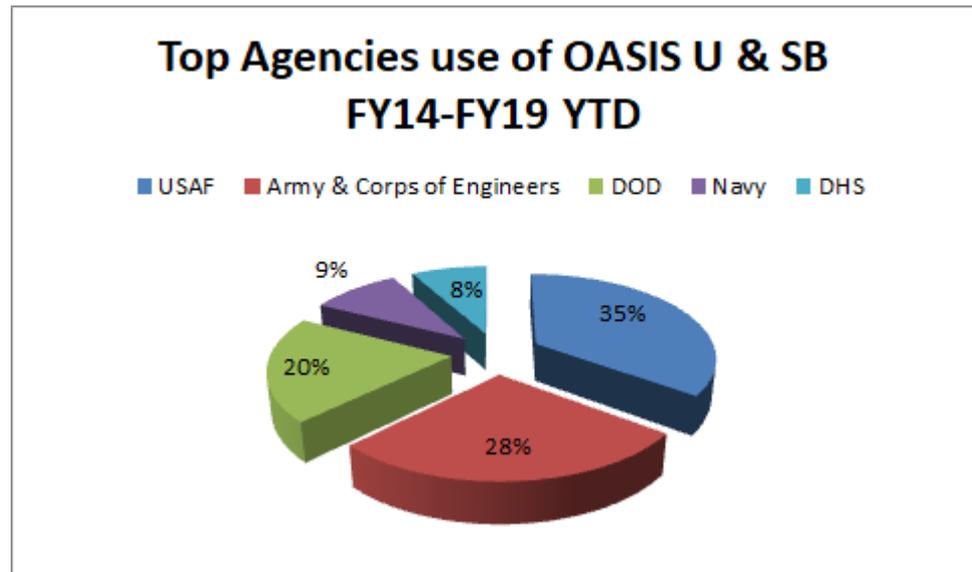
OASIS SB

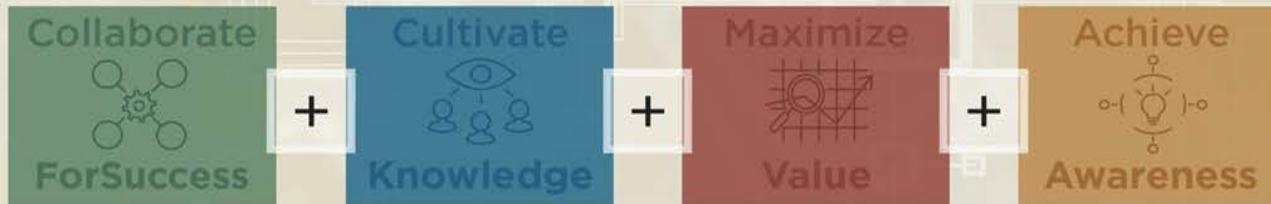
\$ 7,513,647,157

OASIS U

\$8,727,508,804

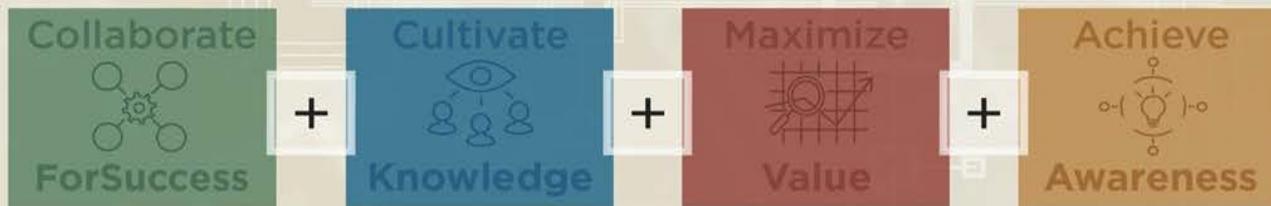
- Top Customers





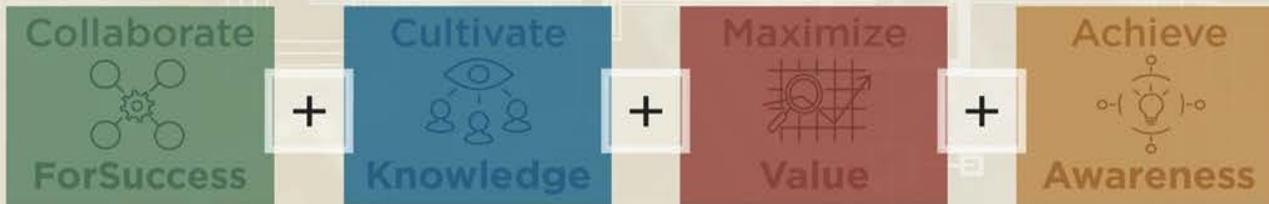
OASIS FY19 Initiatives

- On-ramps, on-ramps, on-ramps
- Customer Engagement/Business Development
- Training / DPA Training
- Industry partnerships



