

*Celebrating More
Than 40 Years*

**CGP
MEMBERSHIP**

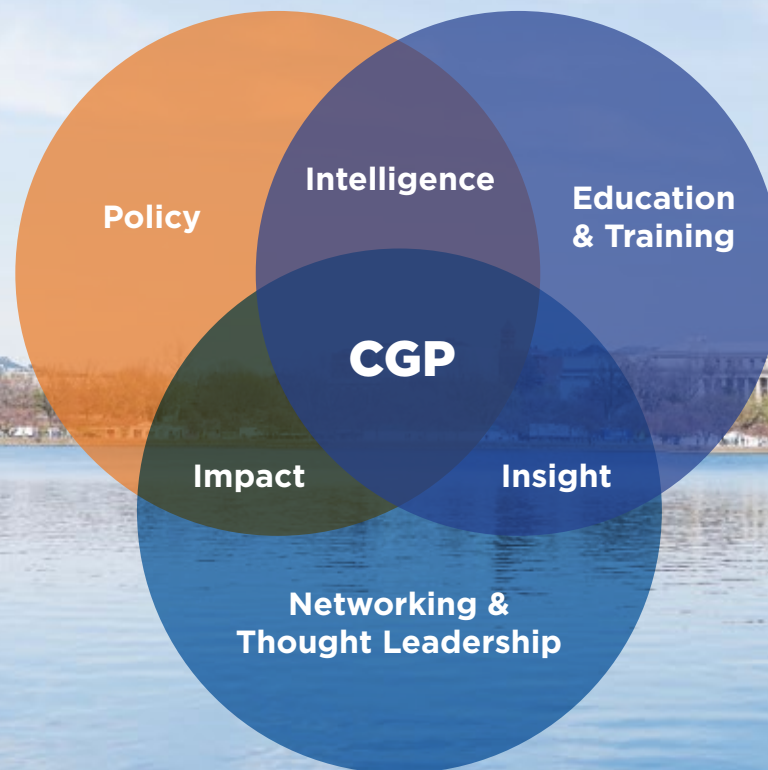
Common Sense in Government Procurement



THE COALITION
for Government Procurement

THE CGP: MISSION

The Coalition for Government Procurement (CGP) is a non-profit association of commercial contractors that strives for an efficient and effective Federal acquisition system that delivers best value to agency customers and the American taxpayer. Our mission is to advance "common sense in government procurement."



“The Coalition continues to be a best value for its members providing full coverage for the issues that matter. From their committee meetings, guest appearances, training, webinars and special events, members count on the Coalition to cover the broadest array of acquisition issues and they deliver. The Coalition has the talent and drive to focus on the issues and represent industry views when their voices might otherwise go unheard. The 2019 Year in Review makes you wonder how they did so much.”

