

2021



YEAR IN REVIEW



THE MOST EFFECTIVE VOICE

For Commercial Companies in the Federal Market



The Coalition for Government Procurement (“the Coalition”) is the single most effective voice for commercial service and product companies selling in the Federal market. For more than 40 years, we have brought together public and private sector leaders to work towards the mutual goal of common-sense acquisition. The Coalition provides our members with access to the latest in Federal compliance and policy information that is critical to a successful Government business.

OUR MISSION

The Coalition is a non-profit association of commercial contractors that promote “common sense” in Government procurement.

OUR VISION

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

WHAT WE DO

PROMOTE

common sense in Government procurement

INFORM

member companies about the Federal market

INVOLVE

members in a dialogue with Federal acquisition leaders

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LETTER FROM THE PRESIDENT

Dear Members,

2021 was a year of transition, as the nation welcomed in a new Administration into office. During this transition, the Coalition continued its support of common-sense procurement and opened the door for the new Administration to communicate with Industry. This communication occurred during our many committee meetings and, in particular, during our Spring Training Conference entitled: *The Biden Administration’s Priorities and the Role of Acquisition*.

During the year of transition, some things remained the same as we all did our part to address the spread of the pandemic. Notwithstanding participating, as you all did, in measures to protect our team and those with whom we interact, thankfully the Coalition was able to have one in-person event—the annual Joe Caggiano Memorial Golf Tournament. Throughout 2021, the Coalition continued to support and educate members on the pandemic response through trainings and our COVID-19 resources webpage.

Coalition meetings, conferences, and training sessions provided members with timely and actionable information and insights into key procurement programs, initiatives, and potential reforms. The Coalition was able to host both the Spring and the Fall Training Conference in 2021 virtually, which brought members together for engagement and the exchange of invaluable, relevant business information on the new Administration’s approach to Buy America, sustainability, and diversity and inclusion to name a few. In this regard, I reiterate the Coalition’s great thanks to GSA Administrator Robin Carnahan for providing the keynote speech at our Fall Training Conference, and a special thank you also goes to all the acquisition professionals from across government that spoke to members about their programs, policies, and priorities, including Congressional staff members, DoD, OMB, GSA, VA, HHS, DHS, and the NASA. Finally, notwithstanding the challenges of the pandemic and change in Congress and the Administration, the Coalition continued its vigilance over member business interests by drafting and filing regulatory comments and letters in connection with matters affecting agencies, like the DoD, GSA, and VA.

These successes could not have been achieved without your support. Indeed, the Coalition could not exist without the engagement, leadership, and commitment of you, our dedicated members. In this regard, I would like to acknowledge our Committee and Subcommittee Chairs, Board of Advisors, and Board of Directors. Your leadership and contributions to our collective efforts to promote common sense, commercial best practices across government are greatly appreciated! In addition, I would be remiss in not recognizing the tremendous dedication and efforts of the Coalition staff.

We hope you enjoy our annual “Year in Review.” Looking forward, I make this commitment: in 2022, the Coalition will continue to provide the information, insights, substantive analysis, and thought leadership to support your efforts to compete and offer best value products, services, and solutions to government customers. Thank you once more for your strong support and participation!

Sincerely,

Roger Waldron, President



ADVOCACY

Supporting Common Sense in Government Procurement

The Coalition works to advance “common sense” in Government procurement on behalf of our member companies. In 2021, the Coalition demonstrated its domain expertise and thought leadership related to a broad scope of acquisition policy matters.

