

Professional Services Forecasting Event 2020

July 21, 2020

Agenda

- EPA Professional Services Strategies and Opportunities Presentation
- Supplier Success Strategies Initiative
- Award Exploration Tool Live Demo
- Closing

FY 2021-2023 EPA Professional Services Strategy & Opportunities

July 21, 2020



Panelists & Presentation Topics

- **EPA Category Management Focus on Professional Services**
 - **Professional Services Spend Under Management and Category Management Tools**
Dawn Roman, OMB Liaison for EPA Category Management, Office of Acquisition Solutions (OAS)
 - **Category Management and Strategic Sourcing**
Jennifer Cranford, Chief, Category Management Branch, OAS
- **Agency Advocate for Competition**
 - *Tommie Madison, OAS*
- **Small Business Opportunity & Tools for EPA Category Management**
 - *David Allen, Small Business Analyst, Office of Small and Disadvantaged Business Utilization (OSDBU)*
 - *Tammy Thomas, Program Analyst, OSDBU*
- **FY 2021-2023 EPA Contract Opportunities targeted for Spend Under Management**
 - *Michelle Graf, Contracting Officer, IT Acquisition Division, OAS*
 - *Jessica White, Branch Chief, Professional Services Branch, Headquarters Acquisition Division, OAS*
 - *Jennifer Vollman, Senior Contracting Officer, Cincinnati Acquisition Division, OAS*



EPA Category Management Focus on Professional Services



EPA Professional Services SUM

- Of the \$1.6B EPA Annual Spend, EPA obligates approx. \$464M in Professional Services annually
 - Approx. \$104M (22.4%) is designated SUM against 318 contracts
 - Primary Professional Services SUM Sub-categories:
 1. Management & Advisory Services
 2. Research & Development
 3. Business Administration
 - Primarily rely on Professional Services Schedule (50% of all related spend); no awards against OASIS
- FY 2020 YTD Total Obligation for Professional Services is \$296.7M with \$63.7M (21.5%) designated SUM
 - EPA FY 2020 Professional Services SUM Goal: **\$100 million**
 - FY 2020 Total Professional Services SUM Opportunities tracked by EPA Category Management Plan: **\$160.2 million**
 - No. of SUM Contract Opportunities tracked by EPA Category Management Plan: **30**



Category Management Policy

EPAAG 8.0.100– Mandatory Requirements for Use of Common Contract Solutions

- Initially implemented as Strategic Sourcing mandate in February 2016; revised to include OMB-designated categories and BIC solutions in November 2017 and create a provision for Enterprise-wide Contracts in September 2019
- Mandates use of the following contract vehicles, in no order of priority, regardless of dollar value:
 - Federal and EPA Strategic Sourcing Initiatives
 - EPA Enterprise-wide Contracts:
 - *Enterprise-wide*– contracts which support an agency-wide need for goods and/or services
 - *Program-based*– contracts which support a need for goods and/or services within EPA Program/Regional office
 - *Location-based*– contracts which support a need for goods and/or services for a specific location, in its entirety
 - Best-in-Class solutions
 - All OMB-designated categories
- *Exceptions:*
 - Emergency operation, national security, and/or unusual and compelling urgency;
 - Remote location (which is not addressed by a Common Contract Solution);
 - Other sources required by statute or specified by regulation including the FAR;
 - Minimum order requirements of a Common Contract Solution are not met; or,
 - Using a different, but similar, product could result in adverse effects to the work being performed.
- Includes waiver process, which requires Category Management Branch Manager approval



Emphasis on Small Business Utilization within EPA SUM Initiative

- *Small business utilization emphasized in EPA Category Management policy*
 - First consideration for Small business/socio-economic firms, deemed capable of supporting EPA requirement and available on a SUM solution
 - EPA waiver process available when no such firms are found on a SUM Solution, but are available on local, decentralized contracts (considered Tier 0)
- *HubZone, Women-owned Small Business, and Service-Disabled Veteran-owned Small Business achievement is emphasized*
 - Developed an EPA SUM contract inventory for HubZ, WOSB, and SDVOSB firms
 - Analyzing sub-categories of EPA spend with highest concentration of these firms for potential exclusion from Category Management policy to ease efforts to support utilization
- *EPA exceeds annual SUM Small Business Achievement goal: **42.6% (FY19)***



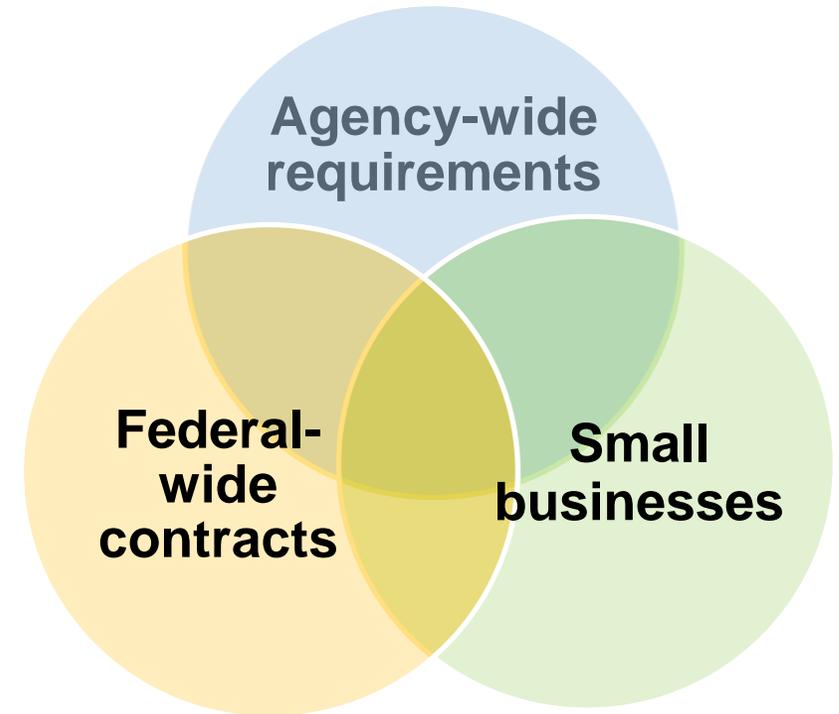
Trends in EPA Professional Services Acquisition

