



U.S. General Services Administration

Federal Acquisition Service

Federal Strategic Sourcing Initiative (FSSI)

**Janitorial and Sanitation Supplies (JanSan)
Maintenance, Repair, and Operations Supplies (MRO)**

Industry Day

January 30, 2013



JanSan – Divided into 13 sub-categories

<i>Sub-Category</i>	<i>Examples</i>
Absorbent Materials	Paper Towels, Towels, etc.
Aerosol Fresheners/Air Sanitizers/Filters	Air Fresheners, Filters, etc.
Bags	Trash Bags, Liners, etc.
Cleaning Compounds	Bleach, Household Cleaners, etc.
Equipment Parts	Hoses, Broom Handles, Mop Heads, etc.
JanSan Fixtures	Sinks, Faucets, Showers, Toilets, etc.
Safety Products	Latex Gloves, Aprons, First Aid Kits, etc.
Motorized Cleaning Equipment	Shop Vacs, Vacuums, Floor Buffers, etc.
Non-motorized Cleaning Equipment	Mops, Brooms, Buckets, Trash Cans, etc.
Kitchen, Laundry, Personal Sanitation Products	Toilet Paper, Soap, Disinfectants, etc.
Office Cleaners	Keyboard Dusters, Whiteboard Cleaners, etc.
Outdoors JanSan	Deicer, Salt, Outdoor Brooms, etc.
Surface Protection Supplies	Polishes, Waxes, etc.

- JanSan is also a fairly complex category
- We will develop a market basket, which will further help define the category

MRO – Divided into 12 sub-categories

<i>Sub-Category</i>	<i>Examples</i>
Power Tools	Power drills, metal cutting tools, machining centers, etc.
Power Sources & Lighting	Power generators, lamps, light bulbs,
Hand Tools	Wrenches, screwdrivers, cutting tools, etc.
Electrical Equipment & Components	Wire, cables, transistors, actuators, etc.
Safety Protection & Aid	Face and head protection, respiratory protection, etc.
Heating & Cooling	Heating equipment, ducts, controls, etc.
Material Handling Machinery & Equipment	Lifting equipment, conveyors, ropes, chains, etc.
Containers/Storage & Packing Supplies	Packing tools, industrial paper, crates, etc.
Pumps & Motors	Electric motors, pumps, compressors, etc.
Paints, Adhesives, & Sealant Components	Paints, primers, solvents, glues, etc.
Pipes, Valves & Fittings	Hoses, seals, filters, tubes, etc.
Hardware	Nuts and bolts, nails, components, forgings, etc.

- MRO is a complex category, which includes several different types of products
- We will develop a market basket, which will further help define the category

Discussion topic: addressing data collection and reporting

Data collection and analysis is an important component of any strategic sourcing initiative. Understanding how products are purchased is key to ensure that future solutions will represent win-win for both the government and the vendor community.

- Requesting POS/Level III data
- Reporting sales and savings data
- Standardizing part numbers
- Moving spend from retail to FSSI

Discussion topic: Identifying cost drivers

Government practices can result in higher business costs for vendors, which are then reflected in higher prices. Understanding and correcting inefficiencies can deliver win-win solutions

➤ What purchasing habits add to your cost?

- Special marking/packaging requirements
- HAZMAT requirements
- Other...

➤ What other factors affect prices?

- Minimum order? Standard volume thresholds?
- Delivery times? Smaller pools of items/larger pools of items?
Weight?
- Over-purchasing?

Discussion topic: Facilitating ease of use for customers

An important goal for these FSSIs is to build a tool that is convenient and easy to use

- Benefits or drawbacks to a limited set of approved items
- Offering entire product catalog
- Item refreshes
- Establishing best practices
- Requisition based buying

Discussion topic: Allowing service providers to participate

How would embedded service contractors have the ability to buy from you?

- Potential for overlapping with other purchase agreements
- Cost drivers
- Impact on business
- Complexity of contractor buying
- Other things to consider?

Discussion topic: fulfilling our government-wide statutory goals

An important goal for our FSSI solutions is to baseline current participation of various constituencies and improve participation

- Maximize small business opportunities
 - % of spend flowing to small business
 - Right number of vendors
 - Ideal mix of socio economic indicators
 - Specific segments that lend themselves better than others
- AbilityOne relationships
- Recommendations for partnering with government

Discussion topic: Ensuring dynamic participation of vendors

How could the government give opportunity to vendors that have initially been unsuccessful the opportunity to re-engage

- Opportunities for re-engagement at regular intervals
- Introducing new items
- Update product offerings to reflect latest items in the market place
- Interval pricing updates among vendors