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 40 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
- **ENGAGING** members in dialogue with Federal acquisition leaders
Dear Members,

Thank you for your support in 2018! This past year saw the adoption of several of The Coalition for Government Procurement’s priorities, including the implementation of Order Level Materials (a.k.a. “ODCs”), updating the Commercial Supplier Agreement, advancing “Unpriced” Schedules for Services, and addressing prompt payments for prosthetics. Building on these successes, the Coalition has engaged with stakeholders across the procurement community on, among other items, commercial best practices, unnecessary contract duplication and Best in Class contracts, e-commerce, the future of the Medical/Surgical Prime Vendor (MSPV) program, Schedules Modernization, and streamlining opportunities.

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

As you know, 2018 marked the beginning of the implementation phases for the Section 846 e-commerce portal provision, and throughout the year, the Coalition consistently demonstrated its thought leadership on this central issue to the future of the procurement system. In March, GSA issued its implementation plan, and the Coalition hosted a forum bringing together GSA, OMB, and industry to share perspectives on the plan. The year concluded with a GSA-hosted industry day addressing both Schedules Modernization and the future of e-commerce. At the meeting, the Coalition provided thoughtful analysis and input to promote effective, balanced implementation of e-commerce and modernization of the Schedules program.

The Coalition continued to provide a platform for dialogue across the VA healthcare procurement system on the role of clinical input in requirements development and opportunities to adopt commercial best practices for the MSPV program. Our Healthcare Forums and direct feedback to the VA provided important and constructive industry perspectives on improving the VA procurement system.

In 2018, through your continued generous support, the Coalition’s scholarship fund at The George Washington University (GWU) grew to over $120,000. As you know, the scholarship provides support to deserving veterans studying federal procurement at the GWU Law School. This year marked the naming of a second scholarship recipient, Craig Barrett, who served as a Marine Corps Officer, answering the call to serve after 9/11. The Coalition’s success is your success. We could not exist and succeed without you, our dedicated members. It is your engagement, leadership, and commitment that uniquely position the Coalition as the thought leader in federal procurement policy. In this regard, I would like to acknowledge our Committee and Subcommittee Chairs, Board of Advisors, and Board of Directors. Thank you for your leadership and contributions to our collective efforts to promote common sense, commercial best practices across government!

In addition, I want to recognize the outstanding Coalition staff! Their work ethic is second to none. Their dedication to excellence has made a fundamental, positive difference towards common sense procurement policy and programs for members, government, and the American people.

I hope you enjoy our annual “Year in Review!” Once again, I make this commitment: In 2019, 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 again for your strong support and participation!

Sincerely,

Roger Waldron, President
Implementing Order Level Materials

In January 2018, the General Services Administration (GSA) published a final rule incorporating Order Level Materials (OLMs) into the Schedules program. The Coalition has been a longstanding advocate for the inclusion of OLMs into the Schedules program. OLMs provide a great opportunity for GSA to streamline its Schedules program, thereby reducing incentives for agencies to establish duplicative contracts and minimizing burdens for Government and industry. Moreover, OLMs provide increased contract flexibility to meet customer agency needs for integrated, commercial solutions.

The Coalition’s efforts significantly contributed to the final rule being released in 2018. Recognizing the many benefits of OLMs, as well as the lack of any policy or business imperative that would be served by limiting the applicability of the OLM rule, the Coalition will continue to urge GSA to expand the new rule on a program-wide basis in 2019.

Greater Alignment with Commercial Practices Through an Updated CSA

In February, GSA published a final rule ensuring that certain contract language defer to Federal law where there is a conflict with Commercial Supplier Agreements (CSAs), also known as “standard terms of sale or lease,” “Terms of Service (TOS),” or “End User License Agreements (EULAs).” Importantly, the final rule reverts the order of precedence at FAR Clause 52.212-4 to that of the FAR clause prior to the July 2015 class deviation. In addition, the final rule removes the unnecessary and duplicative requirement for commercial vendors to provide the full text for all terms and conditions incorporated by reference.

The Coalition has long advocated for both changes included in the final rule, as they will streamline GSA’s processes, increase the use of commercial terms and conditions, and reduce barriers to entry into the Federal marketplace. In 2019, the Coalition will continue to collaborate with acquisition leaders on identifying opportunities to further streamline the procurement process in a manner that is minimally burdensome for all stakeholders.

“"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
Use of Commercial e-Commerce Platforms

In 2018, GSA and the Office of Management and Budget (OMB) continued implementation of the move to commercial e-Commerce solutions envisioned by Section 846 of the FY 2018 National Defense Authorization Act (NDAA). Developments were largely focused on GSA and OMB’s Section 846 Implementation Plan, “Procurement Through Commercial E-Commerce Portals,” and the agency’s market research efforts. In March 2018, GSA and OMB released their Section 846 Plan, the end-product of their first phase of information gathering and analysis, which included four legislative recommendations. One of the most concerning recommendations included in the report was the proposed increase in the micro-purchase threshold (MPT) to $25,000 for transactions executed through a commercial e-Commerce portal.