OASIS FY20 Initiatives

- Complete on-ramps in support of OASIS SB (Pools 1, 3, 4, and 8(a))
- Complete of on-ramps in support of OASIS U (Pools 1, 3, 4)
- Begin strategic planning for OASIS 2.0
- Continued Customer Engagement/Business Development
- Increased Industry partnerships



HCaTS

Overall Usage/Total Estimated Value by Fiscal Year:

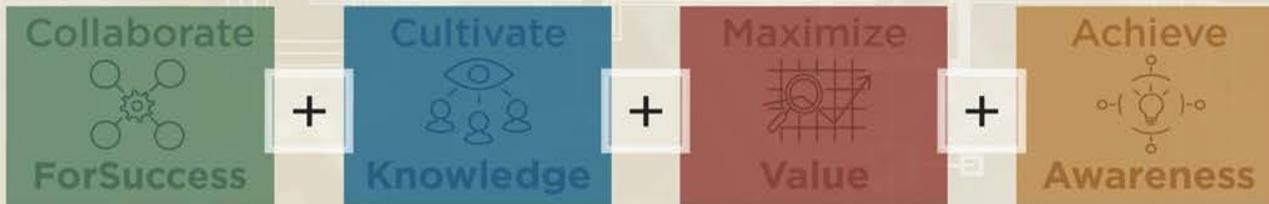
- 2017 \$ 84,358,439
- 2018 104,084,286
- 2019 YTD 12,771,971
- Total \$201,214,695

*23% Increase 2018 over 2017

**Majority of Awards Made at FY End

Obligated Dollar Breakdown by Vehicle:

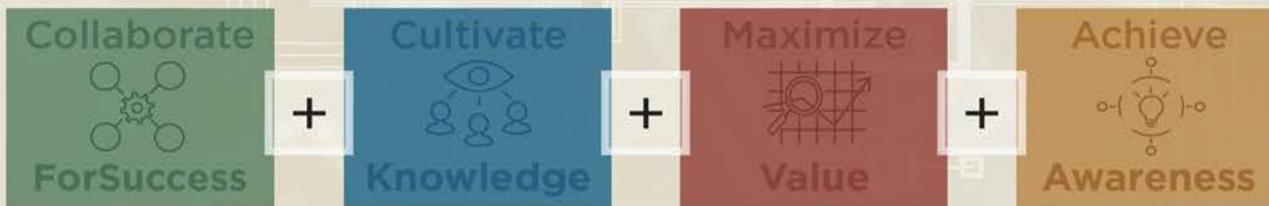
- Unrestricted \$ 71,437,428
- Small Business 36,499,783
- Total \$107,937,212



HCaTS

Top Customers by Total Estimated Value:

- Homeland Security \$46.0 M
- Commerce \$39.1 M
- DoD (DHRA, DSCA, DSS) \$28.3 M
- OPM \$18.5 M
- Army \$17.9 M
- Air Force \$17.0 M



HCaTS FY19 Initiatives

Success Stories:

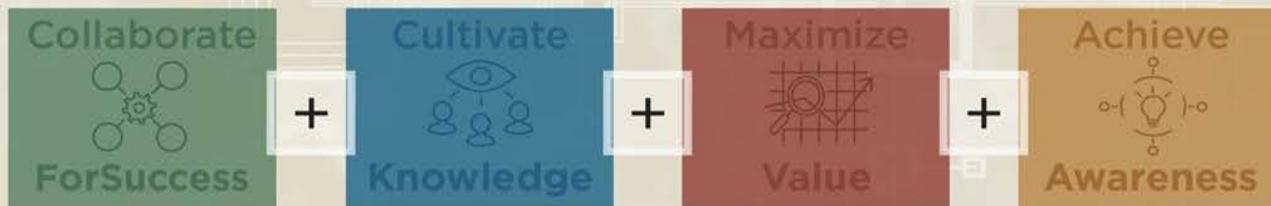
- Department of Homeland Security
 - Have adopted HCaTS as a mandatory source for Human Capital and Training requirements