—Ted Buford, Vice President, GSA / GWAC PMO, CACI

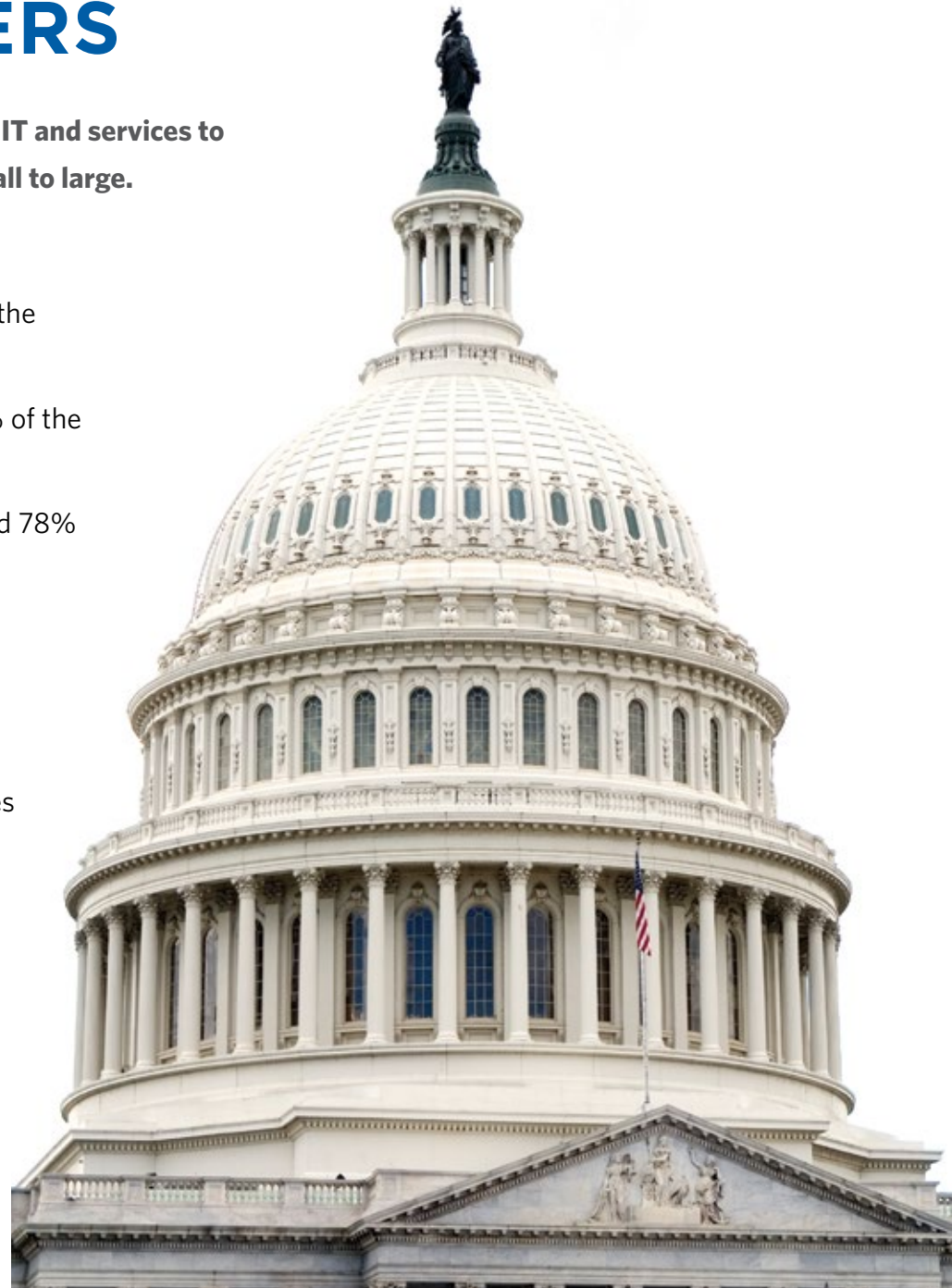


ABOUT OUR MEMBERS

The Coalition is unique in that it represents all industries from IT and services to furniture and healthcare, as well as businesses of all sizes, small to large.

- 25% of Coalition members are small businesses
- Coalition members supply more than 73% of the products on the MSPV formulary
- More than \$10 billion of Federal healthcare spending and 40% of the spending on the VA Federal Supply Schedules
- More than 81% of Alliant Unrestricted contract obligations and 78% of Alliant 2 Unrestricted contract obligations
- More than 80% of OASIS Unrestricted contract obligations
- More than 81% of CIO-SP3 contract obligations
- More than \$14 billion of MAS contract obligations
- The largest contractor on 8 out of 16 Multiple Award Schedules Categories:

- Clothing, Textiles, and Subsistence
- Equipment-Related Services
- Facilities and Construction
- Human Capital
- Industrial Products and Services
- IT
- Office Management and Furniture
- Professional Services



WHY MEMBERS JOIN THE COALITION

POLICY

CGP works toward a more efficient and effective procurement system by advancing acquisition policy solutions that deliver best value for customer agencies and the American people.

