
Government-Wide Category Management V3.0 Strategic Plans

CMLC-Approved

April 04, 2018

Overarching Category Plan Themes

1. Reduce unmanaged spend and increased use of BICs.
2. Reduce the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts.
3. Implement demand-management strategies.
4. Share transactional data and analysis to inform better buying.
5. Maximize small business participation and meet requirements to buy mandatory sources (for example, AbilityOne).

Government-Wide Category Management

Version 3.0 Category Strategic Plans (in order of category spend)

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Facilities & Construction FY 18 Strategic Plan

April 2018

Facilities & Construction Summary

FY16 Total Spend = \$78.8B

- Accomplishments: 1) Very engaged cross-agency leadership team; 2) Building Maintenance and Operations (BMO) solution first to achieve BIC status; 3) USACE Facilities Reduction Program (FRP) first active non-GSA BIC solution
- Top Initiatives: 1) Leverage OMB memo to drive up SUM to Tier 2 & 3 in the facilities maintenance market utilizing BMO and Schedule 03FAC; 2) As part of SRM effort, recruit high-spend contractors to Tier 2 & 3 solutions, with a particular emphasis on needed socioeconomic groups; 3) Align Schedule 03FAC with BIC criteria – highly dependent on Other Direct Costs (ODCs) rule determination – formal assessment not planned due to Schedules consolidation
- Notes: The Facilities & Construction Category has undergone substantial analysis of spend at the functional grouping level. Its targeted initiatives were chosen due to their ability to have the largest impact possible within the markets it can directly affect. The following slides summarize this targeting process.

	Baseline	FY17 Target	FY17 YTD *	FY18 Target	Increase over FY17 (%)	FY19 Target	Increase over FY18 (%)
SUM		\$10,800 M	\$24,932 M	\$25,542M**	2.4%	\$25,609M**	<1%
Cost Avoidance	\$471 M	\$816 M	\$471M	\$473.5M***	<1%	\$476M***	<1%
Contract Duplication		-10%	-1.02%	<-1%****	N/A	<-1%****	N/A
Small Business		30%	24.82%	30%	N/A	24.82%+	N/A

* Contract data is pulled from FPDS-NG. DoD Contract data is always three months in arrears in the FPDS-NG system.

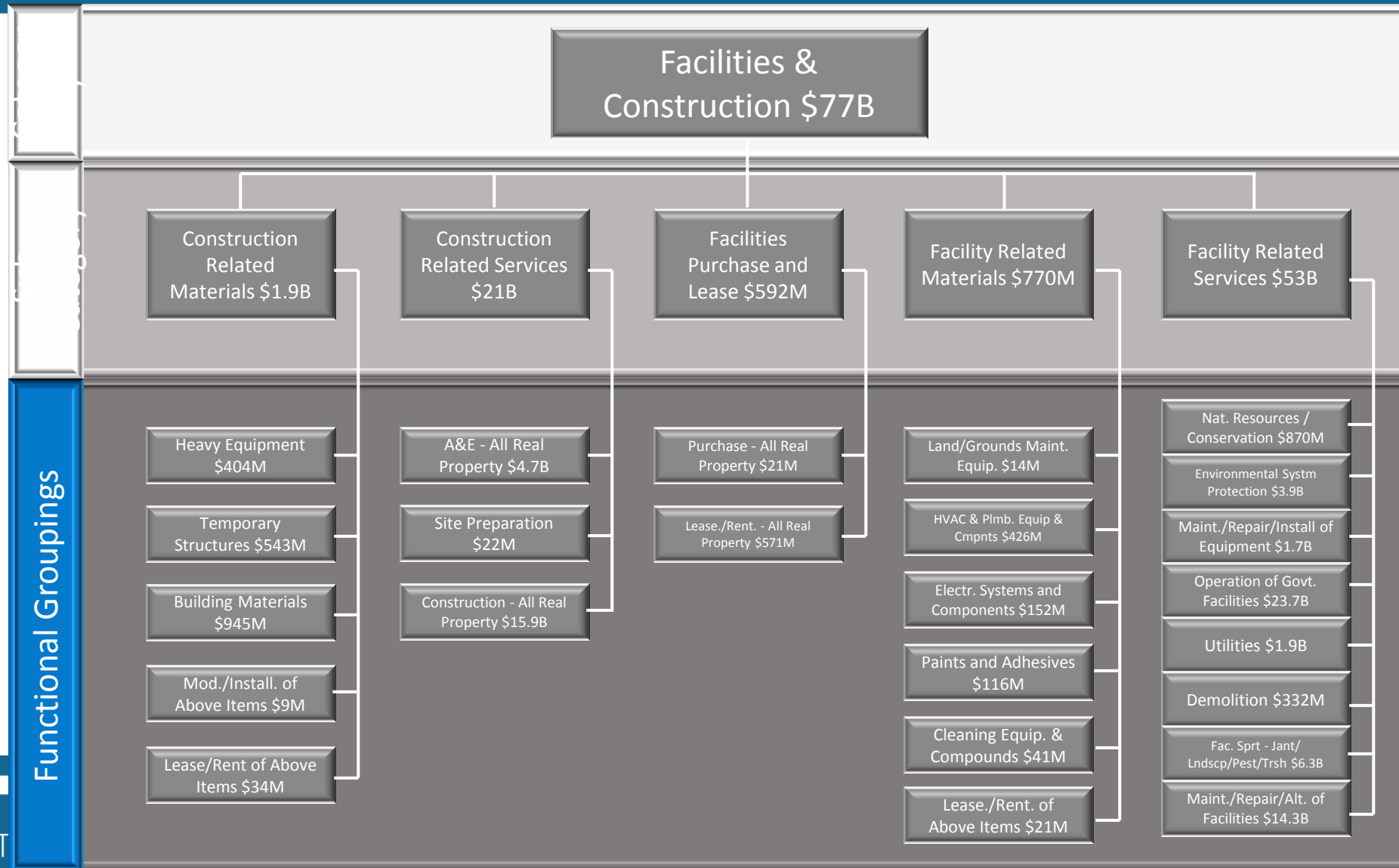
** Assumes \$24,932M in DOE GOCO SUM (FY17 total); amount targeted by active initiatives is \$610M in FY18 and \$677M in FY19

*** Assumes \$471M in DOE GOCO Savings (FY17 total); amount targeted by active initiatives is \$2.5M in FY18 and \$5M in FY19

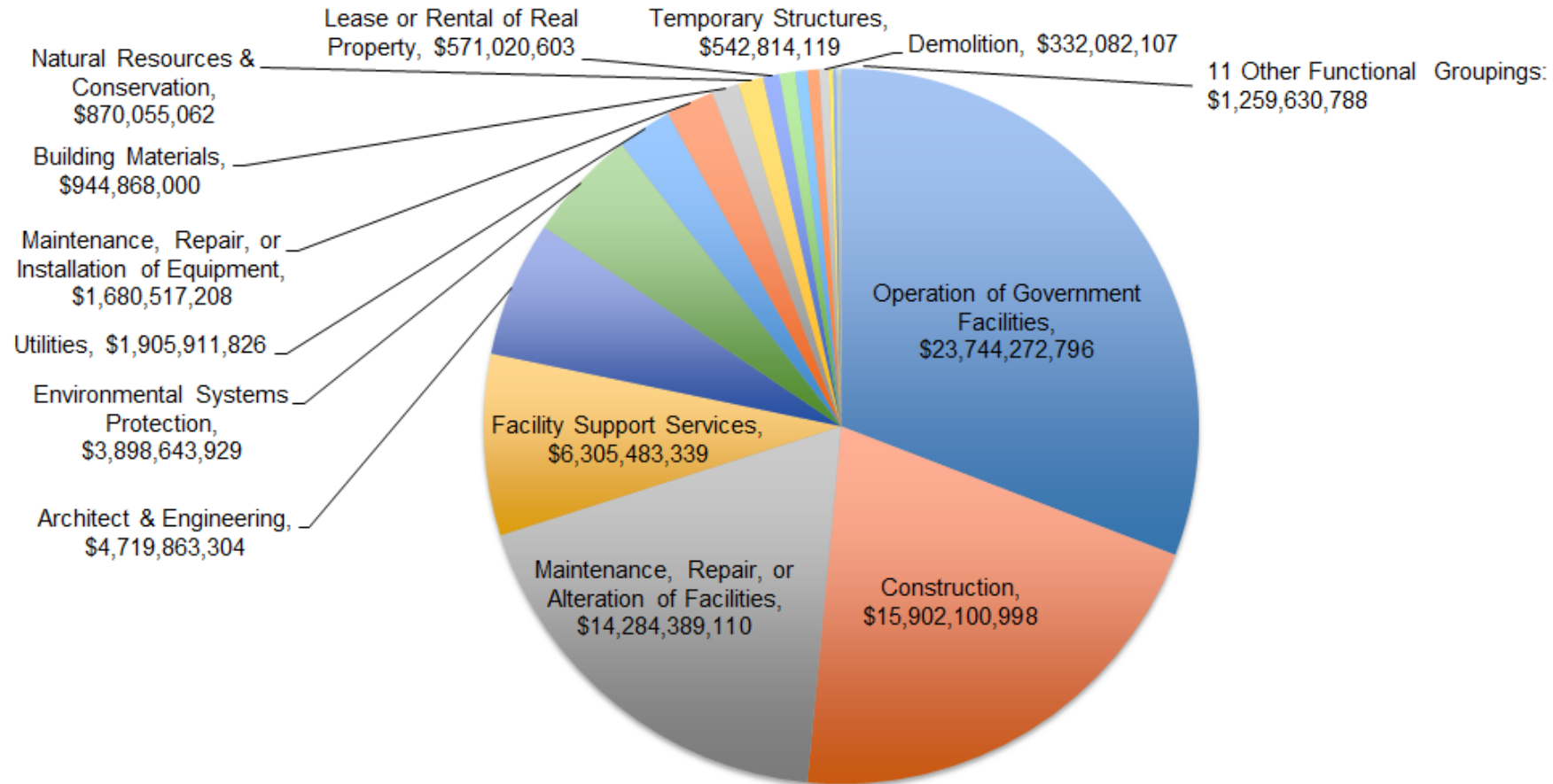
**** Assumes an additional 467 contracts being shifted from open-market to government-wide facilities maintenance solutions.

Facilities & Construction Category Composition

Breakdown by Classification Level (FY16 Spend Totals)



FY16 Spend Distribution by Functional Grouping



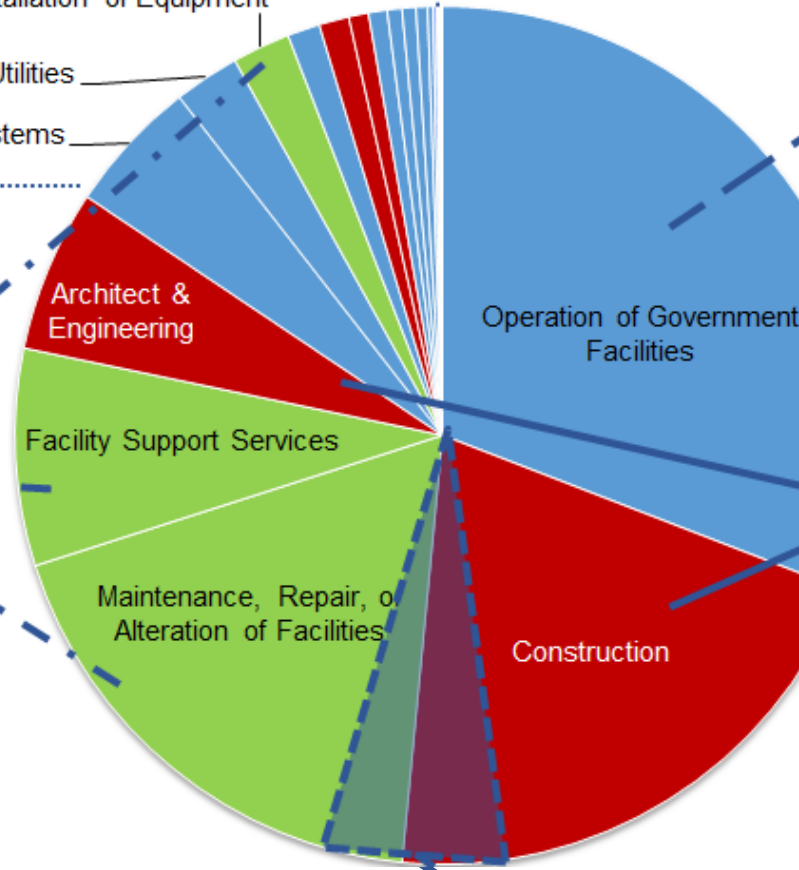
Mapping FY18 Opportunities and Barriers

A number of smaller, though still meaningful, segments of spend are served by existing solutions: Environmental Protection, Utilities, Construction/Facilities Products, Demolition, etc.

Maintenance, Repair, or Installation of Equipment
Utilities
Environmental Systems Protection

Department of Energy Government-owned, Contractor-Operated (GOCO) contracts are limited in number but massive in size. They have attained a Tier 2 SUM designation based on their well-developed management and administration practices.

The largest area of opportunity for SUM conversion is in the area of facilities maintenance (inclusive of facilities, equipment, and support services). This segment is served by the BMO and 03FAC solutions.



The Construction and A&E functional groupings make up a large portion of the overall spend. However, every agency has a separate strategy for construction and A&E projects that they are unlikely to deviate from. Some of this spend may be able to be validated as higher tier spend by those agencies, particularly their large-scale construction.

The Repair & Renovation solution would impact portions of spend across both facilities repair/alteration and construction. However, the solution is currently stalled and being assessed for the commerciality of those services.