Small Business Pool 1 On-Ramping Status:

- Technical Evaluation and Responsibility Determinations Complete
- Pricing Evaluations In Process
- Expected Awards by End of June

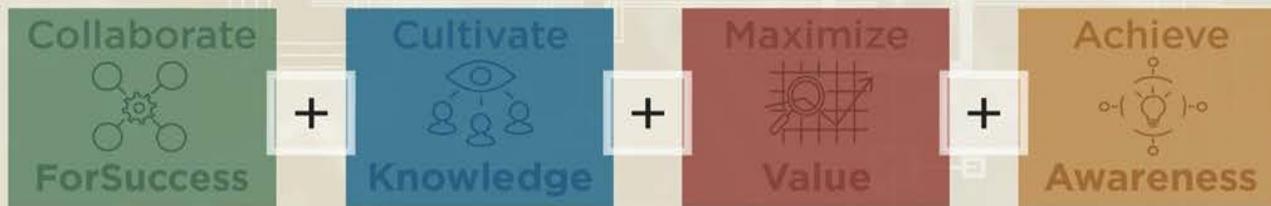
Small Business 8(a) Set-Aside Sub-Pool On-Ramping Status:

- Solicitation Issuance Expected July 2019



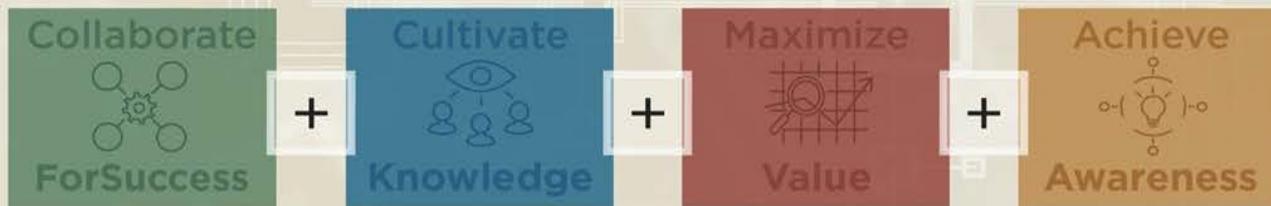
HCaTS FY20 Initiatives

- Small Business 8(a) Set-Aside Sub-Pool On-Ramping
- Begin close out procedures for the Base Year contract and strategic planning for the 2021 exercise of the contract's option/potential on-ramps
- Customer Engagement/Industry Partnerships



GSA SmartPay

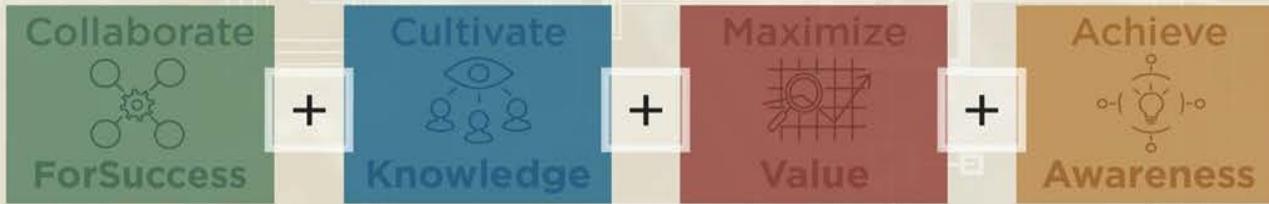
- GSA SmartPay - In FY18, spend through the GSA SmartPay program totalled \$30.6 billion, a 7.2% (\$2 billion) increase over FY17.
- Agencies received \$310 million in refunds from their purchases, up 4% from FY17.
- GSA SmartPay3 was awarded September 2017. Agency transition completed in May 2019.
- GSA SmartPay Training Forum – July 2019



GSA SmartPay FY20 Initiatives

Reduce administrative burden through central access to tools, processes, or other actions related to purchase card management.