EDUCATION & TRAINING

CGP provides numerous education and training opportunities so members can stay up-to-date on current trends and regulatory requirements in government procurement.

NETWORKING & THOUGHT LEADERSHIP

CGP connects federal contractors and engages government acquisition leaders through numerous networking events and provides thought leadership and expertise on federal acquisition policies.

The Coalition for Government Procurement (CGP) is the only industry association that I have been engaged in that keeps a continual focus on procurement and the related policy. Our membership has provided invaluable access to decision makers and facilitated unequalled collaboration with those leaders in government. CGP is the single most effective voice for commercial service and product companies selling in the federal market and provides immeasurable return on the investment of membership. I have been able, through my engagement with CGP, to have a voice that is heard. Our organization receives a view of federal wide initiatives through CGP and then the opportunity to inform those initiatives.

—Mike Pullen, Vice President, CGI Federal

POLICY

The Coalition for Government Procurement's annual priorities are driven by the collective interests of our members. The overall objective is to advance our mission of "common sense in government procurement." The Coalition's current priorities are listed below.

2021 COALITION PRIORITIES

- 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 BIC 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
- Supporting the enhancement of healthcare for veterans through improved partnership and shared services between the VA, DHA, DLA, and industry
- Supporting transparent VA transition to DLA's DMLSS system in partnership with industry
- 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
- Monitoring, informing, and engaging members and stakeholders on supply chain sourcing, including any changes to Buy American or domestic sourcing policies and requirements
- Promoting the ongoing consolidation of GSA's Schedules program
- Addressing implementation of Category Management government-wide and industry input into the identification of Best-in-Class contracts



2020 HIGHLIGHTS

- In 2020, the Coalition supported and educated members on the Government's response to the national pandemic, especially related to healthcare, cybersecurity and telework
- Education for members on the shifting landscape for contractors was a top priority, for example:
 - Contractor obligations in response to the Defense Production Act
 - Emergency Acquisition Authorities during the COVID-19 national emergency
 - Section 889 Prohibitions on Certain Telecommunications and Video Surveillance Services or Equipment
 - Section 3610 flexibilities and reimbursement
- Testimony on the VA Supply Chain before the House and Senate Veterans Affairs Committees
- Recommendations to the incoming Administration and Congress on Acquisition Management Reform and Digital Transformation
- Regulatory comments and letters on behalf of members submitted to the Government, to for example:
 - Department of Defense
 - General Services Administration
 - Department of Veterans Affairs
 - National Institutes of Health
- The Coalition's first virtual Fall Conference with 90+ speakers from the Government and industry
- 10 Industry Policy Committees
- 2 Healthcare-focused Policy Subcommittees
- 32 Committee meetings
- 32 Educational webinars

MARKET INTELLIGENCE

Annually, the Coalition publishes the **Federal Market Report**, a “go-to” resource for members that provides insights into contract compliance, as well as in-depth market trends on the Schedules, blanket purchase agreements, GWAC’s and the federal healthcare market.

Weekly, the Coalition publishes two online newsletters - the *Friday Flash* and the *Tuesday Tracker*.

The *Friday Flash* takes a comprehensive look at recent government procurement policy developments and includes a blog post from CGP president, Roger Waldron, titled *FAR and Beyond*. The *Friday Flash* is considered a “must read, in-the-know” Federal acquisition publication.

The *Tuesday Tracker* complements the *Friday Flash* and provides a “top-of-the-waves” run-down of links to front burner issues; weekly updates; relevant agency reports; and links to House and Senate calendars. It also includes the Regulatory Tracker, which lists relevant open FAR, DFARS, and GSAR cases and their status descriptions.

The Coalition offers events and meetings to provide business and market intelligence to members including: outlooks on the Federal budget, evaluations of significant legislation, and reviews of upcoming market opportunities.