In July, the Coalition submitted public comments in response to GSA’s two Requests for Information (RFIs), which sought feedback regarding commercial e-Commerce portals from platform providers and platform suppliers. In its comments, the Coalition urged GSA to conduct policy assessments and analyses before implementing the proposed $25,000 MPT, as well as apply any streamlining changes made for the e-Commerce portals program to pre-existing contracts. The Coalition also encouraged GSA to affirm, through contract terms and conditions, that ownership of any data related to a given transaction made through the portal resides solely with the Federal government, not any portal provider. In addition, the Coalition also requested that GSA clarify how it will address and prevent conflicts of interests, including, but not limited to, the acceptance of any form of compensation to promote specific products, the use of data to compete with third-party suppliers, and transparency of fee structures associated with a transaction in the marketplace.

The Coalition’s efforts significantly contributed to the legislative recommendation for increasing the MPT to $25,000 not being included in the FY 2019 NDAA. Moving forward, the Coalition will continue to work with GSA and OMB as they develop the commercial e-Commerce portal proof of concept in 2019.

Transactional Data Reporting

Published in June 2016, the final Transactional Data Reporting (TDR) rule is an amendment to the General Services Acquisition Regulation (GSAR) that is intended to enhance the ability of the government to make smarter purchasing decisions through the sharing of information. Specifically, the final rule requires GSA FSS contract holders, GWAC contract holders, and Government-wide IDIQ contract holders to submit various transactional data points to GSA on a monthly basis. GSA has implemented the rule through a voluntary, three-year pilot program, after which its effectiveness will be assessed, and the future of transactional data reporting will be decided.

The Coalition has continued to communicate industry’s questions and concerns regarding TDR to GSA, including the submission of more than 60 questions about the impacts on pricing, the protection of data, and how the TDR pilot would be administered and evaluated. Following the Coalition’s submission, during the 2016 Fall Training Conference, the GSA Inspector General (IG) noted its plans for multiple audits regarding the effectiveness of TDR during 2017.

In July 2018, the GSA IG published its final report summarizing the results of its audit of the GSA TDR pilot program. Notably, based on its review of GSA’s plan and metrics for evaluating the TDR Pilot, the IG stated that the success of the pilot could not objectively be assessed by the metrics identified by GSA. In addition, the IG raised concerns related to the availability of TDR data to government contracting employees, as well as GSA’s ability to verify and validate the data collected through the pilot program.

Moving forward, the Coalition will continue to question GSA about how the data will be used and inform acquisition leadership about the significant costs and burden of TDR and urge the Government to pursue alternatives.

Advancing “Unpriced” Schedules for Services

Pursuant to Section 876 of the John S. McCain NDAA for FY 2019, agency heads have the discretionary authority to not include price or cost as an evaluation criterion when awarding services contracts that are acquired at an hourly rate. Effectively, the legislation establishes a so-called “unpriced” Schedules contract, a concept that has long been supported by the Coalition, as it will substantially reform the current pricing strategy, reduce burdensome oversight mechanisms that increase costs, increase competition by providing needed flexibility, and decrease barriers to entry into the marketplace.

In September, the Federal Acquisition Regulation (FAR) Council published a proposed rule that would allow the Department of Defense (DoD), the Coast Guard, and the National Aeronautics and Space Administration (NASA) to award multiple-award task order contracts for services without considering price or cost as an evaluation factor. The Coalition submitted comments in response to the proposed rule with recommendations that the scope of the proposed rule be expanded to include civilian agencies consistent with Section 876 of the FY 2019 NDAA. Moving forward, the Coalition looks forward to GSA maximizing its authority to implement unpriced Schedules to reduce contract administration costs and reduce risks associated with the PRC and commercial sales practices disclosures.

GSA Schedules Consolidation “Making It Easier”

Currently, the structure of GSA’s Schedules program, which features 24 separate Schedules and corresponding contract scopes, limits flexibility and hampers the ability of the program to deliver best value solutions...
consistent with the commercial market. These separate contract scopes create artificial barriers and stovepipes that prohibit FSS customers and contractors from obtaining and providing comprehensive solutions to support mission requirements. Moreover, duplicative Schedules and Special Item Numbers (SINs) can represent barriers to entry into the market for small businesses and innovative solutions.

This year, GSA’s Federal Acquisition Service’s (FAS) Senior Leadership has identified the single-Schedule concept as a strategic customer goal for the FSS program. The Coalition agrees that the consolidation could “make it easier” to do business with the Federal government. By consolidating the Schedules, there is a significant opportunity for GSA to have greater consistency across the program, reducing costs for both government and industry stakeholders. It would also increase competition and customer access to best value solutions. In 2019, the Coalition looks forward to communications with GSA on the best approach to consolidating the Schedules.