- Implement deliverables in support of the Cross Agency Priority (CAP) goal initiative
- Issue Cardless Payment Use Survey – FY20 Q1
- Analyze and compile results of Cardless Payment Use Survey
- Inter-agency working group formed to address cardless use barriers/solutions
- Finalize Mythbusters campaign #4 and post to GSA SmartPay website and other locations
- Achieve FY20 Refunds of \$300M



Category Management

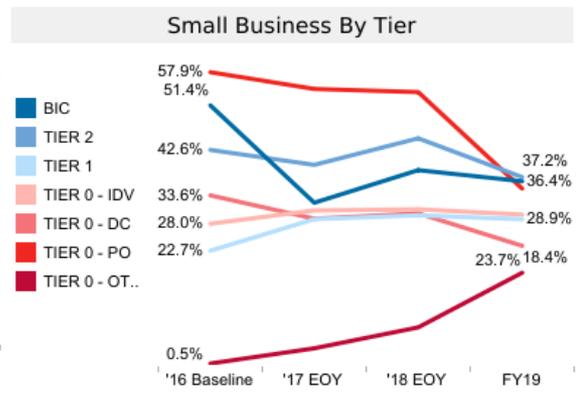
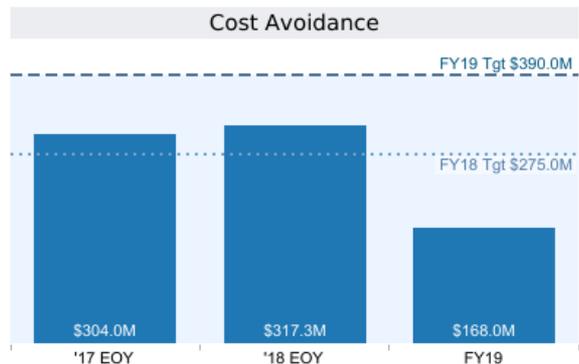
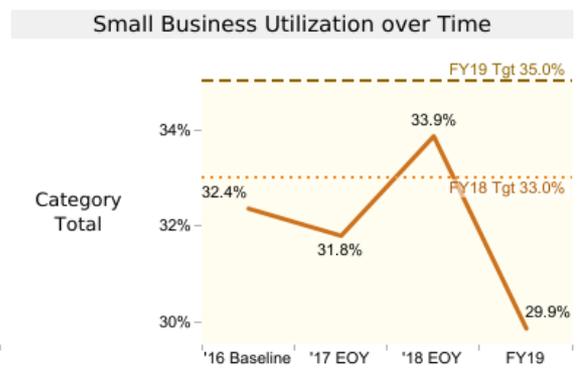
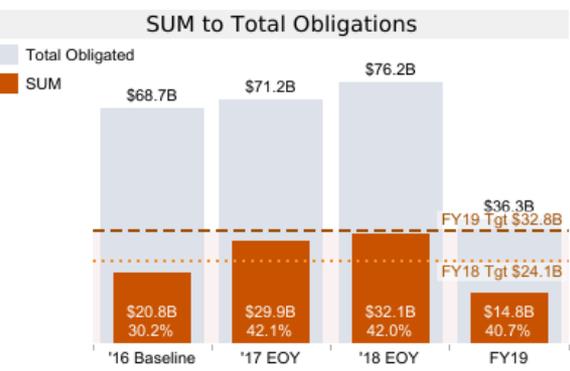
Executive Summary Dashboard - Category View

Include/Exclude Department
 CFO
 NON CFO

Select a Category

Category Targets will appear where applicable once selected

- Facilities & Construction
- Human Capital
- Industrial Products & Services
- IT
- Medical
- Office Management
- Professional Services
- Security and Protection
- Transportation and Logistics Services
- Travel