FY18 Facilities & Construction Priority Initiatives

- Leverage OMB Memo on SUM to increase Tier 2 & 3 SUM through the use of BMO and 03FAC
- Conduct one-on-one assistance meetings with agency procurement executives to help identify meaningful targets for SUM conversion – Tiger team with SPE and PBS leadership to utilize BMO in National Capital Region and CONUS-wide for 03FAC
- Conduct a series of industry events to help launch an expanded SRM effort
- Recruit high-spend industry partners in the facilities maintenance market - both small and large businesses
- BMO expansion – initiate on-ramping of additional Phase I small business contractors (to support PBS NCR)

FY18 Facilities & Construction Priority Initiatives

- Align 03FAC with updated best-in-class requirements by incorporating Order Level Materials (OLMs)
- Complete R&R research phase and make a decision on whether to move forward
- Add specific 03FAC language to align with customer requirements (such as \$1.3B 10-year Fuels Maintenance and other O&M opportunities)
- Continue to add content to Acquisition Gateway to draw more visitors and more purposeful visits
- Facilitate Tier 2 assessment for GSA area-wide utility contracts (PBS Leading - \$?)

Category Initiatives

- SUM – Total of BMO (\$50M;\$100M) and 03FAC (\$560M;\$577M) spend projections
- Cost Avoidance – BMO projected cost-avoidance rate (5%) times projected BMO spend
- Contract Reduction – Projected increase in number of open market Award IDs replaced by BMO and 03FAC task orders
- Small Business – Considers current utilization and expected future growth in larger requirements
- Acquisition Gateway – FY17 monthly target to meet or exceed

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
1	Reduction of unmanaged spend and increased use of BIC Align 03FAC with updated best-in-class requirements by incorporating Order Level Materials (OLMs)	Q1	<ul style="list-style-type: none"> Complete Program Data Analysis for all Schedule 03FAC offerings 	~\$22B/yr	SUM	\$610M	\$677M
		Q2	Prepare final language and incorporate into both the Schedule 03FAC solicitation and GSA eLibrary		Cost Avoidance	\$2.5M	\$5M
		Q3			Contract Reduction	-90 BMO; -377 03FAC	-120 BMO; -131 03FAC
		Q4	<ul style="list-style-type: none"> Augment Schedule 03FAC with solution for Other Direct Costs (ODCs) Evaluate year-end adoption 		Small Business	40%+	40%+
					Acquisition Gateway	62/month+	62/month+

Expected Outcomes: Category will have BIC solution will be available for 70% of federal FM requirements; Category will have Tier 2 solution available for 100% of federal FM requirements; Category will have BIC solution available for 100% of federal demolition requirements; Increased federal spend on Tier 2 and BIC solutions

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
2	Reduction in the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts Individual agency outreach with data on largest facilities maintenance requirements timing and alignment with government-wide solutions	Q1	<ul style="list-style-type: none"> Conduct a five year, gov-wide analysis of upcoming FM requirements for each federal agency 	~\$22B/yr	SUM	\$610M	\$677M
		Q2	Begin conducting one-on-one meetings		Cost Avoidance	\$2.5M	\$5M
		Q3	<ul style="list-style-type: none"> Conduct one-on-one meetings with all federal agencies to explain opportunities to move spend from Tier 0-1 to Tier 2 and BIC and Develop agency specific strategies/plans to transfer spend to Tier 2 and BIC 		Contract Reduction	-90 BMO; -377 03FAC	-120 BMO; -131 03FAC
		Q4	<ul style="list-style-type: none"> Evaluate year-end adoption 		Small Business	40%+	40%+
					Acquisition Gateway	62/month+	62/month+

Expected Outcomes: Five year federal-wide expiration schedule for current facilities maintenance contracts; Timeline and strategies for each agency to transfer spend to Tier 2 and BIC; Better relationships with key decision makers for facilities maintenance within each agency; Increased spend on Tier 2 and BIC solutions

Category Initiatives

- SUM – Total of BMO (\$50M;\$100M) and 03FAC (\$560M;\$577M) spend projections
- Cost Avoidance – BMO projected cost-avoidance rate (5%) times projected BMO spend
- Contract Reduction – Projected increase in number of open market Award IDs replaced by BMO and 03FAC task orders
- Small Business – Considers current utilization and expected future growth in larger requirements
- Acquisition Gateway – FY17 monthly target to meet or exceed

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
3	Reduction of unmanaged spend and increased use of BIC Complete R&R research phase and make decision on whether to proceed	Q1	<ul style="list-style-type: none"> • Conduct Market Research on FBO to illustrate commerciality 	~\$22B/yr	SUM	\$610M	\$677M
		Q2	<ul style="list-style-type: none"> • Work with GSA OGC to prove commerciality of R&R solution • Decision was made not to proceed. 		Cost Avoidance	\$2.5M	\$5M
		Q3			Contract Reduction	-90 BMO; -377 03FAC	-120 BMO; -131 03FAC
		Q4			Small Business	40%+	40%+
					Acquisition Gateway	62/month+	62/month+

Expected Outcomes: Category will have BIC solution will be available for 70% of federal FM requirements; Category will have Tier 2 solution available for 100% of federal FM requirements; Category will have BIC solution available for 100% of federal demolition requirements; Increased federal spend on Tier 2 and BIC solutions

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
4	Reduction of unmanaged spend and increased use of BIC BMO Expansion - Award and Market Phase 2 (Zones 2-6) BMO Unrestricted Awards	Q1	<ul style="list-style-type: none"> • Award unrestricted portion of Phase 2 (zones 2-6) 	~\$22B/yr	SUM	\$610M	\$677M
		Q2	<ul style="list-style-type: none"> • Market enhanced BMO solution to federal agencies. 		Cost Avoidance	\$2.5M	\$5M
		Q3	<ul style="list-style-type: none"> • Continue marketing BMO solution 		Contract Reduction	-90 BMO; -377 03FAC	-120 BMO; -131 03FAC
		Q4	<ul style="list-style-type: none"> • Continue marketing BMO solution • Evaluate Year End Adoption 		Small Business	40%+	40%+
					Acquisition Gateway	62/month+	62/month+

Expected Outcomes: Five year federal-wide expiration schedule for current facilities maintenance contracts; Timeline and strategies for each agency to transfer spend to Tier 2 and BIC; Better relationships with key decision makers for facilities maintenance within each agency; Increased spend on Tier 2 and BIC solutions

Category Initiatives

- SUM – Total of BMO (\$50M;\$100M) and 03FAC (\$560M;\$577M) spend projections
- Cost Avoidance – BMO projected cost-avoidance rate (5%) times projected BMO spend
- Contract Reduction – Projected increase in number of open market Award IDs replaced by BMO and 03FAC task orders
- Small Business – Considers current utilization and expected future growth in larger requirements
- Acquisition Gateway – FY17 monthly target to meet or exceed

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
5	Reduction of unmanaged spend and increased use of BIC Add specific 03FAC language to align with customer requirements (such as \$1.3B 10-year Fuels Maintenance and other O&M opportunities)	Q1		~\$22B/yr	SUM	\$610M	\$677M
		Q2	<ul style="list-style-type: none"> • Enhance 03FAC language/solutions to align with agency requirements • Prepare 1649 request to modify Schedule language 		Cost Avoidance	\$2.5M	\$5M
		Q3	<ul style="list-style-type: none"> • Obtain Central Office Approval and update language in the solicitation and on Elibrary 		Contract Reduction	-90 BMO; -377 03FAC	-120 BMO; -131 03FAC
		Q4			Small Business	40%+	40%+
					Acquisition Gateway	62/month+	62/month+

Expected Outcomes: Category will have BIC solution will be available for 70% of federal FM requirements; Category will have Tier 2 solution available for 100% of federal FM requirements; Category will have BIC solution available for 100% of federal demolition requirements; Increased federal spend on Tier 2 and BIC solutions

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
6	Reduction of unmanaged spend and increased use of BIC Conduct a series of industry events to help launch an expanded SRM effort	Q1		~\$22B/yr	SUM	\$610M	\$677M
		Q2	<ul style="list-style-type: none"> • Conduct Heartland industry event for services (March 6-7) • Conduct Heartland industry event for products (March 21-22) 		Cost Avoidance	\$2.5M	\$5M
		Q3			Contract Reduction	-90 BMO; -377 03FAC	-120 BMO; -131 03FAC
		Q4			Small Business	40%+	40%+
					Acquisition Gateway	62/month+	62/month+

Expected Outcomes: Five year federal-wide expiration schedule for current facilities maintenance contracts; Timeline and strategies for each agency to transfer spend to Tier 2 and BIC; Better relationships with key decision makers for facilities maintenance within each agency; Increased spend on Tier 2 and BIC solutions

Category Initiatives

- SUM – Total of BMO (\$50M;\$100M) and 03FAC (\$560M;\$577M) spend projections
- Cost Avoidance – BMO projected cost-avoidance rate (5%) times projected BMO spend
- Contract Reduction – Projected increase in number of open market Award IDs replaced by BMO and 03FAC task orders
- Small Business – Considers current utilization and expected future growth in larger requirements
- Acquisition Gateway – FY17 monthly target to meet or exceed

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
7	<i>Implementation of demand management strategies</i>	Q1		~\$2B/yr (we have been told this FPDS number is low; may be closer to ~\$7B/yr)	SUM	Unknown	Unknown
		Q2			Cost Avoidance	Unknown	Unknown
	Utilize the Acquisition Gateway to share strategies in demand management – focusing initially on promotion of DOE's ESPC contracts, GSA's ENABLE program, GSA's Area-wide utilities contracts, and a Navy-led initiative to consolidate utilities spend	Q3	<ul style="list-style-type: none"> • Establish demand management section on the Gateway • Market new tile to F&C Leadership team 		Contract Reduction	Unknown	Unknown
		Q4	<ul style="list-style-type: none"> • Collect demand management content • Market content to government at-large 		Small Business	Unknown	Unknown
				Acquisition Gateway	62/month+	62/month+	

Expected Outcomes: Better realize the federal government's buying power. Better leverage creative financing solutions to drive governmental savings on energy and water use.

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
8	<ul style="list-style-type: none"> • Facilitate Tier 2 assessment for GSA area-wide utility contracts • Work with the Utilities sub-team to also explore opportunities for government-wide utilities strategy, including but not limited to, exploration of how spend may meet Tier 2 SUM and continued sharing of best practices. 	Q1		~\$22B/yr	SUM	Unknown	Unknown
		Q2	Prepare the business case		Cost Avoidance	Unknown	Unknown
		Q3	Submit to OMB for approval OMB approval of GSA area-wide contracts for Tier 2		Contract Reduction	Unknown	Unknown
		Q4			Small Business		
				Acquisition Gateway	Unknown	Unknown	

Expected Outcomes: Some agencies are not sold on benefits of transferring spend from internal solutions to gov-wide solutions. This transactional data will assist us with building the case for transferring spend to Tier 2 and BIC solutions.; Increased spend on Tier 2 and BIC solutions

Category Initiatives

- SUM – Total of BMO (\$50M;\$100M) and 03FAC (\$560M;\$577M) spend projections
- Cost Avoidance – BMO projected cost-avoidance rate (5%) times projected BMO spend
- Contract Reduction – Projected increase in number of open market Award IDs replaced by BMO and 03FAC task orders
- Small Business – Considers current utilization and expected future growth in larger requirements
- Acquisition Gateway – FY17 monthly target to meet or exceed

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
9	Recruit high-spend industry partners in the facilities maintenance market - both small and large businesses	Q1	<ul style="list-style-type: none"> • Conduct an industry analysis to determine top small and large business companies within the facilities maintenance market space 	~\$22B/yr	SUM	\$610M	\$677M
		Q2	<ul style="list-style-type: none"> • Prepare recruitment collateral • Finalize recruitment lists. 		Cost Avoidance	\$2.5M	\$5M
		Q3	<ul style="list-style-type: none"> • Begin marketing outreach to small businesses 		Contract Reduction	-90 BMO; -377 03FAC	-120 BMO; -131 03FAC
		Q4	<ul style="list-style-type: none"> • Begin marketing outreach to large businesses • Center contracting to begin evaluating new offers. 		Small Business	40%+	40%+
					Acquisition Gateway	62/month+	62/month+

Expected Outcomes: Better selection of top performing small businesses on both 03FAC and BMO; Additional VET companies available on Category contracting solutions; A better Category-wide understanding of AbilityOne solutions and additional opportunities for AbilityOne companies

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
10	Continue to add content to Acquisition Gateway to draw more visitors and more purposeful visits	Q1-Q4	<ul style="list-style-type: none"> • Incorporate training of the F&C hallway into the customer training on Schedules quarterly • Load content applicable to the F&C Category to draw more visitors and more purposeful visits • Implement additional search filters to help customers drill down to the specific information they are needing when visiting the F&C hallway 	~\$22B/yr	SUM	Unknown	Unknown
					Cost Avoidance	Unknown	Unknown

Professional Services FY 18 Strategic Plan

April 2018

Professional Service Category Accomplishments

- Delivered *Category Spotlights* an educational series of webinars on topics such as Organizational Conflict of Interest, Acquisition Review Boards, and Reverse Industry Days
- Provided tools to the acquisition workforce in support of market research and better contracting practices through the launch of *Steps to Performance Based Acquisition* and *CALC*
- Developed approach to Supplier Relationship Management including segmentation and interviews leading to a white paper with findings
- Designated OASIS, GSA SmartPay 2&3, and Identity Protection Services (BPA) as Best-in-Class
- Created specialized best practices handbook for civilian contract audit services
- Proposed approach to capture administrative savings/cost avoidance for services contracts, bringing together analysis from government and private sector consultants