- **Omnibus Mission Support and Professional Contracts at the EPA Program/Regional-level**
 - **Office of Land & Emergency Management (OLEM) Mission Support Small Business (January 2020) and Full & Open Contracts (2021)**
 - Contract scope: Program-specific and Regulatory support services, communications and outreach, innovation, analytical, technical research, and meeting, conference and training.
 - Consolidates 12 contracts to 4 or 5 contracts
 - Small business set-aside supports three smallest OLEM program offices (OBLR, OUST and FFRRO)
 - Larger multiple-award supports three largest program offices (OSRTI, ORCR and OEM).
 - **National Emergency Services Assistance Teams (ESAT) contracts (October 2020)**
 - Anticipated value: \$85 Million
 - Contract scope: Professional laboratory support services
 - Consolidates 10 Regional contracts to one or a few contracts
- **Consolidated ordering through OASIS**
 - Developed an OASIS-Addressable Opportunity Tracker
 - EPA Ordering Guide for OASIS and Sample Use Cases



Category Management and Strategic Sourcing

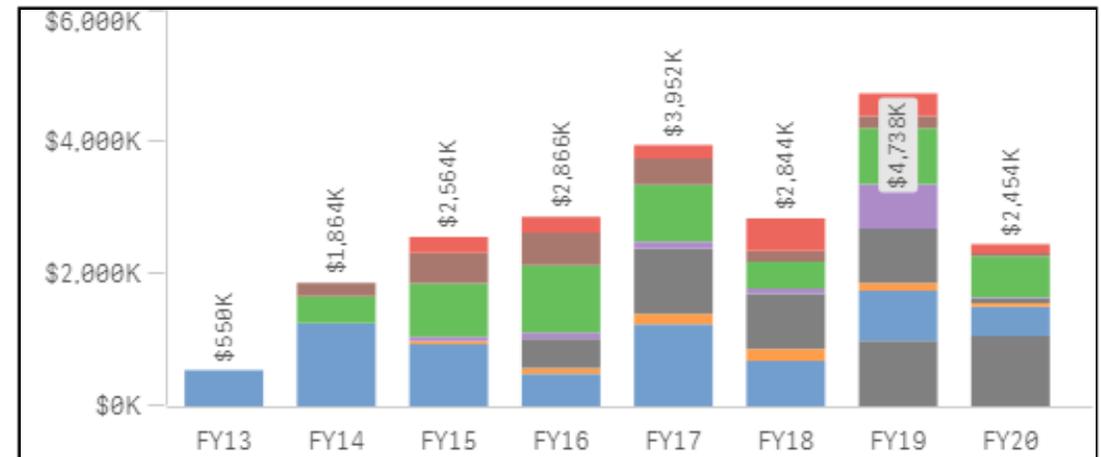
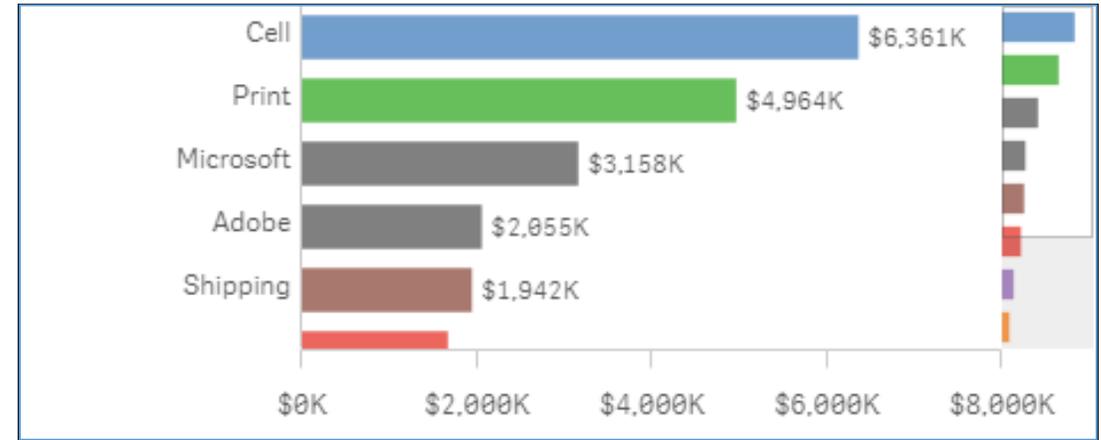
- EPA contract spend analysis and assessment
 - Commodities/services
 - Vendors
 - EPA offices/programs/regions
- Identify commodities/services for category management and strategic sourcing opportunities
- Provide Agency tools for increased EPA-wide efficiencies and savings
- Benefits include:
 - Increased efficiency
 - Increased savings
 - More reliable forecasting and transparency





EPA Strategic Sourcing Solutions

- Previous areas of focus
 - Cell services
 - Translation services
 - Lab supplies
 - IT hardware
- Current areas of focus
 - Agency-wide program management and scientific services
 - Software
 - Office of Air scientific and administrative services
- Potential future areas of focus
 - Training services
 - Software development services





EPA Category Management Tools for Industry

FedConnect.

public opportunities

This is a list of publicly posted opportunities. To view a particular opportunity, click the hyperlink under the title. For more details on using this page, click Help.

