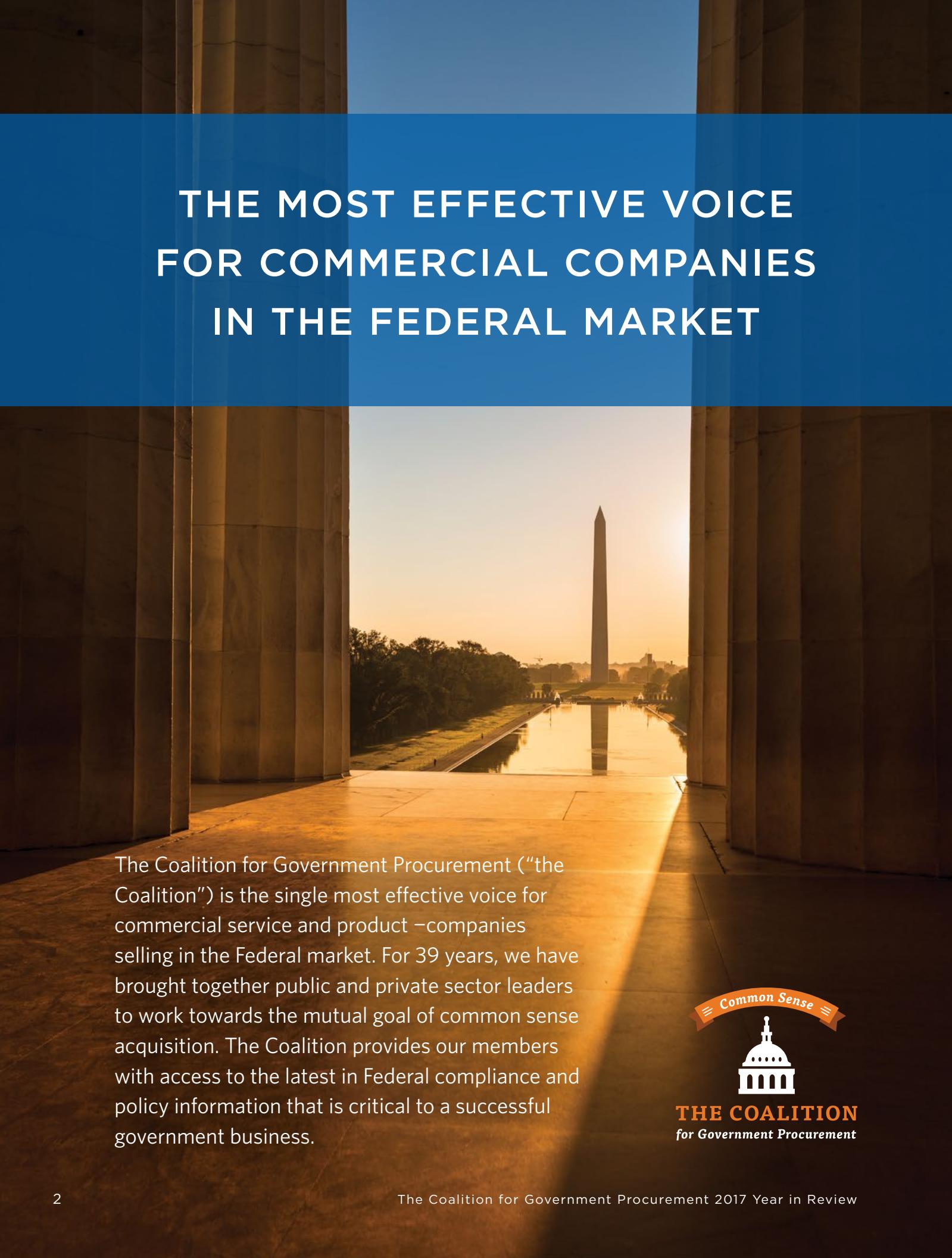




YEAR IN REVIEW



# THE MOST EFFECTIVE VOICE FOR COMMERCIAL COMPANIES IN THE FEDERAL MARKET

The Coalition for Government Procurement ("the Coalition") is the single most effective voice for commercial service and product –companies selling in the Federal market. For 39 years, we have brought together public and private sector leaders to work towards the mutual goal of common sense acquisition. The Coalition provides our members with access to the latest in Federal compliance and policy information that is critical to a successful government business.



## OUR MISSION

*The Coalition is a non-profit association of commercial contractors advocating for "common sense in government procurement."*

## OUR VISION

*Our vision is an efficient and effective Federal acquisition system that delivers best value to agency customers and the American taxpayer.*

## WHAT WE DO

The Coalition is proud to serve our members by:

- Advocating for common sense in government procurement
- Informing member companies about the Federal market, and
- Involving members in a dialogue with Federal acquisition leaders

## ABOUT OUR MEMBERS

- Member companies represent greater than \$145 billion in prime contract obligations
- 89% of Alliant Unrestricted sales
- 87% of OASIS Unrestricted sales
- 83% of CIO-SP3 sales
- 81% of Encore II sales
- 7 of the 10 largest government contractors by Federal sales are Coalition members
- 7 of the 10 largest Schedule contractors by sales are Coalition members
- More than 20% of Coalition members are small businesses
- The largest contractors on 12 GSA Schedules (36, 51V, 65 II A, 65 VIII, 66 III, 70, 71, 73, 75, 76, 738X and the Professional Services Schedule) are Coalition members



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## LETTER FROM THE PRESIDENT

Dear Members,

Thank for your support in 2017! In a year of continuing change, the transition to a new Administration provided an opportunity for a renewed focus on government-wide procurement policy, commercial item contracting, and interagency contracting. During this time, the Coalition has engaged with new stakeholders across the procurement community regarding, among other things, commercial best practices, reducing unnecessary contract duplication, streamlining the procurement process, competition, innovation/modernization, e-commerce, and government reorganization.