Contract Reduction data is YTD minus 3 months

If empty, Cost Avoidance data not available for selected Category

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SUM to Total Obligations

Total Obligated

SUM

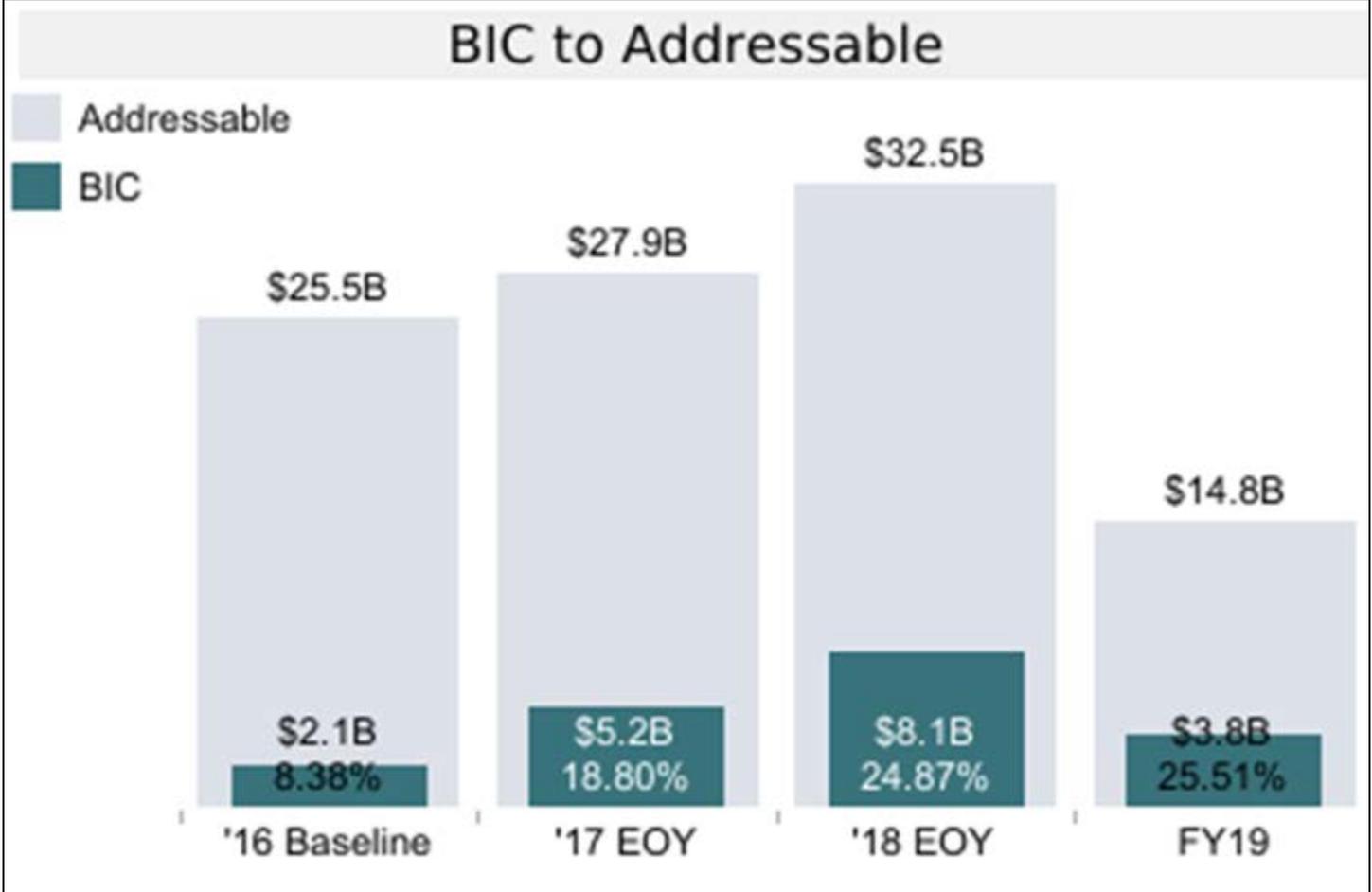




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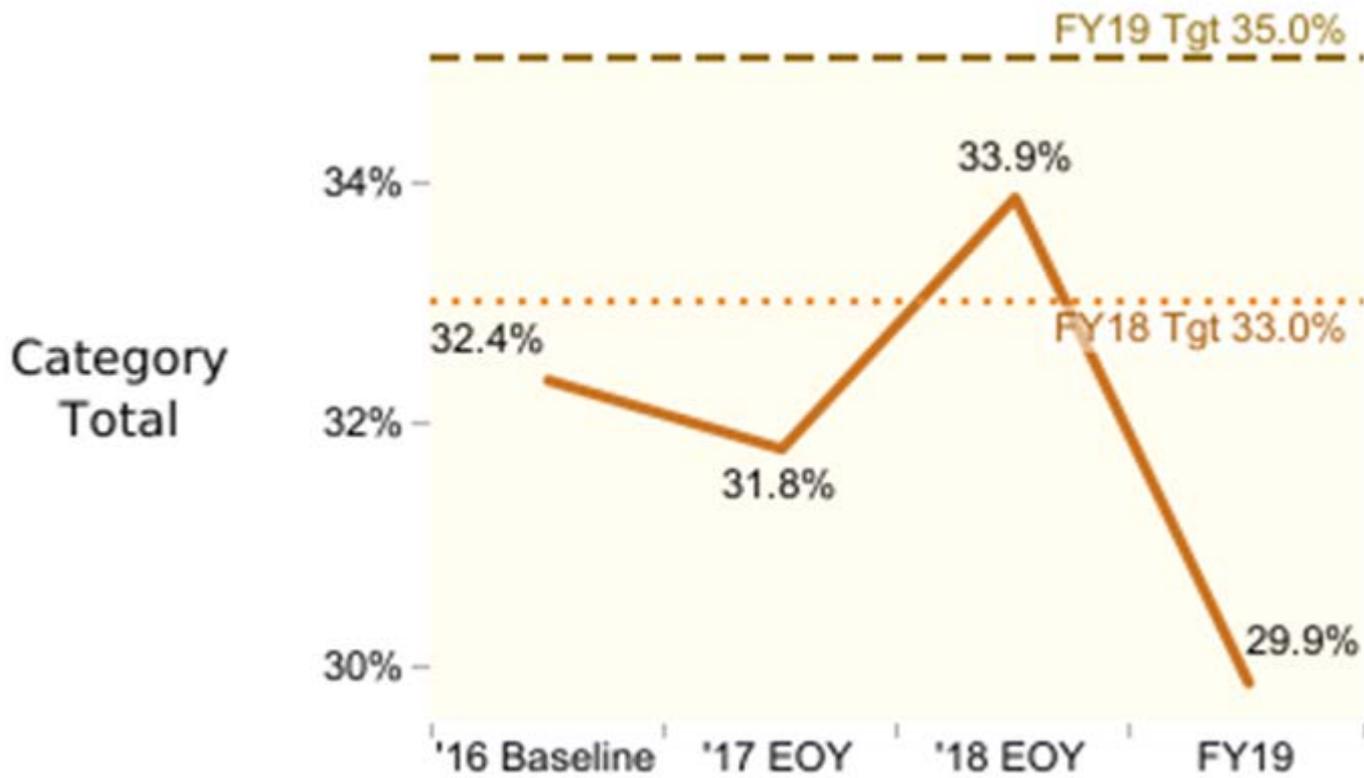
