

# IT/Services Committee Meeting

April 14, 2026

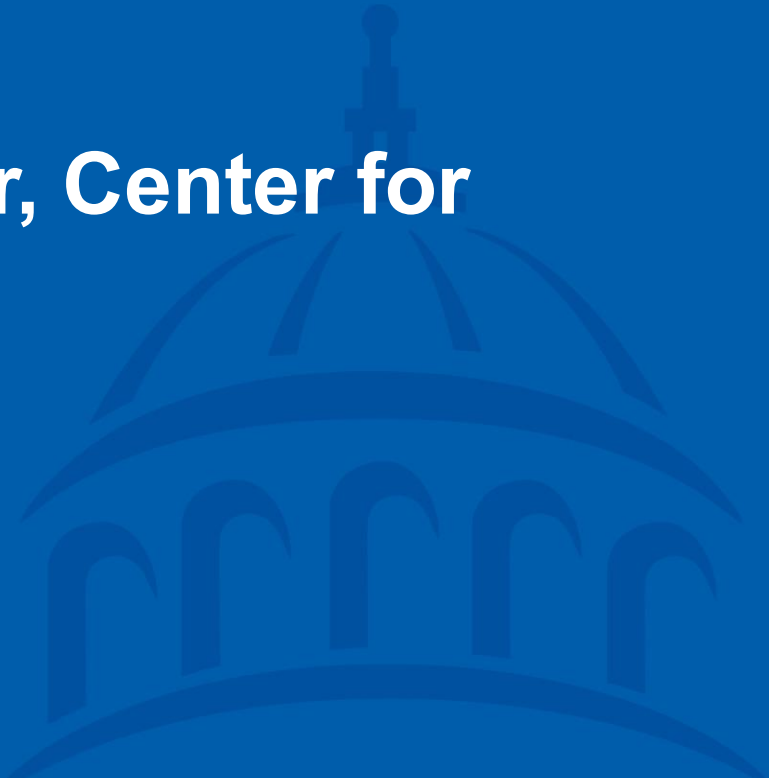


**THE COALITION**  
FOR COMMON SENSE  
IN GOVERNMENT PROCUREMENT

# Agenda

1. Adam Soderholm, Director, Center for Professional Services
2. Policy Update
3. Coalition Comment Calendar
4. Upcoming Events