Coalition meetings, conferences, and training provided members with the timely and actionable information and insights into key procurement programs, initiatives, and potential reforms. A special thanks to all the acquisition professionals from across government, including Congress, OMB, DHS, DPAP, DHA, GSA, FAS, the VHA, the VA SAC and NAC, the Navy, the Army Corps of Engineers, the Section 809 Panel, and DoD, who spoke to members about their programs, policies and priorities.

2017 also marked what could be one of the most consequential changes in federal procurement in a generation. The e-commerce portal provision of the NDAA has the potential to fundamentally alter federal procurement of commercial products. Throughout the year, the Coalition served as a thought leader on this issue, providing the experience and thoughtful analysis needed to facilitate dialog among all stakeholders and achieve a prudent, balanced result. Rest assured, the Coalition will continue to play a leading role as a resource to OMB and GSA as they begin implementation of this provision.

The Coalition also has continued to promote the much-needed dialogue on the VA healthcare procurement system. Our public comments and feedback to the VA and testimony before the House Committee on Veterans Affairs regarding the MSPV program provided a strong industry voice encouraging streamlined, commercial best practices to support veterans' healthcare.

Consistent with our efforts to increase the efficiency and effectiveness of federal acquisition, the Coalition engaged several times with the Section 809 Panel, providing 29 specific recommendations to streamline acquisition regulations both at DoD and government-wide. A special thanks goes to all the members who contributed to both these important efforts.

As you know, through your generous support, the Coalition has established a scholarship at The George Washington University for deserving veterans studying federal procurement. This year marked a critical milestone for this effort: the naming of the first scholarship recipient, Tom Rotsch, who served four deployments in Afghanistan and Iraq with the Army Reserve.

These highlights bear witness to a fundamental truth: the Coalition could not exist and succeed without the engagement, leadership, and commitment of you, our dedicated members. In this regard, I would like to acknowledge our Committee and Subcommittee Chairs, Board of Advisors, and Board of Directors. Your leadership and contributions to our collective efforts to promote common sense, commercial best practices across government is greatly appreciated!

In addition, I would be remiss in not recognizing the tremendous efforts of the Coalition staff. Their dedication to excellence is the envy of their peers in Washington.

We hope you enjoy our annual "Year in Review." Looking forward, I make this commitment: in 2018, the Coalition will continue to provide the information, insights, substantive analysis, and thought leadership to support your efforts to compete and offer best value products, services, and solutions to government customers.

Thank you once more for your strong support and participation!

Sincerely,

A handwritten signature in black ink, appearing to read "Roger Waldron".

Roger Waldron  
President



***"There is no more thoughtful, credible, and reliable source of cross-cutting acquisition law and policy expertise in the market. As the government modernizes to face new challenges, the Coalition stands as a voice of reason, providing substantive advice based on the institutional memory and well-researched vision needed to safeguard our national interests."***

***Tom Sisti, SAP***

# ADVOCACY

## Advocating for Common Sense in Government Procurement

The Coalition for Government Procurement's annual priorities are driven by the collective interests of our members. The overall objective is to advance our mission, "common sense in government procurement." In 2017, we focused on the following priorities:

1. Transitioning to the Trump Administration
2. Putting "Commercial" Back into Commercial Item Contracting
3. Streamlining the Procurement Process
4. Reducing Unnecessary Regulatory Burdens
5. Decreasing Contract Duplication
6. GSA's Role
7. Transactional Data
8. Transparency and Access to Information

### Transition to the Trump Administration

During the first half of 2017, the Coalition focused on briefing the Trump Administration on the current state of the Federal procurement system and opportunities to improve the delivery of services and products to the government. We first provided the incoming Administration with the following series of Transition papers that covered acquisition matters critical to members:

1. Commercial Item Contracting
2. Regulatory Reform
3. VA Procurement
4. Government-wide Acquisition Contracts (GWACs)
5. Category Management
6. GSA's Role

Further, in March of 2017, President Trump issued an Executive Order (EO) directing the Office of Management and Budget (OMB) to submit a comprehensive plan to reorganize the Federal Government. Each Federal agency was tasked with putting together reorganization plans in response. As part of the effort, the Coalition established two working groups to make recommendations to GSA and VA about how those agencies could reorganize to improve procurement processes and operations. The working groups submitted Reorganization white papers to both agencies with specific recommendations concerning shared services, the roles and responsibilities of internal organizations, streamlining unnecessary regulations, and reforming the role of the Inspector General. The VA Reorganization Working Group had a number of meetings with Greg Giddens, former Principal Executive Director for the Office of Acquisition, Logistics and Construction, who was leading the modernization and reorganization efforts at the VA. At the end of 2017, the VA had begun reorganizing its acquisition functions at VA headquarters. The Coalition continues to communicate with both GSA and the VA on streamlining opportunities in the spirit of the Reorganization EO.

### Putting "Commercial" Back into Commercial Item Contracting

Coalition member companies offer some of the most innovative technologies, products, services, and solutions available in the commercial market. As an association, the Coalition advocates for putting "commercial" back in commercial item contracting so that the Federal government can benefit from the efficiencies, innovation, and competitive pricing commercially available.

In 2017, there was a renewed focus on reviewing current acquisition policies, requirements, and procedures to identify opportunities to enhance the Federal buying process. In response, the Coalition has continued to call for the identification and elimination of policies, requirements, and procedures that are inconsistent with commercial practice. To that end, the Coalition submitted public comments and shared specific recommendations with the government related to limiting the burden of the Price Reductions Clause, a regulation that does not exist in the commercial market, by lowering the maximum order threshold for the Schedules.

In 2018, the Coalition looks forward to the final Order Level Materials Rule, which will be a crucial step in streamlining the Schedules for government and industry, as well as a potential change to GSA's commercial supplier agreement deviation, especially an update to the "order of precedence" language of the commercial item clause.

### **Streamlining the Procurement Process**

Simplifying procedures in the Federal acquisition process yields cost saving efficiencies for both government and industry, as well as faster availability of products and services for customer agencies. The Coalition supports streamlining procurement processes government-wide. Members have especially been interested in more streamlined and consistent procedures within the GSA Schedules program.