MEMBER COMMITTEES

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



BUSINESS AND REGULATORY ISSUES COMMITTEE (BRIC)

The BRIC provides an education channel for CGP members and government 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. Because the BRIC addresses cross-cutting issues, members are encouraged to solicit participation from multiple disciplines across their organizations, including business, public affairs, law, contracting, and compliance.

CYBER & SUPPLY CHAIN COMMITTEE

The Cyber Security Committee focuses on facilitating an understanding between industry and government on crucial cyber and supply chain security challenges, and the needs and capabilities of commercial sources.

FURNITURE/FURNISHINGS COMMITTEE

The Furniture 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 green procurement policies are developed. It also promotes corporate environmental best practices.

GWAC, MAC & ENTERPRISE CONTRACTING COMMITTEE

The GWAC, MAC & Enterprise Contracting 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.

MEDICAL/SURGICAL SUBCOMMITTEE

The Medical/Surgical Subcommittee addresses specific healthcare policy and program issues, including, but not limited to, the MSPV-NG program, implant procurements and timely payment, the Rule of Two, and the contracting order of priority at the VA.

PHARMACEUTICAL SUBCOMMITTEE

The Pharmaceutical Subcommittee focuses on on specific healthcare policy and program issues, including, but not limited to, the resale of drugs purchased under the FSS, TRICARE rebates for 340B purchases, and enhancing transparency related to the VA Formulary.

IMAGING EQUIPMENT COMMITTEE

The Imaging Equipment Committee addresses 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 hardware, software, and related products and services to the Federal Government.

SERVICES COMMITTEE

The Services Committee provides a forum for professional consulting and other services members to engage with industry and Government acquisition leaders on GSA Schedules compliance, regulatory, and program related issues.

SMALL BUSINESS COMMITTEE

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





EDUCATION & TRAINING

The Coalition offers a broad series of trainings, events, and forums to educate and inform members on current topics and trends in government procurement and the Federal market.

WEBINARS

CONFERENCES

BREAKFAST FORUMS

TRAININGS

CUSTOMIZED MARKET
BRIEFINGS

COMMITTEE MEETINGS



"The CGP provides an instrumental platform to engage with government agency leadership, and network and collaborate with industry peers via the various committees and sponsored events. Through partnership with the Coalition we have been able to provide a united voice on key issues and shared recommendations. The Coalition has brought many great government speakers to committee meetings and events, who share insights, challenges and opportunities that exist for their respective agencies."

— Sonia De La Rosa, VP, Corporate Development and Marketing, GSMS, Inc.

NETWORKING & THOUGHT LEADERSHIP

The Coalition is sought after for its expertise in acquisition policy at the Federal level. We aim for a more efficient and cost-effective procurement system for all stakeholders involved—Federal agencies, contractors and the American taxpayer.

Member annual conferences and events offer opportunities to hear from and engage with acquisition leaders in the Government and with industry colleagues.

Members are given the opportunity to share their ideas, comments, and expertise through participation in committee meetings, conferences, white papers and policy letters sent to the Government.





NETWORKING EVENTS:

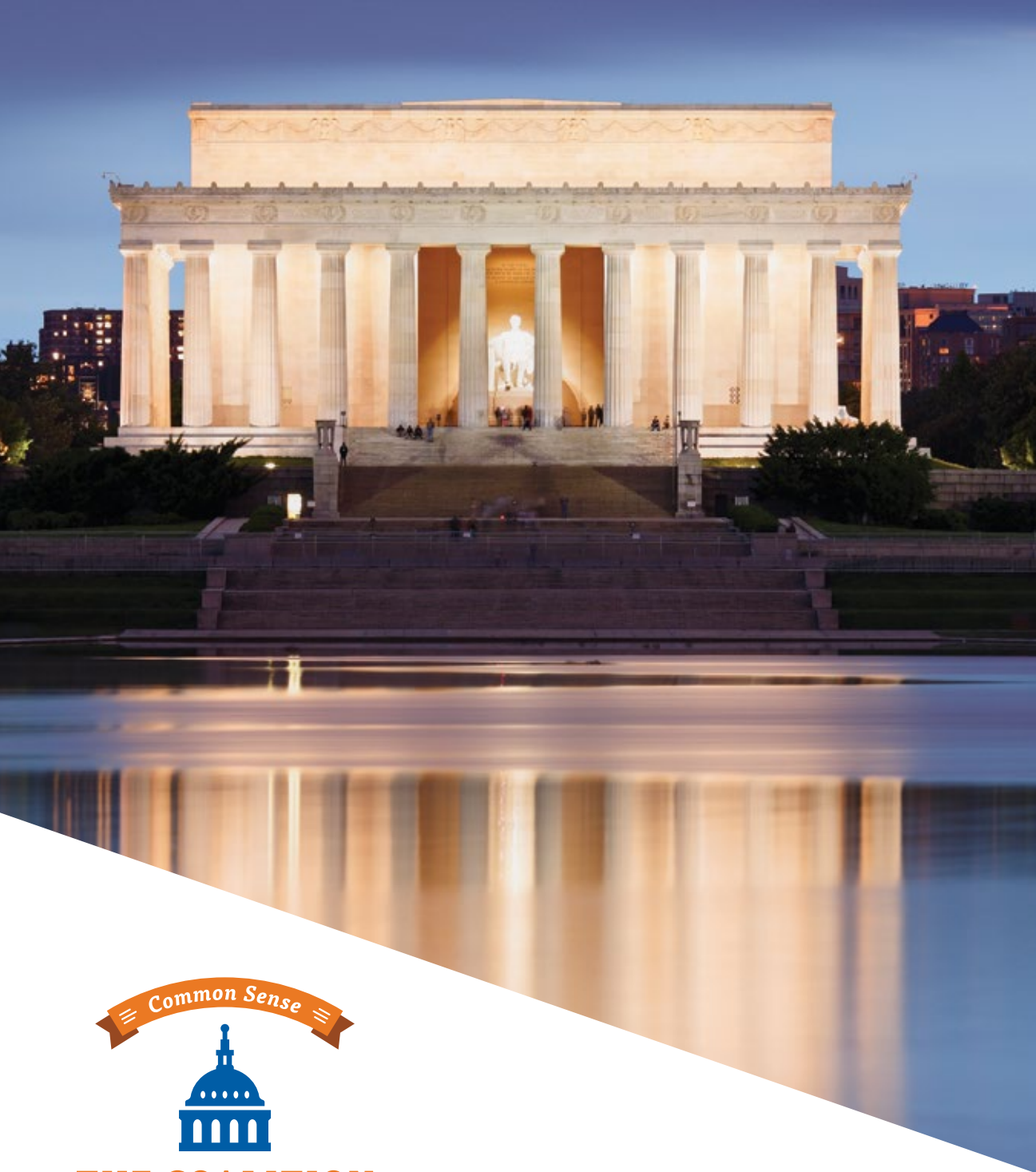
The Coalition provides a multitude of networking opportunities throughout the year at our conferences, trainings, and committee meetings where there will often be dedicated time on the agenda for conversation and sharing ideas with peers and key government officials during breakfast, lunch, and receptions.



