The GSA Acquisition Centers

Panelist

Shaloy Castle Higgens, Director, Greater Southwest Acquisition Center
Janet Haynes, Schedules Acquisition Acting Director, Center for Facilities Maintenance and Hardware
Peter Hon, Director, National Administrative Services and Office Supplies Acquisition Center
Brian Knapp, Director, Integrated Workplace Acquisition Center

Moderator: Shawne Carroll, Deltek/WMG

- Both Region 2 and SW Acquisition centers working on strategic sourcing and other initiatives. Resources are stretched thin which is resulting in mods and offers taking longer to process.
- Center for Facilities Maintenance and Hardware have 1100 contracts, 8 COs, which results in time challenges.
- Center for Facilities Maintenance and Hardware has started a linked in group for 51V and 03FAC, and welcome questions from contractors.
- MRO, which is in Center for Facilities Maintenance and Hardware, under stay due to protests
- IWAC has awarded functional areas 3 & 4 on Print FFSI BPA
- Furniture area of IWAC helping agencies with furniture needs as they reduce their occupied square footage. 3 workplace projects have recently been awarded, one awarded to small business.
- Question/answer period centered on pricing—request from GSA for lower pricing and its effect on contractors—more paperwork required for mods, having effect on price reduction monitoring due to change in discount relationship, etc.
- Request was made for more in person industry days with contractors; Center Directors were open to exploring the possibility.

The GSA Services Portfolio

Panelist

Tiffany Hixon, Regional Commissioner, Federal Acquisition Service
Geri Watson, Director, Services Acquisition Center
Bruce Spainhour, Director, Center for Innovation Acquisition Development

Moderator: Michael McHugh, GDIT

- GSA FAS will begin moving Professional Services Schedule holders to Consolidated Schedules within a year and a half. This plan has been approved. GSA will be communicating more about this. This was their first public announcement.
- Accepting that Schedules don’t meet all client needs, GSA FAS will seek a completely new alternative. “It simply doesn’t make sense to try to modify the Schedules to do things they were never intended to do.” (This plan has not yet been approved.)

Update on Government-wide IT Acquisitions

Panelists

Christopher Fornecker, Acting Deputy Assistant Commissioner, Integrated Technology Service, GSA
The conversation centered on the fact that no matter the words being used like “Strategic Sourcing” or “Prices Paid” the underlying focus is for the Government is to identify better ways to buy, and that Strategic Acquisition using the proper contract, contract type, and evaluation criteria that is proper for what is being purchased is the primary concern. It will take the collaboration of both Government and industry to reduce the number of contracts, reduce duplicative contracts, and reduce the overall number of contracts throughout government.

Small Business Preferences – What does it mean for your business?
Panelists
Judith Roussel, Director, Office of Government Contracting. Small Business Administration
Magdy Bastawrous, Office of Acquisition Management, General Services Administration, FAS

Moderator Joseph Hornyak, Holland & Knight
- See PowerPoint presentations

The GSA Category Management – What does it mean to your business?
Panelists
Amanda Fredriksen, Assistant Commissioner for Strategic Business Planning
Beth Foltz, Office of Strategic Planning

Moderator Aubrey Woolley, Coalition for Government Procurement
- FAS is in the early stages of establishing a new Program Management Office for Category Management (CM) and FSSI. GSA has OMB’s support for the CM concept.
- GSA envisions implementing CM internally within FAS and government-wide in partnership with customer agencies. For FY 14, FAS has developed a list of categories (to operate like business units) and category managers. Some examples are Professional Services, IT Telecom, IT Hardware, IT Software, IT Consulting, IT Outsourcing, IT Security, Furniture, General Products and Facilities & Tools. In FY 15, GSA plans to focus on the government-wide CM strategy. GSA would like some category managers to exist in other agencies.
- FAS plans to build a “Common Acquisition Platform” to support the CM strategy. Part of the IAE, CAP will be an online platform that will provide agencies with data such as prices paid, existing contracts, and other information to make smarter purchasing decisions. GSA is looking to reach out to industry for best practices, white papers, etc that can be housed in the CAP.