



U.S. General Services Administration

# Federal Acquisition Service

## **OASIS**

**One Acquisition Solution for Integrated Services**

Office of General Supplies and Services



# Agenda

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- Highlights of the OASIS Business Case
- OASIS and Strategic Sourcing
- How Strategic Sourcing of Services is Different Than Our Other Efforts Like Jan/San, RMO, OS2, etc



# Highlights of the OASIS Business Case

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- Extent of Government spending on Professional Services
  - FY2010: \$79.7 Billion
  - FY2011: \$77.8 Billion
- Complexity of Requirements
  - Integration of multiple disciplines
  - Cost reimbursement contracting
  - Ancillary Support (ODCs)



# Highlights (continued)

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- No Government Wide Contract for Professional Services to Support all Contract Types
- Lack of Data Available Regarding Spending
- Proliferation of Duplicative Contract Vehicles



# Highlights (continued)

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- OASIS is intended to fill an identified gap in Government-wide contract coverage
  - There is currently NO Government-wide contract for these types of requirements
- Research indicates that these are NOT bundled requirements, but rather, requirements that are being acquired through repetitive full and open procurements
  - Inefficient and Wasteful
  - Resource Intensive and Expensive
  - Does not maximize SB opportunities



# OASIS and Strategic Sourcing

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- Strategic Sourcing Is not the same as a leveraged buy. Goals are:
  - Reduction in Cost per Unit
  - Change in Consumption
  - Improved Operating Efficiency
  - Improved Socio-Economic Performance



# What problems are we trying to solve

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### ➤ In OS2

- Not leveraging our market
- Spending too much time/money to buy
- Not buying green
- Not maximizing socio-economic goals
- Buying at too many price points

### ➤ In Print Management

- Buying too many devices
- Gold Plating Requirements
- Over reliance on color
- Printing too much



# Professional Services – Problems are we trying to solve

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- Limited Visibility – lack of granular information
- Knowledge gaps leaves government on uneven playing field
- Non differential of requirements
- Market Research not providing key insights
- Acquisition strategies with limited transparency
- Contract types which do not evolve with requirements
- Lack of collaboration



# OASIS concepts on services issues

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- Data requirements, baselining labor categories to establish an inventory of services and common vocabulary
- Sharing knowledge through commodity team approach
- Transparency through enhanced dashboards
- Encourages hybrid task orders
- Supplier Relationship management with key suppliers
- Modeled after best of our GWACs
- Workforce training on services acquisitions