The Coalition provided recommendations to streamline procurement processes in transition papers and reorganization comments to GSA and the VA. Examples for areas of reform included: Federal Supply Schedules pricing policies (e.g., elimination of the price reductions clause), the role of the VA Inspector General in VA contracting, and improving IT systems.

In 2017, there were also several legislative proposals regarding the use of commercial online platforms to streamline and improve the Federal procurement process. Recognizing that these changes would represent the most consequential procurement policy change in a generation, during the past year, the Coalition has

continued to call for a more thorough examination and review of these proposals by stakeholders across the Federal procurement community. The Coalition also provided in-depth information on the legislative proposals to members through webinars, analysis of the potential impact on various industries, and, at the request of Senate staffers, prepared specific recommendations for a potential e-commerce pilot.

A positive development at the end of 2017 was the adoption of proposed language in Section 846 of the FY2018 National Defense Authorization Act (NDAA) that placed greater emphasis on competition, data rights and the appropriate compliance requirements through a three-year pilot. In 2018, the Coalition will have a member working group to provide recommendations to GSA about the government's e-commerce platform strategy for the purchase of commercial items.

### **Reducing Unnecessary Regulatory Burdens**

To achieve efficiencies in Federal procurement, the government must reduce the unnecessary regulations involved that complicate the process for government and industry.

At the Coalition's Spring Conference in May 2017, the Panel Chair of the Advisory Panel on Streamlining and Codifying Acquisition Regulations (Section 809 Panel), Deidre Lee, requested that the Coalition develop and submit twenty-five, "line-in, line-out" changes to procurement regulations and policies that could improve the Federal acquisition process by eliminating unnecessary and burdensome requirements that add costs, delay purchases, and hamper agency mission achievement. Over a two-year period, the Section 809 Panel is responsible for developing and presenting specific recommendations to Congress regarding changes in regulations that would streamline and improve the defense acquisition process.

In September 2017, the Coalition submitted twenty-nine "line-in, line-out" changes to the Section 809 Panel. These recommendations cover specific areas for reform, including, but not limited to, strengthening the business



case requirements for certain agency-specific contracts that duplicate existing contracts, implementation of Order Level Materials under the Schedules program, and improvements to LPTA source selection processes.

Additionally, this year, the Coalition submitted numerous public comments and shared specific recommendations with the government related to the Notice MV-2017-01, Evaluation of Existing Acquisition Regulations, the reorganization and modernization efforts underway at GSA and the VA, and DoD's FedMall marketplace.

The Coalition supports the underlying mission and vision of the Section 809 Panel, as well as similar government efforts that seek to make Federal procurement less burdensome through the reduction of regulatory and policy requirements that cause the greatest burdens for contractors.

### **Reducing Contract Duplication**

The number of duplicative contracts for the same products and services across the Federal government is a major concern. Duplicative contracts increase bid, proposal, and contract administration costs for both government and industry; costs that could be avoided through greater use of interagency contracts. Government-wide multiple award contracts, such as Government-wide Acquisition Contracts (GWACs) and GSA

MAS contracts, provide a streamlined competitive ordering process that save time and money in the bid proposal context.

In 2017, the Federal government took several actions to reduce contract duplication. In April, the Director of the Office of Management and Budget (OMB) released Memorandum M-17-21, which established a preference for existing government contracts, including GWACs and the Schedules to reduce the growth in contracts. In addition, OMB released Memorandum M-17-26 in June, which established a pilot program that is focused on reforming the business case process for interagency and agency-specific acquisitions. This pilot seeks to reduce contract duplication by first mandating the use of existing vehicles, and, when such use is not possible, mandating the use of any new vehicle agency-wide.

In September, Coalition President, Roger Waldron, presented a statement to the Section 809 Panel, detailing the purpose of Multiple Award Indefinite Delivery, Indefinite Quantity (MAIDIQ) contracts, which provided specific data supporting the cost savings that are achievable through the prioritization of existing contracts. The Coalition will track GWACs and MACs in 2018 and promote agency use of existing contracts.

# MEMBER ACTIVITIES

**Coalition events and committee meetings provide members with business intelligence and opportunities to engage directly with Federal leaders on procurement policies and programs. Our Members on the Value of Membership**

The Coalition for Government Procurement (CGP) is the only industry association that I have been engaged in that keeps a continual focus on procurement and the related policy. Our membership has provided invaluable access to decision makers and facilitated unequaled collaboration with those leaders in government. CGP is the single most effective voice for commercial service and product companies selling in the federal market and provides immeasurable return on the investment of membership. I have been able, through my engagement with CGP, to have a voice that is heard. Our organization receives a view of federal wide initiatives through CGP and then the opportunity to inform those initiatives.

**- Mike Pullen, CGI Federal**

Engage the Experts! The Coalition for Government Procurement has an enviable record of bringing together public and private sector procurement leaders working toward a mutual goal of common sense acquisition. Member companies are a virtual who's who of industry providing support to the government and the Coalition represents its members like no other organization. They command the respect of government and industry and their comments are sought by those that want thoughtful, thorough and insightful input. With a focus on the issues that impact member companies most, they capture many of the thoughts and ideas that might otherwise be lost. A review of this "Year in Review" document is indicative of scope of their work. Membership and participation with the Coalition represents a best value.