Search Criteria | Advanced Options

Agency: EPA Search

Title	Type	Agency	Issuing Office	Issue Date	Response Due Date	PSC / FSC	NAICS	Reference Number
Annual Inspection and Preventative Maintenance and	Solicitation	EPA - OAR NVFEL SACO	OAR NVFEL SACO	6/1/2020	06/16/2020 01:00 PM US/Eastern	J052	334519	68HE0M20Q0031
DG32 AutoDG Cartridges and Supplies	Solicitation	EPA - ORD/OARS/EMD	Billy Sahli (850-934-9267)	5/28/2020	06/08/2020 12:00 PM US/Eastern	6640	334516	68HE0B20Q0159
Notice of Intent to Sole Source	Special Notice	EPA - ORD/OARS/EMD	ORD/ORM/EMD/SAB	5/27/2020 4:11:54 PM	06/05/2020 04:30 PM US/Eastern	7030	334516	68HE0B20Q0158
University of California - Davis STEPS+ Research C	Solicitation	EPA - OAR NVFEL SACO	OAR NVFEL SACO	5/27/2020	06/30/2020 12:00 PM US/Eastern	B544	541715	68HE0M20Q0023
Enforcement Support Services VI Contract for U.S. EPA Region 4 and Region 5	Modification to Pre-solicitation Notice	EPA - R4	Region 4	5/26/2020 5:54:33 PM	07/02/2020 11:59 PM US/Eastern	F999	541620	68HE0420R0005
Global-N Series Temp/Humidity Chamber	Solicitation	EPA - ORD/OARS/EMD	ORD/ORM/EMD/SAB	5/26/2020	06/10/2020 11:59 PM US/Eastern	6640	333415	68HE0B20Q0127
RTP Facilities Operations and Maintenance	Solicitation	EPA - ITAD/HRFB/LFT	ITAD	5/22/2020	07/01/2020 04:00 PM US/Eastern	M1AZ	561210	68HERD20R0001

FedConnect: web portal that streamlines communications between EPA and current and potential contractors for all procurement actions, as of May 2014.

SAM.gov: centralized listing of all contracting opportunities with the federal government.



R--ORD/NERL/CED, Professional Services - Evaluation/Development in the CMAQ Model.

ACTIVE Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History
- What you think matters!

Notice ID
68HERC20Q0015

Related Notice

Department/Ind. Agency
ENVIRONMENTAL PROTECTION AGENCY

Sub-tier
ENVIRONMENTAL PROTECTION AGENCY

Office
CINCINNATI ACQUISITION DIV (CAD)

Classification
Original Set Aside:
Product Service Code: R - SUPPORT SVCS (PROF, ADMIN, MGMT)
NAICS Code: 541511 - Custom Computer Programming Services
Place of Performance:

Description
Under the authority granted in FAR 13.501, the US Environmental Protection Agency's National Exposure Research Laboratory (NERL) Computational Exposure Division (CED) intends to seek a quotation on a SOLE SOURCE BASIS from Dr. Hossein Foroutan Assistant Professor with the College of Engineering, Virginia Polytechnic Institute and State University (Virginia Tech). This notice satisfies the requirement at FAR 5.101(a)(1) for publicizing the proposed contract action. This requirement is for the evaluation and further development of the wind-blown dust model in the Community Multiscale Air Quality (CMAQ) Model. The National Exposure Research Laboratory (NERL) Computational Exposure Division (CED) routinely examines simulation results from the Community Multiscale Air Quality (CMAQ) model. It has come to our attention that, given particular meteorological conditions, the CMAQ model simulates excessive amount of airborne soil-derived dust. This deficiency needs to be addressed before the next scheduled



Agency Advocate for Competition (AAC)





Agency Advocate for Competition (AAC)

Responsibilities of EPA Advocate for Competition:

- Promoting Acquisition of Commercial Items, Full and Open Competition
- Advocacy and Collaboration
- Challenging Barriers to Competition

Additional Roles of the AAC:

- EPA Task and Delivery Order Ombudsman;
- EPA Protest Control Officer; and
- Point of Contact for EPA Program Offices, Regional Offices, and Industry for EPA's Acquisition Forecast Database.

The graphic features the EPA logo on the left, the text "U.S. ENVIRONMENTAL PROTECTION AGENCY" in the top right, and a photograph of a document titled "CONTRACT" with a pen resting on it. Below the header, the text "OFFICE OF ACQUISITION SOLUTIONS Agency Advocate for Competition" is displayed. Underneath, the word "SERVICES" is written in blue, followed by a bulleted list of services: "ADVOCACY", "COMMUNICATION", "COMPLIANCE ASSISTANCE", and "VENDOR ENGAGEMENT".

