

# CGP General/Office Products Committee Meeting

## Commercial Platforms / OS4 Purchasing Channel

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March 10, 2022

# Commercial Platforms Update



# Starting with a Proof of Concept

## Why a Proof of Concept?

GSA launched the Commercial Platforms Proof of Concept for GSA SmartPay Purchase Card holders as a *managed channel* for open-market purchases through select e-marketplace platforms. This approach allows GSA to test, refine, and grow the program based on lessons learned.



## Agency Benefits:

- Whole-of-government approach with **standardized terms and conditions, cost savings, and business-to-business features** that help to advance agency and Administration priorities.
- **Broad product access** to fill agency requirements at the speed of need, especially beneficial in remote areas or in support of emergency response, while offering a familiar, **consumer-like buying experience**.
- **Critical insights into online spend, with additional management controls** to mitigate risks.
- **Pro-active and ongoing review of supply chain capabilities**, to include counterfeit prevention and best practices from partners like DHS.
- Access to **highly competitive supplier pool**, including small businesses and mandatory sources.
- **Dedicated program team** proactively managing all aspects of the agency's engagement.



# Commercial Platforms FY21 progress

## Highlights on key program areas:

- ❖ 20 agencies onboarded (~40k eligible cardholders for each platform), with spend through the program of \$11.7M for FY21.
- ❖ Program's customer experience (CX) framework continues to identify important agency insights / feedback on the program (through surveys / interviews / training sessions), and serves as a strong foundation for future contract requirements.
- ❖ Implementation of data dashboards tracks program adoption and offers insights into agency spend with each participating platform; work in progress on a 'KPI dashboard' highlighting spend on key Administration priorities.
- ❖ Continued promotion and alignment with participating platforms on Administration priorities in the areas of SCRM, mandatory products (e.g. AbilityOne), small business, COVID-related spend, and 'green' products.



# FY21 Highlights Infographic now available

**GSA** U.S. General Services Administration

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## Commercial Platforms

**Overview**

Awarded E-Marketplaces

Learn More

Get Started

**Program Data**

**Commercial Platforms**

amazon business fisher scientific overstock government Browse the E-Marketplaces

The Commercial Platforms proof of concept provides GSA SmartPay® Purchase Card (GPC) holders with access to multiple e-marketplace platforms, for purchases of commercial products within the micro-purchase threshold (MPT). The proof of concept enables GSA to demonstrate the viability of a government-wide approach to online buying so we can smartly scale the program in the future with the goal of:

- **Modernizing** the commercial product buying experience.
- **Streamlining** commercial item purchasing to help agencies focus on mission-oriented acquisition.
- **Analyzing** commercial item spend data to enable better buying decisions.

The proof of concept is open to GPC holders from participating agencies. *Is your agency participating? Find out now.*

**LEARN MORE** **GET STARTED** **ACCESS DATA**

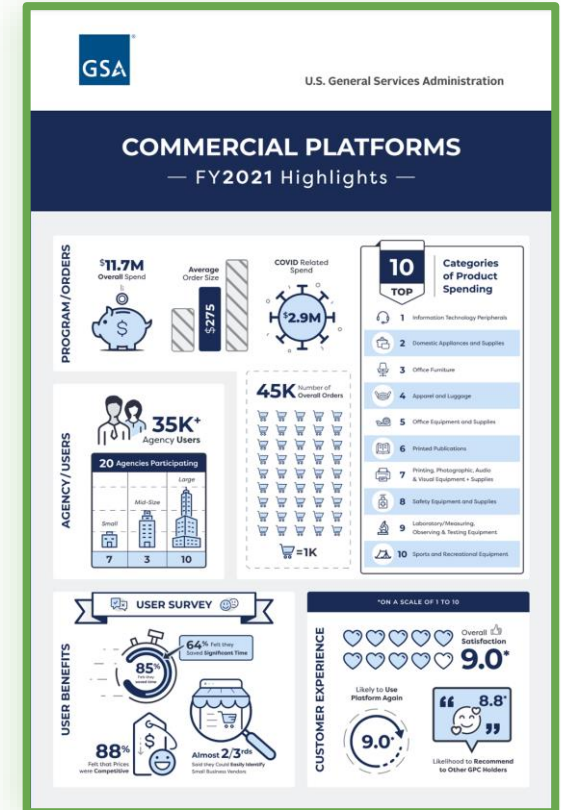
Get more information about Section 846 legislation, the proof of concept, and available resources to keep you up-to-date.