**- Ted Buford, CACI**

*There is no more thoughtful, credible, and reliable source of cross-cutting acquisition law and policy expertise in the market. As the government modernizes to face new challenges, the Coalition stands as a voice of reason, providing substantive advice based on the institutional memory and well-researched vision needed to safeguard our national interests.*

**- Tom Sisti, SAP**

*As the Director of Government Contracts we diligently monitor Government Procurement and policy and legislation daily. My key watch outs are for policies and regulations that may have operational impacts or may increase the burden of conducting daily Government business and procurement. As a member of the Coalition for Government Procurement ("CGP") we have benefited from various resources. What comes to mind specifically is the opportunity to access key stakeholders in Government which gives us real time perspectives on the ever-changing landscape for Government procurement.*

*I find the Friday Flash beneficial as it targets key agencies that includes GSA, VA, DoD, OFPP, and GAO for proposed rules and regulatory updates overall. We often contribute and collaborate with the CGP on commentary for legislative proposed rules.*

*Additionally, as a member, we participate in CGP meetings allowing us to gain perspective from industry colleagues, peers and others to shape and influence the future of contracting with the Government. In my opinion, The Coalition works towards building a more efficient contracting environment for both the industry and the Government.*

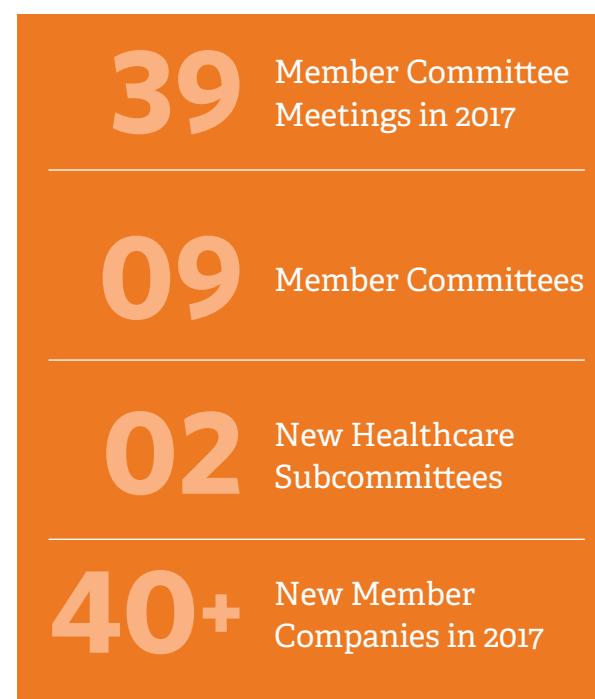
**- Colleen Menges, Johnson & Johnson Health Care Systems, Inc.**

*I can't say enough good things about the GSA Schedule Contracting for In-House Counsel training or Jason Workmaster. He does a wonderful job explaining the talking point using real scenarios as examples, engaging the audience, and answering any and all questions. This was the best federal training that I've attended. I would highly recommend the GSA Schedule Contracting or In-House Counsel training.*

**- Kristen McKenna, Konica Minolta Business Solutions U.S.A., Inc.**

## MEMBER COMMITTEES

Coalition members work together through the committees to stay up to date on the latest developments for their particular industry and provide feedback to the government.



### FURNITURE COMMITTEE

*Chairs: Marian Morley, Allsteel; Peter Dallessandro, Allseating; and Tim Barrios, Herman Miller*

Addresses the acquisition of furniture in the Federal market through the GSA Schedules Program, DoD, and agency Blanket Purchase Agreements.

### GENERAL/OFFICE PRODUCTS COMMITTEE

*Chairs: Bill Murray, Office Depot, and Dan Zogran, Grainger*

Focuses on issues related to the acquisition of a broad scope of products and services – such as hardware, office supplies, and solutions related to buildings and security.

### GREEN COMMITTEE

*Chairs: George Foley, 3M, and Jim Fraser, ManTech*

Promotes corporate environmental best practices with Federal customers, monitors the development of green compliance requirements, and provides access to green products and services at a best value.

### GWAC, MAC, & ENTERPRISE CONTRACTING COMMITTEE

*Chairs: Mike Pullen, CGI Federal; Tom Sisti, SAP and Mike McHugh, GDIT*

Focuses on program, policy, and contractual issues impacting GWACs, MACs, and enterprise procurements representing over \$250 billion in annual purchases by the Federal Government.

### HEALTHCARE COMMITTEE

*Chairs: Donna Yesner, Morgan Lewis and Deborah Walter, Takeda*

Focuses on policy and program issues related to the VA Federal Supply Schedules, the VA Strategic Acquisition Center (SAC) Medical/Surgical Prime Vendor Program, TRICARE, and other programs.

### IMAGING EQUIPMENT COMMITTEE

*Chair: Dave Goins, Xerox*

Focuses on issues unique to the Federal market for imaging manufacturers and resellers related to security, product certification, contract management, GSA Schedules, leasing, and the environment.

### IT COMMITTEE

*Chair: Julia Conti, CGI Federal*

Focuses on compliance, regulatory, and program issues related to the GSA Schedules for members that offer IT hardware, software, and related products and services to the Federal Government.

### MEDICAL/SURGICAL SUBCOMMITTEE

*Chairs: William Deeb, Karl Storz; Leonard Nall, Terumo; Mark Osterman, Medtronic and Paul Smith, Johnson & Johnson Health Care Systems Inc.*

Focuses on specific healthcare policy and program issues, including, but not limited to, the MSPV-NG program, implant procurements and timely payment, the Rule of Two, and the contracting order of priority at the VA.

### PHARMACEUTICAL SUBCOMMITTEE

*Chairs: J'Aime Conrod, UCB; James Kim, McDermott Will & Emery and Donna Yesner, Morgan Lewis*

Focuses on specific healthcare policy and program issues, including, but not limited to, the resale of drugs purchased under the FSS, TRICARE rebates for 340B purchases, and enhancing transparency related to the VA Formulary.

### PRICING, REGULATORY COMPLIANCE & OVERSIGHT (PRCO) COMMITTEE

*Chairs: Jeff Clayton, Baker Tilly, and Jason Workmaster, Covington & Burling LLP*

Focuses on pricing, regulatory compliance, audits, and oversight related to government contracts. Supports contractor ethics and compliance groups, such as In-House Counsel and Accounting.

### SERVICES COMMITTEE

*Chair: Joe Pastel, Leidos*

Provides a forum for professional consulting and other services members to engage with industry and Government acquisition leaders on GSA Schedules compliance, regulatory, and program related issues.

### SMALL BUSINESS COMMITTEE

*Chairs: Jim Connal, Red River, and Joe Hornyak, Red River (formerly with Holland & Knight)*

Focuses on small business-related acquisition rules, regulations, and programs, as well as Federal contracting opportunities for small businesses.