U.S. ENVIRONMENTAL PROTECTION AGENCY

OFFICE OF ACQUISITION SOLUTIONS
Agency Advocate for Competition

SERVICES

- **ADVOCACY**
- **COMMUNICATION**
- **COMPLIANCE ASSISTANCE**
- **VENDOR ENGAGEMENT**



Acquisition Forecast Database

- Provides information on potential acquisitions for the next 3 fiscal years
- Contains point-of-contact information for questions
- Real-time information for customers and stakeholders
- Searchable by office or region, dollar range, NAICS code, solicitation date, target award date, or procurement office
- <https://www.epa.gov/contracts>





Small Business Opportunities & Tools for EPA Category Management





EPA Small Business Spend

- EPA’s contract spend averages about \$1.6B annually
- About \$640.9M was awarded to small businesses in FY 2019
- Professional Services is one of the largest categories of spend-- supporting federal agencies in their acquisition and management of approximately \$70 billion in services annually
- Professional Services for EPA in FY19 Total obligation is \$447.1M with \$103.8M (22.4%) considered Spend Under Management (SUM).

*GSA Data 2 Decisions Tool FY19 (current as of 7/17/2020)

Professional Services SUM Distribution for Small Business Concerns		
TIER 0	TIER 2	BIC
Overall Eligible Dollars Obligated \$343.3M	Overall Eligible Dollars Obligated \$78.3M	Overall Eligible Dollars Obligated \$25.5M
% of Total Dollars – 26%	% of Total Dollars – 20%	% of Total Dollars – 5%
Small Business Contracts – 1,363	Small Business Contracts -- 221	Small Business Contracts – 23
% of Total Contracts 37%	% of Total Contracts 27%	% of Total Contracts 24%



FY 2021-23 Small Business Opportunities

Record Number	Method	Description
FY2017-23243	Small Business	Support for Air Quality Program including reporting and forecasting
FY2017-11937	Small Business	Supporting EPA's Office of Superfund Remediation and Technology Innovation
FY2017-11939	MAS or GWAC	Provide emergency response capabilities, environmental data management and site related technical support
FY2017-12129	Small Business	Philadelphia, Boothwyn, Linwood, Annapolis and Wheeling Building Leases
FY2017-11838	Small Business	To provide technical and regulatory support for the development of criteria for water media
FY2017-12001	Small Business	Provide technical support for the Assessment of Pesticide Regulatory Activities
FY2017-11732	Small Business	Technical Support for Drinking Water Standard Technical Support for Implementation of the Unregulated Contaminant Monitoring Rule
FY2017-23004	Small Business	Provide OPP with Technical Support for the Assessment of Pesticide Regulatory Activities

Currently 50 opportunities under NAICS Code 541620

Currently 16 opportunities under NAICS Code 541611



Top EPA Spend Categories

Top Categories	Top 10 Spend by NAICS*	OSDBU Specialist
Information Technology	<ul style="list-style-type: none"> 541512 - Computer Systems Design Services 541519 - Other Computer Related Services 	David Allen allen.david@epa.gov (202) 566-0913
Professional Services	<ul style="list-style-type: none"> 541620 - Environmental Consulting Services 541611 - Administrative Management and General Management Consulting Services 	Tammy Thomas thomas.tammy@epa.gov (202) 566-1209
Facilities & Construction	<ul style="list-style-type: none"> 562910 - Remediation Services** 237990 - Other Heavy and Civil Engineering Construction 541330 - Engineering Services 561210 - Facilities Support Services 	Venus Weaver weaver.venus@epa.gov (202) 566-1209
Research & Development	<ul style="list-style-type: none"> 541990- All Other Professional, Scientific and Technical Services 541380- Testing Laboratories 	Venus Weaver weaver.venus@epa.gov (202) 566-1209



Resources & Tools



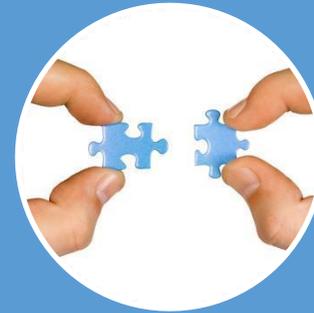
[OSDBU Website](#)



[GSA Website](#)



[beta.sam.gov](#)



[Fed Connect](#)



[Forecast Database](#)





Subcontracting Opportunities





Upcoming Events

DATE	LOCATION	EVENTS	CONTACT INFORMATION
July 23	Washington, DC	National Small Business Federal Contracting Summer Summit	www.uswcc.org
September 8-11	Virtual	2020 Annual Small Business Environmental Assistance Program Training (SEAP) Event	Paula Hoaq Hoaq.paula@epa.gov
September 8-11	Virtual	National HUBZone Conference Summit	www.hubzonecouncil.org
September 16-20	Washington, DC	Congressional Black Caucus Foundation Annual Legislative Shelia Jackson Lee's Outreach Event	www.cbcfinc.org
October 14	Washington, DC	U.S. Women Chamber of Commerce National Small Business Federal Contracting FALL Summit Outreach Event	www.uswcc.org



FY 2021-2023 EPA SUM Contract Opportunities

**Information shared here is pre-decisional; should not be used to prepare a proposal as the outlined acquisition strategy has not been finalized.*



Information Technology Acquisition Division (ITAD) Opportunities

Office Management: Agency Print Services



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Information Technology Acquisition Division (ITAD) Opportunities