VA Medical/Surgical Prime Vendor Program Developments and Communications

The Coalition is highly engaged with the Department of Veterans Affairs as the Medical/Surgical Prime Vendor—Next Generation (MSPV-NG) program continues to be a critical source of medical and surgical supplies for VA medical centers. Over the years the MSPV program has continued to evolve. The most important development in 2018 was the issuance of a Justification and Approval (J&A) for Other than Full and Open Competition that was announced at the Coalition’s Healthcare Forum in April of 2018. The J&A allowed prime vendors currently performing “distribution” contracts under the Medical/Surgical Prime Vendor Next Generation program (MSPV-NG) to choose potential suppliers. During the transition to distribution and supply contracts under the J&A, the Coalition kept its members up to date on the new process and requirements to add its products to the MSPV-NG Formulary through regular communications with the VA Strategic Acquisition Center (SAC). The Coalition hosted multiple webinars and in-person meetings with the VA, some of which were open to all vendors and posted on FedBizOpps.

The Coalition has also engaged in communications with the VA about the acquisition strategy for the next iteration of the program, MSPV 2.0. In 2018, we submitted a list of “Best Value Attributes for MSPV 2.0” to the VA in advance of its proposed strategy and will continue an open dialogue with the VA about the future of the program in 2019.

Ensuring Prompt Payments for Prosthetics

In 2018, the Coalition continued discussions with the VA about how to best address more than $25 million in outstanding payments for prosthetics and surgical implants. Through the Prosthetics Working Group, the Coalition recommended that the VA utilize its authority under Title 38, Section 8123, to ensure the efficient procurement and payment of prosthetics and surgical implants for veterans. Ultimately, there were two developments in 2018 that helped to streamline the complex contracting processes at the VA. In October, Veterans Health Administration (VHA) Directive 1081.01 was re-issued. Under the Section 8123 authority, the directive allows certain VA personnel to pay for surgical implants that are on established contracts with a government purchase card. This can be done without a written delegation of contracting authority. The micro-purchase threshold was also raised for civilian agencies in 2018, making it easier for clinicians to pay for prosthetics and surgical implants below the new threshold of $10,000. Through its efforts, the Prosthetics Working Group reduced current outstanding payments for prosthetics and implants and the VA now has a more efficient process in place to ensure more timely payment in the future.

Evergreen Contracting and Beyond

Recognizing that a significant percentage of Federal Supply Schedule (FSS) contractors who were awarded, “Evergreen Contracts” in the 1990’s are nearing the end of their 20-year period of performance, the Coalition established an Evergreen Working Group to provide GSA with feedback regarding how to streamline the renewal process. In 2016, the Working Group prepared a White Paper that underscored the need for GSA to establish a streamlined submission and review process for long-time FSS contractors, as well as issue language about the continuation of Blanket Purchase Agreements (BPAs) and orders beyond the end of the contract term.

Significantly, following the submission of the Working Group’s White Paper, GSA launched the Contract Continuity Initiative, which adopted many of the White Paper’s recommendations. Notably, the initiative allowed for dual contracts and streamlined the renewal process for successful FSS contractors. Moving forward, the Coalition remains committed to working with GSA to identify additional opportunities to make it easier for commercial companies to do business with the Federal government.

“Quick Fix” Updates to Increase Schedules Efficiency

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. Although the Coalition remains a strong supporter of streamlining procurement processes on a government-wide basis, its recent efforts have been particularly focused on addressing the efficiency and consistency of procedures within the GSA Schedules program.

Recently, GSA has made progress on several of the “Quick Fix” recommendations developed by the Coalition to support the streamlining of processes and requirements under the Schedules program. To date, such recommendations included automatically approving administrative changes, increasing the transparency of eBuy, discontinuing requests for “most favored Federal customer,” and the implementation of “Other Direct Costs” (otherwise known as OLMs). While progress has been made in these areas, there are a few critical items from the Coalition’s Quick Fix recommendations that remain open. The Coalition looks forward to continuing to work with GSA to address these remaining Quick Fix recommendations, such as the elimination of the Price Reductions Clause (PRC), in 2019.

Solutions for Addressing the Removal of the Outsourcing SIN

In 2018, the Coalition engaged with GSA regarding its decision to remove the “outsourcing” services that were being offered by vendors under Schedule 51V. Traditionally, customers had utilized these services to acquire customized products through the Schedules as part of a total solution. Examples of the products acquired through the use of outsourcing include custom built salt water pumps, glove test stations, and ancillary software for products.

In July, the Coalition submitted a letter to GSA recommending that, as an interim solution, the agency should expand its implementation of the OLMs authority to include Schedule 51V. This would help to ensure the reduction of unnecessary contract duplication, administrative costs, and burdens on Schedule 51V. Further, it would ensure customers’ continued access to total solutions through the Schedules. Notably, the Coalition’s efforts significantly contributed to GSA’s decision this Fall to postpone the removal of the outsourcing SIN until mid-January 2019. Moving forward, the Coalition remains committed to working with GSA to identify and develop a more comprehensive, long-term solution to address the removal of outsourcing services on Schedule 51V.
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.

MEMBER COMMITTEES

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

CYBER & SUPPLY CHAIN COMMITTEE

CHAIRS: Robert Metzger, Rogers, Joseph, O’Donnell; and Tom Sisti, SAP America, Inc.