Find out if your agency is participating in the proof of concept, review steps to order and if you are a supplier - learn how to sell on awarded e-marketplace platforms.

Understand your agency's online spend for more informed, data-driven buying decisions.

For questions related to the program, email us at [Section846@gsa.gov](mailto:Section846@gsa.gov).

[www.gsa.gov/commercialplatforms](http://www.gsa.gov/commercialplatforms)



# Program Future

## Key tenants driving the program:

- ❖ Continue to use CX as the foundation for everything the program does.
- ❖ Broaden participation beyond existing proof of concept to expand and include other distributor / retailer-managed, commercial online platforms.
- ❖ User experience will be the primary focal point for future requirements, as well as other critical areas such as SCRM, support for mandatory sources, data security and protections, and cybersecurity considerations.
- ❖ The program will continue to work with participating platforms to 'be the voice' of our partner agencies, helping to promote both agency and Administration goals.
- ❖ Platforms will be encouraged, to the maximum extent practicable, to highlight their commercial practices and capabilities in order to meet the desired Government outcomes.



# Just Released! Commercial Platforms RFI

- **WHO:** GSA is seeking industry feedback on relevant commercial practices across a number of key areas of interest to Government buyers as it relates to online purchasing.
- **WHAT:** The RFI is divided into 2 primary feedback areas:
  - Requirements that GSA intends to maintain in future contracts
  - Areas / features / functionality that agency buyers have highlighted as important
- **WHEN / WHERE:** The RFI is available now, accessible from our [Commercial Platforms | GSA Interact](#) page and will be available for responses for ~30 days (through April 15th).
- **HOW:** Industry is asked to respond to the RFI via the linked Google Form in the RFI. This will allow for a an easier submission/collection of responses, as well as a more timely processing/analysis of responses.
- **WHY:** The Request for Information (RFI) will serve as an important tool to solicit feedback as GSA considers future contracts in support of the program, with GSA committed to sharing the key themes from industry's responses.



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## Commercial Platforms: Q&A



# CGP General/Office Products Committee Meeting OS4 Purchasing Channel

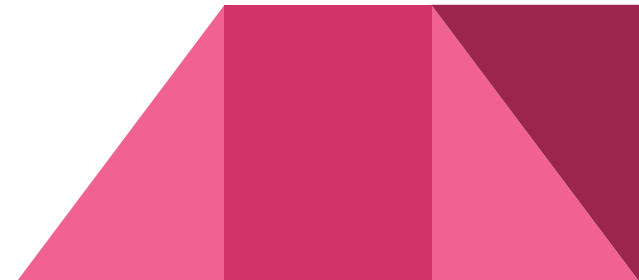
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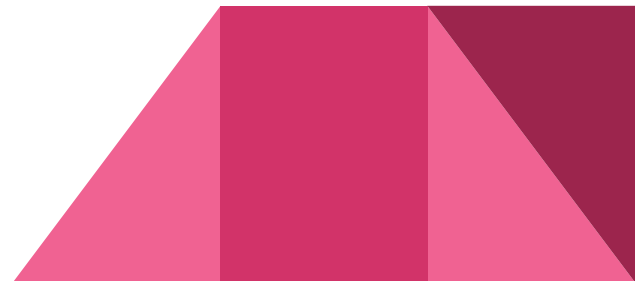
# Industry Meetings

- R2 GSS Industry days- held December 1-2, 2021. Customer and wholesaler panels. Presentations from GSA leadership and SMEs.
- Office Supplies Roundtable Meeting- for wholesalers and manufacturers- last meeting was February 7; next meeting is May 9.
- OS4 Vendor Meeting - held March 4. Presentation on Verified Products Portal was given by Josh Royko, GSA Catalog Management Program Office.
- Upcoming EPA Training- March 15. Additional information on following slide.



# MAS Contractors - EPA Training Session

- R2 is having a training event on March 15th to instruct vendors how to submit their Price Increase requests and Economic Price Adjustment (EPA) modifications for their GSA Schedule Contracts.
- Join us for an interactive session on “How to submit an Economic Price Adjustment (EPA) in today’s climate for your GSA Schedule Contract.”
- The MAS Vendor training session will cover the submission of price increase mods and the documentation needed.
- We are asking vendors to submit questions prior to the meeting.