The following are some of the acquisition policy priorities we pursued over the last year on behalf of our members:

- Supporting “Common-sense” Acquisition Policies to promote improvement in the efficiency and effectiveness of the Federal acquisition system
- Providing timely updates to members on the leadership and priorities of the new Administration and Congress
- Educating members about GSA’s Services Marketplace Initiative and providing GSA with industry input on the acquisition strategy for GSA’s Services MAC and the IT GWACs
- Promoting dialogue with GSA on price negotiation practices, systems, and pricing policies, including the implementation of “Unpriced”

Services for GSA Schedules

- Providing recommendations to the VA and Congress about the Modernization of the VA Supply Chain consistent with commercial best practices
- Supporting a dialogue between the VA and its suppliers on the future of the MSPV program and the potential transition of the program to the Defense Logistics Agency (DLA)
- Monitoring, informing, and engaging members and stakeholders on supply chain sourcing, including any updates to Buy American or domestic sourcing policies and requirements
- Informing members of the latest cyber and supply chain security requirements (e.g., Section 889 and Cybersecurity Maturity Model Certification) and sharing industry’s feedback with the Government
- Recommending that GSA implement governmentwide cloud contracting policies and a cloud acquisition strategy consistent with commercial best practices

- Providing member education about the ongoing consolidation of GSA’s Schedules program
- Addressing implementation of Category Management Government-wide and proposed industry input into the identification of Best-in-Class contracts

The Coalition sincerely appreciates all the members, and our partners in the Federal Government, who worked with us to advance these critical policy priorities. Thanks to your contributions, we were able to advance commercial best practices in some key contracting programs like GSA’s Services MAC and GSA’s cloud pricing policies. The Coalition was also effective in educating member companies about their compliance obligations in regards to COVID-19, Section 889, and the evolving CMMC 2.0 requirements. These are just a few of the highlights in 2021 and we look forward to continuing to support our members in 2022!

CGP BY THE NUMBERS

50

Pages of Comments to the Government

24

Webinars

26

“Off the Shelf” Radio Interviews

28

FAR & Beyond Blogs on Procurement Topics

22

Member Committee Meetings

43

New Member Companies



MEMBER ACTIVITIES

Coalition events and committee meetings provide members with business intelligence and opportunities to engage directly with Federal leaders on procurement policies and contract programs.

Member Committees

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

Business Regulatory Issues Committee (BRIC)

The Business and Regulatory Issues Committee (BRIC) provides an education channel for Government and industry stakeholders operating in the Federal market space. Through the BRIC, these stakeholders have an opportunity to share their expert perspectives on cross-cutting issues in their respective ecosystems, thereby promoting understanding that will translate into improved business and agency mission performance.

Cybersecurity & Supply Chain Committee

The Cybersecurity and Supply Chain Committee promotes acquisition solutions that maximize the nation's cybersecurity, retain competitive opportunity and a fair procurement process, and accelerate use of commercial innovation that protects Federal agencies from cyber or supply chain attacks.

Furniture and Furnishings Committee

The Furniture and Furnishings Committee addresses the acquisition of furniture in the Federal market through the GSA Schedules program, DoD, and agency Blanket Purchase Agreements.

General/Office Products Committee

The General/Office Products Committee focuses on issues related to the acquisition of a broad scope of products and services—such as hardware, office supplies, and solutions related to buildings and security.

Green Committee

The Green Committee informs members about the latest environmental compliance requirements and provides industry input to the Government as new sustainability and climate change policies are implemented in Federal acquisition. It also promotes corporate environmental best practices. This committee was relaunched in 2021 due to the current Administration's focus on sustainable acquisition.

GWAC, MAC, & Enterprise Contracting Committee

The GWAC, MAC, & Enterprise Contracting Committee (aka "GWAC Committee") focuses on program, policy, and contractual issues impacting GWACs, MACs, and enterprise procurements representing over \$250 billion in annual purchases by the Federal Government.

Healthcare Committee

The Healthcare Committee focuses on policy and program issues related to the VA Federal Supply Schedules, the VA Strategic Acquisition Center (SAC), Medical/Surgical Prime Vendor Program, TRICARE, and other programs. This committee is divided into the Pharmaceutical and Medical/Surgical Subcommittees to better represent these industries.

Medical/Surgical Subcommittee

The Medical/Surgical Subcommittee focuses on specific contracting programs and acquisition policies relevant to medical and surgical suppliers and medical devices. Examples include the MSPV program, the Rule of Two, and the partnerships between the VA, DHA and DLA.

Pharmaceutical Subcommittee

The Pharmaceutical Subcommittee focuses on Federal contracting programs with the VA and DHA on policy matters like Buy American and domestic sourcing, VA Schedule pricing, and enhancing transparency related to the VA Formulary, TRICARE and other Federal programs covering pharmaceuticals.