Summary of Professional Services Category Initiatives

Cross Cutting Goal		Key Initiatives
1	Reduction of unmanaged spend and increased use of BICs	<ul style="list-style-type: none"> ● Increase use of OASIS, IPS, and SmartPay 3 BICs ● Increase use of the Professional Services Schedule
2	Reduction in the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts	<ul style="list-style-type: none"> ● Implement PS SRM program ● Services spend analyses completed for top five PS spend agencies ● Administrative savings methodology adopted for the Professional Services Schedule
3	Implementation of demand management strategies	<ul style="list-style-type: none"> ● Steps to Performance Based Acquisition digital tool development ● Sharing good practices ● Services acquisition workshops initiative for civilian agencies
4	Sharing of transactional data and analysis to inform better buying	<ul style="list-style-type: none"> ● Pricing data for services contracting shared through AG ● Complete value analysis of pricing data for BIC's and Tier 2 SUM contracts ● Ingest SmartPay as an additional "total spend" data source
5	Maximizing small business participation and meeting requirements to buy from Ability One	<ul style="list-style-type: none"> ● "Did you know" educational campaign for small business usage

Initiatives & Key Program Objectives

Initiative	Key Program Objectives			
	Sourcing	Demand	Value & Cost Avoidance	Supplier Relationships
Increase use of BIC Contracts	✓		✓	
Increase use of Tier 2 SUM - PSS	✓		✓	
Implement SRM Program				✓
Steps to Performance Based Acquisition			✓	
Category Spotlights & Good Practices		✓		
Services Acquisition Workshops (Civilian)		✓	✓	
Value and Pricing Analysis			✓	
“Did You Know” Small Business Educational Campaign	✓			

Summary of Professional Services KPIs

FY17 Total Spend = \$70.5B

KPI Targets						
KPI	FY17 Target	FY17 Actual	FY18 Target	Increase Over FY17	FY19 Target	Increase over FY18
SUM	\$2.2B	\$23.6B	\$24.1B*	2%	\$25.3B*	5%
Cost Avoidance (BIC Only)	\$288M	\$304M	\$275M**	-7.7%***	\$280M**	1.8%
Contract Reduction	-10%	-0.83%	-5%	5%	-5%	5%
Small Business	32.1%	32.5%	33%	0.5% (1.5% effective rate of increase)	34.5%	1.5% (4.5% effective rate of increase)

* SUM Tier 1 analysis completion could impact target

**Cost-avoidance targets can be increased significantly with proposed administrative savings methodology

***Decreased cost-avoidance in FY18 is based on anticipated lower spend volumes tied to FY18 budgets

Category Initiatives

Reduction of unmanaged spend and increased use of BICs

Goal	Initiative(s) Description	Key Milestones FY18		Targeted Spend	KPI Targets			
					KPI	FY18	FY19	
1	<ul style="list-style-type: none"> Improve usage of PS BICs Improve usage of the Professional Services Schedule 	Q1	<ul style="list-style-type: none"> OASIS: HHS usage commitment (HHS) Discovery digital tool <ul style="list-style-type: none"> Award contract for additional iterative enhancement 	\$70.5B	SUM	\$24.1B*	\$25.3B*	
			Q2		<ul style="list-style-type: none"> OASIS and IPS SIN recertified as BIC Administrative cost-avoidance methodology adopted for OASIS BIC and Tier 2 spend contracts education/awareness campaign Discovery digital tool <ul style="list-style-type: none"> Expand available Contract data - HCATs and BMO 	Cost Avoidance	\$275M**	\$280M**
		Q3			<ul style="list-style-type: none"> Spend and opportunities for improvement analyses shared with top 5 PS spend agencies Discovery digital tool <ul style="list-style-type: none"> Integrate or link to CALC to provide full MR experience 	Contract Reduction	5%	5%
					Q4	<ul style="list-style-type: none"> SmartPay 3 implemented Administrative cost-avoidance methodology adopted for the Professional Services Schedule Implement ODC's on PSS 	Small Business	33%
								Acquisition Gateway

* SUM Tier 1 analysis completion could impact target **Cost-avoidance targets can be increased significantly with proposed administrative cost-avoidance methodology

Category Initiatives

Reduction in the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts

Goal	Initiative(s) Description	Key Milestones FY18		Targeted Spend	KPI Targets			
					KPI	FY18	FY19	
2	<ul style="list-style-type: none"> Implement PS SRM program Services spend analyses completed for top five PS spend agencies Administrative savings methodology adopted for the Professional Services Schedule (PSS) 	Q1	<ul style="list-style-type: none"> Industry interviews continue Host quarterly SRM CM Community of Interest meeting 	\$70.5B*	SUM	\$24.1B*	\$25.3B*	
			Q2		<ul style="list-style-type: none"> Industry interviews continue Host quarterly SRM CM Community of Interest Meeting Host first Supplier Advisory Group (Information Exchange Forum) meeting SRM Spotlight on Hallway* 	Cost Avoidance	\$275M**	\$280M**
		Q3			<ul style="list-style-type: none"> Industry interviews continue Host quarterly SRM CM Community of Interest Meeting Develop forecast opportunities strategy Finalize draft template for common industry capability statements Spend and opportunities for improvement analyses shared with top 5 PS spend agencies Administrative savings methodology adopted for PSS 	Contract Reduction	5%	5%
					Q4	<ul style="list-style-type: none"> Industry interviews continue Host quarterly SRM CM Community of Interest Meeting 1 PS sub-category segmentation and stratification completed Work Capability statements digital tool product release plan 	Small Business	33%
								Acquisition Gateway

* SUM Tier 1 analysis completion could impact target **Savings targets can be increased significantly with proposed administrative saving methodology

Category Initiatives

Implementation of demand management strategies

Goal	Initiative(s) Description	Key Milestones FY18	Targeted Spend	KPI Targets		
				KPI	FY18	FY19
3	<ul style="list-style-type: none"> Steps to Performance Based Acquisition digital tool development Sharing good practices Services acquisition workshops (SAW) initiative for civilian agencies 	<ul style="list-style-type: none"> Steps to PBA <ul style="list-style-type: none"> Launch SPBA Award contract for additional iterative enhancement Good Practices <ul style="list-style-type: none"> 9 new articles (+1 sub-hallway article) 2 Hallway Spotlights (Reverse Industry Days and SPBA) 	\$70.5B*	SUM	\$24.1B*	\$25.3B*
				Cost Avoidance	\$275M**	\$280M**
				Contract Reduction	5%	5%
				Small Business	33%	34.5%
				Acquisition Gateway	1,000	1,100
	<ul style="list-style-type: none"> Steps to PBA <ul style="list-style-type: none"> Establish content advisory board <ul style="list-style-type: none"> Develop charter Review and contribute content Begin phase II development Good Practices <ul style="list-style-type: none"> 9 new articles (+1 sub-hallway article) 2 Hallway Spotlights (SRM and SmartPay) Organize Hallway Hubs ACT IAC Acquisition Excellence Conference collaboration SAW <ul style="list-style-type: none"> Complete market research with OMB, FAI, DAU, agency SMEs 					

* SUM Tier 1 analysis completion could impact target **Savings targets can be increased significantly with proposed administrative saving methodology

Category Initiatives

Implementation of demand management strategies, continued

Goal	Initiative(s) Description	Key Milestones FY18	Targeted Spend	KPI Targets		
				KPI	FY18	FY19
3	<ul style="list-style-type: none"> Steps to Performance Based Contracting digital tool development Sharing good practices Services acquisition workshops initiative (SAW) for civilian agencies 	Q3 <ul style="list-style-type: none"> Steps to PBA <ul style="list-style-type: none"> Good Practices <ul style="list-style-type: none"> 9 new articles (+1 sub-hallway article) 2 Hallway Spotlights (CALC and SAWS) 	\$70.5B*	SUM	\$24.1B*	\$25.3B*
				Cost Avoidance	\$275M**	\$280M**
		Contract Reduction		5%	5%	
		Small Business		33%	34.5%	
		Acquisition Gateway		1,000	1,100	
		Q4 <ul style="list-style-type: none"> Steps to PBA <ul style="list-style-type: none"> Integrate with Gateway Integrate with Project Center Quarterly Meeting Review and contribute Update Gateway and SPBA Tool (Source and prioritize updates based on input from the Advisory Group) Good Practices <ul style="list-style-type: none"> 9 new articles (+1 sub-hallway article) 2 Hallway Spotlights (Defense Base Act & Req't Dev) SAW <ul style="list-style-type: none"> Plan for SAW program and SAW as a Service completed 				

* SUM Tier 1 analysis completion could impact target **Savings targets can be increased significantly with proposed administrative saving methodology

Category Initiatives

Sharing of transactional data and analysis to inform better buying

Goal	Initiative(s) Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
4	<ul style="list-style-type: none"> Pricing data for services contracting shared through AG Complete value analysis of pricing data for BICs and Tier 2 SUM contracts Add SmartPay transactions as a data source for Categories 	Q1	<ul style="list-style-type: none"> NA 	\$70.5B*	SUM	\$24.1B*	\$25.3B*
		Q2	<ul style="list-style-type: none"> CALC <ul style="list-style-type: none"> Award contract for additional iterative enhancements HC & F&C Schedules Data Capture Partner w/ Gateway on IGCE Tool using CALC Applet 		Cost Avoidance	\$275M**	\$280M**
		Q3	<ul style="list-style-type: none"> CALC <ul style="list-style-type: none"> Load NAIC to SIN crosswalk & create a filter Add locality pricing / clearance and certification search criteria Analyze TDR and BIC CPRM data for usability and CALC integration 		Contract Reduction	5%	5%
		Q4	<ul style="list-style-type: none"> CALC <ul style="list-style-type: none"> Enhance search capabilities - keyword, location, capability statements Incorporate SmartPay transactional data to dashboards 		Small Business	33%	34.5%
					Acquisition Gateway	1,000	1,100

* SUM Tier 1 analysis completion could impact target **Savings targets can be increased significantly with proposed administrative saving methodology

Category Initiatives

Maximizing small business participation and meeting requirements to buy from Ability One

Goal	Initiative(s) Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
5	<ul style="list-style-type: none"> “Did You Know” educational campaign for small business usage 	Q1	<ul style="list-style-type: none"> NA 	\$70.5B*	SUM	\$24.1B*	\$25.3B*
		Q2	<ul style="list-style-type: none"> Work with Interagency Team to collect agency best practices Meet with federal OSDBU Council Strategic SRM engagement with SB’s 		Cost Avoidance	\$275M**	\$280M**
		Q3	<ul style="list-style-type: none"> Complete communication strategy and plan Post 3 “did you know” articles on AG Strategic SRM engagement with SB’s Meet with federal OSDBU Council 		Contract Reduction	5%	5%
		Q4	<ul style="list-style-type: none"> Implement communications strategy and plan Meet with federal OSDBU Council Post 3 “Did You Know” articles on AG 		Small Business	33%	34.5%
					Acquisition Gateway	1,000	1,100

* SUM Tier 1 analysis completion could impact target **Savings targets can be increased significantly with proposed administrative saving methodology

IT FY 2018 Strategic Plan

April 2018

Summary

FY17 Total Spend = \$56.75B

FY17 Key Accomplishments

Workstation/Laptop (M-16-02)

- Executed Q4 buying event, resulted in \$71M in spend and \$14M in savings
- Development and published version III of the workstation and laptop technical specification

Enterprise Software (M-16-12)

- Captured \$1,204M through Enterprise Software agreements, saving \$219M
- Facilitated an Oracle Tiger Team by providing training and development of best practice artifacts for agency software managers
- Develop two new software agreements with ServiceNow and Nutanix

Mobility (M-16-20)

- Captured \$92M through FSSI Wireless blanket purchase agreements (BPAs), saving \$33M
- Develop and execute the govt.-wide mobile strategy that 1) defined the sub-components of mobility, 2) developed technical guidance for each that maps to current security considerations (FISMA metrics), 3) identified potential sources of supply for each sub-category, and 4) identified govt.-wide acquisition pathways for each (consistent with M-17-22).

FY18 Key Initiatives

Workstation/Laptops (M-16-02)

- Integrate agency representation on the Core Workstation Category Team
- Build an agency technical team to develop version IV technical specification

Mobility (M-16-20)

- Develop and implement a request for quote (RFQ) engine that is integrated with the major carrier service providers
- Implement govt.-wide acquisition pathways that will enable mobility acquisition integration and agency consolidation of carrier service contracts

Enterprise Software (M-16-12)

- Perform a deep-dive analysis on Oracle, Microsoft, Cisco and develop additional govt.-wide agreements
- Continue the foundational agency training (re-train key topics, more OEM-specific training, consider workshop sessions)

Build Govt.-wide Foundational Program Elements

- Execute the development of Best-in-Class (BIC) program functions
- Agency engagement with Agency Profile Reports

KPI	FY17 Target	FY17 YTD	FY18 Target	Increase over FY17 (%)	FY19 Target	Increase over FY18 (%)
SUM	\$5.11B	\$19.12B	\$27.21B	\$8.091B (30%)	\$28,56B	\$1,353B (5%)
BIC Cost Avoidance	\$0.575B	\$0.27B	\$0.94B	\$0.67B (71%)	\$1.01B	\$0.10B (10%)
Contract Duplication	10% Reduction	10% Reduction	10% Reduction	10% Reduction	10% Reduction	10% Reduction
Small Business	35%	37.4%	39%	1.6%	40%	1.0%

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
1	Software: <i>Streamline the acquisition process for software applications; increase the availability and utilization of govt.-wide contracts and/or agreements; and increase the government's adoption of software asset management practices.</i>	Q1	<ul style="list-style-type: none"> Deep dive analysis on Oracle, Microsoft, Cisco and complete publisher roadmap Review IDC data elements and provide recommendations for changes 	\$6,800M	SUM	\$1,204M	\$1,324M
		Q2	<ul style="list-style-type: none"> Develop software cost-avoidance reporting best practices and recommend reporting changes Recommendations to streamline acquisition process for software acquisitions 		Cost Avoidance	\$219M	\$240M
		Q3	<ul style="list-style-type: none"> Develop a supplier relationship management (SRM) strategy for top publisher 		Contract Reduction	10%	10%
		Q1-Q4	<ul style="list-style-type: none"> Continue agency training (re-train key topics, more OEM-specific training, consider workshop sessions) Continue software manager meetings to share best practices (e.g. cloud licensing, negotiations, audit best practices) 				