The Cyber Security Committee focuses on facilitating an understanding between industry and government on crucial cyber and supply chain security challenges, and the needs and capabilities of commercial sources.

FURNITURE COMMITTEE

CHAIRS: Marian Morley, Allsteel; Peter Dallessandro, Allseating; Steve Robinson, Knoll; 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.

ABOUT OUR MEMBERS

• Members account for more than 80% of sales on Alliant unrestricted
• Members account for more than 81% of OASIS Unrestricted sales
• Members account for more than 83% of CIO-SP3 sales
• More than $14 billion in spending on the Multiple Award Schedules
• 7 of the 10 largest Schedule contractors by sales are Coalition members
• The largest contractors on 8 Multiple Award Schedules are Coalition members
  - Professional Services Schedule
  - Schedule 51V
  - Schedule 65IIA
  - Schedule 66
  - Schedule 71
  - Schedule 73
  - Schedule 75
  - Schedule 738X

CGP

BY THE NUMBERS

200+ Pages of Comments to the Government

27 Public Comments to the Government

12 Public Comments to GSA and FAR Council

8 Public Comments to the DoD

3 Public Comments to the VA

32 “Off the Shelf” Radio Interviews

47 FAR & Beyond Blogs on Procurement Topics

37 Member Committee Meetings in 2018

13 Member Committees and Subcommittees

1 New Cyber and Supply Chain Risk Committee

10 Training Webinars

MEMBER ACTIVITIES

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The Coalition for Government Procurement 2018 Year in Review

Promoting Common Sense in Government Procurement

1. Mission Imperative to Meet the FAS Vision
2. Industry Input on GSA Goals
3. 4th Quarter Spending Strategies
4. Save Your Appetite: Lawyers for Lunch
5. Feedback from Conversations with the Customer Agencies

Government and industry speakers included:
- Emily Murphy - Administrator, GSA
- Tiffany Hixon - Assistant Commissioner for the Professional Services and Human Capital Categories, GSA
- Mark Lee - Assistant Commissioner, Policy & Compliance, GSA
- Soraya Correa, Chief Procurement Officer, DHS
- Jonathan Aronie, Partner, Sheppard Mullin
- Phil Christy, Acting Executive Director/Chief Acquisition Officer of the Office of Acquisition, Logistics, and Construction, VA
- Jason Workmaster, Of Counsel, Covington & Burling
- David Dowd, Partner, Mayer Brown
- Kay Ely, Assistant Commissioner for the IT Category

The conference also provided members an opportunity to hear from government acquisition leaders in our extremely popular business information sessions. Federal agencies represented at the conference include:

**TRAINING & EVENTS**

**2018 TRAINING CONFERENCES**

**2018 Spring Training Conference:**

The Future of Acquisition Shared Services and Interagency Contracting

The theme of the Spring Conference this year was the outlook on shared services and direct & assisted acquisition. The agenda covered a wide variety of topics including:

1. Mission Imperative to Meet the FAS Vision
2. Industry Input on GSA Goals
3. 4th Quarter Spending Strategies
4. Save Your Appetite: Lawyers for Lunch
5. Feedback from Conversations with the Customer Agencies

**GREEN COMMITTEE**

**CHAIR:** George Foley, 3M; 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; Matt See, Booz Allen Hamilton; 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**

**CHAIR:** Donna Yesner, Morgan Lewis

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.

**MEDICAL/SURGICAL SUBCOMMITTEE**

**CHAIRS:** William Deed, Karl Store, 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 Conrad, UCB; James Kim, McDermott Will & Emery; Donna Yesner, Morgan Lewis; and Greg Madden, Orlathe Consulting

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.

**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**

**CHAIRS:** Julia Conti, CGI Federal; and Erin Murphy, Northrop Grumman

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.

**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**

**CHAIRS:** Joe Pastel, Leidos; and Carol Monnin, Perspecta

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:** David Black, Holland & Knight; and Mitchell Bashur, Holland & Knight

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

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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.
The Excellence in Partnership (EIP) Awards were developed 19 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 systems while providing best value to the taxpayer.

In 2018 there were 3 new EIP Award categories recognizing excellence in streamlining contracts, increasing competition and improving transparency. The Coalition was honored to recognize the following award recipients during this year’s EIP Awards Celebration dinner.

**Lifetime Acquisition Excellence Award**
- Jim Fraser, VICE President, ManTech GWAC Center
- George Foley, Government Contract Channel Leader, 3M Government

**Acquisition Savings Award**
- The Ambit Group
- Technical Sergeant James Sempter – 45 Mission Support Group, Detachment 1, United States Air Force
- Soraya Correa, Chief Procurement Officer, DHS
- Jeff Koses, Senior Procurement Executive, GSA
- Michael Missal, Inspector General, VA
- Theresa Hull, Audit Assistant Inspector General for Acquisition, Contracting, Sustainment, and Healthcare, DoD
- Stephanie Shutt, MAS Program Management Office, GSA
- Dan Shearer, FSS Director, VA
- Laura Stanton, Assistant Commissioner for Enterprise Strategy Management, GSA
- LeAntha Sumpter, Director, Contracting eBusiness, Defense, Pricing, and Contracting (DPC)
- Mathew Blum, Associate Administrator, Office of Federal Procurement Policy
- Veteran’s Employment Award
  - B3 Group, Inc.
  - SAIC