Imaging Equipment Committee

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

IT Committee

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

Services Committee

The Services Committee provides a forum for professional services contractors to engage with Government acquisition leaders on the GSA Services Schedule, the Services MAC and other GSA programs.

Small Business Committee

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



VIRTUAL EVENTS & TRAINING

2021 SPRING TRAINING CONFERENCE

The Biden Administration's Priorities and the Role of Acquisition

The Coalition's Spring Training Conference: *The Biden Administration's Priorities and the Role of Acquisition*, which took place in May 2021, educated and informed members about the impact of the Administration's priorities on the acquisition system. The specific priorities covered were the COVID-19 response, Made in America and domestic sourcing, Sustainability, and increased opportunities for small businesses—in addition to our focus on the most critical contracting programs for our member companies. The following are the main sessions from the conference which preceded the numerous afternoon breakout sessions targeting specific industries and contracting programs.

Legal Panel (The Rogers):

Highlighted the most recent and relevant legal developments in Federal procurement.

- **Jonathan Aronie**, Partner, Sheppard, Mullin, Richter & Hampton
- **Lorraine Campos**, Partner, Crowell & Moring
- **David Dowd**, Partner, Mayer Brown
- **Jason Workmaster**, Member, Miller & Chevalier

Cyber and Supply Chain Panel:

Addressed the latest developments in cyber and supply chain.

- **Bob Metzger**, Shareholder, Rogers Joseph O'Donnell
- **John Tenaglia**, Principal Director, DPC, DoD
- **Bob Kolasky**, Director of National Risk Management Center, DHS

Sustainable Procurement Panel:

Focused on the Administration's approach to sustainable procurement from the perspective of key Federal agencies.

- **Steve Schooner**, Nash & Cibinic Professor of Government Procurement Law, George Washington University College of Law
- **Mark Lee**, Assistant Commissioner, Office of Policy and Compliance, GSA
- **Holly Elwood**, Senior Advisor, Environmentally Preferable Purchasing Program, EPA

- **Porter Glock**, Procurement Analyst, Office of Management and Budget, Office of Federal Procurement Policy

- **Mark Lee**, Assistant Commissioner, Office of Policy and Compliance, GSA

FAS Panel:

Highlighted the latest initiatives from GSA's Federal Acquisition Service.

- **Tom Howder**, Deputy Commissioner, GSA
- **Charlotte Phelan**, Assistant Commissioner, Office of Travel, Transportation, and Logistics, GSA
- **Erv Koehler**, Assistant Commissioner, Customer Accounts and Stakeholder Engagement, GSA

Discussion with the FAS Commissioner:

An engaging conversation with the new Commissioner about his vision for FAS.

- **Sonny Hashmi**, FAS Commissioner, GSA
- **Jason Miller**, Executive Editor, Federal News Network

KEY GOVERNMENT SPEAKERS



Michael Parrish
Chief Acquisition Officer, VA



Laura Stanton
ITC Assistant Commissioner, GSA



Sonny Hashmi
FAS Commissioner, GSA

Thank you to all our Federal Government speakers from the following agencies:



2021 FALL TRAINING CONFERENCE

What's Next for the Business of Government?

The 2021 Fall Training Conference: *What's Next for the Business of Government?*, delivered timely and relevant information on how changes in the procurement community, like CMMC 2.0 will impact the Federal market and the future of acquisition. During the Fall Training Conference, GSA Administrator Robin Carnahan addressed our members for the first time and spoke about finding GSA's opportunities to grow and better serve its customers and contractors. While the Spring Training Conference focused on the new Administration's priorities, the Fall Training Conference updated attendees on the implementation of the priorities and how the Administration plans to move forward. The agenda covered a wide variety of topics and panels including:

Procurement Executive Panel:

Senior level procurement officials provided an update on their agencies.