# EPA Training Registration Information

**When:** March 15th at 2-3pm EST  
**Register [here!](#)**

***Submit your questions COB Friday March 8th: [here!](#)***

**\*\*\*In order to make sure your concerns are addressed, submit your questions as early as possible!\*\*\***

## **Speakers:**

Michael Cullis, Procurement Analyst, Acquisition Oversight Division  
Wdonna Woods, Contracting Officer, Acting Section Chief  
Northeast and Caribbean Region

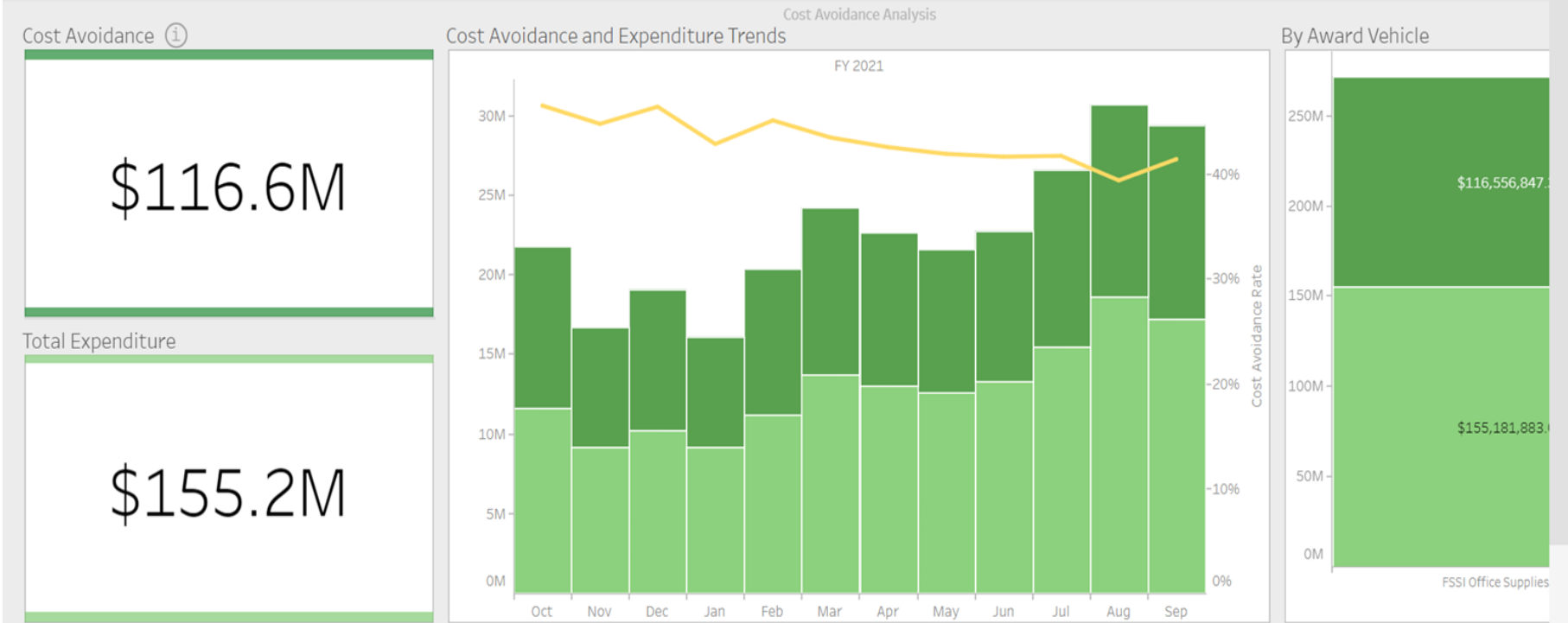
Businesses may register more than one attendee.