# Adam Soderholm, Director, Center for Professional Services



**THE COALITION**  
FOR COMMON SENSE  
IN GOVERNMENT PROCUREMENT



U.S. General Services  
Administration

# Professional Services Category Update

*Driving smarter acquisition through data, scale, and collaboration*

*Coalition for Common Sense in Government Procurement*

April 14, 2026

# WELCOME



## **Adam Soderholm**

*Manager, Government-wide  
Professional Services (PS) Category*

*Director, Center for Professional  
Services*

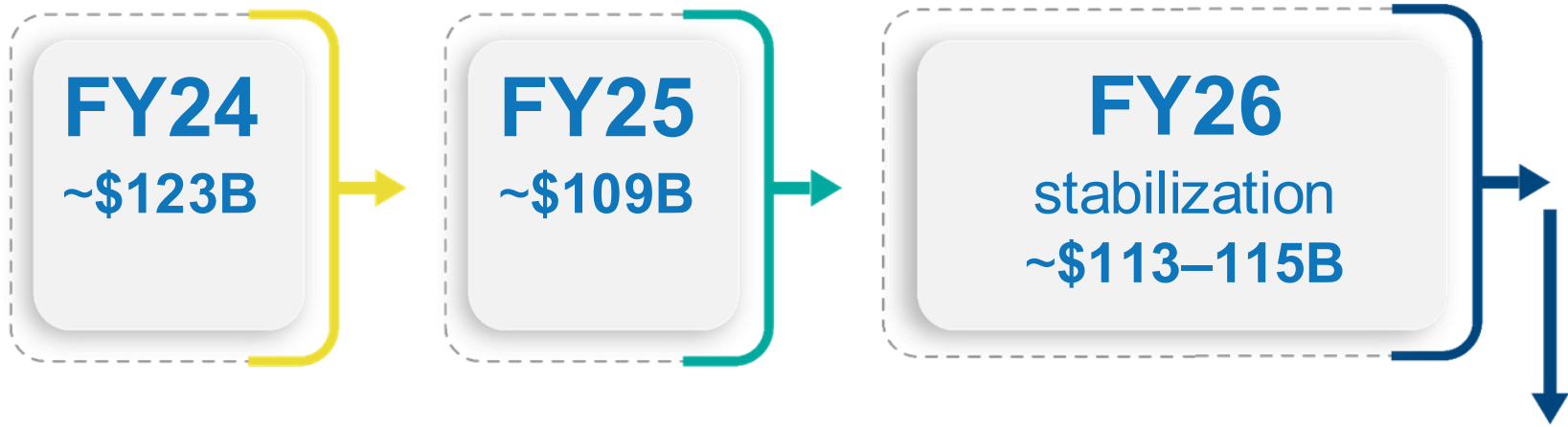
*Federal Acquisition Service, GSA*

[Adam.Soderholm@gsa.gov](mailto:Adam.Soderholm@gsa.gov)

# Strategic Environment Overview

- Procurement consolidation accelerating
- Category Management and Spend Under Management goals
- **OASIS+** positioned as a Best-in-Class solution, **MAS** as Tier 2 spend
- Alignment with agency mission outcomes
- Modernization and efficiency initiatives
- Growth in fixed-price contracting
- Increased pricing transparency
- BPAs now permitted under **OASIS+** as well as **MAS**
- Expanded use of scope reviews and advisory services

# Professional Services Market Snapshot



Modest growth through **FY29**

- Shift in where dollars flow and how they are competed
- Consolidation and modernization cycle

# PS HC Strategic Snapshot

FAS's Strategic Goals	What that means...	Key Programs / Initiatives for Outcomes	Measuring success
<p><b>Achieve Cost Savings</b></p>	<ul style="list-style-type: none"> <li>➤ Increasing acquisition program savings for customers</li> </ul>	<p><b>Contract / Program / Business Operations</b></p> <p><b>GSA SmartPay</b></p> <p><b>CoE for Outcome Based Contracting</b></p>	<ul style="list-style-type: none"> <li>➤ GSA SmartPay Refunds</li> <li>➤ BIC Savings</li> <li>➤ MAS contracts to TDR</li> <li>➤ CoE Influence</li> </ul>
<p><b>Ensure Organizational Health</b></p>	<ul style="list-style-type: none"> <li>➤ Enabling employee success</li> <li>➤ Achieving Positive NOR</li> <li>➤ Minimizing Operational Risk</li> </ul>	<p><b>Category Management</b></p> <p><i>Transactional Data Reporting</i></p> <p><i>Transition to FAS 2.0</i></p>	<ul style="list-style-type: none"> <li>➤ Net Operating Results</li> <li>➤ Employee Satisfaction</li> </ul>
<p><b>Gain Operational Efficiency</b></p>	<ul style="list-style-type: none"> <li>➤ Transforming processes through standardization, streamlining, or technology enabled optimization</li> </ul>	<p><b>Human Capital Strategy Management</b></p> <p><b>AI / Automation / Optimization</b></p>	<ul style="list-style-type: none"> <li>➤ MAS PALT</li> <li>➤ Optimizations Delivered</li> <li>➤ Time Savings</li> </ul>
<p><b>Reduce Duplication</b></p>	<ul style="list-style-type: none"> <li>➤ Consolidating duplicative contracts and programs</li> <li>➤ Optimizing FAS contracts</li> </ul>	<p><b>FAS Contract Optimization</b></p> <p><i>Procurement Consolidation</i></p>	<ul style="list-style-type: none"> <li>➤ Agencies Engaged</li> <li>➤ Agency IDVs transitioned</li> <li>➤ FCO Milestones</li> </ul>
<p><b>Enable Mission Focus for Customer Agencies</b></p>	<ul style="list-style-type: none"> <li>➤ Ensuring our acquisition solutions meet customer needs</li> <li>➤ Increasing customer satisfaction</li> </ul>	<p><b>OASIS+ Phase 2</b></p> <p><b>Stakeholder Engagement</b></p> <p><b>Direct Client Services</b></p>	<ul style="list-style-type: none"> <li>➤ Business Volume</li> <li>➤ Customer Satisfaction</li> <li>➤ OASIS+ Milestones</li> </ul>