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
2	Mobile Services: <i>Increase the adoption of standard requirements, terms and conditions for mobility services; gain efficiencies by increasing utilization of approved contract vehicles and reducing contract duplication; and further reduce costs for mobility service through demand management.</i>	Q1	<ul style="list-style-type: none"> Review IDC data elements and provide recommendations for changes Study refresh (savings vs. right-sizing) completed 	\$950M	SUM	\$92M	\$101M
		Q2	<ul style="list-style-type: none"> Bring-Your-Own-Device guidance issued Finalize standards for remote-wipe capabilities for mobile device management 		Cost Avoidance	\$33M	\$36M
		Q3	<ul style="list-style-type: none"> FSSI-Wireless replacement finalized 		Contract Reduction	10%	10%
		Q4	<ul style="list-style-type: none"> Device as a Service / TCO study Analysis of International/Outside-Continental-U.S. usage for opportunities Strategy and steps for mobile PKI 				

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
3	Workstation/Laptop: Increase the adoption of government standard configuration of laptops/desktops and reduce contract duplication to achieve cost savings and efficiencies.	Q1	<ul style="list-style-type: none"> Incorporate DoD and civilian agency leadership into the core Workstation Category Team Finalize members of the technical refresh team 	\$1,785M	SUM	\$71M	\$78M
		Q2	<ul style="list-style-type: none"> Laptop/desktop standard configuration (v.4) completed FY2017 compliance deck completed 		Cost Avoidance	\$14M	\$15M
		Q3	<ul style="list-style-type: none"> Roll-out communications plan to increase use of General Supplies and Services (GSS) Agency engagements on GSS 		Contract Reduction	10%	10%
		Q4	<ul style="list-style-type: none"> Industry engagement with sales forecasts to maximize value of Q4 procurements Execute procurements on GSS 				

No	Initiative Description	Key Milestones FY18	
4	Cloud initiative: Increase the government's adoption of cloud products and services by identifying and removing roadblocks, sharing best practices, and promoting the ease of access to cloud providers by leveraging best-in-class solutions.	Q1	<ul style="list-style-type: none"> Create a cloud roadmap, based off agency deep-dive feedback, which outlines short-term tactics and long-term strategies for improving cloud adoption
		Q2	<ul style="list-style-type: none"> Create a centralized community of practice to facilitate sharing best practices, repeatable strategies, and pooled resource for Federal Agencies
		Q3	<ul style="list-style-type: none"> Total cost of ownership of cloud analysis Identification of opportunities for CM strategy
		Q4	<ul style="list-style-type: none"> Development of a strategic plan for CM strategy

Category Initiatives

No	Initiative Description	Key Milestones FY18	
5	<p>IT BIC Program Management <i>To ensure agencies maximize value from their IT investments, helping reduce costs of current operation to invest in IT Modernization and areas such as cloud and digitization. Creating transparency over the IT products and services being used across government. Seek to leverage governments scale to deliver improved flexibility, terms and pricing but also to access innovation and deliver improved outcomes.</i></p>	Q1	<ul style="list-style-type: none"> Complete two best-in-class designations - NASA SEWP and HHS NITAAC CS vehicles IT BIC community develop kickoff with the first quarterly summit Establish IT BIC program schedule (artifacts, program reviews, and data submissions)
		Q2	<ul style="list-style-type: none"> Conduct IT BIC summit, quarterly vehicle performance review, and produce SUM/savings report Complete the Networx/EIS BIC designation Evaluation and kickoff Mobility buying channel BICs as required
		Q3	<ul style="list-style-type: none"> Conduct IT BIC summit, quarterly vehicle performance review, and produce spend under management (SUM)/savings report Complete the mobility buying channel BICs as required
		Q4	<ul style="list-style-type: none"> Conduct quarterly IT BIC summit, annual vehicle performance review, and produce SUM/savings report

Category Initiatives

No	Initiative Description	Key Milestones FY18		Total Agency Spend
6	<p>Agency Engagement: Develop Agency Profile Reports (APR) that provide detailed performance analysis of agency's contract, spend and policy standings. The APR provides CIOs, Senior Procurement Executives and Chief Acquisition Executives appropriate information on what potential spend and contract decisions can be made to increase spend under management, minimize contract duplication, and increase effective SRM engagements.</p>	Q1	<ul style="list-style-type: none"> • Develop and deliver Agency Profile Reports for: <ul style="list-style-type: none"> - Dept. Navy and Marine Corp - Dept. Housing and Urban Development - Dept. of Justice 	\$6.75B
		Q2	<ul style="list-style-type: none"> • Develop and deliver Agency Profile Reports for: <ul style="list-style-type: none"> - Dept. of the Air Force - Dept. of Education - Dept. of Homeland Security - Treasury Department - Dept. of Commerce - Dept. of State 	\$15.44B
		Q3	<ul style="list-style-type: none"> • Develop and deliver Agency Profile Reports for: <ul style="list-style-type: none"> - Dept. of the Army - Dept. of Interior - Dept. of Energy - Dept. of Labor - Dept. of Health and Human Services - Dept. of Veteran Affairs 	\$16.65B
		Q4	<ul style="list-style-type: none"> • Develop and deliver Agency Profile Reports for: <ul style="list-style-type: none"> - Dept. of Transportation - Dept. of Agriculture - Environmental Protection Agency - Social Security Administration - General Services Administration - Small Business Administration 	\$4.19B
Total:				\$42.03B

Category Initiatives

No	Initiative Description	Key Milestones FY18	
7	<p>Enterprise Infrastructure Solutions (EIS) : <i>Increase the spend through GSA's EIS, achieve cost savings, and reduce the number of fair opportunity task orders to modernize, consolidate, and re-architect the government's network infrastructure.</i></p>	Q1	<ul style="list-style-type: none"> Engage with DoD, VA, SBA, and DHS to develop agency transition plans (ATP)
		Q2	<ul style="list-style-type: none"> Monitor and track agency's ATP
		Q3	<ul style="list-style-type: none"> Release consolidated fair opportunity task order consolidation with multiple small and large agencies
		Q4	<ul style="list-style-type: none"> Work with agencies to ensure timely submission of solicitation that reflect modern network infrastructure
8	<p>Product Service Code (PSC) Update: <i>Update PSC definitions and classifications to more align to current IT taxonomy and correlate classification with the Technical Business Management (TBM) model.</i></p>	Q2-Q4	<ul style="list-style-type: none"> Create PSC update plan Develop draft update with IT category management taxonomy and TBM model incorporated Develop FPDS IT coding guide that will assist contracting officers with system recording Collect and incorporate all stakeholder input into PSC draft

Medical FY 18 Strategic Plan

April 2018



Medical Category Management Accomplishments and Opportunities

- BIC Vehicles
 - Joint National Pharmaceutical Contracts
 - Hearing Aids
 - High Tech Medical Equipment
- Strategic Sourcing and BIC vehicles have paid off with 73% of category spend rated as Managed
- Remaining 27% represent the margins for improving unmanaged spend
- Opportunities may also exist to move managed spend to a higher tier

Characteristics of the Medical Category

- Category Description (FY17) \$41B * –
 - Subcategories
 - Drugs and Pharmaceuticals - \$14B
 - Medical Services – \$21B
 - Medical Supplies and Equipment - \$6B
- Department of Defense (DoD), Department of Veterans Affairs (VA), and Department of Health and Human Services (HHS), controlling 96% of medical spend

* As of 12/11/2017 D2D

Medical Summary

- Accomplishments: Three BICs, 73% SUM
- Next initiatives: Health Care Service cost-avoidance vehicles, combined medical supply/equipment initiatives
- Target: Increasing already significant managed spend

	Baseline	FY17 Target	FY17 YTD*	FY18 Target	Increase over FY17 (%)	FY19 Target	Increase over FY18 (%)
SUM		\$18,200M	\$316M (\$29,800M)	+\$3,000M	2%	+\$3,000M	2%
Cost Avoidance	\$2,212 M	\$264M	\$2,433M	+\$900M	37% of FY17 YTD	+\$900M	24% of FY18 target
Contract Duplication		-10%	0.60%				
Small Business		11.8%	13.18%	13.6%	2.2%	13.6%	0%

* Contract data is pulled from FPDS-NG. DoD Contract data is always three months in arrears in the FPDS-NG system.

Medical Category Management Accomplishments and Opportunities

- BIC Vehicles
 - Joint National Pharmaceutical Contracts
 - Hearing Aids
 - High Tech Medical Equipment
- Strategic Sourcing and BIC vehicles have paid off with 73% of category spend rated as Managed.
- Remaining 27% represent the margins for improving unmanaged spend
- Opportunities may also exist to move managed spend to a higher tier

Strategic Plan Initiatives for FY18

- The Medical Category plan consists of eight initiatives addressing
 - goals of SUM/BIC,
 - demand management,
 - small business goals,
 - supplier relationship management, and
 - data sharing
- The heaviest efforts are in the Health Care Services subcategory

Overview of the Health Care Services Subcategory

- FY 17 Spend for Health Care Services -\$21B
- Tricare and VA Choice together account for \$11B
 - Already considered well managed (Tier One)
- The remaining \$10B represents the margin for improvement
- Professional Medical Services (Q-Services) represent \$2B of that \$10B

Initiative 1: Identify managed and unmanaged spend within the Health Services Subcategory

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
1	<p>Reduction of unmanaged spend and increased use of BICs</p> <p>Develop a systematic framework for analyzing spend in the Healthcare Services subcategory. Identify managed and unmanaged spend with the goal of increasing SUM and ultimately creating BIC vehicles</p>	Q1	Establish Healthcare Service Sub Group that facilitates the VA/DoD Health Executive Council plan of action.	\$2B	SUM	+\$1.5B	+\$1.5B
		Q2	Develop a process to perform in depth analysis of VA and DoD spend data for the Healthcare Services subcategories and use this process to identify managed and unmanaged spend.		Cost Avoidance	Unknown	Unknown
		Q3	Determine if existing spend is linked to current agency strategic sourcing vehicles. Identify Best Practices in the newly awarded DoD wide Q Services contract to identify critical clinical and business best practices that can be used to establish BIC vehicles. Determine if newly awarded Professional Medical Services contract (Q Services) can be used as a bridge in bringing other agencies, starting with VA on board existing or subsequent vehicles.		Contract Reduction	-10%	-10%
		Q4	Determine if existing Lab Services contracts can be used as a bridge in bringing other agencies on board existing or subsequent vehicles. Also explore long term care services.		Small Business	+8%	+8%
					Acquisition Gateway	20	20

Pharmaceutical Prime Vendor

- The Pharmaceutical Prime Vendor program represents the full breadth of Category Management principles
 - Demand management
 - Supplier relationship management
 - Data availability and sharing
 - Significant cost avoidance
 - Well-managed contracts available on a government-wide basis

Initiative 2: Expand use of Pharmaceutical Prime Vendor Programs

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
2	<i>Reduction of unmanaged spend</i>	Q1		\$.5B	SUM	+\$.5B	+\$.5B
		Q2	Determine other agencies that are currently not using Pharmacy Prime Vendor and see if they could participate.		Cost Avoidance	+\$.1B	+\$.1B
	Q3	Ensure that solution owners are reporting spend in the proper SUM tier.	Contract Reduction		N/A	N/A	
	Q4		Small Business		N/A	N/A	
			Acquisition Gateway		50	50	
		<i>Expand use of Pharmaceutical Prime Vendor Programs</i>					

ECAT – Electronic Catalog System

- **Benefits**

- **Easy, online access:** Online ordering, distribution and payment system at discounted prices
- **Fast Delivery, Limited Fees:** ECAT provides
 - status of vendor acceptance within hours and
 - assures delivery within 72 hours from receipt of the order within the United States and
 - within 3-10 days for overseas orders.
- **Discounted Prices:** total delivered price is typically 20% off vendor pricing

- **Status**

- Implementation now ongoing at VA
- DoJ and HHS strongly considering

Initiative 3: Continue expansion of ECAT (VA, HHS, and BoP)

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
3	<p><i>Reduction of unmanaged spend</i></p> <p>Continue expansion of ECAT (VA, HHS, and BoP)</p>	Q1	Begin implementation at VA.	\$.26B	SUM	\$.13B	\$.26B
		Q2	Obtain management approval at HHS and BoP		Cost Avoidance	17% of spend for ECAT items	17% of spend for ECAT items
		Q3	Determine requirements at HHS and BoP and Execute ECAT IAA's. Complete implementation at VA.		Contract Reduction	20% of Med/Surg local purchases	20% of Med/Surg local purchases
		Q4	Begin implementation at HHS and BoP.		Small Business	TBD	TBD
					Acquisition Gateway	TBD	TBD

Purchase Card Review

- Significant Purchase Card spend without reference to master contract
- Agencies have contracts that specify use of purchase card as part of contract terms
- Goal is to identify this spend and properly classify by Tier level

Initiative 4: Comprehensive Purchase Card Review

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
4	<p><i>Reduction of unmanaged spend</i></p> <p>Perform comprehensive review of purchase card data to determine if spend is managed or unmanaged</p>	Q1	Determine parameters for purchase card spend inquiries	\$4B	SUM	+\$1B	+\$1B
		Q2	Run analysis of data utilizing key indicators that appear repetitive		Cost Avoidance	TBD	TBD
		Q3	Segregate spend that is actually managed under strategic sourcing vehicles.		Contract Reduction	N/A	N/A
		Q4	Share knowledge gained by this process with key agency staff responsible for reporting SUM survey information.		Small Business	TBD	TBD
					Acquisition Gateway	50	50

Demand Management for Healthcare Services

- VA has established effective program to manage demand for temporary staffing contract help
- Good News Story published on Gateway
- Goal is to integrate best practices to other agencies that utilize these contracts
 - DoD
 - Public Health Service (IHS and DOJ)

Initiative 5: Develop replicable demand management strategies for Healthcare Services