Custom Computer Programming Services

Scope of Work: Custom programming	Anticipated Value: \$200 Million	Current Expiration: May 2023 Recompete: About one year prior to expiration	Tentative New MAS Schedule: Custom Computer Programming Category
Anticipated Contract Type: Single Award BPA	Anticipated Competition: Small Business Set-Aside	Offices Supported: Office of Information Technology Operations	

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Information Technology Acquisition Division (ITAD) Opportunities

Professional Services-Management Advisory Services

Scope of Work: Records Management Services	Anticipated Value: \$250 Million	Current Expiration: 2/14/2022; Recompete: About one year prior to expiration	Tentative New MAS Schedule: Professional Services Management Advisory Services
Anticipated Contract Type: Single Award BPA	Anticipated Competition: Small Business Set-Aside	Offices Supported: Office of Chemical Safety and Pollution Protection	

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Headquarters Acquisition Division (HQAD) Opportunities

OECA Mission Support: Technical & Program Management Services for OECA's Office of Compliance (OC)

Description: Systems development, technical, analytical, and enforcement support to the U.S. Environmental Protection Agency's (EPA) Office of Compliance, as well as other enforcement and compliance stakeholders in Headquarters, Field, and Regional Offices.

Scope of Work: The Contractor will be required to perform work in the following task areas: Task Area I – Trainings and Other Events; Task Area II – Data Management; Task Area III – Targeting and Data Analysis; Task Area IV – Compliance Monitoring Support; Task Area V – Compliance Assurance; Task Area VI – Outreach; and Task Area VII – Planning, Measurement, Program Management and Analysis Support. Call Orders will be issued under the resulting BPA.

Anticipated Value: \$11.5 Million Ceiling	Current Expiration: 10/2/2022	Tentative New MAS Schedule: Professional Services - Environmental Services: Category 541620 for Environmental Consulting Services
Offices Supported: OECA/OC	Recompete: Initiated by 10/2021	
Anticipated Contract Type: Single-Award BPA. Fixed Price/T&M Call Orders will be issued under the resulting BPA.	Anticipated Competition: Unrestricted, Full and Open Competition	



Headquarters Acquisition Division (HQAD) Opportunities

Graphics and Media (G&M) Support for ORD

Description: Preparation of graphical products needed to support and enhance operations, presentations, and publications using the appropriate software and hardware tools; Creating and printing posters for conferences

Scope of Work: The Contractor will be required to perform work in the following task areas: Contract Administration (Meeting and Reporting); and Graphics and Media Support (Graphical Design; Printing and Publication; Multimedia Authoring, Editing, & Production; Video and Photography Production; and Technical Writing, Editing, and Documentation). Call Orders will be issued under the resulting BPA.



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Headquarters Acquisition Division (HQAD) Opportunities

Video Content Captioning and 508 Compliance Services for OA's Office of Public Affairs (OPA), Office of Multimedia (OM)

Description: Live event captioning, post-production captioning, rapid turnaround captioning, live webinar captioning and multilingual services

Scope of Work: The Contractor will be required to perform work in the following task areas: Live Broadcast; Post-Production Video Content; Webinars; Multilingual Services. Call Orders will be issued under the resulting BPA.



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Headquarters Acquisition Division (HQAD) Opportunities

Technical Support for Peer Review and Risk Assessment Guidelines for ORD

Description: Scientific/technical peer review of documents and materials, peer review meeting support, scientific and/or technical document development, scientific and/or technical literature searches, development of Risk Assessment Guideline training materials

Scope of Work: The Contractor will be required to perform work in the following task areas: Peer Review Activities; Workshop and Meeting Support; Document and Issue Paper Preparation; Literature Searches; and Risk Assessment Guidelines Training Support. Task Orders will be competitively issued under the resulting BPA's.

Anticipated Value: \$5 Million Ceiling per BPA	Current Expiration: 6/30/2022 Recompete: Initiated by 6/2021	Tentative New MAS Schedule: Professional Services - Technical and Engineering Services (non-IT): Category 541715 for Engineering Research and Development and Strategic Planning OR OASIS Professional Services: Scientific and Engineering Services
Offices Supported: ORD		
Anticipated Contract Type: Multiple-Award BPA. Fixed Price/T&M Call Orders will be issued under the resulting BPA's.	Anticipated Competition: Unrestricted, Full and Open Competition	



Cincinnati Acquisition Division (CAD) Opportunities

Office of the Chief Financial Officer (OCFO): Federal Employee Relocation Center (FERC) Relocation Services

Description: Comprehensive Home Sale Program and Property Management: The Permanent Change of Station (PCS) relocation process involves transferring federal agency employees from his/her current duty station or home of record to a new duty station. The transferee (employee) process typically involves either the sale of the employee's current residence or property management at origin, and the purchase of the employee's new home at destination.

Scope of Work: The Contractor shall provide home sale program and property management. Specifically, relocation services consists of home sale assistance, appraised value sale, marketing assistance, amended value sale, buyer value sales, special property handling, destination services, property management services, mortgage counseling and related services as allowed under the SIN.