# Impact

*Driving better mission results through facilitated, outcome-based acquisition support*

65 Acquisition Teams Supported across 23 agencies + \$57 billion in affected services spend since 2019 + 500+ facilitated workshop participants



**Why People Like Us:** We guide the **process**, not the content + Combine **expert facilitation** with deep **federal acquisition expertise** + We establish **sponsor buy-in upfront** + We keep discussions **focused and on track** + We remain **unbiased** and help **resolve obstacles** + We ensure **goals and outcomes** are clear

## Acquisition Facilitation Lab (the Lab): outcome-based workshops and coaching

<p><b>Requirements Development Workshops (ex CSAW):</b> Multi-day facilitated workshop for complex, or mission-critical service acquisitions, typically \$50+ million and longer lead times.</p>	<p><b>Customized Facilitation Engagements:</b> Custom tailored facilitated sessions to help reach consensus on decisions, get unstuck, determine strategy, overcome obstacles, develop solutions and more.</p>	<p><b>Outcome-Based Acquisition Support:</b> Coaching and advising across all stages of acquisition planning to reduce inefficiencies, eliminate waste, and increase competition.</p>
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## Knowledge, Innovations, and Tools (KIT): tools, training, outreach, resources, and tech-driven support

<p><b>Outcome-Based Training and Outreach:</b> Foundational skill training for the acquisition workforce through webinars, conferences, podcasts, and partnerships.</p>	<p><b>On-Demand Resources:</b> Tools and guides that support requirements development and acquisition planning efforts, focused on performance-based acquisition and acquisition facilitation</p>	<p><b>AI and Digital Innovation:</b> Development of emerging tools, including AI-assisted support for performance-based requirements development and connected to PAE.</p>
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# Transactional Data Reporting (TDR) Tips and Resources

## What's changing

- MAS Refresh 31 (April 2, 2026) introduces Transactional Data Reporting (TDR)
- Now mandatory for all MAS SINS and changes how government sales are reported

## What you should do now

- Set up internal processes to track required data
- Map labor categories to UCID
- Start early—don't wait for reporting deadlines

## Resources and support

- [TDR Requirements and FAQ](#)
- [FAS SRP User Guide](#)
- [Monthly Office Hours](#) (*June–November 2026*)
- Questions: [TDRTeam@gsa.gov](mailto:TDRTeam@gsa.gov)