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
5	<p>Implementation of demand management strategies</p> <p>Develop demand management strategies in health care services. (Example: VA ISP program).</p>	Q1	Utilize the VA ISP program as a template for establishing Best Practices Government wide	N/A	SUM	N/A	N/A
		Q2	Engage DoD Health Affairs in developing internal DoD protocols that take advantage of best practices.		Cost Avoidance	\$812K	\$812K
		Q3	Quantify program benefits and ensure KPIs reflect performance.		Contract Reduction	12	12
		Q4			Small Business	N/A	N/A
					Acquisition Gateway	15	15

Supply Catalog Management

- Medical Surgical Prime Vendor allows for opportunities to reduce duplicative supplies
- Catalog management helps standardize types and sizes
- DoD - Medical Material Enterprise Standardization Offices (MMESO) are one example

Initiative 6: Leverage medical supply catalog management

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
6	<p>Implementation of demand management strategies</p> <p>Utilize Medical Supply Catalog management as a key process to leverage the benefits of the MSPV programs Integrate the work of DoD's Medical Material Enterprise Standardization Offices (MMESO) into medical category management.</p>	Q1	Identify best practices in MSPV practices at VA and DoD	\$.5B	SUM	TBD	TBD
		Q2	Compare VA and DoD Medical Surgical supply catalogs to identify opportunities for increased strategic sourcing.		Cost Avoidance	TBD	TBD
		Q3	Determine if MMESO efforts can lead to increased strategic sourcing.		Contract Reduction	TBD	TBD
		Q4	Publish best practice guidelines on the Acquisition Gateway		Small Business	TBD	TBD
					Acquisition Gateway	N/A	N/A

Increase Data Availability and Sharing

- Medical Category BIC solutions provide data that is a hybrid of automated outputs and manual compilation
- Medical Team seeks to work with Data Team to further automate data collection protocols
- Team hopes to establish some interconnectivity from existing data sources so that agencies can access pricing from VA National Acquisition Center (NAC), VA Denver Acquisition and Logistics Center (DALC) and Defense Logistics Agency (DLA)

Initiative 7: Develop Online Pricing Portals

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
7	<p><i>Sharing of Transactional Data</i></p> <p>Continued evolvement of BIC sales and cost avoidance reporting</p>	Q1	Identify key challenges in gathering BIC sales and cost avoidance data	N/A	SUM	N/A	N/A
		Q2	Work with agencies and data team to simplify the process		Cost Avoidance	N/A	N/A
		Q3	Provide enhance efficiencies in data reporting protocols.		Contract Reduction	N/A	N/A
		Q4	Develop online portals for participating agencies to look up pricing for BIC and Tier 2 vehicles.		Small Business	N/A	N/A
					Acquisition Gateway	N/A	N/A

Small Business and Ability One

- Small Business opportunities exist in DoD contract for Q-Services
 - Total Small Business set-aside
- Medical Category legislative challenges
 - Kingdomware decision applicable to almost half of category total spend

Initiative 8: Track Small Business Improvement in Health Service Subcategory

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
8	<p>Maximizing small business participation and meeting requirements to buy from AbilityOne sources</p> <p>Track small business utilization effect of the DoD new award for Q Services Contracts on the healthcare service subcategory overall</p>	Q1	Set up reporting protocols for Q Services spend		SUM	TBD	TBD
		Q2	Measure change in small business participation as part of overall subcategory spend.		Cost Avoidance	TBD	TBD
		Q3	From initiative one, healthcare services, determine if there are additional opportunities for small business, with a focus on SDVOSB.		Contract Reduction	TBD	TBD
		Q4			Small Business	+5B	+5B
					Acquisition Gateway	TBD	TBD

Transportation & Logistics Services FY 18 Strategic Plan

April 2018

Transportation and Logistics Services Summary

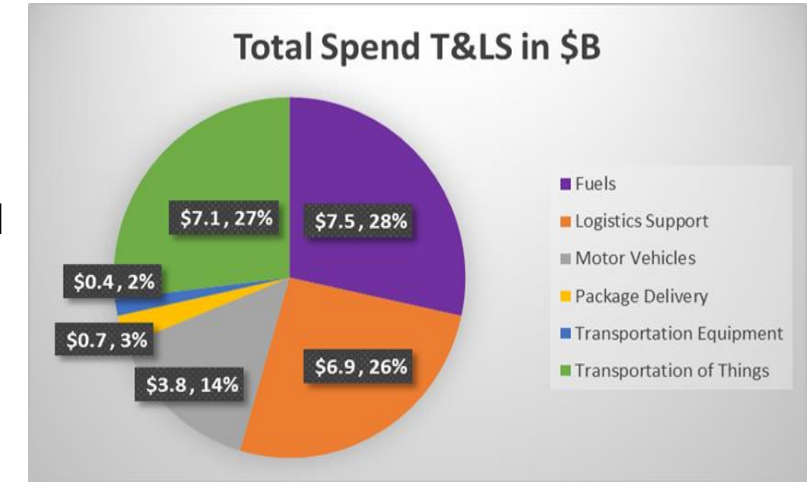
FY17 Total Spend = \$26.3B

FY 17 Accomplishments

- Established four Best-in-Class contract vehicles
- ✓ DLA Energy Direct Delivery Fuels (9/17)
- ✓ GSA Fleet Leasing Program (9/17)
- ✓ GSA Vehicle Purchase Program (10/17)
- ✓ USTRANSCOM Next Generation Delivery Service (11/16)
 - ✓ OMB M-17-29 – BIC Mandatory Solution
- Re-baselined \$1.4B in Product and Service Codes

FY18-FY19 Initiatives

- Establish interagency domestic freight shipment working group (Potential BIC)
- Finalize Total Cost of Ownership tool for GSA vehicle leasing and purchasing programs
- Examine purchase and leasing of common use shipping containers through interagency working group

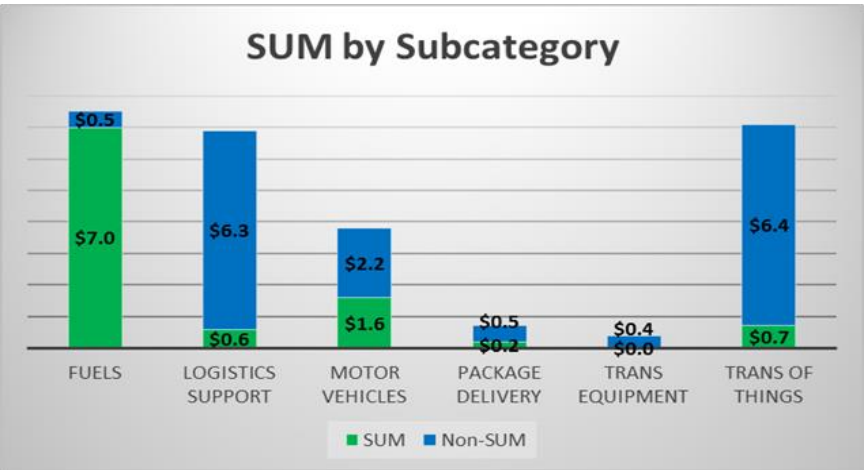


	FY17 Target	FY17 (as of 2/14/18)	FY18 Target	Increase over FY17 Target (%)	FY19 Target	Increase over FY18 Target (%)
SUM*	\$10.4B	\$10.14B	\$10.928B	5.1%	\$11,112M	1.68%
Savings Cost Avoidance	\$332M	\$668M	\$549M	65.4%	\$720M	31%
Contract Duplication	-10%	-10.79%	-20%	10.0%	-25%	-5%
Small Business	18%	19.16%	19%	1.0%	20%	1%

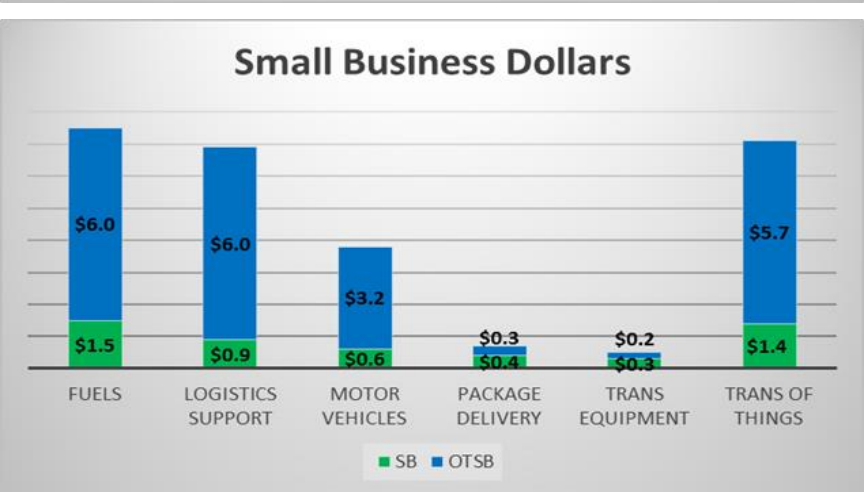
* SUM FY17 as of 2/14/18 (Tier 1, Tier 2, and BIC cumulative) – Assumes correction to incorrect tier ratings in fuels sub-category
 - Projections based on stable fuel prices – volatility can have significant impacts on T&LS category

FY18 T&LS Category Initiatives

Initiative Description	Key Milestones FY18	
Increase SUM and identify additional BIC opportunities	Q1	Develop plan to increase use of BICs (NGDS, GSA Fleet Lease and Purchase, DLA Direct Delivery Fuel)
	Q1	Implement Communication Strategy with stakeholders
	Q2-4	Identify potential opportunities for use of CM principles through data analysis
	Q4	Develop strategy for use of CM principles for identified opportunities



Initiative Description	Key Milestones FY18	
Rationalize agency small business strategies and share “best practices” within the category	Q1	Engage with Agency leadership via T&LS Category Summits and other means as appropriate
	Q2-4	Work with BIC owners to track SB progress. Share best practices and/or small business engagement opportunities with BIC owners and T&LS Category via Acquisition Gateway
	Q2-4	Obtain best practices from BIC owners and Agencies and share via Acquisition Hallways, Agency Small Business Offices, and Category Small Business Representatives
	Q4	Provide information to Agencies for use by their respective Small Business Offices



FY18 T&LS Category Initiatives

Initiative Description	Key Milestones FY18	
Supplier Relationship Engagement Plan	Q1	Develop listing of Transportation & Logistics Services cognizant trade associations and senior industry leaders
	Q2-4	Develop targeted vendor strategies
	Q3-4	Conduct focused meetings with industry officials
	Q4	Continue and/or adjust implementation of strategies

Initiative Description	Key Milestones FY18	
Implement tools and working groups to shape demand	Q1-3	Total Cost of Ownership Tool. Finalize development and ownership for GSA total cost of ownership tool for vehicle purchase or lease
	Q2-4	NGDS. Analyze usage data to shape cost effective usage strategies and influence customer demand management
	Q3-4	Domestic Freight Shipments. Establish interagency working group to assess opportunities for a cross-government freight program.
	Q4	Utilizing data, determine key organizations and individual stakeholders, begin collaborative process to determine best course of action to shape positive demand management strategies

FY18 T&LS Category Initiatives

Initiative Description	Key Milestones FY18	
Increase appropriate sharing of transactional data	Q1	Examine and access contract terms and conditions of BICs to determine if access to essential and useful data for the acquisition community is restricted.
	Q2	Work with BIC owners to provide useful data and other program information to the acquisition community via the Acquisition Gateway and/or other means
	Q3	Continue posting data, BIC contract information shared on the Acquisition Gateway
	Q4	Provide best practices and lessons learned via the Transportation & Logistics Services Hallway

Initiative Description	Key Milestones FY18	
Category Spend Tier Rating Review	Q2-3	Analyze available data to determine areas where there are high degrees of Tier 0 transactions
	Q2-3	Determine nature of the Tier 0 transactions identified. Establish ownership of the contracts and identify the good or service purchased to determine the commerciality of the transactions
	Q2-3	Identify owner of Tier 0 contracts to determine the appropriateness of tier assignments
	Q4	Based on data analysis and discussion with Agencies, make recommendations to improve data collection and tier assignment process

FY18 T&LS Category Initiatives

T&LS Level 1 Executive Committee

Go-Forward Supplemental Initiatives*

Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
				KPI	FY18	FY19
Establish Interagency Working Group to Assess Opportunities for a Government-wide Domestic Freight Program	Q1-2	Establish interagency working group	\$900M	SUM		
				Cost Avoidance		
				Contract Reduction		
	Q2-3	Analyze agency spend; mission focus; demand management practices and short / long term domestic freight program strategies		Small Business		
	Q2-4	Analyze opportunities for a government-wide domestic freight program				
Q4	Provide recommendations to the T&LS Level 1 Executive Committee		Acquisition Gateway			

* Initiative approved at the January 16, 2018 T&LS Executive Committee Meeting

FY18 T&LS Category Initiatives

T&LS Level 1 Executive Committee

Go-Forward Supplemental Initiatives*

Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
				KPI	FY18	FY19
Procurement of Common-User Shipping Containers	Q2-3	Establish interagency working group	\$150M	SUM		
				Cost Avoidance		
				Contract Reduction		
	Q2-3	Analyze agency spend; mission focus; demand management practices associated with the purchase or lease of intermodal shipping containers		Small Business		
	Q3-4	Analyze opportunities for a government-wide container purchase and / or lease program		Acquisition Gateway		
	Q4	Provide recommendations to the T&LS Level 1 Executive Committee				

* Initiative approved at the January 16, 2018 T&LS Executive Committee Meeting

Industrial Products & Services FY 18 Strategic Plan

April 2018

Introduction

The Industrial Products category is made up of 7 subcategories, with over 250,000 standalone contracts. The government-wide contracts that are eligible for SUM Tiers 1 and 2 and BIC designation have been identified. The next step is to target Tier 0 spend and get it under management by moving it up the SUM tier chain.

