

*Celebrating 40 Years*

**CGP  
MEMBERSHIP**

*Advocating for Common Sense in Government Procurement*



**THE COALITION**  
*for Government Procurement*

# THE CGP: MISSION

The Coalition for Government Procurement (CGP) is a non-profit association of commercial contractors that strives for an efficient and effective Federal acquisition system that delivers best value to agency customers and the American taxpayer. Our mission is to advance "common sense in government procurement."



*“The Coalition continues to be a best value for its members providing full coverage for the issues that matter. From their committee meetings, guest appearances, training, webinars and special events, members count on the Coalition to cover the broadest array of acquisition issues and they deliver. The Coalition has the talent and drive to focus on the issues and represent industry views when their voices might otherwise go unheard. The 2018 Year in Review makes you wonder how they did so much.”*

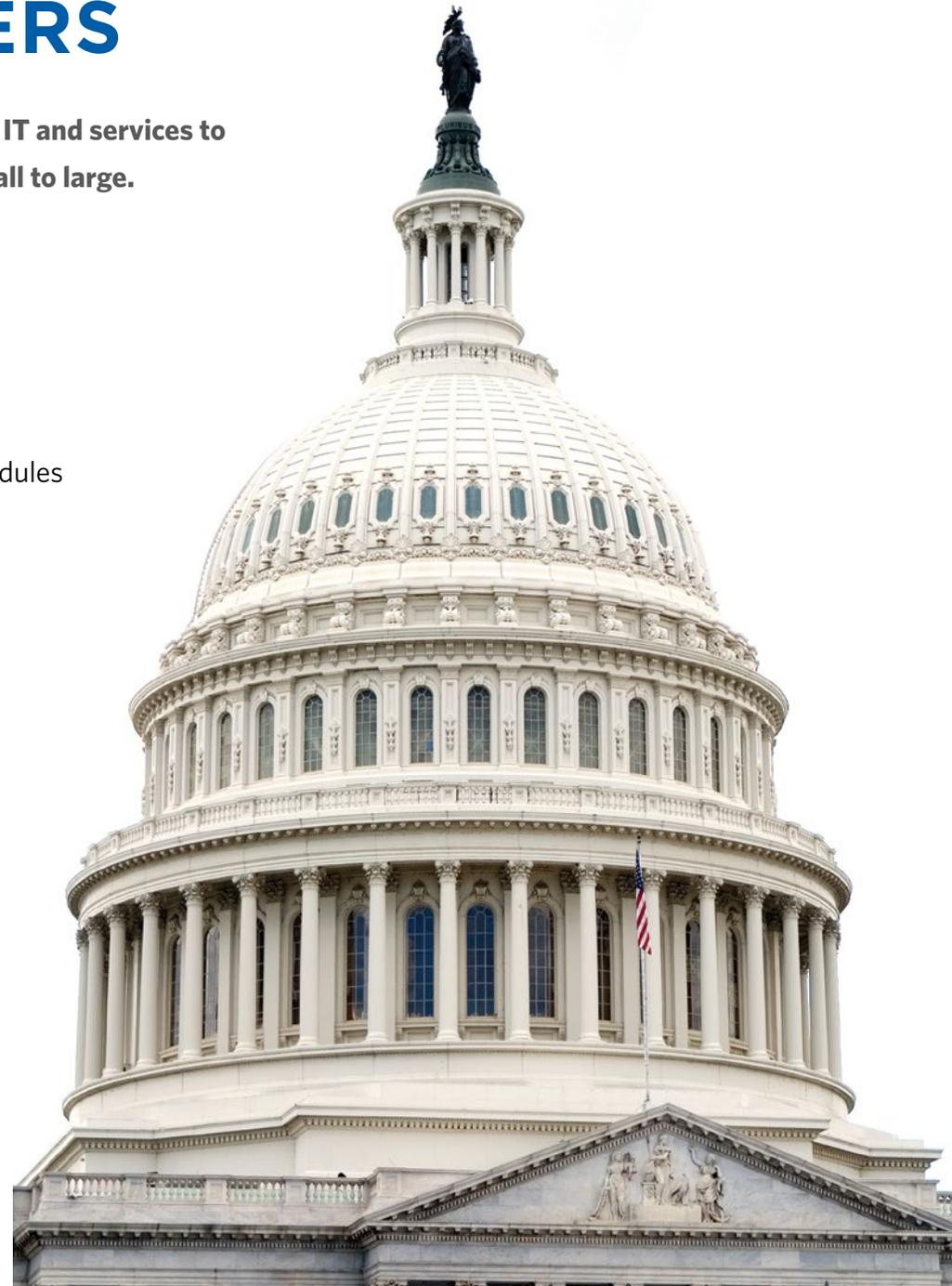
**—Ted Buford, Vice President, GSA / GWAC PMO, CACI**



