Best in Class Contracts

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The Background: Category Management Purpose

- Identify core categories of products and services to analyze spend
- Cultivate shared expertise to build buying tools that help save time and money
- Develop purchasing strategies and promote best practices that lead to better informed spending
- Increase efficiency to improve purchasing outcomes and achieve savings across government
The Background: Category Management Principles

➢ Develop Common Requirements
➢ Reduce duplicate contracts
➢ Improve mission value & total cost of ownership
➢ Apply demand management practices
➢ Advance policy objectives
➢ Improve supplier relationship management
The New Administration Weighs In

OMB Memo M-17-22 “Comprehensive Plan for Reforming the Federal Government and Reducing the Federal Civilian Workforce”
The New Administration Weighs In (cont.)

Streamline mission-support functions (IT, acquisition, HR, etc)

➢ Agencies should consider leveraging:
  • Intra and inter-agency shared service centers
  • Lines of Business or Shared IT infrastructure
  • External services provides, **including those providers on best-class contracts as part of the category management effort**; and
  • Outsourcing to private sector when the total cost would be lower or insourcing where a contracting can be eliminated or scaled back
Leverage existing solutions for Common Requirements:

➢ Agencies “shall” use existing contract solutions such as:
  • Federal Supply Schedules;
  • Government-wide acquisition contracts;
  • Multi-agency contracts
  • Any other procurement instruments intended for use by multiple agencies, **including “Best in Class” (BIC).**
Strategic Plan & Key Performance Indicators

- Achieve Savings
- Reduce Contract Duplication
- Increase Acquisition Gateway Usage
- Increase Spend Under Management
- Increase Small Business Participation
- Increase Spend Under Management
Government Wide Managed Spend

CM Tools & Strategies

Demand

Spend Managed Using Best Practices

Best-in-Class Solutions
Vetted Multi-Agency Vehicles
Shared Services
Well-managed Agency-wide Vehicles
Justified Exceptions
Best In Class Designation Process

BIC is a designation for contracts that can be used by multiple agencies across the government and must meet five criteria defined by OMB:

1. Rigorous requirements definitions and planning processes
2. Appropriate Pricing Strategies
3. Data-driven demand management strategies
4. Category and performance management practices
5. Independently validated reviews
Best In Class Vetting Process

BIC solutions are evaluated according to OMB criteria

Subject Matter Expert (SME) Review
- Review vehicle in detail at Criteria/Sub-Criteria level
- Does vehicle meet criteria?
- Cross-Government SME Team for impartiality
- Outcome is Recommendation on BIC/Not BIC

Category Leadership Review
- Review of vehicle in detail at Criteria/Sub-Criteria level by category team
- Noting SME recommendations throughout...
- Outcome is Determination on BIC/Not BIC

OMB Updates CMLC
- OMB Updates the CMLC as solutions are identified as BIC
- Outcome is Notification to CMLC
Current Best in Class Contracts

- Building Maintenance & Operations
- US Army Corps of Engineers’ Facilities Reduction Program
- Human Capital and Training Solutions (HCATS)
- USA Learning
- Janitorial Sanitation (JAN/SAN)
- Maintenance Repair & Alterations (MRO)
- Office Supplies 3
- Identify Protection Services (IPS)
- SmartPay
- Domestic Delivery Services (DDS3) Next Gen
- FedRooms
- City Pair Program
- OASIS
- NASA SEWP
- NITAAC CIO-CS
- Schedule 70
- Army CHESS
Thank you

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