We plan on receiving reports that will identify agency accomplishment towards BIC and SUM goals in the category and working with the agencies to meet these goals. Beyond that, a number of infrastructure initiatives are being implemented to yield improved processes and best practices, including continuation and broadening of the Supplier Research Panel; establishment of a Chief Customer Officer; creation of a Fire Center of Expertise; and exploration of aggregating top buys in each subcategory by examining those across agencies to see whether we can consolidate purchases, add scale, and push down prices while increasing value. Another process improvement being evaluated this year is consideration of implementing reverse auctions for large GSA Advantage Schedule buys to capture increased scale and obtain better pricing. It will take time for the impact of many of these initiatives on the KPIs to be realized. We plan on developing success stories from these initiatives as proofs of concept that may be used to encourage further agency participation.

After the plan outlined above is put in place, the next logical step would be to look at lifecycle cost or total cost of ownership. In this case, research would reveal best value solutions, and marketing and systems could be used to drive purchases to solutions yielding best value. For the longer haul, the category recommends shifting from the “nudge” methods above to a “shove” method that requires agencies to use government-wide contracts through a combination of policy and technology, where the systems force the buyers to designated solutions.

Industrial Products Summary

FY16 Total Spend =\$11.5B

- Top accomplishments for FY17 include BIC designation for JanSan and MRO FSSI, piloting the use of the G2G requisition channel with JanSan/MRO top spenders, designation of the Treasury US Mint contracts as Tier 2 SUM, establishment of the Supplier Research Panel, and collaboration with DLA on BIC and SUM
- Initiatives planned for FY18 include development of podcasts for the Gateway, designation of a Chief Customer Officer, cooperative effort with GSA CASE to encourage use of G2G channel, joint business planning with vendor partners, exploring the use of reverse auctions for large purchases on GSA Advantage, evaluating government-wide options for specialized maintenance services, establishment of a Fire Center of Expertise, and identification of improvements to increase opportunities for small business

Industrial Products Summary FY16 Total Spend = \$11.5B

	Baseline	FY17 Target from v2.0 Plan	FY17 YTD	FY18 Target	Increase over FY17 YTD (%)	FY19 Target	Increase over FY18 (%)
SUM		\$1.48B ¹	Tier 1: \$0.5B (D2D) Tier 2: \$1.9B (D2D) BIC ³ : JanSan \$13M MRO \$103.8M Total: \$2.5B	JanSan (purchasing): \$13.2M MRO (purchasing): \$106M Schedules 51V and 73: \$156.5M Treasury/US Mint (Tier 2): \$2.6B DLA MRO, FESE, SOE: \$1.2B JanSan (requisition): \$77.4M MRO (requisition): \$39.9M Specialized maintenance: \$37.7M Fire Center of Expertise: \$17M Total: \$4.25B	68%	\$4.67B	10%
Cost Avoidance	\$33M	\$126M ²	JanSan: \$4.7M MRO: \$21.0M Total: \$25.7M ⁴	\$23.1M ⁵	N/A	\$25.4M	10%
Contract Duplication		-10%	-0.32%	Lower the number of Tier 0 contracts as well as total number of contracts; consider using spend as unit of measure	N/A	Lower the number of Tier 0 contracts as well as total number of contracts; consider using spend as unit of measure	N/A
Small Business		50%	44.77%	40%	N/A	40%	N/A

1. Includes FSSI, DLA contracts, Schedules 51V and 73, and G2G projection
 2. Includes cost-avoidance projections for FSSI, DLA contracts, Schedules 51V and 73, and G2G
 3. BIC FY17 YTD data source is FAS STAT FSSI Monthly Data Call; includes purchasing channel only
 4. FY17 YTD cost-avoidance data source is FAS STAT FSSI Monthly Data Call; includes purchasing channel only
 5. Cost Avoidance includes only cost avoidance on JanSan and MRO purchasing channels. There is a team working on how to track cost avoidance for the requisition channels; JanSan offered an early indication of a 10% goal (\$7.7M), but that is not included in this table
- Unless otherwise noted, contract data is pulled from FPDS-NG. DoD Contract data is always three months in arrears in the FPDS-NG system

Category Initiatives

No	Initiative Description	Key Milestones FY18	Targeted Spend	KPI Targets		
				KPI	FY18	FY19
1	<p><i>Reduction of unmanaged spend and increased use of BICs</i></p> <ul style="list-style-type: none"> Designate Chief Customer Officer to lead development of focused, data-driven approach to help customers achieve BIC and SUM goals Increase utilization of JanSan and MRO BICs (\$31M+ and \$160M+) Continue BIC evaluation of DLA vehicles (\$1.8B), depending on DLA interest and cooperation Engage with Treasury re: exploring additional opportunities for BIC and SUM Analyze SmartPay transactions (\$2.5B) when data is available to identify opportunities to reduce unmanaged spend Develop information, training material, and Category Chats (podcasts) for Gateway Complete BIC evaluation of Schedules 51V and 73 in FY19 (Industrial Products spend of approximately \$150M and \$12M) 	<ul style="list-style-type: none"> Designate Chief Customer Officer (Mike McDaniel) Work with PMO Data Team to analyze data on top spending agencies, top vendors, and SUM Develop plan to increase JanSan and MRO sales (e.g., through communication with agencies, working with suppliers) to increase SUM and Savings Re-engage with DLA re: confirming Tier 2 status and pursuing BIC designation 	\$4.7B	SUM*	\$4.0B	\$4.5B
		<ul style="list-style-type: none"> Follow up on status of TDR data/schedule re: BIC evaluation of Schedules 51V and 73 (postponed to FY19) Engage with Treasury to explore additional opportunities for BIC and SUM Work with DLA to pursue BIC designation for FESE, SOE, and MRO Prime Vendor vehicles (depends on DLA interest/cooperation) Develop/refine KPI targets in conjunction with PMC goals/targets 		Cost Avoidance*	\$23.1M	\$25.4M
		<ul style="list-style-type: none"> Work with PMO Data Team to analyze SmartPay transactions for potential to capture SUM (depends on data availability) Continue to work with DLA and designate contracts as BIC, as appropriate Continue to work with Treasury, as appropriate Provide SmartPay data as available to sub-teams for further action 		Contract Reduction	TBD	TBD
		<ul style="list-style-type: none"> Develop/conduct ongoing outreach (e.g., via Gateway, communication with agencies and vendors) to encourage use of BICs and reduce unmanaged spend Analyze data to assess/document results of initiatives 		Small Business	40%	40%
				Acquisition Gateway	2.5% increase	2.5% increase

Successful completion of this set of initiatives should have a positive impact on SUM, Cost Avoidance, Contract Reduction, and Acquisition Gateway. The impact on Small Business is unclear.

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets				
					KPI	FY18	FY19		
2	<p><i>Reduction in the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts</i></p> <ul style="list-style-type: none"> Engage in cooperative effort with GSA CASE to encourage use of G2G requisitions, streamlining access to government-wide vehicles Create a joint business planning process with vendor partners to identify opportunities to reduce open market spend and encourage use of existing government-wide vehicles (e.g., BIC contracts, GSA Schedules) Explore potential to modify GSA Advantage electronic platform to host a reverse auction for large orders in order to drive better prices and more volume on government-wide vehicles 	Q1	<ul style="list-style-type: none"> Work with PMO Data Team to analyze data to identify potential areas of opportunity for contract reduction Begin working on joint business planning re: category management and contract reduction with Supplier Research Panel and other identified suppliers engaged in SRM process Initiate discussions re: modifying GSA Advantage for reverse auctions 		SUM*	\$117.3M	\$129.0M		
					Q2	<ul style="list-style-type: none"> Work with GSA CASE to expand use of G2G requisition channel for JanSan and MRO to reduce micro-purchases (depends on OMS being fixed and working) Identify key agency customers and empanel sub-teams (e.g., by sub-category, by agency) to work with Chief Customer Officer to drill down further into potential areas of contract consolidation Develop material for key customer engagement, training, and workshops Continue working with GSA Advantage team on process improvements Develop/refine KPI targets in conjunction with PMC goals/targets 	Cost Avoidance	TBD	TBD
		Q3	<ul style="list-style-type: none"> Work with sub-teams to follow up on specific contract consolidation opportunities Continue working with GSA Advantage team on process improvements 				Contract Reduction	TBD	TBD
							Q4	<ul style="list-style-type: none"> Develop/conduct ongoing outreach (e.g., via Gateway, communication with agencies and vendors) to encourage reduction in duplicate contracts Continue working with GSA Advantage team on process improvements 	Small Business
		Acquisition Gateway							

Successful completion of this initiative should have a positive impact on SUM, Cost Avoidance, and Contract Reduction. The impact on Small Business and the Acquisition Gateway is unclear.

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets			
					KPI	FY18	FY19	
3	<p><i>Implementation of demand management strategies</i></p> <ul style="list-style-type: none"> Explore possibility of consolidating spend on aircraft maintenance and other large vehicle maintenance (e.g., select airplane maintenance spend in PSC codes J015, J016, J017) via ASCEND or LOGWORLD (PSS) to reduce open market spend Facilitate the establishment of a Fire Center of Expertise to determine equipment and supplies used across multiple agencies for various types of fire suppression and the procurement methods that combine the lowest overall costs and availability to all desired users 	Q1	<ul style="list-style-type: none"> Begin to evaluate potential for procuring specialized maintenance services (e.g., airplane maintenance) via government-wide vehicle such as the Professional Services Schedule or ASCEND – policies, Ts&Cs, data Identify specialized maintenance pilot cases to evaluate Analyze data on specialized maintenance services pilot cases to identify specific areas of opportunity Begin collaboration with DoD Under Secretary for Acquisition re: specialized maintenance services Identify potential members for Fire Center of Expertise (e.g., key customers) 		SUM	\$54.7M	\$60.1M	
			Q2		<ul style="list-style-type: none"> Attend meeting with DLA to discuss opportunities for improvement in firefighting-related procurements Facilitate the establishment of a Fire Center of Expertise to pursue identified improvements Develop/refine KPI targets in conjunction with PMC goals/targets 	Cost Avoidance	TBD	TBD
		Q3			<ul style="list-style-type: none"> Pass along findings re: specialized maintenance services to DoD Under Secretary for Acquisition Facilitate Fire Center of Expertise to implement demand management strategies 	Contract Reduction	TBD	TBD
		Q4			<ul style="list-style-type: none"> Develop/conduct ongoing outreach (e.g., via Gateway, communication with agencies and vendors) to define and promote demand management strategies 	Small Business		
						Acquisition Gateway		

Successful completion of this set of initiatives should have a positive impact on SUM, Cost Avoidance, and Contract Reduction. The impact on Small Business and the Acquisition Gateway is unclear.

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
4	<i>Sharing of transactional data and analysis to inform better buying</i> <ul style="list-style-type: none"> JanSan and MRO BIC data TDR pilot 	Q1	<ul style="list-style-type: none"> Follow up on TDR pilot status re: Schedules 51V and 73 Ensure that JanSan and MRO BIC data is available as part of quarterly review 		SUM		
		Q2	<ul style="list-style-type: none"> Provide material for quarterly review of BIC contracts 		Cost Avoidance		
		Q3	<ul style="list-style-type: none"> Provide material for quarterly review of BIC contracts 		Contract Reduction		
		Q4	<ul style="list-style-type: none"> Provide material for quarterly review of BIC contracts 		Small Business		
					Acquisition Gateway	2.5% increase	2.5% increase

Sharing transactional data and analysis is a requirement of BIC designation and provides the underlying basis to drive other initiatives. Successful completion of this initiative should have a positive impact on the Acquisition Gateway, where the data is shared. The impact on Small Business is unclear. The impact on the other KPIs will be realized through other initiatives.

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
5	<p><i>Maximizing small business participation and meeting requirements to buy from AbilityOne sources</i></p> <ul style="list-style-type: none"> Explore potential improvements to increase small business participation, including on- and off-ramping, application of non-manufacturer rule, and mentor-protégé program Develop and implement supplier market research tool to identify issues that are preventing suppliers from participating fully in the Schedules so that they may be addressed 	Q1	<ul style="list-style-type: none"> Re-engage with IPS team small business representatives to discuss ideas for improvement 		SUM		
		Q2	<ul style="list-style-type: none"> Develop/refine KPI targets in conjunction with PMC goals/targets and additional SBA guidance Meet with Mike McLaughlin (SBA) to discuss ideas for increasing small business participation, e.g., on- and off-ramping, application of non-manufacturer rule, and mentor-protégé program 		Cost Avoidance		
		Q3	<ul style="list-style-type: none"> Draft market research tool for use with Schedule 51V and 73 suppliers Release market research tool to Schedule 51V and 73 suppliers Analyze results of market research tool Develop and begin implementation of action plan based on results of market research tool and suggestions from small business representatives 		Contract Reduction		
		Q4	<ul style="list-style-type: none"> Monitor small business utilization to assess effectiveness of actions Develop/conduct ongoing outreach (e.g., via Gateway, communication with agencies and vendors) to promote small business participation and utilization 		Small Business	40%	40%
					Acquisition Gateway		

Successful completion of this set of initiatives should have a positive impact on the Small Business KPI. The impact on SUM, Cost Avoidance, Contract Reduction, and Acquisition Gateway is unclear.

Additional Information

1. How will your respective category enable government to source more effectively? (Whether this is enabling agencies to source better or taking more of a leadership role and sourcing for/on behalf of government)?
 - The Chief Customer Officer and his team will work with agencies to encourage use of government-wide vehicles to achieve better pricing, rather than establishing new, duplicate contracts. In addition, once implemented, the Industrial Products team's Reverse Auction initiative will provide a mechanism for buyers to achieve best market pricing on large orders.
2. How will your respective category optimize demand by ensuring government requirements are aligned to markets and suppliers in the most efficient manner?
 - The Industrial Products team is embarking on a joint business planning initiative, engaging key suppliers in data-driven discussions to identify areas for improvement in their interactions with government customers. The goal of this initiative is to engage suppliers' assistance in meeting the government's goals for increased spend under management.