# ABOUT OUR MEMBERS

**The Coalition is unique in that it represents all industries from IT and services to furniture and healthcare, as well as businesses of all sizes, small to large.**

- More than 80 percent of the sales on Alliant unrestricted
- More than 81 percent of the sales on OASIS unrestricted
- More than 83 percent of the sales on CIO-SP3
- More than \$14 billion in spending on the Multiple Award Schedules
- 7 of the 10 largest Schedule contractors by sales
- The largest contract holders on 8 Multiple Award Schedules:
  - Professional Services Schedule
  - Schedule 51V
  - Schedules 65 II A
  - Schedule 66
  - Schedule 71
  - Schedule 73
  - Schedule 75
  - Schedule 738X



# WHY MEMBERS JOIN THE COALITION

## POLICY & ADVOCACY

CGP advocates for a more efficient and effective procurement system by advancing acquisition policy solutions that deliver best value for customer agencies and the American people.

## EDUCATION & TRAINING

CGP provides numerous education and training opportunities so members can stay up-to-date on current trends and regulatory requirements in government procurement.

## NETWORKING & THOUGHT LEADERSHIP

CGP connects federal contractors and government acquisition leaders through numerous networking events and provides thought leadership and expertise on federal acquisition policies.

*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 unequalled 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, Vice President, CGI Federal**

# POLICY & ADVOCACY

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 of "common sense in government procurement." In 2018, we focused on the following priorities:

## COALITION PRIORITIES

1. Adding Order Level Materials to Schedules
2. Updating the CSA to align with commercial practices
3. A thoughtful and balanced approach to e-commerce
4. Making Transactional Data Reporting voluntary for contractors
5. Advancing "Unpriced" Schedules for Services
6. Consolidating the GSA Schedules, "Making it Easier" for Government and Industry
7. Improved communications with industry about the Medical/Surgical Prime Vendor Program
8. Ensuring Prompt Payments for Prosthetics/Implants
9. Evergreen Contracting on the GSA Schedules
10. "Quick Fix" Updates to Increase Schedules Efficiency such as eBuy Transparency



## 2018 COALITION HIGHLIGHTS

- 26 comments and letters submitted to the government on behalf of members.  
Available at: [thecgp.org](http://thecgp.org)
  - 12 to GSA and/or the FAR Council
  - 7 to DoD
  - 3 to VA
  - 1 to Congress
  - 1 to the AbilityOne Commission
  - 1 to the GAO
  - 1 to HHS
- 2 Amicus briefs filed in False Claims Act Cases
  - Medical Device Business Services, Inc., F/K/A DePuy Orthopaedics, Inc. v. United States ex rel. Nargol
  - United States of America ex rel. Campie v. Gilead Sciences Inc.
- More than 200 pages of comments were submitted to the Federal Government
- 10 Policy Committees
- 1 New Cybersecurity and Supply Chain Committee to launch in 2019
- 2 Subcommittees Medical/Surgical Products & Pharmaceuticals
- 2 Working Groups - e-Commerce and Prosthetics
- 37 Committee Meetings in 2018

# MARKET INTELLIGENCE

Annually, the Coalition publishes the *Federal Market Analysis*, a “go-to” resource for members that provides insights into market trends on the Schedules, blanket purchase agreements, and GWAC’s.

Weekly, the Coalition publishes an electronic newsletter – the *Friday Flash* – which takes a comprehensive look at recent government procurement policy developments and includes a blog post from CGP president, Roger Waldron, titled *FAR and Beyond*. The *Friday Flash* is considered a “must read, in-the-know” Federal acquisition publication.