- **Jeff Koses**, Senior Procurement Executive, GSA
- **John Tenaglia**, Principal Director, DPC, DoD
- **Paul Courtney**, Chief Procurement Officer, DHS
- **Dr. Angela Billups**, Executive Director and Senior Procurement Executive, OAL, VA

DoD Cybersecurity Initiatives and CMMC Panel:

An update on the new CMMC 2.0 and the changes in store for contractors.

- **Bob Metzger**, Shareholder, Rogers Joseph O'Donnell
- **Stacy Bostjanick**, Director of Supply Chain Risk

Management, DoD

- **John Ellis**, Director, Software Division, DCMA
- **Buddy Dees**, Director, CMMC, DoD

Future of VA Medical Logistics Panel:

A briefing from senior acquisition officials about the VA's future vision for the medical supply chain.

- **Phil Christy**, OALC Deputy Executive Director, VA
- **Andrew Centineo**, Executive Director, Procurement and Logistics, VHA

Buy American and Domestic Sourcing Panel:

An overview of the Administration's Buy American policies and the role of the TAA.

- **Mathew Blum**, Associate Administrator, OFPP, OMB
- **Roxanne Banks**, Deputy Director, Acquisition, DLA
- **Chris Toffales**, President and Managing Director, CTC Aero

Medical Supply Chain Panel:

A discussion of the COVID-19 response and current medical supply chain challenges and opportunities.

- **Dan Keefe**, Director, Medical Supply Operations, DLA
- **Luis Villarreal**, Industrial Capability & Warstopper Program Manager, DLA
- **Makoto Braxton**, Director, Contracts and Grants Division, HHS

GSA Interagency Contracting Portfolio Panel (GWACs, OASIS, and More):

Discussion of GSA's GWAC and MAC contracts.

- **Erv Koehler**, Assistant Commissioner, Customer Accounts and Stakeholder Engagement, GSA
- **Laura Stanton**, Assistant Commissioner, Information Technology Category, GSA

- **Chris Bennethum**, Deputy Assistant Commissioner for Assisted Acquisition Services, GSA
- **Sheri Meadema**, Director of Program Operations, Professional Services and Human Capital, GSA

VA Procurement and Contracting Panel:

An Update on VA procurement.

- **Rick Lemmon**, Executive Deputy Chief Procurement Officer, VHA
- **Christopher Parker**, Associate Executive Director, SAC
- **Kimberly Osborne**, Deputy Executive Director of Office of Small and Disadvantaged Business Utilization, VA
- **Dan Shearer**, FSS Director, VA

KEY GOVERNMENT SPEAKERS



Robin Carnahan
GSA Administrator



Dr. Angela Billups
OAL Executive Director, VA



John Tenaglia
Principal Director, Defense Pricing and Contracting



Celeste Drake
Made in America Director, OMB

Thank you to all our Federal Government speakers from the following agencies:



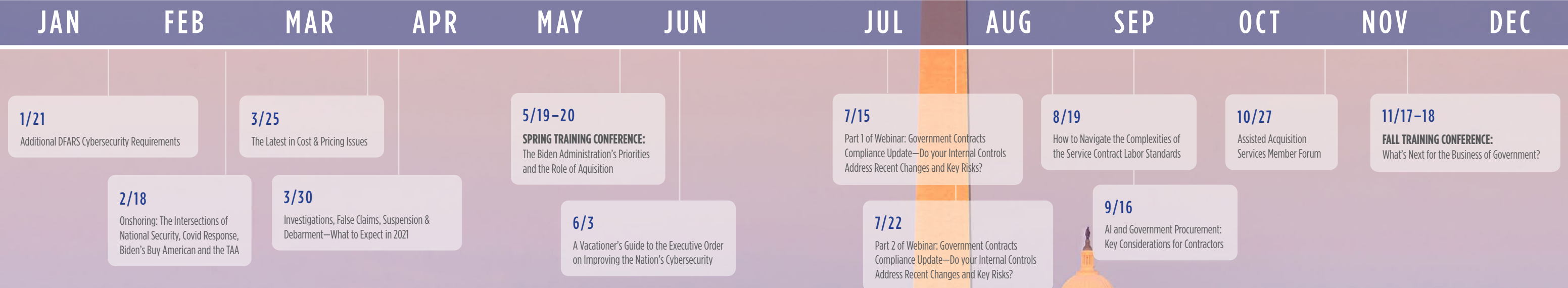
WEBINARS

The Coalition hosts monthly webinars to relay information to our members on the top procurement topics impacting the Federal market. Thank you to all of our presenters and attendees.