**Contract Streamlining Award**
- John Baumert, Contracting Officer, United States Secret Service

**Increasing Competition Award**
- Mike Pullen, Vice President of Strategic Operations, CGI Federal
- Alliant Program Management Office, GSA
- Procurement Innovation Lab, DHS

**Improving Transparency Award**
- Nicole Smith, Contracting Officer, Federal Emergency Management Agency

The speakers at the 2018 Fall Training Conference on November 8 shared insights and analysis regarding reforms, key trends, and challenges impacting the current and future Federal marketplace. The agenda included a robust group of acquisition leaders who provided their thoughts on the following topics:

- Keynote Acquisition Executives
- Inspector General Panel: The Role of Oversight
- Schedules Modernization: The $46 Billion Market
- The Future of e-Commerce: Section 846, GSA Advantage, and DoD’s FedVall

There were over 30 government and industry speakers on the conference agenda, including:

- Soraya Correa, Chief Procurement Officer, DHS
- Jeff Koses, Senior Procurement Executive, GSA
- Michael Missal, Inspector General, VA
- Theresa Hull, Audit Assistant Inspector General for Acquisition, Contracting, Sustainment, and Healthcare, DoD
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- Mathew Blum, Associate Administrator, Office of Federal Procurement Policy

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:
The Coalition for Government Procurement 2018 Year in Review

The e-Commerce Forum

In April 2018, the Coalition hosted an e-Commerce Forum. The $50 Billion e-Commerce Question: Section 846 Implementation Plan – Next Steps. It brought together leading Government, industry, and legal experts to discuss the Government’s Phase 1 implementation plan and its implications for the Federal market. Alan Thomas, Commissioner, Federal Acquisition Service provided the opening Keynote remarks. There were two superb panel discussions - the Implementation of Section 846 Panel and the Legal Compliance and Policy Considerations Panel. Presenting during these informative sessions were:

- Alan Thomas, Commissioner, Federal Acquisition Service, GSA
- Laura Stanton, Assistant Commissioner for the Office of Strategy Management, GSA
- Jeff Koses, Senior Procurement Executive, GSA
- Mark Lee, Assistant Commissioner for the Office of Policy and Compliance, GSA
- Matthew Blum, Associate Administrator, Office of Federal Procurement Policy (OFPP)
- Jonathan Aronie, Partner, Sheppard Mullin
- Angela Styles, Partner, Bracewell
- Jon Etherton, President, Etherton and Associates

The implementation of Section 846 has the potential to be one of the most consequential procurement policy changes in a generation. The Coalition’s e-Commerce Forum provided a unique opportunity to hear from the Government and thought leaders in the private sector on the potential impacts of this change and the questions that GSA and OMB are likely to pursue further in their market research. In 2019, the Coalition will continue to host similar forums to ensure member companies are prepared for the shift to greater use of commercial e-Commerce platforms by Federal agencies.

Fall and Spring Healthcare Forums

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

In 2018, the Coalition had two Healthcare Forums—the annual forum in the spring and an additional one in November offered in conjunction with the 2018 Fall Training Conference and the Excellence in Partnership (EIP) Awards. Both events highlighted the latest developments in the industry related to pharmaceuticals, medical and surgical products, prosthetics, health IT and more. Some of the topics covered at this year’s forums included:

- Legislative Outlook for Healthcare
- MSPV-NG program Updates
- Clinical Support for the VA Supply Chain
- DHA Management Agenda
- The Latest from the VA Pharmacy Benefits Management (PBM) Services
- DAPAs and ECATs
- Prosthetics and Non-Expendable Equipment
- DoD Pharma

Presenting these topics were notable speakers such as:

- The Honorable Jeff Miller, Former Congressman and Senior Legislative Advisor, McDermott, Will & Emery
- Guy Kiyokawa, Deputy Director of DHA
- Pat Flanders, Chief Information Officer at DHA
- Col (S) Randy Ival, Deputy Chief of DHA Medical Logistics (DHA MEDLOG)
- Tammy Czarnecki, Assistant Deputy Undersecretary of Health for Administrative Operations at the Veterans Health Administration (VHA)
- Tom Leney, Executive Director, Office of Small and Disadvantaged Business Utilization at the VA
- Tom Emmendorfer, Deputy Chief Consultant, PBM at the VA
- John Tenaglia, Head of Contracting at DHA
- Keith Nakasone, Deputy Assistant Commissioner, IT Category at GSA
- David Bobb, Chief of Pharmacy Operations at DHA
- Dan Keefo, Medical Director of Supply Operations at Defense Logistics Agency (DLA)
- Jody Goldsmith, Deputy Program Manager MSPV Formulary Management
- Rick Lemmon, Acting Chief Procurement and Logistics Officer, VA