## SPOTLIGHT: HEALTHCARE SUBCOMMITTEES LAUNCHED FOR PHARMACEUTICALS AND MEDICAL/SURGICAL PRODUCTS

To better serve our members in the Healthcare industry, the Coalition established two subcommittees in 2017—the Pharmaceutical Subcommittee and the Medical/Surgical Subcommittee. Through these two new subcommittees, Coalition members have been able to collaborate and focus even more on the complex issues and Federal programs that are critical to offering innovative healthcare products and services to our nation's veterans and warfighters. We appreciate the industry members who have volunteered their time to serve as co-chairs of these subcommittees, share their expertise, and lead these groups in their first year. The ultimate objective of both subcommittees is to ensure the delivery of high quality and innovative healthcare to our veterans and warfighters at a best value to taxpayers.

### Medical/Surgical Subcommittee

The Medical/Surgical Subcommittee focuses on acquisition policy and contracting programs that support the delivery of medical and surgical supplies to the Federal government. In 2017, this subcommittee primarily concentrated on developments related to the VA Medical/Surgical Prime Vendor- Next Generation (MSPV-NG) and the acquisition strategy for MSPV 2.0. It also advocated for a more streamlined procurement process for prosthetics purchases and payment.

#### Co-chairs:

- **Bill Deeb**, KARL STORZ Endoscopy-America, Inc.
- **Leonard Nall**, Terumo Interventional Systems
- **Mark Osterman**, Medtronic
- **Paul Smith**, Johnson & Johnson Health Care Systems Inc



### Pharmaceutical Subcommittee

The Pharmaceutical Subcommittee was established in 2017 to address acquisition related issues for Pharmaceutical companies in the Federal market. The Pharmaceutical Subcommittee has focused on and engaged with VA Pharmacy Benefits Management (PBM) Services, TRICARE, and the Department of Health and Human Service's 340B program. It also advocates for streamlining the VA Federal Supply Schedules program.

#### Co-chairs:

- **J'Aime Conrod**, Head of Specialty Markets, UCB
- **James Kim**, Partner, McDermott Will & Emery
- **Donna Yesner**, Senior Counsel, Morgan & Lewis

## ANNUAL CONFERENCES AND EVENTS

Member annual conferences and events offer opportunities to hear from and engage with acquisition leaders in the government and with industry colleagues. Here are just a few of the highlights:

### 2017 Spring Training Conference

#### *The First 112 Days: The FAR, e-Commerce, and New Acquisition Priorities*

The theme of the Spring Conference this year was the state of Federal procurement, the budget and e-Commerce within the first few months of the Trump Administration. Just some of the topics covered were:

1. FY 2017 Budget Realities and FY 2018 Opportunities
2. Upcoming Acquisition Reform: A View from the Hill
3. Acquisition Streamlining and the Future of E-Commerce
4. Déjà vu: The Rogers in a Year of Transition

The conference also provided members an opportunity to hear from government acquisition leaders in our extremely popular small group breakout sessions. Federal agencies represented at the conference included:



## 2017 Fall Training Conference

### **Market MRI: Modernization, Reorganization & Innovation (MRI)- The Procurement Prognosis for Government and Industry**

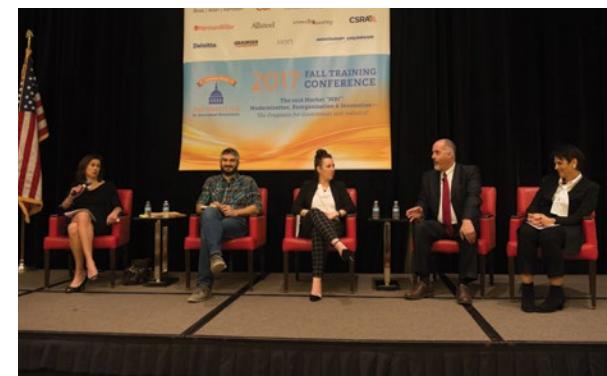
The focus of the 2017 Fall Training Conference on November 16 was an update on the key themes of the current Administration, such as initiatives to reorganize and modernize Federal agencies. The agenda included a robust group of speakers who provided their thoughts and recommendations on the following topics during the panel sessions:

1. e-Commerce, MRI, and the Future of Procurement
2. GSA Modernization Reorganization & Innovation (MRI)
3. If I Knew Then, What I Know Now

There were over 20 government and industry speakers on the conference agenda including:

- **Mary Davie** - FAS Deputy Commissioner, GSA
- **Shay Assad**, Acting Director, Defense Procurement and Acquisition Policy (DPAP), DoD

The breakout sessions continue to be regarded as one of the main highlights of our training conferences, and the fall was no exception as we held 75-minute small group discussions with representatives from the following agencies:



## Honoring Excellence in Partnership

The Excellence in Partnership (EIP) Awards were developed 18 years ago to promote government and industry partnership and to honor individuals and organizations in the acquisition community that have made significant contributions to the procurement system, while providing best value to the taxpayer.

In 2017 there were two new EIP Award categories—the Acquisition Streamlining Award and American Innovation Award. The EIP Awardees were recognized during the *Dinner and Dialogue with FAS Leadership* awards celebration on November 15. It was an honor to have GSA Chief of Staff and Acting General Counsel, Jack St. John, and FAS Commissioner, Alan Thomas, speak during the event and congratulate the following 2017 EIP Awardees:

### **Lifetime Acquisition Excellence Award**

- Mary Davie, Deputy Commissioner, Federal



Acquisition Service, General Services Administration

- Mike Pullen, Vice President, Strategic Operations, CGI Federal
- Gregory Giddens, Principal Executive Director, Office of Acquisition, Logistics, and Construction, Department of Veterans Affairs
- Delia Adams, Director, VHA Service Area Office West, Department of Veterans Affairs

### **Acquisition Streamlining Award**

- Bobby McCane, Chief Procurement Officer, Federal Emergency Management Agency, Department of Homeland Security
- Jay Carr, Executive Director, US Army Contracting Command, Rock Island

### **American Innovation Award**

- Richard Blake, Deputy Assistant Commissioner, Office of Systems Management, Federal Acqui-



- sition Service, General Services Administration
- Jeanette Little, Military Health Innovation Center, Lab Lead, US Army Telemedicine Advanced Technology Research Center
  - Medical Modeling & Simulation Innovation Center, US Army Telemedicine Advanced Technology Research Center

#### **Best Veteran Hiring Award**

- General Dynamics Information Technology
- Ricoh USA, Inc.
- VHA Office of Procurement & Logistics, Department of Veterans Affairs

#### **Congratulations to our 1st CGP Endowed Scholarship Fund Recipient**

During the 2017 Excellence in Partnership Awards celebration, it was also a pleasure to recognize Tom Roltsch, as our first recipient of our Coalition for Government Procurement Endowed Scholarship Fund.



