



Category Management *Leveraging Common Contracts and Best Practices to Drive Savings and Efficiencies*

Goal Leaders

Lisa Hershman, Chief Management Officer,
Department of Defense

Michael Wooten, Administrator, Office of Federal
Procurement Policy, OMB

Julie Dunne, Commissioner, Federal Acquisition
Service, General Services Administration

January 2021





Goal Statement

- The Federal government will buy common goods and services as an enterprise to eliminate redundancies, increase efficiency, and deliver more value and savings from the government's acquisition programs.
- By the end of FY 2020, the Government will have achieved \$40 billion in savings for taxpayers in five years by applying category management principles—or smart decision-making where agencies buy the same kinds of goods and services through best-value contract solutions—to 60% of common spend. The Government also will reduce duplicative contracts by 50,000, potentially reducing administrative costs by hundreds of millions of dollars.
- In addition, by the end of FY2025, 75% of common spend will be through managed solutions while continuing to meet small business objectives.



Challenge

- The Federal Government spends over \$350 billion on common goods and services each year. However, agencies buy in a fragmented manner and taxpayers often do not get the benefit of the Government's position as the largest buyer in the world.
- Hundreds - and in some cases thousands - of duplicative contracts are awarded to the same vendors for similar requirements. This fragmentation leads agencies to pay significantly different prices - sometimes varying by over 300% - for the same items.



Opportunity

- The Government will not only save taxpayer dollars, but this effort also will improve mission outcomes. For example, this will allow our law enforcement personnel to have easier access to equipment, such as ammunition and body armor, to ensure their safety; medical professionals can order medical supplies through electronic catalogues to save time and focus more on patients; and agencies can buy standardized computers to reduce cyber risk by having greater control over infrastructure and access points.





Results Achieved since 2017*

- **Saving money:** Saved taxpayers over **\$42 billion** through better pricing, reduced demand, and administrative savings
- **Spending smarter:** Moved over **\$205 billion** in spending to better-managed solutions
- **Reducing waste & inefficiency:** Eliminated over **150,000** or **35%** of duplicative or sub-optimized contracts not aligned to category management
- **Sharing solutions:** Spend through highest-performing contracts for common solutions exceeded **\$40 billion**
- **Small business participation:** The government's contract spend going to small businesses reached **28.2%**
- **Trained the workforce:** Trained over **11,900** individuals on category management

* Data for FY20 are not final; availability of DoD data entered into FPDS-NG is subject to a 90-day delay.





Summary of Progress in the Last Quarter

Highlights of Successes

- **Supporting COVID-19 Response:** Despite global supply chain issues created by the COVID-19 pandemic, the Defense Logistics Agency (DLA) was able to broaden its manufacturing base to acquire medical supplies through global and domestic sources. As of October, DLA has conducted over 21,700 contract actions providing over \$2.1B (80% to Small Business) of government-wide support for COVID-19. DLA's procurements included over 6 million N95 respirator masks, 19.7 million non-medical and surgical masks, 195.2 million exam gloves, 1.4 million hand sanitizers, 5.4 million test components, 5.8 thousand ventilators, and 3.5 million isolation and surgical gowns for military and federal agencies. Additional information and resources available on the [Acquisition Gateway](#).
- **Category Management Training:** The FY20 training target was exceeded by more than 100%! Through September FY'20, 8,247 federal employees have been trained against a target of 4,000. Training modules are available via the Federal Acquisition Institute (FAI)'s website, covering important topics related to the program, category management dashboards, and the Acquisition Playbook. These modules, along with new informational one-pagers, are posted on the [Acquisition Gateway](#).
- **Streamlining and Improving Acquisitions:** In FY20, the IT Government-wide Category partnered with agency Offices of Small, Disadvantaged Business Utilization (OSDBUs), IT BIC vehicle holders, and other key stakeholder groups, to stand up the IT Vendor Management Office (ITVMO), a new office that will advance the goals of Category Management and optimize government wide IT acquisition. The team was able to identify several use cases that the ITVMO will support once operational in FY21. The program officially launched on October 1, 2020 and will assist customer agencies in streamlining and enhancing their IT acquisition strategies. Additional information and resources available on the [Acquisition Gateway](#).
- **Demand Management:** The Air Force is developing an agency-wide contract solution for furniture procurement that streamlines ordering, reduces cost, and gains efficiency. In partnership with the Office Management category, the Air Force began developing their contract solution using established demand management strategies. While the Air Force is still in the process of developing their long-term strategy, the conversations with agency experts are positioning the team to incorporate demand management principles into their procurement. Furthermore, as the Air Force executes their new furniture contract, GSA will establish lessons learned related to demand management and share these best practices government-wide. Additional information and resources available on the [Acquisition Gateway](#).
- **Innovation through BIC Solutions:** The OPM and GSA team supported the Veterans Health Administration, Innovations Ecosystem (VHA IE) program by awarding a Human Capital and Training Solutions (HCaTS) contract to enable the discovery and spread of innovative healthcare practices. The VHA IE assembled a network of the nation's foremost quality improvement experts and innovators, both inside and outside VA, to source and refine new ideas. As a result, the VHA IE has become a catalyst for the advancement of healthcare delivery and services through mission-driven innovation. Additional information and resources available on the [Acquisition Gateway](#).