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- The Latest from the VA Pharmacy Benefits Management (PBM) Services
- DAPAs and ECATs
- Prosthetics and Non-Expendable Equipment
- DoD Pharma

Presenting these topics were notable speakers such as:

- The Honorable Jeff Miller, Former Congressman and Senior Legislative Advisor, McDermott, Will & Emery
- Guy Kiyokawa, Deputy Director of DHA
- Pat Flanders, Chief Information Officer at DHA
- Col (S) Randy Ival, Deputy Chief of DHA Medical Logistics (DHA MEDLOG)
- Tammy Czarnecki, Assistant Deputy Undersecretary of Health for Administrative Operations at the Veterans Health Administration (VHA)
- Tom Leney, Executive Director, Office of Small and Disadvantaged Business Utilization at the VA
- Tom Emmendorfer, Deputy Chief Consultant, PBM at the VA
- John Tenaglia, Head of Contracting at DHA
- Keith Nakasone, Deputy Assistant Commissioner, IT Category at GSA
- David Bobb, Chief of Pharmacy Operations at DHA
- Dan Keefo, Medical Director of Supply Operations at Defense Logistics Agency (DLA)
- Jody Goldsmith, Deputy Program Manager MSPV Formulary Management
- Rick Lemmon, Acting Chief Procurement and Logistics Officer, VA

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Alan Thomas, Commissioner, Federal Acquisition Service provided the opening Keynote remarks, followed by presentations from:

- Tom Howder, Assistant Commissioner for FAS’ AAS
- Mark Aucello, Region 3 AAS Director
- Geoff Wilson, Deputy Program Manager, Test Resource Management Center, Test & Evaluation/Science & Technology Program, DoD
- Fred Thomas, Region 11 Acting AAS Director
- Eva White, Procurement Management Division Director, Ginnie Mae
- Chris Hamm, FEDSIM Director & GSA Innovation Advocate
- Rodney Couick, Region 5 AAS Director
- Angie Donahoo from FEDSIM
- Mark Lee, Assistant Commissioner for Policy and Compliance

In 2019, the Coalition looks forward to continuing the dialogue between acquisition leaders in the Federal healthcare market and our members.

The Assisted Acquisitions Forum

In June 2018, the Coalition hosted the Assisted Acquisition Forum - Bringing Innovation to the Forefront, which highlighted the latest Assisted Acquisition Services (AAS) initiatives demonstrating excellence in the delivery of shared services to GSA’s customer agencies. The Forum also provided attendees with a wide-ranging discussion on strategic opportunities and acquisition best practices that drive innovation and best value.

In 2019, the Coalition looks forward to continuing the dialogue between acquisition leaders in the Federal Government and our members.

The Coalition offers a broad ranging series of trainings, events, and forums to educate and inform members on current topics and trends in government procurement and the Federal market. In 2018, training focused on MAS contract compliance, OLM implementation for GSA Schedules, the latest on the VA’s MSPV program, cybersecurity requirements, and pricing updates for pharmaceuticals.

Here are just some of the organizations that participated in our training in 2018:

In-person Training
- Assisted Acquisition Forum – Bringing Innovation to the Forefront
- Fourth Annual Spring Healthcare Forum
- The Coalition’s First Fall Healthcare Forum
- The $50 Billion e-Commerce Question – Section 846 Implementation Plan Forum
- Premier Member meeting with Former Congressman Tom Davis
- MAS Basic Training: The Nuts & Bolts
- GSA and VA Schedule Contracting for In-House Counsel

Webinar Series
- Update on GSA IOA Assessments with Stephanie Shutt
- Future Outlook on Cybersecurity Compliance Requirements
- Selling Pharmaceuticals to the Government Part 1 - Schedule 65IB
- OTA Trends Webinar
- Federal Market Access Part 2: The Value Proposition
- Webinar on the MSPV Program with the VA SAC
- OASIS Webinar: Summer’s Over but the Pools are Just Opening
- OLMs: Key Considerations and Practical Applications
- Federal Cybersecurity Requirements
- 2019 Public Law Pricing Updates for Covered Drugs
- What SDVOSBs and VOSBs Need to Know
THANK YOU TO OUR GOVERNMENT SPEAKERS!