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Small Business Utilization over Time



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Cultivate
Knowledge

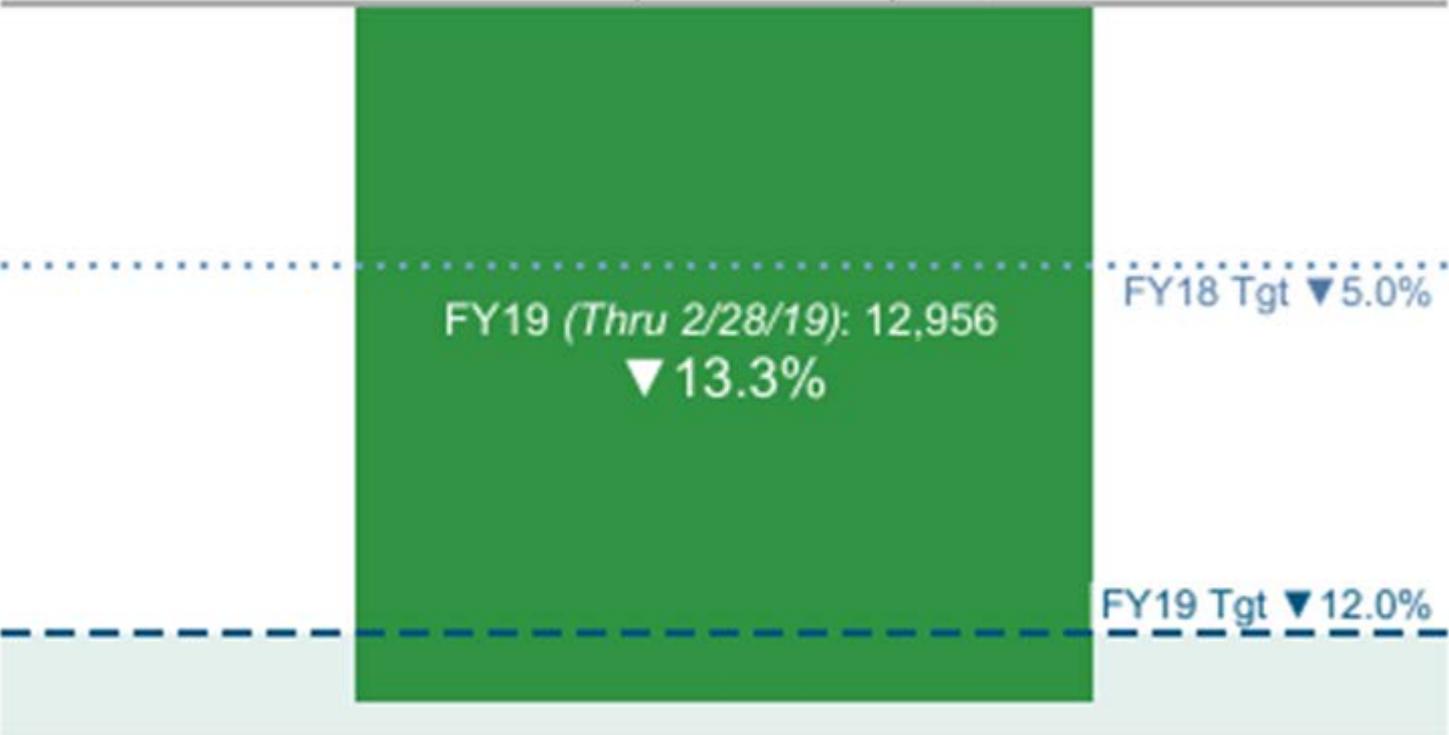
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Tier 0 Contract Reduction