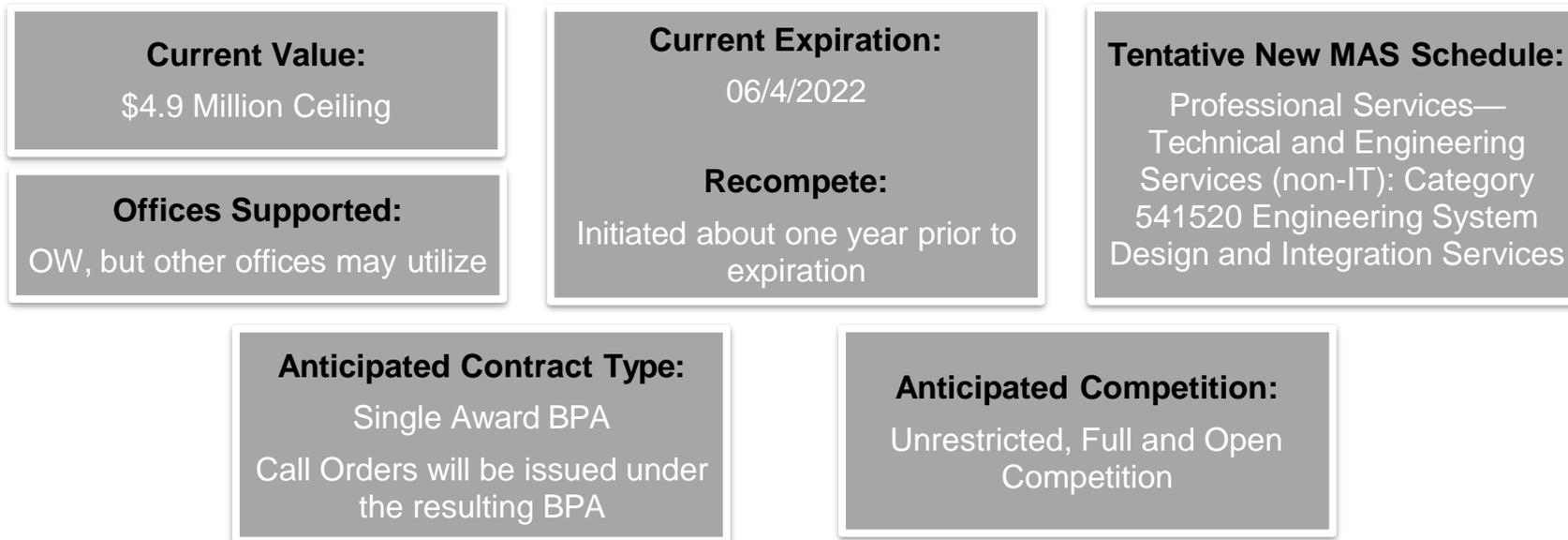


Cincinnati Acquisition Division (CAD) Opportunities

Office of Water (OW): Water Infrastructure Finance and Innovation Act (WIFIA) Engineering Services

Description: To provide technical and engineering aspects of underwriting, structuring, negotiating, and, if appropriate, closing a loan with the WIFIA Program.

Scope of Work: The Contractor shall provide independent verification as to whether the engineering, technical, construction/deployment, and operation aspects of the projects under consideration for WIFIA loans are viable and achievable, including with respect to the objectives and requirements of the WIFIA statute and rule.



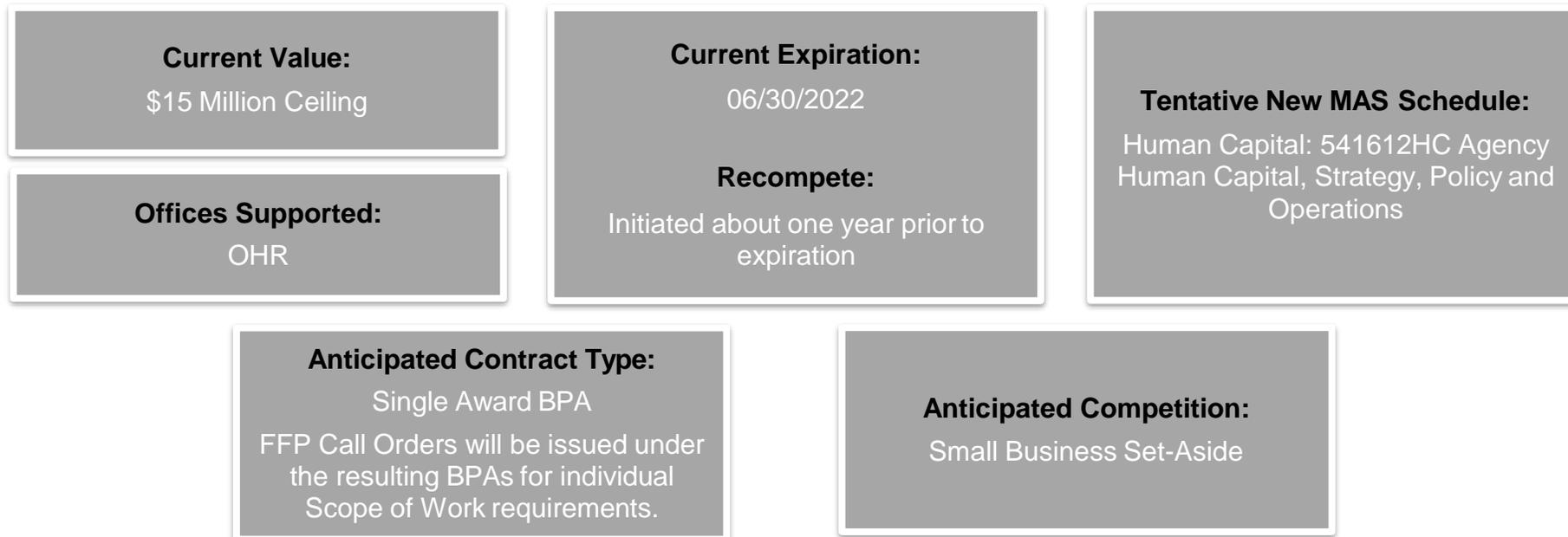


Cincinnati Acquisition Division (CAD) Opportunities

Office of Human Resources (OHR): Human Resources Support Services

Description: The US Environmental Protection Agency's (EPA) Human Resources Shared Service Centers (HRSSC) plan, organize, and coordinate a comprehensive human resource management program.