The scholarship supports a qualified veteran pursuing a master's or law degree in government procurement at The George Washington University. Tom Roltsch is currently pursuing a Master's of Science in GW's Government Contracts Program. Having served 15 years in the U.S. Army Reserve, along with four deployments to Iraq and Afghanistan, Roltsch enrolled in the Master of Science in Government Contracts to transition to a new career and prepare for leadership responsibilities in the acquisition field. He currently is an engineer (contractor) at the Customs and Border Patrol Office of Acquisition and the Transportation Safety Administration (TSA) Office of Acquisition, where he manages the development, production, and fielding phases of complex projects.

The Coalition is grateful to our members for their generous support of the endowed scholarship fund that supports qualified veterans, like Tom Roltsch, who are enrolled in The George Washington University and are pursuing a graduate level degree with a concentration in U.S. government procurement.



## **SPOTLIGHT: THE ASSISTED ACQUISITIONS FORUM**

In April 2017, the Coalition hosted its first ever Assisted Acquisitions Forum – *Bringing Best Value to Government Customers*, which brought together Government and industry for a constructive dialogue about best practices and future opportunities with assisted acquisitions. The forum featured speakers from GSA's Office of Assisted Acquisitions, FEDSIM, DoD, and DHS.

There was a robust agenda of speakers who provided updates on key issues, such as:

1. What is AAS and How Does it Work?
2. The Work of AAS FEDSIM
3. Industry Perspectives of AAS
4. Acquisition Streamlining
5. AAS Pipeline

Presenting these topics were notable speakers such as:

- **Danny Toler**, Deputy Assistant Secretary for Cybersecurity and Communications, DHS
- **Tom Howder**, Assistant Commissioner for Assisted Acquisition Services, GSA
- **Chris Hamm**, FEDSIM Director, GSA
- **Peter Burr**, FEDSIM Deputy Director, GSA
- **Rob Coen**, FEDSIM Strategy Director, GSA
- **Jim Piche**, FEDSIM Sector Director, GSA

- **Kristen Knapper**, FEDSIM Sector Director, GSA
- **Mike Donaldson**, FEDSIM Sector Director, GSA
- **Ken Evans**, FEDSIM Sector Director, GSA
- **Mark Aucello**, Director, AAS Client Support Center, GSA
- **Jennifer Clarke**, Director, AAS Client Support Center, GSA
- **Jannine Wilkinson**, FAS National Account Manager, GSA
- **Lakita Ayers**, Acting Director AAS Client Support Center, GSA
- **Derrick Early**, Deputy Regional Commissioner, GSA
- **Casey Kelley**, Acting Director of IT Services, GSA
- **Lt. Col. Matt McLaughlin**, CENTCOM
- **Steven Shirley**, DoD Cyber Crime Center

## TRAINING

The Coalition offers a broad series of trainings, events, and forums to educate and inform members on current topics and trends in government procurement and the Federal market. In 2017, training focused on the Presidential Transition, MAS contract compliance, Service Contract Act, Assisted Acquisition, Medical/Surgical Prime Vendors (MSPV), the National Defense Authorization Act (NDAA), subcontracting plans as a result of the Small Business Subcontracting Improvements final rule, Selling Professional Services on the Schedules and beyond, and DoD's Cyber Contract Requirements.

Here are just some of the organizations that participated in our training in 2017:



### In-person Training

- Presidential Transition Forum Featuring Former Congressman Tom Davis
- Assisted Acquisition Forum
- Third Annual Healthcare Forum
- MAS Basic Training: The Nuts & Bolts
- GSA and VA Schedule Contracting for In-House Counsel
- Spring Training Conference - The First 112 Days
- Winning Business for Federal Contract Project Managers with Lohfeld Consulting
- Winning GWACs, IDIQs and Task Orders for Federal Contractors with Lohfeld Consulting
- Medical/Surgical Prime Vendor Forum
- Fall Training Conference - The 2018 Market "MRI": Modernization, Reorganization & Innovation - The Prognosis for Government and Industry!
- Service Contract Act Training

### Webinar Series

- Presidential Transition
- National Defense Authorization Act (NDAA) Section 801 Commercial Online Marketplaces
- What Contractors Need to Know about New Subcontracting Plan Requirements
- Selling Professional Services: the GSA Schedules Program
- Selling Professional Services: Beyond the Schedules
- GSA Trade Agreements Act Compliance
- Protecting "Covered Defense Information" - How to Respond to DoD's Cyber Contract Requirements

## SPOTLIGHT: THE HEALTHCARE FORUM

The Coalition hosts member forums that highlight opportunities and evolving requirements in specific Federal markets. One example is the Healthcare Forum that focused on contract programs that support veterans and the military through the Department of Veterans Affairs (VA) and the Defense Health Agency (DHA).