Governance



Lisa Hershman, Chief Management Officer, Department of Defense – Category Management CAP Goal Co-Lead



Michael Wooten, OMB, Administrator of Office of Federal Procurement Policy (OFPP) – Category Management CAP Goal Co-Lead



Julie Dunne, Commissioner, Federal Acquisition Service, General Services Administration Category Management CAP Goal Co-Lead



Category Management Leadership Council



Category Managers

Government experts in the 10 categories - develop the government-wide strategy to drive improved performance and act as change agents for the category.



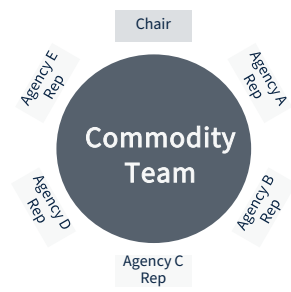
Category Team

Responsible for the development and execution of category strategies for a specific category (e.g., IT)



Sub-Category Team

Responsible for the development and execution of category-specific sub-strategies (e.g., IT software within the IT category).

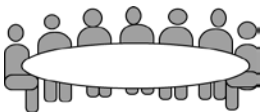


Commodity Team

Traditional strategic sourcing working group formed when the category management process identifies the need for a new acquisition solution.

Teams are supported by close to 400 representatives across all agencies

Category Management PMO (GSA)



Provides overall program management support to category managers, including development of guidance, data analytics, agency engagement and learning opportunities, build-out of dashboards and tools.

Acquisition Gateway



A single portal to support smarter buying for federal employees, including best practices, prices paid, contract terms and conditions, transactional information (such as prices paid data), white papers, market research, and information on procurement alternatives.





Leadership

Category Managers: Government-wide experts for each of the 10 common categories of spend responsible for developing category strategies, with support of interagency team members.



**Vera Ashworth
GSA**

Information
Technology

Professional
Services

**Tiffany Hixson
GSA**



**Tina Cox
DHS**

Security &
Protection

Facilities &
Construction

**Mary Ruwwe
GSA**



**George Prochaska
GSA**

Industrial
Products &
Services

Office
Management

**Dena McLaughlin
GSA**



**Adam Yearwood
DOD**

Transportation &
Logistics Services

Travel

**Timothy Burke
GSA**



**Indu Garg
OPM**

Human Capital

Medical

**Thomas McCaffrey (DoD)
& Richard Stone,
M.D. (VA)**





Category Management Government-wide Categories

Total FY19 Spend - \$579.7B | FY19 common spend* - \$353.9B

Facilities & Construction ≈\$98.9B Led by GSA

- Construction Related Materials
- Construction Related Services
- Facilities Purchase & Lease
- Facility Related Materials
- Facility Related Services

Professional Services ≈\$83.1B Led by GSA

- Business Admin Services
- Financial Services
- Legal Services
- Management & Advisory Services
- Marketing & Public Relations
- Research & Development
- Social Services
- Technical & Engineering Services

IT ≈\$68.1B Led by GSA

- IT Software
- IT Hardware
- IT Consulting
- IT Security
- IT Outsourcing
- Telecomms

Medical ≈\$44.8B Co-Led by DoD and VA

- Drugs & Pharmaceutical Products
- Healthcare Services
- Medical Equipment, Accessories, & Supplies

Transportation & Logistics ≈\$31.9B Led by DoD

- Fuels
- Logistics Support Services
- Motor Vehicles (non-combat)
- Package Delivery & Packaging
- Transportation Equipment
- Transportation of Things

