

IT Vendor Management Office

A Governmentwide IT Category Program

Providing agencies with meaningful acquisition intelligence to inform and support faster, smarter IT buying decisions.

Briefing to the Coalition of Government Procurement

June 22, 2021

Agenda

- Call to Action
- The Governmentwide IT Category's IT Vendor Management Office
- Why Category Management
- Translating Policy into Action
- Fiscal Year 2021 Accomplishments To-Date
- Category Management Opportunities
- FY21 Initiatives
- Connect with Us
- Contact Us
- Question and Answer



Call to Action

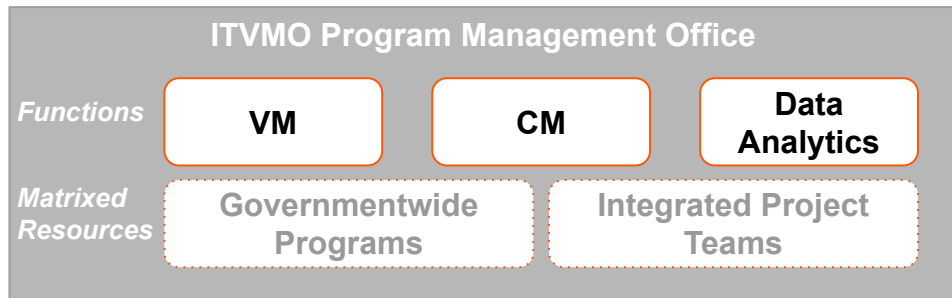
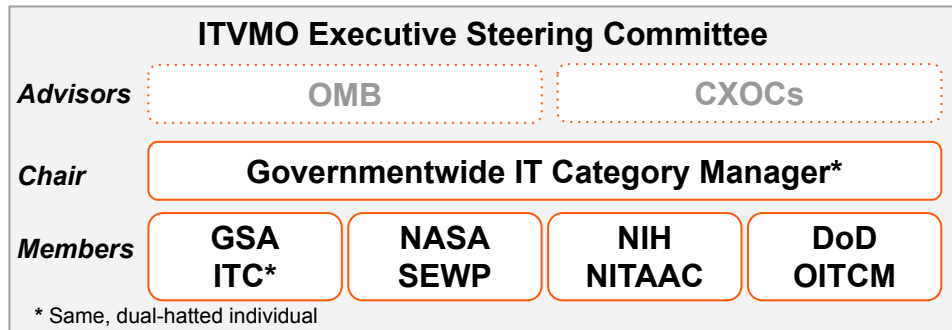
In FY20, the Governmentwide IT Category set a milestone goal to:

Develop IT acquisition intelligence capability, focusing on IT vendor relationship management to standardize technical requirements, mitigate cyber-risk, improve data quality, and leverage the government's buying power.

IT Vendor Management Office

The ITVMO joins key programs and stakeholders together to inform and support faster, smarter IT buying decisions.

Governance Framework



Industry Engagement

Guiding Priorities

Advance IT Category: promote innovation through BIC solutions and streamlining IT acquisitions.

Partner with Small Business: Breakdown barriers to entry into federal IT acquisitions to increase small business participation.

Optimize Federal IT Marketplace: Strengthen the IT supply chain by developing deep knowledge of suppliers and the vendor landscape.

Why Category Management

Memorandum M-19-13 provided governmentwide direction to make smarter use of common contract solutions and practices through use of a category management framework.

GUIDANCE

Provides guidance on the use of Category Management.

FRAMEWORK

Establishes Category Management as a practice across the entire federal government.

PRACTICE

Requires agencies to carry out a set of tailored management actions. Provides updates on these actions to evaluate their progress in bringing common spending under management.

OUTCOMES

- Effectively-managed contract spending through Government-wide, agency-wide, and local contracts.
- Reduced contract duplication and cost avoidance.
- Continued achievement of small business goals and other socioeconomic requirements.

Translating Policy into Action

The Gov-wide ITCM and ITVMO are focusing on requirements, data, and training to work with agency CIOs and CAOs and help them translate governing requirements into their agency IT acquisition strategies to strengthen performance.

Governmentwide Initiatives

Leading governmentwide initiatives to improve key performance indicators by standardizing requirements, improving data quality, and mitigating vendor concentration and cybersecurity risks.

- Category Management
- Demand Management
- Supplier Management
- Cross-category Support

Executive Orders

Translating executive orders into governmentwide initiatives to advance category management, breakdown barriers to entry into the federal marketplace, and strengthening the supply chain for access to American-made and emerging technologies.