Mark Aucello, GSA
Tina Ballard, AbilityOne
David Barber, VA
Jacob Bertram, GSA
Warren Blankenship, GSA
Matthew Blum, OFPP
David Bobb, DLA
Steve Bollendorf, DLA
James Booth, VA
Kevin Boshears, DHS
Paul Bowen, GSA
Elliott Branch, Navy
Ken Brennan, DPAP
Pete Burr, GSA
Jeff Calhoun, GSA
Eric Cho, DHS
Phil Christy, VA
Joanne Collins-Smee, GSA
Soraya Correa, DHS
Rodney Couick, GSA
Tammy Czarnecki, VA
Jack DuFon, VA
Mark Dunkum, GSA
Kay Ely, GSA
Tom Emmendorfer, VA
Lesley Field, OFPP
Pat Flanders, DHA
Jaime Friedel, VA
Jody Goldsmith, VA
Chris Hamm, GSA
Peter Han, GSA
Geri Haworth, GSA
Ivana Henry, GSA
Tiffany Hixson, GSA
Tiffany Hixson, GSA
Tom Howder, GSA
Theresa Hull, DOD OIG
Steve Hutchinson, GSA
Col. (S) Randy Ivall, DHA
Eldred Jackson, VA
Keith Johnson, NITAAC
Dan Keeffe, DLA
Stephen Kinsella, GSA
Guy Kiyokawa, DHA
Brian Knapp, GSA
Erv Koeher, GSA
Jeff Koses, GSA
Jill Laduca, GSA
Jeff Lau, GSA
Diana Lawal, VA
Mark Lee, GSA
Kathleen Lemmimg, DPAP
Rick Lemmon, VA
Tom Leney, VA
Zach Lerner, GSA
Barry Lineback, AbilityOne
Lenny Loewentrith, GSA
Brian Love, VA
Al Marshall, NASA
Teresa McCarthy, GSA
Michael McFarland, HHS
Sheri Meadema, GSA
Michael Missal, VA OIG
Emile Monette, DHS
Emily Murphy, GSA
Keith Nakasone, VA
Penny Nechanicky, VA
Kristen Nelson, VA
Crystal Philcox, GSA
Capt. Nate Price, DHA
Adarryl Roberts, DLA
Spencer Roberts, VA
Craig Robinson, VA
Alex Rouse, GSA
George Rumford, DoD
Dominic Sale, GSA
Bob Satterfield, VA
Daniel Shearer, VA
Stephanie Shutt, GSA
Jaclyn Smyth, DHS
Laura Stanton, GSA
LeAntha Sumpter, DPAP
Christine Szrom, VA
John Tenaglia, DHA
Alan Thomas, GSA
Fred Thomas, GSA
Julian Thrash, VA
Lawrence Toporoff, VA
Dwayne Weaver, Navy
Eva White, Ginnie Mae
Julia Wise, GSA
Carl Workman, VA
Joanne Woytek, NASA
Leslie Yarborough, Army Corps
Judith Zawatsky, GSA
William Zielinski, GSA
Deborah Zuckweiler, VA
Dave Zvenyach, GSA

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In addition, the Coalition regularly addresses member concerns related to government programs. The following are some examples:

- Resale of Drugs through the FSS Program
- DPAP E-Commerce Letter
- USA Contact Contract Vehicle Letter to GSA
- OLM Implementation Letter
- FedMall Enhancement Survey Final Report
- MSPV 2.0 Best Value Attributes
- Comments on 340B Implementation

**WHITE PAPERS**

The Coalition shares observations and recommendations to the Federal Government through white papers and reports on topics of interest to our members. This year, at the request of the Defense Logistics Agency (DLA), the Coalition conducted a survey of FedMall suppliers to identify potential enhancements for the FedMall system. In August 2018, the Coalition delivered its final report to DLA, detailing the feedback received from approximately 100 FedMall suppliers about the FedMall system functionality they need to efficiently and effectively deliver products to Federal customers.

In addition, during the Fall, the Coalition conducted an analysis of the AbilityOne Commission’s e-Commerce pilot program. Specifically, this analysis compared the usability and prices for identical products offered through the pilot relative to GSA Advantage! The Coalition’s final report, detailing findings and areas for further study, was delivered to the AbilityOne Commission in December 2018.

**AMICUS BRIEFS**

In 2018, the Coalition filed the following two amicus curiae briefs to the Supreme Court on behalf of the membership:

- United States of America ex. el. Campie v. Gilead Sciences Inc. (February 2018)

On February 2, 2018, the Coalition filed an amicus brief in support of a petition for certiorari requesting that the Supreme Court review the Ninth Circuit’s ruling on False Claims Act (FCA) liability in United States of America ex el. Campie v. Gilead Sciences Inc., 862 F.3d 890 (9th Cir. 2017). Specifically, the petition argues that, in its ruling, the Ninth Circuit adopted an approach to materiality that is inconsistent with the guidelines that the Supreme Court had previously provided. Further, the petition contends that the Ninth Circuit’s approach to materiality conflicts with several other appellate interpretations of the Supreme Court’s guidelines. Significantly, if unaddressed, the Ninth Circuit’s decision could greatly expand FCA risks for government contractors operating in the Ninth Circuit.

On March 7, 2018, the Coalition, in conjunction with two additional government contractor groups, filed an amicus brief in support of a certiorari petition requesting that the Supreme Court clarify how Federal Rule of Civil Procedure 9(b) assuring the viability of the Federal appellate. In its briefing, the Coalition maintained the importance of a strict, nationally uniform judicial enforcement. In its ruling, the Ninth Circuit adopted an approach to materiality that is inconsistent with the guidelines that the Supreme Court had previously provided. Further, the petition contends that the Ninth Circuit’s approach to materiality conflicts with several other appellate interpretations of the Supreme Court’s guidelines. Significantly, if unaddressed, the Ninth Circuit’s decision could greatly expand FCA risks for government contractors operating in the Ninth Circuit.