The *Tuesday Tracker* will complement the *Friday Flash* and provide a “top-of-the-waves” run-down of links to front burner issues; weekly updates; relevant agency reports; and links to House and Senate calendars. It will also include our new Regulatory Tracker, which will list relevant open FAR, DFARS, and GSAR cases and their status descriptions.

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 upcoming market opportunities.



# MEMBER COMMITTEES

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



## BUSINESS AND REGULATORY ISSUES COMMITTEE (BRIC)

**CHAIRS:** *Joel Hinzman, Oracle; and Scott Klein, CGI*

The BRIC provides an education channel for CGP members and government to share their expert perspectives on cross-cutting issues in their respective ecosystems, thereby promoting understanding that will translate into improved business and agency mission performance. Because the BRIC addresses cross-cutting issues, members are encouraged to solicit participation from multiple disciplines across their organizations, including business, public affairs, law, contracting, and compliance.

## CYBER & SUPPLY CHAIN COMMITTEE

**CHAIRS:** *Townsend Bourne, Sheppard Mullin; Robert Metzger, Rogers, Joseph, O'Donnell; and Amy Childers Benson, SAIC*

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:** *Jeff Rach, Allsteel; Steve Robinson, Knoll; and Tim Barrios, Herman Miller*

The Furniture Committee 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*

The General/Office Products Committee 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.

## GWAC, MAC & ENTERPRISE CONTRACTING COMMITTEE

**CHAIRS:** *Mike Pullen, CGI Federal; Matt See, Booz Allen Hamilton; and Mike McHugh, GDIT*

The GWAC, MAC & Enterprise Contracting Committee 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

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**CHAIR:** Donna Yesner, *Morgan Lewis*

The Healthcare Committee 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 Deeb, *Karl Storz*; Leonard Nall, *Terumo*; Mark Osterman, *Medtronic*; and Paul Smith, *Johnson & Johnson Health Care Systems Inc.*

The Medical/Surgical Subcommittee addresses 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*; Donna Yesner, *Morgan Lewis*; and Greg Madden, *Orlaithe Consulting*

The Pharmaceutical Subcommittee focuses on 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

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**CHAIR:** Dave Goins, *Xerox*

The Imaging Equipment Committee addresses 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

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

The IT Committee 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.

## SERVICES COMMITTEE

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

The Services Committee 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

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**CHAIRS:** David Black, *Holland & Knight*; Ken Dodds, *Live Oak Bank*; and Elizabeth Jochum, *Smith Pachter McWhorter PLC*

The Small Business Committee provides small business-related acquisition rules, regulations, and programs, as well as Federal contracting opportunities for small businesses.



# EDUCATION & 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.**

WEBINARS

CONFERENCES

BREAKFAST FORUMS

TRAININGS

CUSTOMIZED MARKET BRIEFINGS

COMMITTEE MEETINGS



*“CGP does a phenomenal job in creating a forum for decisionmakers to have a dialogue with industry in an informal setting that provides great insight into thinking of the government--not just their decision. My team has found these insights to be particularly valuable as VA and DoD re-think their healthcare supply chains. CGP events have become a must attend for AMD executives.”*

**—Akhil Agrawal, President, American Medical Depot (AMD)**

# NETWORKING & 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.

Member annual conferences and events offer opportunities to hear from and engage with acquisition leaders in the Government and with industry colleagues.

Members are given the opportunity to share their ideas, comments, and expertise through participation in committee meetings, conferences, white papers and policy letters sent to the Government.





## NETWORKING EVENTS:

The Coalition provides a multitude of networking opportunities throughout the year at our conferences, trainings, and committee meetings where there will often be dedicated time on the agenda for conversation and sharing ideas with peers and key government officials during breakfast, lunch, and receptions.