Scope of Work: Specific Functions for Human Resources Support Services: Recruitment and Staffing; Classification and Compensation Support; Employee Benefits; and Transaction Processing.



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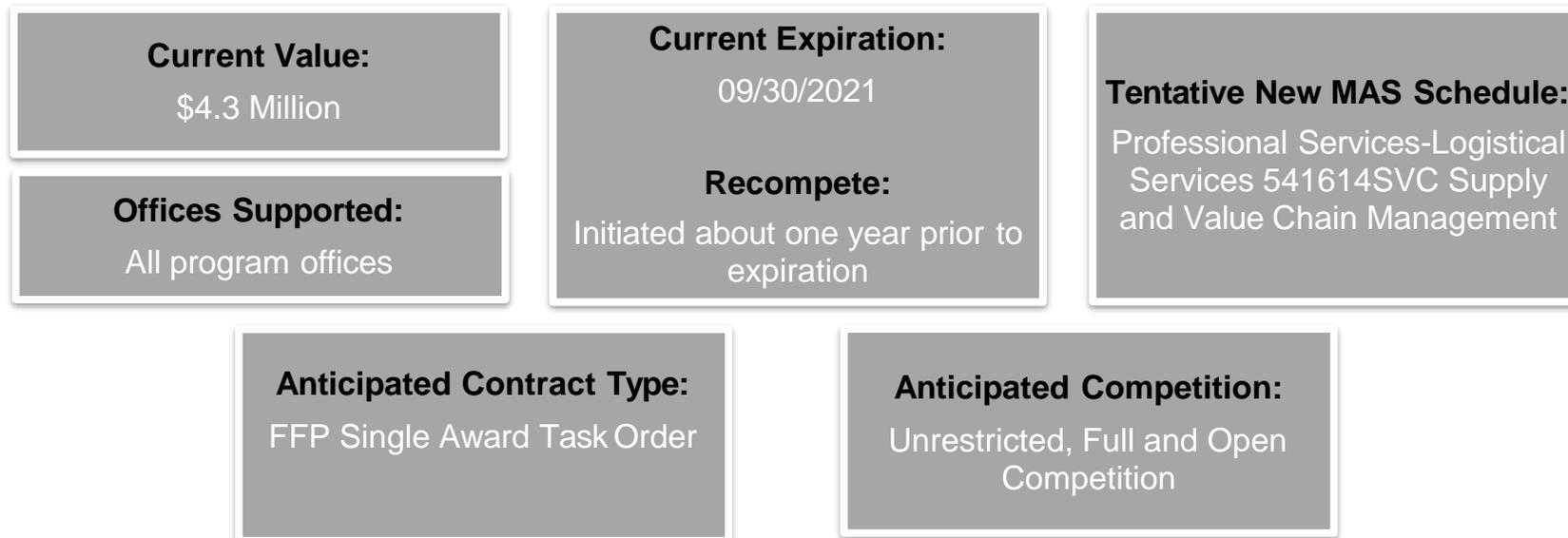


Cincinnati Acquisition Division (CAD) Opportunities

Office of Mission Support (OMS): National Service Center for Environmental Publications (NSCEP) Support

Description: NSCEP's central mission is to assemble, preserve and provide free public access to a universal collection of the Agency's publications. NSCEP has accountability and responsibility for the delivery of information products to internal and external customers, both nationally and internationally, and maintains documents in 24 languages. EPA client program offices each have unique missions, publications, and service requirements under the NSCEP task order and are independent in how they choose to manage them under the NSCEP contract.

Scope of Work: The Contractor shall provide support services to manage and perform day to day operations of a centralized publications repository and the conversion of printed publications into canned digital images of the original pages.



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Cincinnati Acquisition Division (CAD) Opportunities

Office of Mission Support (OMS): Court Reporting

Description: Court Reporting and Stenography Services, including all required equipment, in Washington D.C metropolitan area and nationally.

Scope of Work: The Contractor shall record sound or by stenographic means the hearing of cases. Each hearing will be scheduled promptly at the time specified in the call orders. On certain occasions, translation services will be required in Mandarin and Vietnamese. The court reporter shall provide a back method of recording for the scheduled hearing.