Baseline

'16 Baseline (Thru 2/29/16): 14,944



Contract Reduction data is YTD minus 3 months



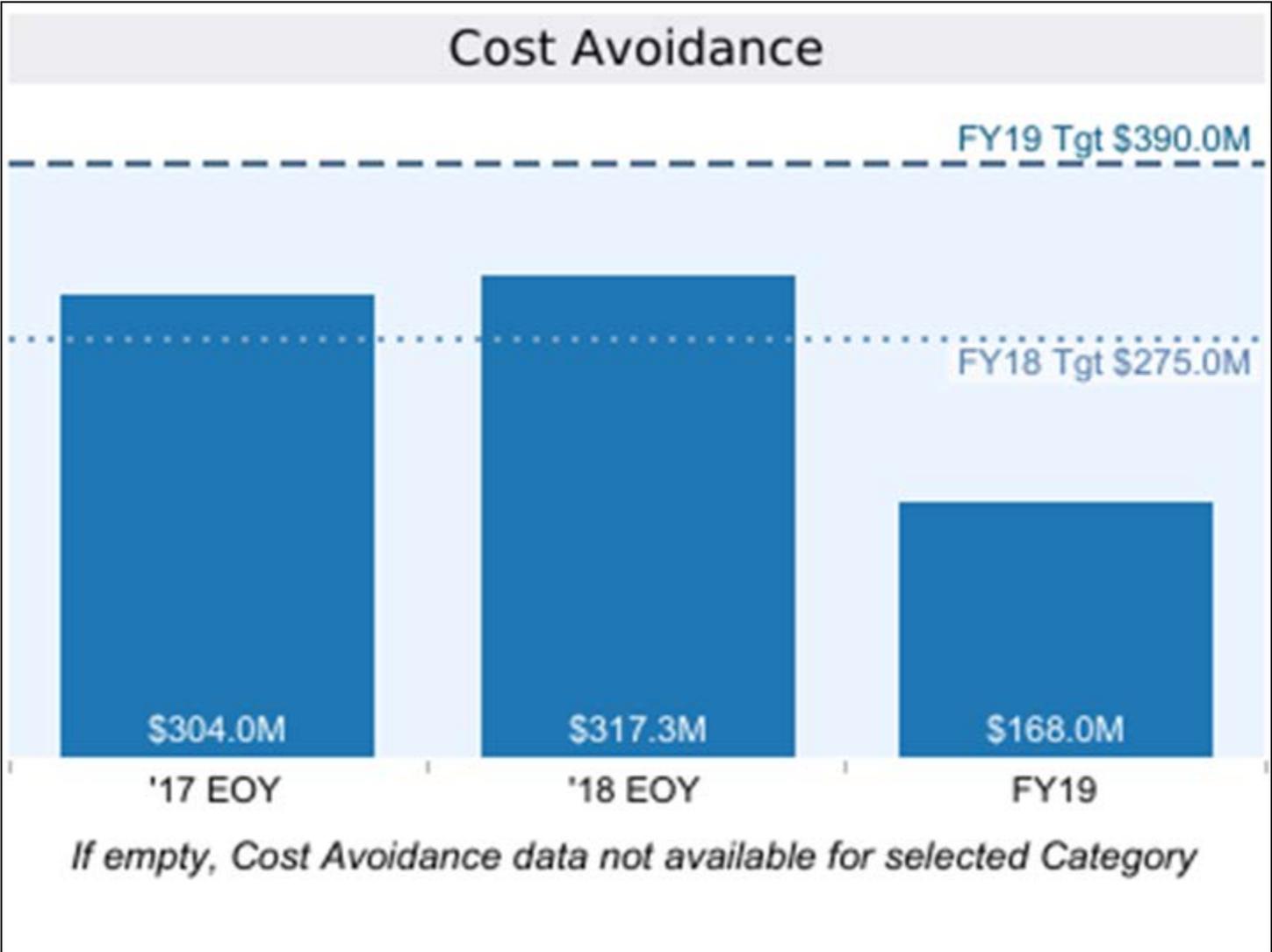
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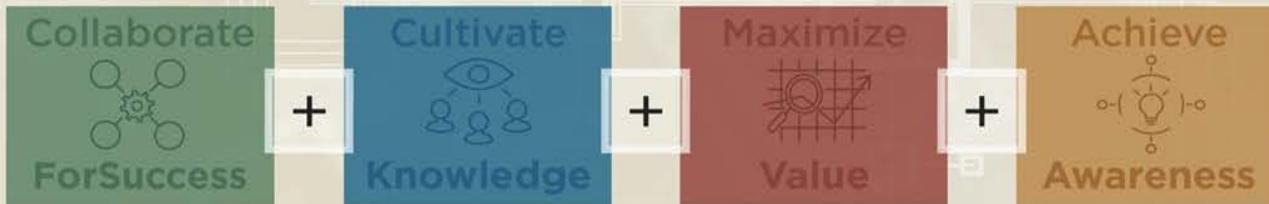