Additional Information (cont'd)

3. How will your respective category's BIC contracts deliver value and savings year over year? What are the specific actions being taken?
 - The Industrial Products team is developing outreach and training tools to encourage use of BIC vehicles, including working with both suppliers and agencies to steer spend from stand-alone vehicles to BIC solutions. The Chief Customer Officer and his team will lead development of a focused, data-driven approach to help customers achieve BIC and SUM goals. The BIC solution owners are identifying how to improve the next generation solutions once the current options expire, including incorporating more SDVOSBs in the vendor pools. Cost avoidance on the JanSan and MRO FSSI BIC solutions is calculated using the lowest quartile methodology, with comparison to market prices via the XSB database.
4. What are your respective category's specific targets for supplier management? If no SRM targets have been proposed, please include proposed targets in the next version and show how these align to the agreed KPI.
 - As part of its approach to SRM, the Industrial Products category team established a Supplier Research Panel (SRP) made up of representatives from 11 member firms, including 6 small businesses. Ten member-firms of the SRP have agreed to engage in joint business planning with the IPS category in order to assist in meeting the category's KPI targets for increasing SUM and reducing the number of duplicative contracts; the first 3 of these joint business planning sessions (with 2 large businesses and 1 small) have already taken place. As the joint business planning process is rolled out, the IPS team will be able to review the impact on KPIs.

Security & Protection FY 2018 Strategic Plan

April 2018

Summary

FY17 Total Spend \$5.44B

- Top accomplishments include Schedule 84 Supplier Market Research engagement, Body Armor III BIC designation, DHS/FPS Guard Services SUM Tier 2 (~\$850M annually), and progress on two MACs (TechOps and TacCom II)
- Evaluate the Centers of Excellence concept to push improved capability sharing across Government
- Develop formal Supplier Relationship Management Plan to improve industry engagement and alignment

	FY17 Target	FY17 YTD	FY18 Target	Increase over FY17 (%)	FY19 Target	Increase over FY18 (%)
SUM	\$970M	\$18M	\$1.65B	70%	\$2B	17.5%
Cost Avoidance	\$88.25M	\$6M	\$17.5M	-400%	\$20M	14%
Contract Duplication	-10%	22.91%	-10%	0%	-10%	0%
Small Business	25.00%	26.82%	25.00%	0%	25.00%	0%

Category Initiatives

No	Initiative Description	Key Milestones FY18		Size of Opportunity	KPI Targets		
					KPI	FY18	FY19
1	<p><i>Reduction of unmanaged spend and increased use of BICs</i></p> <ol style="list-style-type: none"> RHTA BIC Designation (\$16M) Body Armor III BIC Designation (\$24M) HHS Sec Equip BIC Designation (\$23M) TacCom II BIC Designation (\$125M) BIC Communication Plans 	Q1	BIC designation and communications plan for the Reduced Hazard Training Ammunition and Body Armor III contracts. Analyze spend data to identify additional contracts that can undergo the BIC assessment and review process, identify additional opportunities for managed spend. Establish DHS Guard Services as Tier II SUM.	\$1.050B	SUM	\$1.050B	\$TBD
		Q2	Achieve BIC Designation of HHS Security Equipment BPAs and develop communications plans.		Cost Avoidance	10%	10%
		Q3	TacCom II BIC designation and implementation of communications plan. TechOPS II with estimated annual spend of \$50M will be evaluated for SUM Tier II level vice BIC designation due to security sensitivities.		Contract Reduction	10%	10%
		Q4	Conduct marketing and communications campaign for BIC contracts.		Small Business	25%	25%
					Acquisition Gateway	150	200
No	Initiative Description	Key Milestones FY18		Size of Opportunity	KPI Targets		
2	<p><i>Reduction in the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts</i></p> <ol style="list-style-type: none"> Formal Supplier Relationship Management plan Vendor Engagement 	Q1	Document schedule 84 market research findings and publish results to industry. Continue coordination efforts with the Schedule 84 team for improvement opportunities. Evaluate SINs for possible BIC designation or push adoption as Tier 2.	average Schedule 84 addressable spend of \$600M	SUM	\$600M	\$750M
		Q2	Develop and implement formal Supplier Relationship Management Plan that includes work performance standards. Conduct Pacific Northwest Supplier Tour (Portland, OR and Seattle, WA)		Cost Avoidance	10%	10%
		Q3	Establish vendor relationships, schedule meetings and speaking engagements.		Contract Reduction	10%	10%
		Q4	Cultivate vendor relationships, schedule meetings and speaking engagements.		Small Business	25%	25%
					Acquisition Gateway	150	200

Category Initiatives

No	Initiative Description	Key Milestones FY18		Size of Opportunity	KPI Targets		
					KPI	FY18	FY19
3	<i>Implementation of demand management strategies</i> 1. Centers of Excellence 2. Agency and Stakeholder Interviews 3. Trend Analysis 4. Establish Formal Processes	Q1	Introduction and buy-in of the Centers of Excellence (COE) concept and benefits to create inherent contract and administrative reduction opportunities.	Est. \$10M - \$500M (depending on capability area)	SUM		
		Q2	Assess and explore COE opportunities and interviewing agencies and stakeholders. Analysis of agency needs, collecting agency and stakeholder input/feedback within the S&P space. Possibilities include firing range space, Qualified Products Lists, Canines training, and ammunition testing.		Cost Avoidance		
		Q3	Continued assessment and exploration of COE concept. Meet with stakeholders across Government in key areas of focus.		Contract Reduction		
		Q4	Continued assessment and exploration of COE concept. Document findings and recommendation for implementation opportunities, if any.		Small Business		
					Acquisition Gateway	150	200
No	Initiative Description	Key Milestones FY18		Size of Opportunity	KPI Targets		
4	<i>Sharing of transactional data and analysis to inform better buying</i> 1. Standardized data captures 2. Transparency in savings methodologies	Q1	Working closely with the PMO, establish standardized data reporting requirements in newly awarded contracts and existing contracts for modification where deemed appropriate.	TBD	SUM		
		Q2	In conjunction with PMO efforts, Implement a performance management approach for all BIC contracts that demonstrates supplier performance, contribution to KPIs and value agencies receive using BIC.		Cost Avoidance		
		Q3	Following PMO lead, Work with stakeholders to capture savings methodologies and increase transparency. Identify potential "finder" tools for requirements within the S&P space.		Contract Reduction		
		Q4	Using PMO processes, Continued analysis of data trends and sharing of data elements as requested or deemed appropriate.		Small Business		
					Acquisition Gateway		

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
5	<p><i>Maximizing small business participation and meeting requirements to buy from AbilityOne sources</i></p> <p>1. Facilitate socioeconomic on-ramps to large BIC contracts. 2. SB vendor engagement</p>	Q1	Establish the SB award Body Armor III contract as BIC (~\$15M/year). Designate DHS/FPS Guard Services Contracts as Tier II SUM (average of \$850M/ year of which 33% goes to SB).	TBD	SUM		
		Q2	Conduct data analysis on current AbilityOne contract vehicles within the S&P space and identify increased usage opportunities. Evaluate SB opportunities within each sub-category.		Cost Avoidance		
		Q3	Engage SB vendors in SB categories with in the S&P space that are frequently under represented as part of the Supplier Relationship Management initiative.		Contract Reduction		
		Q4	Ongoing efforts to identify and increase opportunities for SB categories where appropriate.		Small Business	25%	25%
					Acquisition Gateway		

Human Capital FY 2018 Strategic Plan

April 2018

Accomplishments and FY18/19 Initiative Highlights

Human Capital Category Accomplishments

- Introduced the HCaTS contract to the human capital community (first order FY17), designating it Best in Class, developing addressable spend and cost-avoidance methodologies
- Realigned the category structure and the HR Schedules to the Gov-wide Human Capital Business Reference Model to set the stage for future category standardization
- Designated a Best in Class offering, USALearning, to address Learning Management needs and resolve a supplier price escalation concern raised by agency users

FY18/19 Initiative Highlights

- Develop/present Agency-specific (Army, USDA, HHS, DHS) decks to show agencies how they can improve their Sum and BIC utilization to meet PMC targets
- Develop and Launch HCaTS Community of Practice (CoP) Hub– sharing top examples of SOW's/Contracts by key service area, and track users, and provide consulting advice on incoming requirements
- Post HCM standardized requirements and data standards on Acquisition Gateway aligned to functional area to improve customer experience and shape/influence a wide range of HCM requirements for consistent outcomes

Key Performance Indicator Summary

FY17 Total Spend = \$4.46B

KPI	FY17 Target	FY17 YTD*	FY18 Target	Increase Over FY17	FY19 Target	Increase over FY18
SUM (Tier 2&3 Only)	\$300M	\$647M	\$715M	10.5%	\$745M	4.2%
Cost Avoidance (BIC Only)	\$31M	\$15M	\$16.2M	8%	\$17M	4.9%
Contract Reduction	-10%	-4.6%	-5%	5%	-5%	5%
Small Business	24%	27.7%	28%	1%	28%	0%

* Contract data is pulled from FPDS-NG. DoD Contract data is always three months in arrears in the FPDS-NG system

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
1	<p>Increase adoption of Human Capital and Training Solutions (HCaTS)— supports focus areas:</p> <p><i>Reduction of unmanaged spend and increased use of BICs</i></p> <p><i>Reduction of duplicate contracts through focused vendor management</i></p> <p><i>Implementation of demand management</i></p> <p><i>Sharing of transactional data and analysis to inform better buying</i></p> <p><i>Maximizing small business participation</i></p>	Q1	Develop an impactful relationship with Army HRS, sign MOU, engage with their CM leadership/Senior Services Manager – develop a list of specific tier 0 expiring contracts/orders with potential to migrate to SUM, and increase the use of BIC's	\$1.3B	SUM	\$405M	\$425M
		Q2	Assign HCaTS staff to the top HC spend agencies to focus on agency specific HC priorities - Army, Air Force, USDA, HHS, DHS - Build client relationships to learn and understand their needs; emphasizing HCaTS value proposition; best pricing, better terms and conditions, and strong contract management practices, access to suppliers in all business sizes, and small/socio/economic categories - to help drive agency's complex, strategic and transformational HCM work towards HCaTS (get in the door)		Cost Avoidance	\$16.2M	\$17M
		Q3	Draft/present Agency-specific (above agencies) decks in person, with support from GSA-PMO data team, to drive agencies to make evidence-based HCM decisions, highlight ways they can improve their Sum and BIC utilization to meet PMC targets (educate and drive to get pipeline)		Contract Reduction		
		Q4	Guide and direct agencies looking to implement their reform plans to strengthen their mission support services - through the use of common contract solutions - BIC's, to avoid duplicative contracts, increase savings and decrease administrative costs		Small Business	28%	28%
					Acquisition Gateway		

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
2	Introduce Standards for HCM Common Contract Solutions – supports focus areas: <i>Reduction of unmanaged spend and increased use of BICs</i> <i>Reduction of duplicate contracts through focused vendor management</i> <i>Implementation of demand management</i>	Q1	Post and rationalize HCM common contract solutions on the Hallway Solutions Finder to help guide agencies choose the best contract to meet their need, and help improve enterprise buying – by increased use of common contract solutions		SUM	\$310M	\$320M
		Q2	Communicate and share HCBRM standards and requirements documents with agencies HR and Procurement leadership via CHCO/CAO/CLO councils, to drive adoption of HCM standards, educate buyers on how to apply the standards, and on methods to evaluate meeting the standards (DHS, VA, DOT, Treasury piloting HCBRM)		Cost Avoidance		
		Q3	Post HC data standards on Acquisition Gateway aligned to functional area – to improve customer experience and shape/influence a wide range of HCM requirements for consistent outcomes, through use of common contract solutions		Contract Reduction		
		Q4	Educate agencies on the Federal Integrated business Framework, (FIBF) to develop common capabilities for common mission support services, and use the agreed upon solutions, opting out only in limited situations, with OMB coordination		Small Business		
					Acquisition Gateway		

Category Initiatives

No	Initiative Description	Key Milestones FY18	Targeted Spend	KPI Targets		
				KPI	FY18	FY19
4	<p>Cultivate the HC Center of Excellence (COE) on the Human Capital Hallway — supports focus areas:</p> <p><i>Reduction of unmanaged spend and increased use of BICs</i></p> <p><i>Reduction of duplicate contracts through focused vendor management</i></p> <p><i>Implementation of demand management</i></p> <p><i>Sharing of transactional data and analysis to inform better buying</i></p> <p><i>Maximizing small business participation</i></p>	<p>Q1</p> <ul style="list-style-type: none"> • Develop HCaTS Community of Practice (CoP) Hub using industry best practices • Launch HCaTS Community of Practice 		SUM		
				Cost Avoidance		
		<p>Q2</p> <p>Build HC requirements/service/performance/data standards - library on Human Capital Hallway against HCBRM standards for Talent Management functions – to drive standard configurations for their service delivery</p>		Contract Reduction		
		<p>Q3</p> <p>Buildout model/standout requirements/SOWs/sample contracts library of BIC solutions - populate at least 6-8 samples for the three HCaTS key service areas</p>		Small Business		
		<p>Q4</p> <p>Position/mature Human Capital Hallway as CoE – so agency HCM program and procurement offices have access to a one-stop-shop, for HCM policy, regulations, standards, transparent HC data and analytics, to drive improvements in broader mission for better stewardship of taxpayer dollars</p>		Acquisition Gateway		

Gov-wide 2018 Travel Category Plan

April 2018

Travel Summary

FY17 Total Spend = \$10B*

FY17 Key Accomplishments:

- **US Government Rental Car Program**
 - \$506M Domain; 61.5% of spend going through BIC solution
- **Civilian Employee Relocation Homesale Solution**
 - \$129M Domain; 84.2% of spend going through BIC solution
- **City Pair Program**
 - \$3.0B Domain; 81.2% of spend going through BIC solution
- **FedRooms**
 - \$1.5B Domain; 14.9% of spend going through BIC solution

FY18-19 Initiatives: Implementation of strategies to convert more spend to BIC solutions. Transformation of existing E-Gov Travel Service and related service delivery model via ETSNext/Travel as a Shared Service initiative.