# OS4 Sales & Cost Avoidance - FY21 Final

## Acquisition Analytics | Cost Avoidance Analysis

**Funding Agency:** (All) | 
 **Award Vehicle:** FSSI Office Supplies (...)  
**Order Date:** 10/1/2020 - 9/30/2021 | 
 **Tier:** Best-in-Class  
**Level 1 Category:** (All) | 
 **PSC:** (All) | 
 **Level 4 Category:** (All) | 
 **Manufacturer:** (All) | 
 **Socio Economic Indicators:** (All)  
**Level 2 Category:** (All) | 
 **Level 3 Category:** (All) | 
 **Level 5 Category:** (All) | 
 **Part Number:** (All)

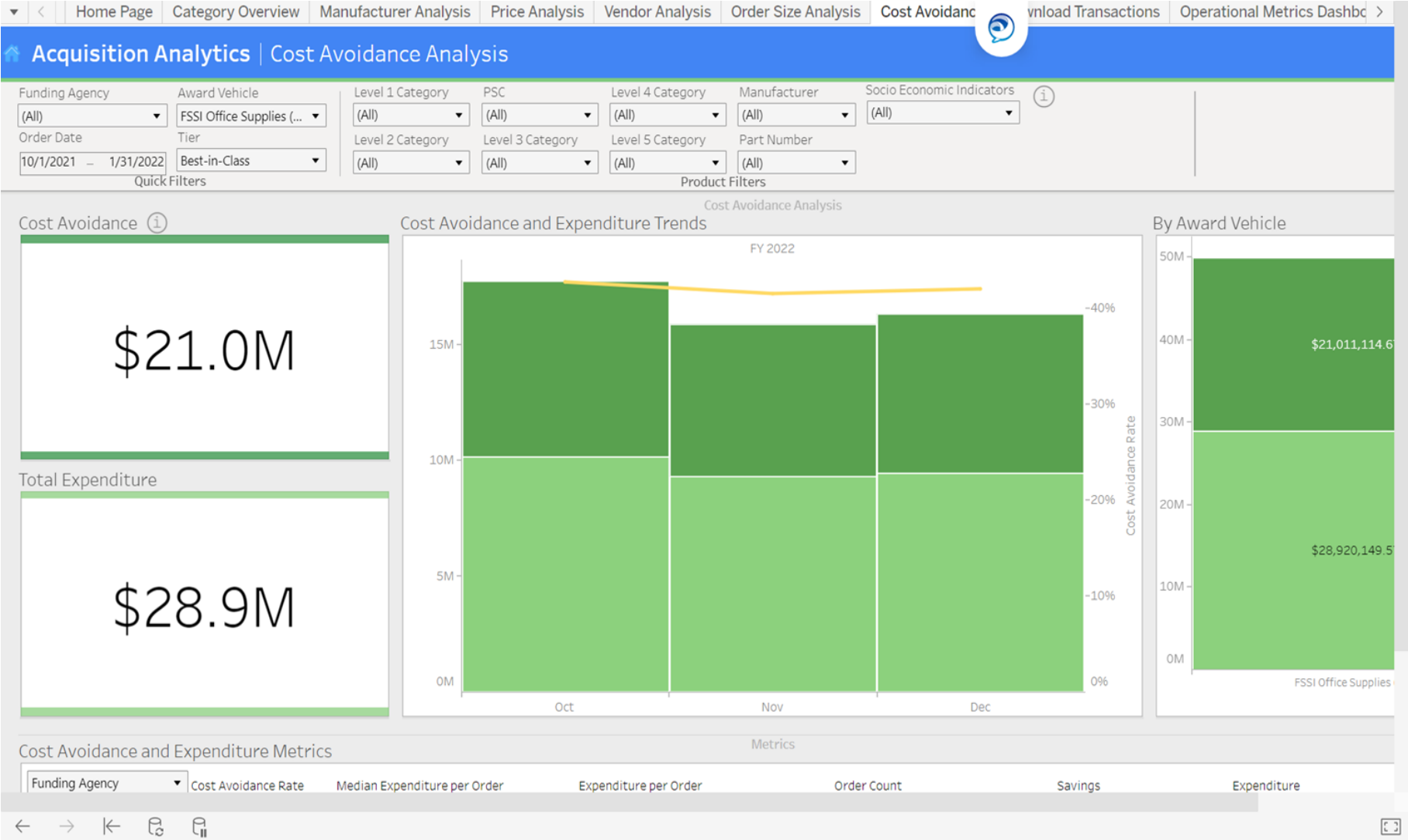


### Cost Avoidance and Expenditure Metrics

**Funding Agency:** (All)

Cost Avoidance Rate	Median Expenditure per Order	Expenditure per Order	Order Count	Savings	Expenditure

# OS4 FY22, Q1 - Oct 1, 2021 through December 31, 2021



# Questions/Discussion