# MEMBERSHIP TIERS

Membership Benefits by Dues Level	Keystone	Executive	Strategic Partner**	Premier	Affiliate*	Standard (High)	Standard (Low)	Standard (Small Business)
Total Federal Government Sales from the Prior Government FY	N/A	N/A	N/A	N/A	N/A	\$15M +	\$5-\$15M	\$0 - \$5M
Dues Level	\$50,000	\$35,000	\$25,000	\$9,500	\$5,000	\$6,500	\$3,500	\$1,500
<b>MEMBERSHIP BENEFITS - ALL LEVELS</b>								
Access to market intelligence and Coalition executives on an ad hoc basis for questions concerning Federal procurement policy and compliance, GSA/VA and GWAC acquisition programs	✓	✓	✓	✓	✓	✓	✓	✓
Access to the weekly <i>Friday Flash</i> and <i>Tuesday Tracker</i> online news publications	✓	✓	✓	✓	✓	✓	✓	✓
Unlimited Company Participation on CGP Member Committees	✓	✓	✓	✓	✓	✓	✓	✓
Opportunities for discussion and networking with key industry and government leaders	✓	✓	✓	✓	✓	✓	✓	✓
Discounts on CGP Conference Registrations, Webinars, Education & Training	See Below	✓	✓	✓	✓	✓	✓	✓
Access to CGP Member-only Portal with exclusive member-only content	✓	✓	✓	✓	✓	✓	✓	✓
Opportunity to Sponsor CGP Events	✓	✓	✓	✓	✓	✓	✓	✓
Welcome Acknowledgement in the <i>Friday Flash</i>	✓	✓	✓	✓	✓	✓	✓	✓
Company logo on CGP website with a link to company site	✓	✓	✓	✓				
Company name listed on CGP website with link to company site					✓	✓	✓	✓
Opportunity to submit content to the "Legal Corner", "Healthcare Spotlight", or "Cyber Security" section of the <i>Friday Flash</i> newsletter	✓	✓	✓	✓	✓	✓	✓	✓
Complimentary copy of CGP's Annual Market Report: A View of the Schedules, GWACs and Commercial Item Contracting	✓	✓	✓	✓	✓	✓	✓	✓
Receive complimentary advertising in the <i>Friday Flash</i> for open positions within your organization.	✓	✓	✓	✓	✓	✓	✓	✓
Dedicated CGP Relationship Manager	✓	✓	✓	✓	✓	✓	✓	✓
<b>ADDITIONAL BENEFITS</b>								
<b>POLICY &amp; MARKET INTELLIGENCE</b>								
Annual briefing available for your senior leadership team with Coalition executives	2	1	1					
<b>EDUCATION &amp; TRAINING</b>								
Complimentary Passes to CGP In-House Legal Training and MAS Training	Unlimited	5/class	5/class	2/class				
Complimentary Access to all CGP webinars	✓	✓	✓	✓				
Complimentary CGP Procurement Training for internal groups such as business development, contracts and compliance teams, as well as for external partners	✓							
<b>EVENTS &amp; NETWORKING</b>								
Complimentary Conference Registrations to all CGP Healthcare and Breakfast Forums, Spring & Fall Conference	Unlimited for each event	5/event	5/event	2/event				
Participation at Premier Member and above meetings	✓	✓	✓	✓				
Complimentary 10-person table at the Excellence in Partnership Awards dinner	✓							
<b>THOUGHT LEADERSHIP</b>								
Complimentary invitations for senior executives to participate on "Off the Shelf", the Coalition President's weekly Federal News Network show, topics to be determined.	✓	✓	✓					
Eligible for Chairmanship of CGP Member Committees	✓	✓	✓	✓				
Eligible to participate on the Coalition Board of Advisors	✓	✓	✓	✓				
<b>BRAND EXPOSURE</b>								
Company logo on designated CGP promotional materials and signage at Coalition events	✓	✓	✓					
Advertisements in the CGP Spring and Fall Conference and Excellence in Partnership Awards Programs	Full-page	Half-page	Half-page	25% Discount				
Verbal recognition at CGP Conferences, Forums, and Excellence in Partnership Awards.	✓	✓	✓					
Opportunity to provide webinar content for our members	✓	✓	✓	✓				

\* Affiliate Membership applies to companies selling products and services to federal contractors.

\*\* Higher level of Affiliate Membership



## Questions about your existing Coalition membership?



### **MATT CAHILL**

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## Questions about joining the Coalition?



### **HEATHER TARPLEY**

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*for Government Procurement*

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