A May 2017 event titled, *Third Annual Healthcare Forum: Healthcare Priorities in the Trump Administration*, addressed government purchasing of pharmaceuticals and medical and surgical equipment. There was a robust agenda of speakers who provided updates on key issues, such as:

1. The Role of the VA IG in Healthcare Procurement
2. Program Update from DHA Acquisitions
3. VA Updates on the MSPV Program
4. Perspectives on the Health IT Market
5. Program Update from DLA Troop Support

Presenting these topics were notable speakers such as:

- **The Honorable Jim Moran**, Former Congressman for Virginia's 8th Congressional District; Senior Legislative Adviser for McDermott, Will, & Emery
- **The Honorable Jeff Miller**, Former Congressman for Florida's 1st Congressional District; Senior Legislative Adviser for McDermott, Will, & Emery
- **The Honorable Dr. James Peake**, Former Secretary for Veterans Affairs; Vice President, CGI Federal
- **Michael Missal**, Inspector General, Department of Veterans Affairs
- **Greg Giddens**, Principal Executive Director, Office of Acquisition, Logistics, and Contracting, VA
- **Dr. Barclay Butler**, Component Acquisition Executive, DHA
- **Rick Lemmon**, Acting Chief Procurement and Logistics Officer, VA

The Coalition was especially pleased to have Michael Missal, VA Inspector General, speak to the membership about The Role of the IG in Healthcare Procurement. This was the first time for the Coalition to hear from Inspector General Missal on his priorities and perspective on recent findings by the Office of the IG.

The 2017 Healthcare Forum was very well received by the membership in healthcare and IT industries. We will continue to host Healthcare Forums and an additional Medical/Surgical Prime Vendor Forum in 2018 for our healthcare members.





*"Engage the Experts! The Coalition for Government Procurement has an enviable record of bringing together public and private sector procurement leaders working toward a mutual goal of common sense acquisition... They command the respect of government and industry and their comments are sought by those who want thoughtful, thorough and insightful input. Membership and participation with the Coalition represents a best value."*

**—Ted Buford, CACI**

# PROCUREMENT POLICY

The Coalition for Government Procurement is recognized across the acquisition community as a thought leader in Federal procurement policy. Federal agencies and Congress look to the Coalition for input and recommendations on current and future acquisition programs.

## THOUGHT LEADERSHIP

The Coalition is sought after for its expertise in acquisition policy at the Federal level. We advocate for a more efficient and cost-effective procurement system for all stakeholders involved—Federal agencies, contractors and the American taxpayer.

### RECOMMENDATIONS DURING THE TRANSITION

The transition to a new Administration created an opportunity for direct engagement with key Federal decision-makers. In early 2017, the Coalition developed a series of papers for the transition team at GSA and the VA with recommendations covering regulatory reform, maximizing commercial item contracting, increasing transparency, transactional data, and VA contracting. Member working groups were also established to make reorganization and modernization recommendations to the VA and GSA in alignment with Executive Order 13781 on Reorganizing the Executive Branch.

### REGULATORY COMMENTS & LETTERS

In January 2017, the President signed an Executive Order to Reduce Regulations and Regulatory Costs that put a regulatory cap in place for Federal agencies. As a result, there have been fewer procurement regulations released this year. The following is a list of the topics the Coalition provided public comments on in 2017:

- Defense acquisition reform
- Federal IT modernization
- Free Trade Agreements and Government Procurement
- Set-asides Under Multiple Award Contracts
- Government-industry Communications
- 340B Drug Pricing Program

In addition, the Coalition regularly addresses member concerns related to government programs. Topics covered in letters to the Government include the:

- VA Medical/Surgical Prime Vendor program
- Late Payments for Surgical Implants
- DoD's FedMall Marketplace
- Schedule 71 Furniture Maximum Order Threshold
- Air Force Seating II BPA RFI
- DoD Guidebook for Acquiring Commercial Items
- VA Medical/Surgical Prime Vendor program
- Professional Services Schedule (PSS) Streamlined Solicitation
- Schedule 75 Office Supplies RFI
- Identify Protection Services RFI



## Market Intelligence

In January 2017, the Coalition published its first Federal Market Analysis—which provides insights on the Federal market to Coalition members. This has become a “go-to” resource for member firms by providing insights into market trends on the Schedules, blanket purchase agreements, and the GWAC’s.

The Coalition offers events and meetings to provide business and market intelligence to members including: outlooks on the Federal budget, evaluations of significant legislation, analyses of the impact of the Presidential Transition, and reviews of upcoming market opportunities.

Here are some of the organizations that the Coalition worked with in 2017 to provide market intelligence to our members:



**Etherton and Associates, Inc.**

**crowell & moring**

**Nation Analytics**

**Deloitte.**

**MSL**  
Influence. Impact.

A second annual Federal Market Analysis will be published in the first quarter of 2018. The report will cover market trends related to the Federal agencies and industries that members care about most.



## COMMON SENSE IN ACQUISITION OUTREACH



### FAR & BEYOND BLOG

The *FAR & Beyond* blog is a weekly procurement blog written by Roger Waldron, recognized by Government and the private sector as a “must read, in the know” federal acquisition publication. Topics covered in 2017 included:

- *The Federal Market: Is Competition in the Eye of the Beholder?*
- *IT Modernization, Procurement Policy, and the GSA Schedules: “To Be or Not To Be”*
- *Section 801: Limiting Competition to “Increase” Competition?*
- *Acquisition Excellence Through Professional Development*
- *Creating Contract Duplication to Reduce Contract Duplication?*
- *Thoughts on Reorganizing Governmental Functions to Improve the Efficiency of Federal Procurement*
- *When is “Re-opening” a GSA Schedule Really Closing a Market Channel for Commercial Offerings and Small Businesses?*
- *The MAS Program: The Imperative of Procurement Innovation*
- *Reducing the Costs of Procurement Regulation—A Step in the Right Direction*

The *FAR & Beyond* blog is featured weekly in the *Friday Flash* newsletter and on the Coalition website.