MEMBERSHIP TIERS

Membership Benefits by Dues Level	Keystone	Executive	Strategic Partner**	Premier	Affiliate*	Standard (High)	Standard (Low)	Standard (Small Business)
Total Federal Government Sales from the Prior Government FY	N/A	N/A	N/A	N/A	N/A	\$15M +	\$5-\$15M	\$0 - \$5M
Dues Level	\$52,500	\$36,750	\$26,250	\$9,975	\$5,250	\$6,825	\$3,675	\$1,575
MEMBERSHIP BENEFITS - ALL LEVELS								
Access to market intelligence and Coalition executives on an ad hoc basis for questions concerning Federal procurement policy and compliance, GSA/VA and GWAC acquisition programs	✓	✓	✓	✓	✓	✓	✓	✓
Access to the weekly <i>Friday Flash</i> and <i>Tuesday Tracker</i> online news publications	✓	✓	✓	✓	✓	✓	✓	✓
Unlimited Company Participation on CGP Member Committees	✓	✓	✓	✓	✓	✓	✓	✓
Opportunities for discussion and networking with key industry and government leaders	✓	✓	✓	✓	✓	✓	✓	✓
Discounts on CGP Conference Registrations, Webinars, Education & Training	See Below	✓	✓	✓	✓	✓	✓	✓
50% discount on the Coalition/FPSONline Professional curriculum with more than 400 on-demand courses, live webcasts, and webinars	✓	✓	✓	✓	✓	✓	✓	✓
Access to CGP Member-only Portal with exclusive member-only content	✓	✓	✓	✓	✓	✓	✓	✓
Opportunity to Sponsor CGP Events	✓	✓	✓	✓	✓	✓	✓	✓
Welcome Acknowledgement in the <i>Friday Flash</i>	✓	✓	✓	✓	✓	✓	✓	✓
Company logo on CGP website with a link to company site	✓	✓	✓	✓				
Company name listed on CGP website with link to company site					✓	✓	✓	✓
Opportunity to submit content to the "Legal Corner", "Healthcare Spotlight", or "Cyber Security" section of the <i>Friday Flash</i> newsletter	✓	✓	✓	✓	✓	✓	✓	✓
Complimentary copy of CGP's Annual Market Report: A View of the Schedules, GWACs and Commercial Item Contracting	✓	✓	✓	✓	✓	✓	✓	✓
Receive complimentary advertising in the <i>Friday Flash</i> for open positions within your organization.	✓	✓	✓	✓	✓	✓	✓	✓
Dedicated CGP Relationship Manager	✓	✓	✓	✓	✓	✓	✓	✓
ADDITIONAL BENEFITS								
POLICY & MARKET INTELLIGENCE								
Annual briefing available for your senior leadership team with Coalition executives	2	1	1					
EDUCATION & TRAINING								
Complimentary registrations to all CGP Educational Training, including, but not limited to, In-House Legal Training and MAS Training	Unlimited	5/class	5/class	2/class				
Complimentary Access to all CGP webinars	✓	✓	✓	✓				
Complimentary CGP Procurement Training for internal groups such as business development, contracts and compliance teams, as well as for external partners	✓							
EVENTS & NETWORKING								
Complimentary registrations to Spring and Fall Training Conference, Spring and Fall Healthcare Procurement Conference, and all Breakfast Forums	Unlimited for each event	5/event	5/event	2/event				
Participation at Premier Member and above meetings	✓	✓	✓	✓				
Complimentary 10-person table at the Excellence in Partnership Awards dinner	✓							
THOUGHT LEADERSHIP								
Complimentary invitations for senior executives to participate on "Off the Shelf", the Coalition President's weekly Federal News Network show, topics to be determined.	✓	✓	✓					
Eligible for Chairmanship of CGP Member Committees	✓	✓	✓	✓				
Eligible to participate on the Coalition Board of Advisors	✓	✓	✓	✓				
BRAND EXPOSURE								
Company logo on designated CGP promotional materials and signage at Coalition events	✓	✓	✓					
Advertisements in the CGP Spring and Fall Conference and Excellence in Partnership Awards Programs	Full-page	Half-page	Half-page	25% Discount				
Verbal recognition at CGP Conferences, Forums, and Excellence in Partnership Awards.	✓	✓	✓					
Opportunity to provide webinar content for our members	✓	✓	✓	✓				

* Affiliate Membership applies to companies selling products and services to federal contractors. ** Higher level of Affiliate Membership



Questions about your existing Coalition membership?



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