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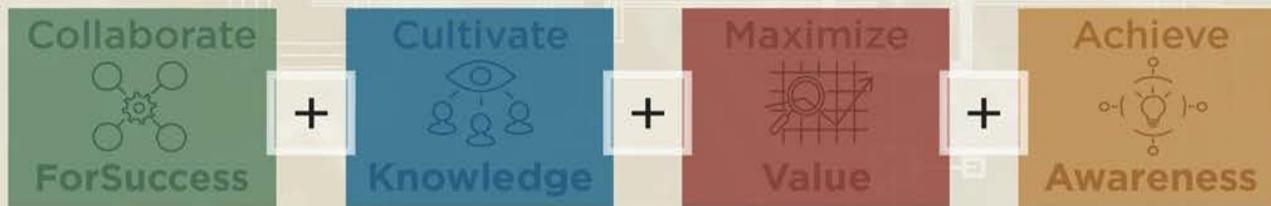
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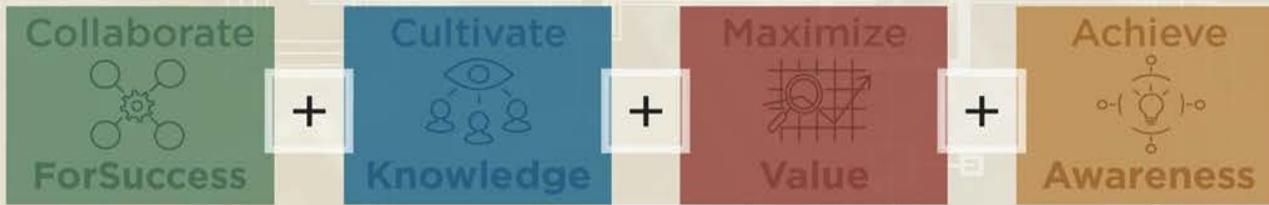
Category Management FY19 Initiatives

CM Goals	Key Initiatives
<p>Increase Spend Under Management</p>	<p>•Service Acquisition Workshops for Civilian Agencies</p>
<p>Reduce Contract Duplication</p>	<p>•Grow Supplier Relationship Management Program</p>
<p>Increase Small Business Usage</p>	<p>•Maintain and enhance digital tools (CALC, Steps to Performance Based Acquisition, Discovery)</p>
<p>Increase cost avoidance</p>	<p>•Increase Communications and Outreach to all Stakeholders</p>
	<p>•Grow Acquisition Gateway Professional Services Hallway Content</p>



Category Management FY20 Initiatives

- Directed engagement with Tier 0 spend agencies
- Supplier Success Strategies
 - Open up D2D to industry
 - Industry Exchange Forum
 - QASP/Capability Statement/MR improvement
- Market Research Consolidation (FAS' Wide Lead)
- Implement Services Acquisition Workshops as a Service
- Outreach: Training, Conferences, Webinars, Agency Engagement, Marketing



Questions?