# LaborMatch Executive Summary

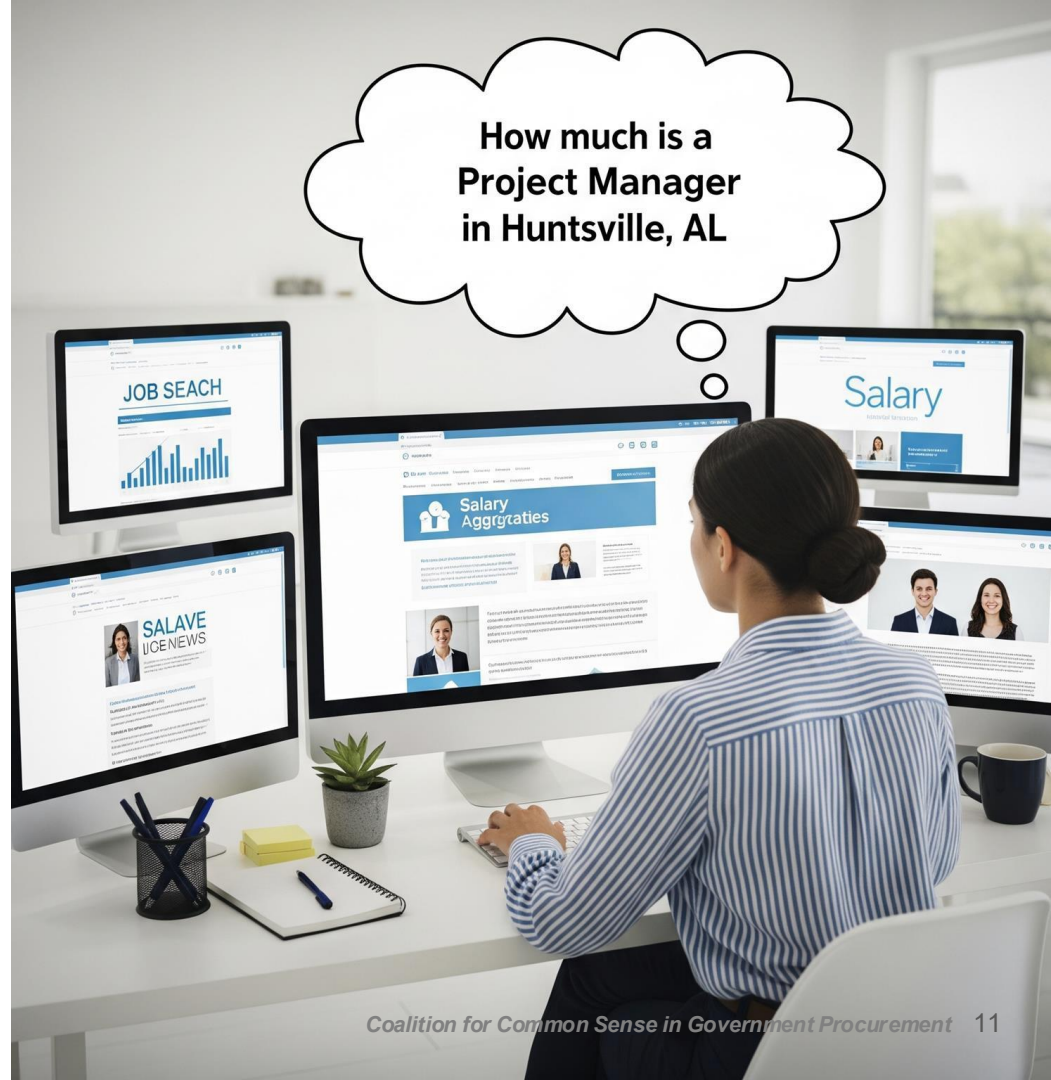
## Problem Statement:

Federal acquisition professionals spend **excessive time conducting manual labor market research across disconnected data**

**sources**, lacking a unified platform to access and compare high-quality pricing data for services contracts and maximize savings to the Government.

## Solution:

LaborMatch - **AI-powered semantic search** across integrated data sources



# LaborMatch

# Key Benefits

## KEY BENEFITS: New Government Pricing Tool



The Old Way

## THE NEW WAY



Money Saved

- **Develop Independent Government Cost Estimates (IGCE) faster** with unmatched accuracy and consistency.
- **Prove pricing is fair** and reasonable with **irrefutable data**, not guesswork and vibes.
- Equip employees with **data-driven insights** to **secure better contract or task order rates**.
- Unlock the pricing analytics needed for strategic, agency-wide **Category Management decisions**.