	FY17 Target	FY17	FY18 Target	Increase over FY17 (%)	FY19 Target	Increase over FY18 (%)
SUM	\$2,800M	\$3,183M	\$3,220M	1.2%	\$3,228M	0.2%
BIC Cost Avoidance	\$2,400M	\$2,688M	\$2,331M	-12.6%	\$2,324M	-0.3%
Contract Duplication	10%	4.95%	5%	0%	5%	0%
Small Business	35.00%	48.45%	35.6%	0%	35.6%	0%

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
1	<i>Reduction of unmanaged spend and increased use of BICs</i> Employee Relocation - Increasing BIC spend by converting DoD's National Relocation Program (DNRP) spend to the ERRC Homesale BIC Solution	Q1	<ul style="list-style-type: none"> Incorporate DNRP pricing requirements into Schedule SOW and implement with Schedule Refresh 	\$129.4M	SUM	\$109M	\$89M
		Q2	<ul style="list-style-type: none"> DNRP agrees to convert homesale spend to BIC solution (transition will occur in late FY19 to early FY20) 		Cost Avoidance	\$29M	\$23M
		Q3	<ul style="list-style-type: none"> Confirm how DNRP will access the BIC solution 		Contract Reduction	22	22
		Q4	<ul style="list-style-type: none"> Provide guidance for requirements development using the BIC solution 		Small Business	11.5%	11.5%
					Acquisition Gateway	359*	391*

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
2	<i>Reduction in the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts</i> ETSNext and Shared Services	Q1	<ul style="list-style-type: none"> Engage current ETS2 vendors on expected improvements based on Federal Integrated Business Framework (FIBF) report Update ESC on progress and continue coalition direction and concurrence 	\$94M	SUM	\$81M	\$81M
		Q2	<ul style="list-style-type: none"> Complete FIBF report 		Cost Avoidance	\$26.9M	\$26.9M
		Q3	<ul style="list-style-type: none"> Prioritize FIBF outcomes for negotiation that do not require immediate contract or policy modifications and set implementation schedule working with agencies and vendors 		Contract Reduction	NA - Single civilian govt-wide solution	
		Q4	<ul style="list-style-type: none"> Prepare for Option Period 2 contract negotiations with vendors 		Small Business	NA	NA
					Acquisition Gateway	359*	391*

*Represents cumulative visits for Travel as a whole.

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
3	<i>Implementation of demand management strategies</i> FedRooms BIC Utilization Guidance	Q1	<ul style="list-style-type: none"> Preliminary data by agency available from ETS2 vendors 	\$1.5B	SUM	\$257M	\$284M
		Q2	<ul style="list-style-type: none"> Determine usability of BIC Utilization by agency report 		Cost Avoidance	\$26.7M	\$25M
		Q3	<ul style="list-style-type: none"> Submit proposed BIC Utilization Guidance to OMB, if applicable 		Contract Reduction	NA - consolidated to a single govt-wide contract	
		Q4	<ul style="list-style-type: none"> Agreed upon implementation of demand management strategy with OMB 		Small Business	29.69%	29.69%
					Acquisition Gateway	359*	391*

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
4	<i>Sharing of transactional data and analysis to inform better buying</i> Car Rental Data by Agency	Q1	<ul style="list-style-type: none"> Car Rental Program declared BIC 	\$506M	SUM	\$311M	\$311M
		Q2	<ul style="list-style-type: none"> Vendors map Corporate Discount #s to Executive Agencies, allowing for agency-level reporting detail 		Cost Avoidance	\$15.9M	\$15.9M
		Q3	<ul style="list-style-type: none"> DTMO builds and tests dashboards 		Contract Reduction	NA - consolidated to a single govt-wide contract	
		Q4	<ul style="list-style-type: none"> Report and share spend by agency via dashboards 		Small Business	TBD	TBD
					Acquisition Gateway	359*	391*

*Represents cumulative visits for Travel as a whole.

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets		
					KPI	FY18	FY19
5	<i>Maximizing small business participation and meeting requirements to buy from AbilityOne sources</i> Assess FedRooms Small Business Opportunity	Q1	<ul style="list-style-type: none"> Review and revisit results of Annual Hotel RFP small business self-certification question 	\$1.5B	SUM	\$257M (captured in initiative 3)	\$284M (captured in initiative 3)
		Q2	<ul style="list-style-type: none"> Utilize data to Baseline Small Business acceptance into FedRooms 		Cost Avoidance	\$26.7M (captured in initiative 3)	\$25M (captured in initiative 3)
		Q3	<ul style="list-style-type: none"> Meet with National Account Managers at two industry meetings to promote the interest in FedRooms from small business hotels 		Contract Reduction	NA - consolidated to a single govt-wide contract	
		Q4	<ul style="list-style-type: none"> Track sales to self-certified small business in FedRooms and assess impact 		Small Business	29.69%	29.69%
						Acquisition Gateway	359*

*Represents cumulative visits for Travel as a whole.

Office Management FY 2018 Strategic Plan

April 2018

Executive Summary

The Office Management Category is a mature market - \$2B/year (\$1.2B Furniture, \$0.5B Products, \$0.3B Services)

- There is declining demand for office supplies and furniture
- We have approximately 60-70% of the market share
- Our focus is on retention - improving current offerings and creating solutions which are easier to use
- In services, we are exploring opportunities to help the government modernize while also reducing unmanaged spend

Executive Summary

Top initiatives for Office Management:

- Reopen Schedule 75 and new Office Supplies 4 (OS4)
- Continue analysis of Defense Logistics Agency's Equipment Management Solutions (DLA-EMS) Prism for potential Best-in-Class (BIC) designation
- Promote Electronic Records Management solution
- Expand 3D print efforts

Office Management Summary

FY17 Total Spend = \$2.25B

	FY17 Target from v2.0 Plan	FY17 YTD	FY18 Target	Increase over FY16 Baseline (%)	FY19 Target	Increase over FY16 Baseline (%)
SUM	\$258M*	\$1B (OS3/DLA) Achieved 50% of target	\$106.8M increase in SUM	11.9%	\$148M	16.5%
Cost Avoidance	\$35M	\$22M	\$19.5M	N/A	\$19.5M	N/A
Contract Duplication	-10%	-10.3% Standalone contracts: 22,551	-10%	N/A	-10%	N/A
Small Business	50.8%	56.9%	50%	1.1%	50%	0

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets	
					KPI	FY18
1	<p>Reduction of unmanaged spend and increased use of BICs</p> <ul style="list-style-type: none"> • Conduct strategic agency outreach for each sub-category to promote use of existing contract vehicles and use of BICs. • Re-open of MAS 75 and OS4 • Pursue BIC designation for DOD's DLA Equipment Management Services PRISM program. • Explore BIC solution for National Stock Number (NSN) Furniture Offerings available government-wide through GSA Global Supply. • Change GSA Public Building Service (PBS) Furniture Buying Behaviors 	Q1	<ul style="list-style-type: none"> -Conducted strategic agency outreach to top furniture buying agencies (USACE, Air Force, Navy and GSA PBS) to promote use of existing furniture contract vehicles. -In support of govt.-wide Executive Order 13589, created new special item number (SIN) on Schedule 36 for govt.-wide use that incorporates NARA universal requirements for electronic records management. -Conduct training/promote new furniture blanket purchase agreements (BPAs) by PBS R1-R4. 	\$865M Tier2/BIC Spend Retention	SUM	\$130M (OS3) \$12M (PBS) \$60M (State) \$6M (AF-36) \$4M (NSN)
		Q2	<ul style="list-style-type: none"> -Validate savings methodology in an effort to work toward BIC designation for DOD's DLA EMS PRISM program. -Continue customer outreach of BIC OS3. Concurrently, re-open MAS 75 and stand up OS4 (Enhanced SINs) with the goal of obtaining BIC for OS4 in FY19. 		\$362M Addressable Unmanaged Spend	Cost Avoidance
		Q3	<ul style="list-style-type: none"> -Evaluated potential of Furniture NSN Program for BIC designation to capture unmanaged purchase card spend, promote small business utilization, and offer ease of buying particularly for DoD customers. -Conducted strategic agency outreach to promote use of existing contract vehicles and BICs. 	Contract Reduction		PBS, State, AF, and Navy BPAs should all contribute toward decreased # of contracts
		Q4	<ul style="list-style-type: none"> -Targeting \$12M in added SUM, increased use of existing Furniture BPAs by PBS, creation of BPA for additional PBS region or zone, and identification of any other opportunities in the supply chain where awarded general contractors or integrators may be sub-contracting furniture acquisition. 	Small Business	Only two of 20 NSN vendors are not Small Biz or Ability One	

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets			
					KPI	FY18		
2	<p>Reduction in the number of duplicate contracts and/or more coordinated communications and strategies through focused vendor management efforts</p> <ul style="list-style-type: none"> Identify and implement industry focused improvements to Office Management Schedules Improve OCONUS sourcing for office products and furniture on existing contract vehicles to reduce unmanaged overseas spend 	Q1	<ul style="list-style-type: none"> Implement industry focused improvements to Schedule 71 Solicitation/SIN and Maximum Order Threshold (MOT) to increase performance and ensure value is being created. Conduct strategic industry outreach to onboard additional suppliers to the new Schedule 36 3D print SIN and drive govt.-wide spend to this single vehicle that will make it easier for agencies to obtain total solutions. Targeting growth from 0-6-19 vendors, with 18 being small business, and \$0 to \$5.1M to \$10M in SUM. 	\$865M Tier2/BIC Spend Retention \$362M Addressable Unmanaged Spend	SUM	3D printing: \$10M OCONUS: \$4.8M		
			Q2		<ul style="list-style-type: none"> Implement industry-focused improvements to Schedule 36 Solicitation/SIN and MFD Leasing to increase performance and ensure value is being created. Establish industry and customer working group to implement improvements to furniture project requirements writing and quoting processes to increase furniture acquisition efficiency/reduce costs and increase savings. 	Cost Avoidance	\$19.5M (OS3 - Savings Rate of 15%)	
					Q3	Improve OCONUS sourcing for office products and furniture on existing contract vehicles to reduce unmanaged overseas spend.	Contract Reduction	Lower the number of Tier 0 contracts as well as total number of contracts. (10% on average per year)
						Q4	-Host quarterly Office Products industry roundtables to discuss supply chain management, industry trends and other topics important to the vendor community.	Small Business

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets	
					KPI	FY18
4	<i>Sharing of transactional data and analysis to inform better buying</i>	Q1	Capture and share mandatory source spend for each subcategory as Tier 2 SUM.		SUM	N/A
		Q2	Conduct analysis of purchase card (P-card) data to establish total spend for the category and to develop initiatives for capturing and reducing this unmanaged spend.		Cost Avoidance	N/A
		Q3	Identify Office Management SUM opportunities to increase govt.-wide savings that may exist for level 4 subcategories (i.e., Records Management, 3D Print) where spend is not currently being captured or addressed under a single category.		Contract Reduction	N/A
		Q4	Develop methodology to consistently track and share total spend for the category and re-assess category priorities for future years.		Small Business	N/A

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets	
					KPI	FY18
3	<p>Implementation of demand management strategies</p> <ul style="list-style-type: none"> Increase interagency collaborative efforts to aggregate requirements and drive category initiatives. Continue partnership with NARA to create efficiencies in the acquisition of electronic records management solutions required to support Executive Order 13589 and the transition to a Digital Government. 	Q1	Host meeting in conjunction with the Neocon East conference in Philadelphia targeting agencies such as the US Army Corps of Engineers, Navy, VA, and the Federal Bureau of Investigations (FBI), to discuss existing vehicles, ways to increase SUM, reduce the number of contracts, and aggregate demand for furniture or sub-categories of furniture.	\$865M Tier2/BIC Spend Retention \$362M Addressable Unmanaged Spend	SUM	\$60M (State)
		Q2	Continue partnership with NARA to further develop and promote the new total solution for Electronic Records Management. Follow-up with agencies/industry partners who attended ERM day in November 2017 to share best practices and lessons-learned. Onboard targeted ERM vendors and host vendor showcase/demo days.		Contract Reduction	Lower total number of contracts.
		Q3	Establish a collaborative effort with the U.S. Army Corps of Engineers (USACE) Furnishings Program to improve the Army Unaccompanied Housing Program (UHP) and explore options to reduce total cost of ownership and aggregate all DoD requirements for this level 4 furniture subcategory. Manufacturer site visits to top four-five furniture suppliers.		Small Business	N/A
		Q4				

Category Initiatives

No	Initiative Description	Key Milestones FY18		Targeted Spend	KPI Targets	
					KPI	FY18
5	Maximizing small business participation and meeting requirements to buy from AbilityOne sources	Q1	Provide small furniture manufacturers with opportunity to network with other furniture industry partners (large and small) by hosting a Quality Partnership Council (QPC) Furniture Industry Day during Neocon East in Philadelphia.		SUM	N/A
		Q2	Re-Opening of MAS 75 and OS4 (Enhanced SINS) - This initiative will create opportunities for qualified small businesses to compete in the federal marketplace. A major goal of the new solution is to increase opportunity for small business participation by at least 5%. Award of at least three new NSN furniture product groupings, creation of Furniture NSN Flip Book, and completion of communication plan to promote this solution to buyers contributing unmanaged furniture spend.		Cost Avoidance	N/A
		Q3	Host a QPC virtual event to share furniture-industry-specific best practices/lessons learned for partnering to meet complex /large furniture requirements.		Small Business	OS4 - 5 % increase
		Q4	Fully implemented FY18 communication plan to promote use of Furniture NSN Program which is supported by small business and ability one non-profit agency contract awards.			18 of 20 NSN (SB or Ability One)