Current Value: \$105K Ceiling	Current Expiration: 10/12/2020	Tentative New MAS Schedule: Human Capital Temporary Help Services: 561320SBSA Temporary Staffing Small Business Set-aside
Offices Supported: OMS	Recompete: Upcoming	
Anticipated Contract Type: Single Award BPA Call Orders will be issued under the resulting BPAs for each case.	Anticipated Competition: Small Business Set-Aside	

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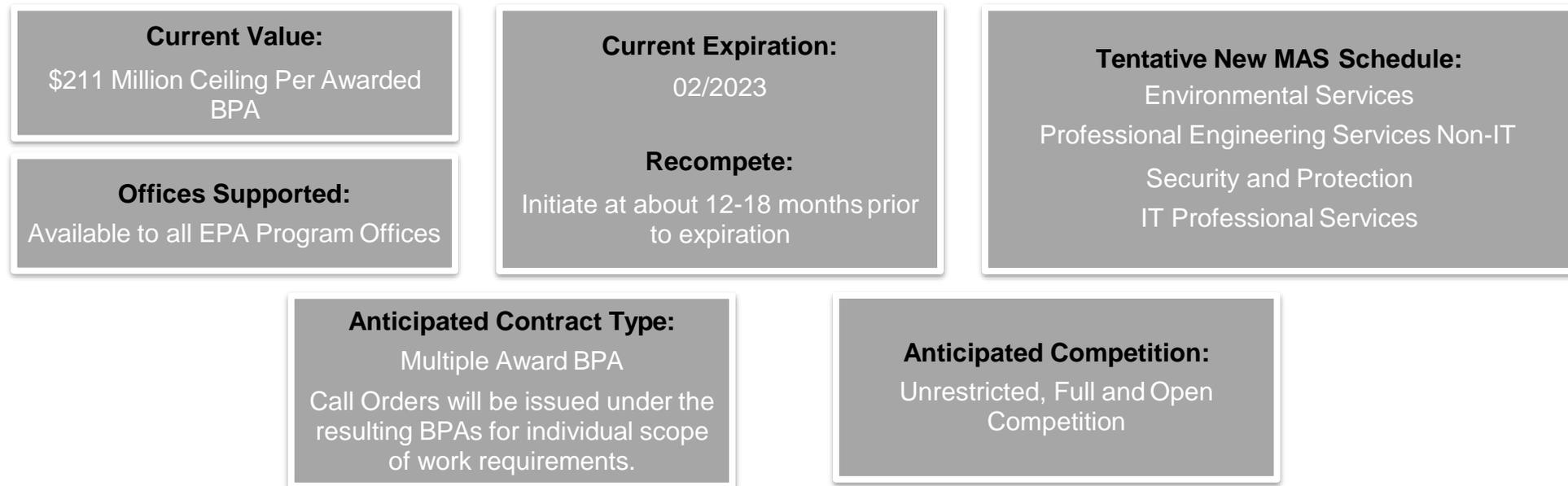
Cincinnati Acquisition Division (CAD) Opportunities

Office of Mission Support (OMS): Comprehensive Infrastructure Support Services (CISS)

Description: The purpose of this BPA is to obtain real property asset management services which include activities that provide support in collecting and documenting performance data and auditing and evaluating the safety, health, environmental, security and sustainability management programs supporting the EPA facilities and field activities to assure compliance with all applicable federal, state, and local laws and regulations, agency policies, management system standards and recognized professional practices.

Scope of Work: Contractors shall provide for four major task areas: **Task 1: Facilities Management; Task 2: Safety, Health and Environmental Management; Task 3: Security Management; Task 4: General Support**

Under each task are general objectives, relating to the overarching task areas.





Panelist Contact Information

EPA Spend Under Management:

[Dawn Roman](#)

OMB Liaison, Category Management Office of Acquisition Solutions
(202) 564-4672

EPA Category Management/Strategic Sourcing:

[Jennifer Cranford](#)

Chief, Category Management Branch
Office of Acquisition Solutions
(202) 564-0798

Agency Advocate for Competition:

[Tommie Madison](#)

Office of Acquisition Solutions
(202) 564-2556

Small Business Opportunities:

[David Allen](#)

Small Business Analyst
Office of Small and Disadvantaged Business Utilization
(202) 566-0913

[Tammy Thomas](#)

Program Analyst
Office of Small and Disadvantaged Business Utilization
(202) 566-1209

To discuss EPA contract opportunities:

Please follow the point of contact information listed on the specific opportunity record in the

[EPA Acquisition Forecast Database.](#)

Supplier Success Strategies Initiative

July 21, 2020

Supplier Success Strategies Initiative

What is the Supplier Success Strategies Initiative?

The **same tools and dashboards** used by the federal acquisition workforce to perform market research for professional services and assess category management performance can help suppliers build a stronger business pipeline by understanding agency category management goals, performance and how those agencies perceive the industrial base.

Tools and Dashboards

Tools/Dashboards	Impact
CALC and Discovery	Means to increase supplier visibility
Small Business Dashboard and the Schedule Sales Query	Insight into federal market trends and performance
Dashboards: Contract Inventory Exploration Tool, Vendor Managed Spend Report, Awards Exploration Tool (AET)	Insight into how category management is incorporated into agency procurement

Resources

- [Category Management dashboards](#)
 - [Recorded Category Management dashboard presentation](#) (all except AET)
- [CALC & Discovery](#)
- [The Schedule Sales Query](#)
- [SSS overview slide deck](#)
- [SSS one-page explainer for the PSC](#)
- [SSS checklist](#)

How Industry Partners can use the AET

- Explore contract data and tier ratings on existing contracts
- Identify opportunities for aligned government-wide (Tier 2 and Best In Class) solutions
- Identify expiring contracts by agency for future opportunities
- Explore the market space and public data on awards to other vendors

Awards Exploration Tool

Awards Exploration Tool Live Demo

Closing

- Professional Services Forecasting Event 2020 Survey

- Contact Information

Bounce Quarry

*Supplier Relationship Management Specialist for the
Professional Services Category*

bounce.quarry@gsa.gov

(253) 931-7552