## Apples-to-Apples Comparison



# LaborMatch Vision, Objectives, and what success looks like

**Vision:** Transform federal labor pricing research through intelligent data integration and semantic search capabilities

### Primary Objectives - Databricks Solution Build Out:

- **Unify disparate pricing data sources** (TDR, Ceiling Rates)
- Establish an enriched Bureau of Labor Statistics (BLS) data source
- **Map key data elements** to common standards leveraging NLP and AI prompt engineering
- Users enter full labor descriptions and **return results from all three data sources**
- Enable users to return market research **results from multiple labor category searches**

### Success Metrics:

- 50-75% reduction in market research time
- 100% data source readability from input search criteria across TDR, ceiling rate, and BLS data sources
- 100% of returned results have a cosine similarity score of 75% or above; meeting same or similar criteria
- Consistent methodologies for fair and reasonable and competitive market rate analysis

# Executive Snapshot

- **OASIS+** is emerging as the government's default platform for complex professional services
- Early indicators show strong adoption, competition, and demand signals



One Acquisition Solution  
for Integrated Services +



**\$540M**

Program Obligations



**\$2.57B**

Total Estimated  
Task Order Value



**~800**

RFIs Issued



**7**

Average Proposals  
per Solicitation

# Program Evolution

## Six Solicitation Categories (IDIQ Contracts)



- Transition from legacy OASIS to **OASIS+**
- Built for scale and flexibility
- Continuous model eliminates on-ramps and sustains competition year-round
- Expanded domain and NAICS opportunities
- Operational resilience and FAR modernization alignment



# Phase II Expansion

## New domains



**Business  
Administration**



**Financial  
Services**



**Human  
Capital**



**Marketing and  
Public  
Relations**



**Social  
Services**

- Phase II expands access across high-demand service areas

# OASIS+ Phase II Update

**3,900**

**Active contracts**  
Fully administered

**2,300**

**Active contractors**  
In portfolio

**13**

**Service domains Open Solicitations**

**8**

**Domain Open for Business**

- FAQ published: 1,000+ > **+100 posting April 14**
- Phase I status: Closed
- All protests resolved March 2026
- **2** Mass mods completed

[Continuously Open](#) webpage — live updates, submission guidance, and FAQ

[GSA Interact](#) community blog — program updates posted regularly

OSIG working groups — SB, UR, DHS, USAF, Army meeting monthly

DPA training — 6,000+ attendees since June 2024 > 1,000 DPAs issued

# HCaTS Transition

Human Capital work transitioning into **OASIS+**

## Milestones

- **Dec 2025:** HCaTS 8(a) sunset
- **Sept 2026:** Unrestricted ends
- **Nov 2026:** Small Business ends

**OASIS+** absorbing Human Capital requirements

- Early transition activity underway
- Industry should prepare now for continuity and recompetes

# Market Activity

Strong demand across domains

- **800 RFIs** issued
- **Top domains**
  - Management and Advisory
  - Facilities
  - Technical and Engineering
- Over **400 RFIs** supported by Market Research as a Service
- **USAF** and **DHS** leading RFP activity
  - Growing adoption across DoD, DHS, and civilian agencies
  - Increasing share of obligations flowing through **OASIS+**

# Competition

**OASIS+** is driving strong competition

- 7 proposals per solicitation
- Strong participation across **Small Business** and **Unrestricted** pools
- **High competition** driving value, innovation, and pricing discipline

# Policy Environment

Category Management is actively shifting spend toward Best-in-Class solutions like **OASIS+**

## Key Points

- BPAs now available under **OASIS+**
- Increased use of advisory and scope review support
- Continued focus on consolidation and efficiency
- Greater pricing transparency across agencies

**Industry ask:** Flag duplicative agency contracts early so we can engage

# Tools and resources to support success

- [Awards Exploration Tool](#)

Interactive tool to identify expiring task orders and analyze key data points for business development. Learn how to [identify expiring contracts \[PDF - 1 MB\]](#)

- [Market Research as a Service \(MRaS\)](#)

- [Scope Review](#)

# OASIS+ Key Takeaways

How to position for success

- **Align** to Phase II domains
- **Track** recompetes
- **Plan** for HCaTS transition
- **Engage** early with agencies

# Closing Perspective

**Success** depends on continued collaboration

- Delivering value through **partnership, competition, and innovation**
- **Industry engagement** is critical to improving visibility
- **Reducing duplication** strengthens acquisition outcomes

# Resources