- Racial Equity
- Buy American
- America's Supply Chain
- Climate Crisis

Key Performance Indicators

Reshaping federal IT spend by working collectively with agencies to optimize benefits of governmentwide initiatives and governing executive orders (policies) to improve performance.

- Spend Under Management
- Small Business Utilization
- Cost Avoidance
- Tier 0 Contract Reduction

ITVMO Service Offerings

Collectively these services represent the core solutions that will help to support agency IT buying decisions

Data Analytics	Provides insights into cost, spend, and contracting data to enable data-driven decision-making that supports and informs acquisition strategies.
Subject Matter Expertise	Provides domain expertise on IT demand management, products, services, strategic sourcing, technology trends, and purchasing best practices.
Vendor Relationship Management	Provides a governmentwide office to effectively engage and promote two-way communication across industry and agencies.
Best in Class Solution Management	Provides integration and contracting support to reduce duplicative efforts, improve awareness, and objectively broker government-wide use of Best-in-Class vehicles.
IT Security and Supply Chain Risk Management	Provides support for security compliance and supply chain risk management.

Fiscal Year 2021 Accomplishments To-date

ITVMO serves as a trusted independent advisor and advocate to help agencies buy common IT goods and services.

Advancing Category Management.

- Formed tiger team with IT GWAC BICs, GWCM PMO, and ITCM to employ new cost avoidance methodology.
- Met with various stakeholders to determine how the program can aid in specific category management efforts.

Breaking Down Small Business Barriers.

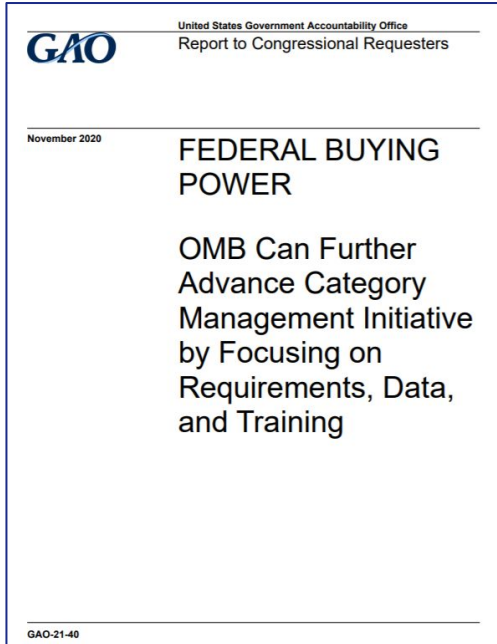
- Held quarterly webinars in collaboration with ACT IAC Small Business Alliance to educate small businesses.
- Worked with OSDBU Council and vendors to understand needs and respond to marketplace questions.

Strengthening Supply Chain Risk Management.

- Validated compliance with Section 889 for all 13 IT BICs to ensure consistency of application.
- Worked collectively with the SCRM stakeholders to assess FAR cases and develop guidance + recommendations.

Category Management Opportunities

Focus on requirements, data, and training will allow the government to further advance category management



1. Define requirements for common products and services
2. Develop additional tailored training for Senior Accountable Officials and agency personnel
3. Account for agency-specific training needs
4. Ensure Senior Accountability Officials have accountability needed
5. Report on cost savings
6. Establish additional performance metrics for category management initiative
7. Coordinate agency challenges to data management
8. Develop tailored training for agency OSDBU programs
9. Update cost avoidance methodology
10. Identify reporting timeframes to inform contract management and small business best practices

FY21 Initiatives (1 of 2)

Focusing on requirements, data, and training to enable government to further advance category management

Initiative	Targeted Outcomes (by September 2021)
SUM	1. Engage with agencies to assist them in meeting category management KPIs
BIC	2. Implement SCRM and cybersecurity requirements across all IT BICs 3. Promote BIC awareness and utilization among customer agencies 4. Release v.7 of the Governmentwide Strategic Solutions (GSS) for Desktops and Laptops 5. Explore automation of Integrated Data Collection (IDC) for Desktops and Laptops
Cost Avoidance	6. Refine Cost Avoidance Methodology for IT Services