A horizontal timeline from January to July. Each month has one or two white callout boxes containing dates and webinar titles. A large orange pencil graphic is positioned vertically over the July section.

- JAN**
 - 1/14: SBA'S Final Rule on Mentor-Protege Programs: Key Changes for Government Contractors
 - 2/11: The Defense Production Act—Trends, Developments, and New Applications
- FEB**
 - 2/25: Section 889: Compliance Strategies and Risk Mitigation for Commercial Contractors
- MAR**
 - 3/4: Strategic National Stockpile/ ASPR Funding Agreements
- APR**
 - 4/22: Procurement Collusion Strike Force: How You Can Reduce Your Antitrust Risk
- MAY**
 - 5/28: CIO-SP4: Is Your Business Equipped to Compete?
- JUN**
- JUL**
 - 7/8: GSA Schedules—What Every Schedule Holder Needs to Know



A horizontal timeline from August to December. Each month has one or two white callout boxes containing dates and webinar titles. The orange pencil graphic continues from the previous section.

- AUG**
 - 8/12: The New Hostage Crisis: How Federal Contractors Can Reduce Ransomware Risks
 - 8/26: Federal Growth for Commercial Companies—Considerations for Expanding Your Federal Portfolio
- SEP**
 - 9/16: AI and Government Procurement: Key Considerations for Contractors
 - 9/30: Federal Contractor Vaccine Mandate Executive Order
- OCT**
 - 10/7: GSA Systems 101 Training
 - 10/27: Assisted Acquisition Services Member Forum
- NOV**
 - 11/17-18: **FALL TRAINING CONFERENCE:** What's Next for the Business of Government?
- DEC**
 - 12/17: Feeling a Little Vaccine Mandate Whiplash?



PROCUREMENT POLICY

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

LETTERS, TESTIMONIES & REGULATORY COMMENTS

Procurement regulations at the Federal level are constantly evolving with the priorities of Congress and the Administration. The Coalition provides information to members about the latest rules and regulations related to their Federal business. We also submit public comments on behalf of our members that include specific recommendations to the Government. The following is a list of some of the topics and programs the Coalition provided industry input on in 2021:

- Buy America
- VA Supply Chain Modernization
- BIC MAC/Services MAC
- Small Business Barriers to Entry
- Packaged Office Program
- Polaris
- GSA Cloud BPA
- Reverse Auctions

COMMON SENSE IN ACQUISITION OUTREACH



FAR & BEYOND BLOG

The *FAR & Beyond* is a weekly procurement blog written by Coalition President, Roger Waldron that is recognized by Government and the private sector as a “must read, in the know” commentary on the latest in Federal acquisition.

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



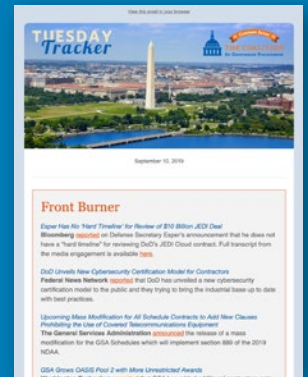
OFF THE SHELF RADIO SHOW

Off the Shelf is a weekly radio show and podcast hosted by Roger Waldron on the Federal News Network. It features interviews with Federal contracting experts from both inside and outside of Government on the issues that matter most in acquisition policy. You can listen to the program on Federal News Radio 1500 AM on Tuesdays at 11 am EST or visit FederalNewsNetwork.com. Here is a sample of some of the *Off the Shelf* interviews covered in 2021:

- **A Deep Dive into COVID-19 Protocols for Federal Contractors** – Jonathan Aronie, Partner, Sheppard Mullin; Ryan Roberts, Partner, Sheppard Mullin; and Denise Giraud, Partner, Sheppard Mullin
- **An Update on Key DoD and VA Procurement Programs** - Shelby Oakley, Director, Government Accountability Office's Contracting and National Security Acquisitions
- **The Evolving Federal Market for Small Businesses** – David Black, Partner, Holland & Knight and Ken Dodds, Government Contracting Industry Expert, Live Oak Bank
- **The Future of the Integrated Award Environment (IAE)** – Judith Zawatsky, Assistant Commissioner, Federal Acquisition Service's Office of Systems Management

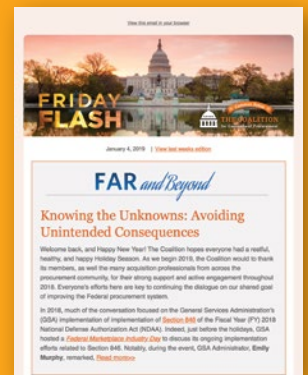
TUESDAY TRACKER

The *Tuesday Tracker* provides members with a weekly update of the latest policy information relating to Federal Procurement and is especially focused on legislative and regulatory updates. This publication includes a Regulatory Tracker that lists the current and upcoming FAR, GSAR, and DFARS cases that are relevant to Federal Procurement.



FRIDAY FLASH

Recognized by Government and private sector procurement leaders as a highly informative publication, the *Friday Flash* is the Coalition's weekly newsletter providing members with the latest law, policy, and business information pertaining to Federal Procurement. The newsletter includes regulatory updates and discussion, market intelligence from GSA, VA, DoD, OMB and GAO, as well as the weekly *FAR & Beyond* blog from Coalition President, Roger Waldron. The *Friday Flash* is the Coalition's most popular publication and resource on procurement policy and contracting developments for our members.



SUPPORT FOR OUR VETERANS

On August 18, 2021, the Coalition hosted the 8th Annual Joseph P. Caggiano Memorial Golf Tournament. Dedicated in honor of our good friend and colleague, the tournament honors Joe Caggiano, who was not only a 23-year veteran of the Federal contracting marketplace, but a naval veteran as well. The tournament's proceeds support The Coalition for Government Procurement Endowed Scholarship Fund for a qualified veteran concentrating their studies in the field of U.S. Government procurement and pursuing the JD/LLM/MSL degree at The George Washington University Law School.

There has been a total of over \$135,000 raised for the scholarship fund over the last four years, and \$8,000 raised at this year's tournament. This progress and support for veterans and the Federal procurement field achievement would not have been possible without the participation of our members at the tournament and their generous support in honor of Joe's legacy.



\$135,000

raised for the scholarship fund over the last four years

\$8,000

raised at the 2021 tournament

We hope that everyone will be able to join us in August 2022 for the Ninth Annual Joe P. Caggiano Memorial Golf Tournament at Whiskey Creek in Ijamsville, Maryland.

2021 BOARD OF DIRECTORS

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KEYSTONE MEMBERS



EXECUTIVE MEMBERS



NEW MEMBERS

Access Products	Dovel Technologies	Parsons
Adaptive Biotechnologies	Dynavax Technologies	Philips
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AmerisourceBergen	ESRI	Sanofi
APEX Logic	Gibson, Dunn & Crutcher	Serco, Inc.
Arnold & Porter	Gold Coast Medical Supply	Shore Solutions
Aspen Surgical	ICP Medical	The Clearing, Inc.
Butterfly Network	ICU Medical	TIDI Products
CFR & Associates	IPSEN Biopharmaceuticals	Travis Association for the Blind
CME Corp.	Jacobs	Varen Technologies
ConningtonSnow, LLC	JLS Medical Products	Varis
ConServe	MedCline	Veterans Healthcare Supply Solutions
Covis Pharma	Microassist	Zendesk
Center for Procurement Advocacy	NCI Information Systems	
dormakaba USA Inc.	Ortho Clinical Diagnostics	



Support The Coalition for Government Procurement Endowed Scholarship Fund Today

**Help us support the
endowed scholarship
fund by contacting Matt
Cahill at 202-315-1054 or
mcahill@thecgp.org.**

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

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