### “OFF THE SHELF” RADIO SHOW

“Off The Shelf” is a weekly radio show hosted by Roger Waldron on *Federal News Radio*. It features interviews with federal contracting experts from both inside and outside of government on the issues that matter most in acquisition policy. You can listen to the program on *Federal News Radio* 1500AM on Tuesdays and Thursdays at 1pm EST or visit [FederalNewsRadio.com](http://FederalNewsRadio.com)! Topics covered in 2017 included:

- **DHA: Supporting the Warfighter** - Admiral Raquel C. Bono, director of the Defense Health Agency
- **Taking the Federal Digital Leap** - Kim McCabe, technology principal with Deloitte Consulting
- **An Update on Global Positioning Systems** - Thad Allen, vice president with Booz Allen Hamilton
- **Digital Transformation in the Federal Government** - Gregg Mossburg, senior vice president of CGI Federal
- **Tech Trends 2017** - Scott Buchholz, chief technology officer for Deloitte Consulting LLP's Federal Government practice
- **An Analysis of the 2018 NDAA** - John Etherton, president of Etherton and Associates
- **Delivering The Cloud To Government Customers** - Ken Georgi and Curt LeMar with General Dynamics Health Solutions
- **Simplifying The Procurement Process** - Tom Sisti, senior director and chief legislative counsel for SAP
- **State of the Federal IT Market** - Christian Marrone, vice president of external affairs and chief of staff for CSRA, Inc.
- **Procurement & The Presidential Transition** - Bill Gormley, President of The Gormley Group

## SPOTLIGHT: COALITION RECOMMENDATIONS TO THE SECTION 809 PANEL

At the 2017 Spring Conference, Deidre Lee, Chairperson of the Section 809 Panel, requested that the Coalition submit at least twenty-five line-in/line-out recommendations for streamlining Federal procurement.

Coalition members worked to provide a report to the 809 panel, and on September 29, the Coalition submitted twenty-nine recommendations and addressed the Section 809 Panel during a stakeholder meeting. The Coalition's oral testimony focused on the role of multiple-award IDIQ contracts in the procurement process.

The recommendations included in the Coalition's final report focused on reducing unnecessary regulations, empowering successful acquisition management, and strengthening inter-agency contracting. Some of the specific recommendations include:

- Discouraging agencies from including labor qualifications on IDIQ contracts for IT services and limiting labor qualifications to delivery orders under specific conditions
- Eliminating Best in Class contract designations
- Creating a permanent sun-setting of acquisition regulations
- Identifying and measuring key performance indicators for the acquisition workforce
- Eliminating the price reductions clause on GSA Schedules
- Strengthening the business case analysis requirement to reduce contract duplication
- Shifting the government's preference from open market contracts to existing vehicles
- Conducting rigorous research and vetting to evaluate the impacts of commercial online marketplaces, before their adoption by the Government

The Coalition sincerely appreciates the Panel for their openness to industry input as they seek to identify bold, simple and effective strategies to streamline and improve the defense acquisition process. The Section 809 Panel's final report to Congress with a list of defense acquisition regulations that should be kept as-is, changed, or repealed is anticipated in early 2019.



## SUPPORT FOR VETERANS

On August 23, 2017, the Coalition hosted the 5th Annual Joseph P. Caggiano Memorial Golf Tournament. Dedicated in honor of our good friend and colleague, the tournament honors Joe Caggiano, who was not only a 23-year veteran of the Federal contracting marketplace, but a naval veteran as well. The tournament's proceeds supported *The Coalition for Government Procurement Endowed Scholarship Fund* for a qualified veteran pursuing a master's or law degree in government procurement at The George Washington University.

As a result of our members' generous support of the Annual Joseph P. Caggiano Memorial Golf Tournamen-

ment, the Coalition raised \$18,000 for the scholarship fund at the tournament and crossed the threshold for our \$100,000 goal. We are pleased to announce that a total of \$110,000 has been raised for the scholarship as of 2017. This achievement would not have been possible without the generous support of our members.

Finally, we hope that everyone will be able to join us on Wednesday, August 22, 2018 for the Sixth Annual Joe P. Caggiano Memorial Golf Tournament at Whiskey Creek in Ijamsville, Maryland.



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## LOOKING AHEAD

### Look for the Second Annual Federal Market Review

The Coalition is excited to announce the publication of our Second Annual Federal Market Analysis in the first quarter of 2018. This report is a "go-to" resource for members providing insights on trends in the Federal market like:

- "Hot" markets – there has been significant growth for the GWACs, Assisted Acquisition Services, and Blanket Purchase Agreements for the past 10 years. Will those trends continue under the new Administration and beyond?
- Healthcare – VA contracting has been in a state of change with a charismatic new Secretary and its evolving prime vendor program. What is the state of the healthcare market? How is the government procuring medical supplies and pharmaceuticals?
- e-Commerce – there have been significant discussions about the use of commercial platforms for procuring COTS items and also as platforms for micro-purchases. What are the trends with micro-purchases using purchase cards? What about purchases through government-built platforms such as GSA Advantage!, GSA e-Buy, and DoD's FedMall?
- Contract Duplication – with the push from OMB to use existing contracts, will there be a decrease in unnecessary contract duplication?
- Small Businesses – Federal agencies reached a five year high on "A+" scores for small business utilization in 2016. Which agencies have difficulty meeting their goals? What market sectors have the highest small business utilization?



The Coalition will also continue to focus on providing members with the information, insights, substantive analysis, and thought leadership to support your efforts to compete in the Federal market.

Our first project will be focused on providing input to GSA and OMB on the upcoming e-Commerce pilot which has the potential to reshape how government agencies purchase. There will be many opportunities to engage with acquisition leaders, both inside and outside the government in 2018—we are looking forward to working together to further advance "common sense in government procurement!"



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# Support the Coalition for Government Procurement Endowed Scholarship Fund Today

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[lawgwu.imodules.com/cgp](http://lawgwu.imodules.com/cgp)**

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We sincerely appreciate your ongoing support for the Coalition for Government Procurement Endowed Scholarship Fund at the George Washington University. This scholarship fund provides financial support to qualified veterans concentrating their studies in the field of U.S. Government Procurement and pursuing a law or master's degree at GWU.

If you are able to assist the Coalition and GWU in funding this scholarship for a deserving veteran, we would greatly appreciate your tax deductible donation. Thank you in advance for your corporate and individual support of this important cause!