**MEDICAL DEVICE BUSINESS SERVICES, INC., F/K/A DEPUY ORTHOPAEDICS, INC. V. UNITED STATES EX REL. NARGOL (MARCH 2018)**

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 2018 included:

- Order Level Materials (OLMs)
- Section 846
- JEDI Cloud Procurement
- OLTs
- Contract Duplication
- MPT and SAT
- MAS Pricing Policy
- 2019 NDAA Provisions for Contractors

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 Network. 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 Network 1500AM on Tuesdays and Thursdays at 1pm EST or visit FederalNewsRadio.com! There were more than thirty programs of interest to the acquisition community in 2018. Topics covered were:

- An Inside Look at GSA—Emily Murphy, GSA Administrator
- FAS: Easy, Efficient, & Modern—Alan Thomas, Federal Acquisition Service Commissioner
- IT Modernization: A Roadmap to Progress—Stanley Tylieczczak, chief engineer of General Dynamics Information Technology’s Chief Technology Office
- Follow the Money!—Ray Bjorklund, president of BirchGrove Consulting
- Cloud, Agile, & IT Modernization—Tom Affer, Vice President of Civil Solutions, Northrop Grumman
- Mergers & Acquisitions in 2018—Peter Eyre, partner at Crowell & Moring LLP
- The Impact of DoD’s Commercial Item Rule—Angela Styles, partner at Bracewell LLP

Recognized by Government and private sector procurement leaders as a highly informative publication, the Friday Flash is the Coalition’s weekly newsletter providing members with the latest law, policy, and business information pertaining to Federal procurement. The newsletter includes regulatory updates and discussion, market intelligence regarding GSA, VA, OFPP, GAO, and DoD, as well as a weekly column from Coalition President, Roger Waldron. In 2018, the Friday Flash was distributed to an average weekly readership of 1,360 subscribers.
SUPPORT FOR OUR VETERANS

On August 22, 2018, the Coalition hosted the 6th 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 Tournament, the Coalition raised $15,000 for the scholarship fund at this year’s tournament. We are pleased to announce that more than $125,000 has been raised for the scholarship as of 2018. This achievement would not have been possible without the generous support of the procurement community.

Finally, we hope that everyone will be able to join us on Wednesday, August 21, 2019 for the Seventh Annual Joe P. Caggiano Memorial Golf Tournament at Whiskey Creek in Ijamsville, Maryland.

MARKET INTELLIGENCE

In April 2018, the Coalition published its second Federal Market Analysis – which provides insights in 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 GWACs.

The Coalition offers events and meetings to provide business and market intelligence to members including: outlooks on the Federal budget, evaluations of significant legislation, and reviews of market trends.

Here are some of the organizations that the Coalition worked with in 2018 to provide market intelligence to our members:

• GSA is helping agencies like the Air Force and FBI compete BPAs on Schedule to reduce contract duplication. Have these initiatives trickled down to impact the spending on GSA vehicles yet?
• The VA has faced challenges with implementing its Medical/Surgical Prime Vendor program. What does the market for healthcare spending look like?
• The GWACs have been a popular contracting program and have seen significant increases in spending for the past decade. Will this trend continue, particularly as Alliant 2 begins to receive more orders?
• The Schedules program saw a significant reform at the end of 2018 – the implementation of the Order Level Materials rule. What impact has this had on the Schedules or is it too soon to tell?
• 2018 was a year dominated by discussions of e-commerce. With this backdrop, what has the spending been on GSA Advantage?
2019 initiatives

2019 is a critical year to stay informed about the Federal market. The Government is working on multiple initiatives to increase the efficiency and effectiveness of the procurement system—which the Coalition applauds. The Federal Supply Schedules program, in particular, is expected to go through a major transformation as GSA focuses on consolidating the MAS program into one Schedule with a common set of terms of conditions. The objective is to “make it easier” for agency customers and contractors to do business through GSA Schedules.

The implementation of Section 846 of the FY2018 NDAA will also be critical in 2019 and has the potential to impact billions of dollars in micro-purchases by the Federal Government. The Coalition will continue to urge GSA and OMB to address a number of outstanding issues as they develop a proof of concept for the use of commercial e-Commerce portals for Federal purchases, for example, the protection of data, compliance with unique government requirements like TAA and AbilityOne, cybersecurity and the transparency of portal fees.

In 2019, we will also continue to provide members with the latest information relevant to their particular industry—the Medical/Surgical Prime Vendor program, greater adoption of cloud services government-wide and cybersecurity are just a few examples. The Coalition will ensure that members are updated through the committees, the Friday Flash newsletter, our annual conferences and easy-to-access webinars throughout the year. We are also enhancing the resources available through our Member Resources Portal.

We look forward to working with you, our valuable Coalition members, on our efforts this year to advance common sense in acquisition. Thank you for your support!
Support the Coalition for Government Procurement Endowed Scholarship Fund Today

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 to 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!

Support us at (202) 994-0287 or lawgwu.imodules.com/cgp