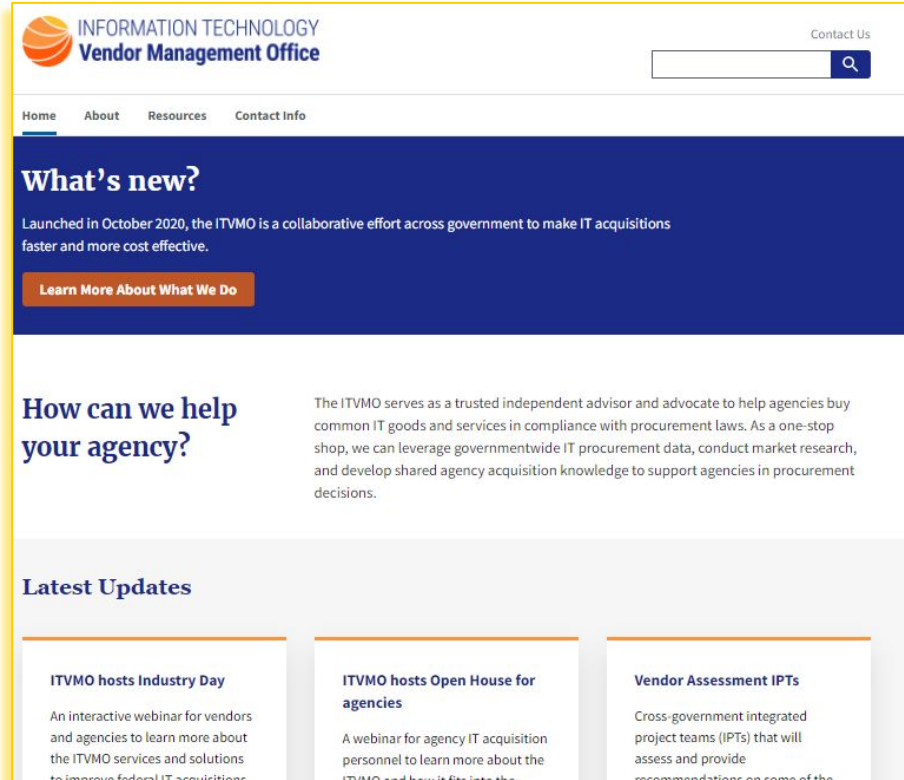
FY21 Initiatives (2 of 2)

Focus on requirements, data, and training will allow the government to further advance category management

Initiative	Targeted Outcomes (by September 2021)
Small Business	<ul style="list-style-type: none">7. Host quarterly Small Business Webinar Series8. Develop and provide existing resources to support small business engagement
Supplier Management	<ul style="list-style-type: none">9. Increase Knowledge of Key Original Equipment Manufacturers (OEMs) to Support Agency Acquisition Strategies
Demand Management	<ul style="list-style-type: none">10. Support emerging technologies by raising awareness among customer agencies of the Technology Life Cycle
Cross Category	<ul style="list-style-type: none">11. Ongoing support to the Security and Protection and Medical Categories on their PSC updating efforts

Connect with us

ITVMO.gsa.gov



The screenshot shows the homepage of the Information Technology Vendor Management Office (ITVMO). The header features the organization's logo and name, a search bar, and a 'Contact Us' link. A navigation menu includes 'Home', 'About', 'Resources', and 'Contact Info'. The main content area has a dark blue background with the heading 'What's new?' and a paragraph stating the office was launched in October 2020 as a collaborative effort to speed up IT acquisitions. Below this is an orange button labeled 'Learn More About What We Do'. The section 'How can we help your agency?' is followed by a paragraph describing the office's role as a trusted advisor. The 'Latest Updates' section contains three cards: 'ITVMO hosts Industry Day', 'ITVMO hosts Open House for agencies', and 'Vendor Assessment IPTs', each with a brief description of the event.

INFORMATION TECHNOLOGY
Vendor Management Office

Contact Us

Home About Resources Contact Info

What's new?

Launched in October 2020, the ITVMO is a collaborative effort across government to make IT acquisitions faster and more cost effective.

[Learn More About What We Do](#)

How can we help your agency?

The ITVMO serves as a trusted independent advisor and advocate to help agencies buy common IT goods and services in compliance with procurement laws. As a one-stop shop, we can leverage governmentwide IT procurement data, conduct market research, and develop shared agency acquisition knowledge to support agencies in procurement decisions.

Latest Updates

ITVMO hosts Industry Day

An interactive webinar for vendors and agencies to learn more about the ITVMO services and solutions to improve federal IT acquisitions.

ITVMO hosts Open House for agencies

A webinar for agency IT acquisition personnel to learn more about the ITVMO and how it fits into the

Vendor Assessment IPTs

Cross-government integrated project teams (IPTs) that will assess and provide recommendations on some of the

Contact Us

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Questions?