Industrial Products & Services ≈\$12.1B Led by GSA

- Basic Materials
- Fire/Rescue/Safety/Environmental Protection Equipment
- Hardware & Tools
- Industrial Products Install/Maintenance/Repair
- Machinery & Components
- Oils, Lubricants, & Waxes
- Test & Measurement Supplies

Travel ≈\$1.5B Led by GSA

- Employee Relocation
- Lodging
- Passenger Travel
- Travel Agent & Misc. Services

Security & Protection ≈\$5.9B Led by DHS

- Ammunition
- Protective Apparel & Equipment
- Security Animals & Related Services
- Security Services
- Security Systems
- Weapons

Human Capital ≈\$5.5B Led by OPM

- Compensation & Benefits
- Employee Relations
- Human Capital Evaluation
- Strategy, Policies, & Ops Planning
- Talent Acquisition
- Talent Development

Office Management ≈\$2.3B Led by GSA

- Furniture
- Office Management Products
- Office Management Services

**In FY18, Federal agencies spent \$330.5B on common goods and services; the government spent about \$540B procuring goods and services generally. (The spending not counted as common is defense-centric.) Data source is FPDS only.*





Strategies are being developed at the government-wide and agency-wide level to accomplish the Goal.

Government-wide Strategies: Category Managers have developed strategies to:

1. Save taxpayer dollars and improve mission outcomes. Through a rigorous interagency process designate Best-In-Class solutions for each category that offer best value for the Government. Evaluate the performance of these solutions quarterly and reevaluate annually.
2. Develop best practices, including, but not limited to, tools to understand a range of acceptable pricing; how to best bid to industry; tips for removing barriers and burdens when acquiring commercial items, such as through the identification of customary commercial practices.
3. Maintain small business utilization goals.
4. Train government employees on category management, including use of tools and application of best practices.

Agency-Specific Strategies: Agencies are required to implement five key management actions:

1. Establish annual goals to increase the use of BICs and align spend to category management principles, consistent with statutory socio-economic responsibilities.
2. Develop effective supplier management strategies to improve communication with industry partners, especially those that support mission-critical functions, and/or have multiple relationships for similar requirements across the enterprise.
3. Implement strategies that eliminate inefficient purchasing and consumption behaviors, and adopt standardized business practices, such as buying standard equipment for firefighters.
4. Share buying data, such as prices offered, prices paid, terms and conditions, performance across the government, to differentiate quality and value of products and services purchased.
5. Train employees in category management principles and practices.





Key Performance Indicators

CAP Goal Metric	FY 2016	FY 2017 Actuals	FY 2018 Actuals	FY 2019 Goal	FY 2019 Actuals	FY 2020 Goal	FY 2021 Goal
Cumulative Cost Avoidance.	\$5.8B	\$13.5B	\$22.8B	\$30.0B	\$33.1	\$40B	\$45B
Common spend that is under management, aligned to category management principles.	\$117B	\$147B	\$145B	\$157B	\$181B	\$190B	\$205B
Cumulative spend through Best In Class solutions.	\$21B	\$26B	\$32B	\$34.5B	\$37.6B	\$44B	\$48.4B
Cumulative percent reduction number in unique contracts.	420k	-3%	-7%	-10%	-35.5%	-18%	-20%
Meet or exceed category management small businesses goals.	30%	30%	31%	30%	30.4%	30%	30%
Cumulative number of individuals trained on category management.	0	776	2,279	1,800	3,721	7,721	17,968

Definition Details can be found on the [Acquisition Gateway](#).





Key Indicators – Spend Under Management and Best in Class – Final FY19 Results Compared to Target

FY Selector FY19 (EOY data)

OMB Target Actual

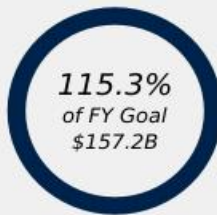
Spend Under Management (SUM)

Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

Green Bar = Department Target Met or Exceeded

Department	% of SUM Target	SUM-Target Delta
DOD	104%	\$861M \$21.3B
VA	94%	(\$1,299M) \$20.7B
DOE	97%	(\$634M) \$20.6B
DLA	102%	\$286M \$18.9B
NAVY	134%	\$3,523M \$10.4B
ARMY	217%	\$10,175M \$8.7B
USAF	173%	\$6,239M \$8.5B
DHS	133%	\$2,242M \$6.6B
HHS	132%	\$1,639M \$5.2B
NASA	113%	\$561M \$4.2B
USAID	119%	\$695M \$3.7B
DOJ	99%	(\$43M) \$3.2B
TREASURY	96%	(\$109M) \$2.9B
ED	96%	(\$89M) \$2.1B
DOT	73%	(\$492M) \$1.8B
DOC	151%	\$870M \$1.7B
STATE	170%	\$1,179M \$1.7B
GSA	302%	\$2,932M \$1.5B
USDA	121%	\$273M \$1.3B
SSA	99%	(\$7M) \$1.1B
DOI	178%	\$627M \$0.8B
DOL	97%	(\$18M) \$0.6B
OPM	257%	\$771M \$0.5B
EPA	87%	(\$61M) \$0.5B
HUD	133%	\$83M \$0.3B
NSF	271%	\$309M \$0.2B
SBA	96%	(\$4M) \$0.1B
NRC	143%	\$36M \$0.1B

Government-Wide



Best In Class (BIC)

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.

Department	% of BIC Target	BIC-Target Delta
ARMY	90%	(\$478M) \$4.9B
DOD	134%	\$1,352M \$4.0B
USAF	122%	\$836M \$3.8B
VA	90%	(\$324M) \$3.2B
HHS	105%	\$149M \$3.0B
DHS	116%	\$314M \$2.0B
DLA	116%	\$310M \$2.0B
GSA	111%	\$201M \$1.9B
NAVY	99%	(\$21M) \$1.8B
STATE	100%	(\$2M) \$1.2B
TREASURY	87%	(\$147M) \$1.1B
DOJ	107%	\$69M \$1.0B
USDA	99%	(\$9M) \$0.8B
DOC	166%	\$394M \$0.6B
SSA	81%	(\$77M) \$0.4B
DOE	57%	(\$152M) \$0.4B
DOI	87%	(\$42M) \$0.3B
EPA	94%	(\$15M) \$0.2B
DOL	100%	\$0M \$0.2B
OPM	307%	\$437M \$0.2B
ED	177%	\$136M \$0.2B
USAID	88%	(\$21M) \$0.2B
DOT	98%	(\$4M) \$0.2B
NASA	100%	(\$1M) \$0.1B
HUD	181%	\$97M \$0.1B
NSF	114%	\$11M \$0.1B
SBA	104%	\$2M \$0.1B
NRC	102%	\$1M \$0.0B

Government-Wide



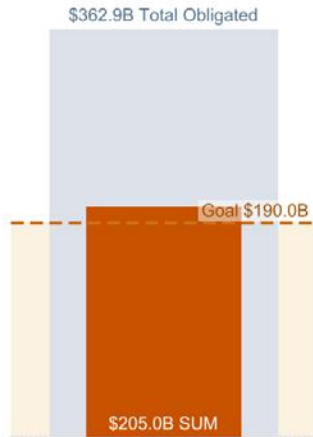
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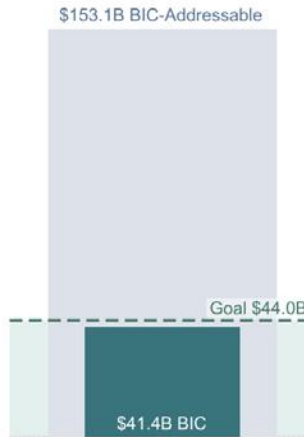
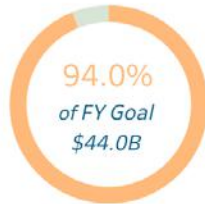


Key Performance Indicators, as of December 4, 2020

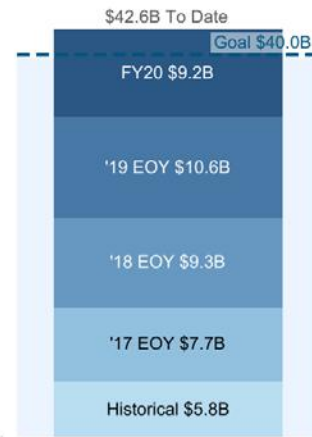
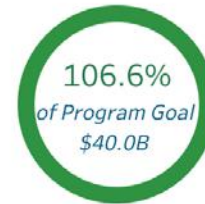
Spend Under Management



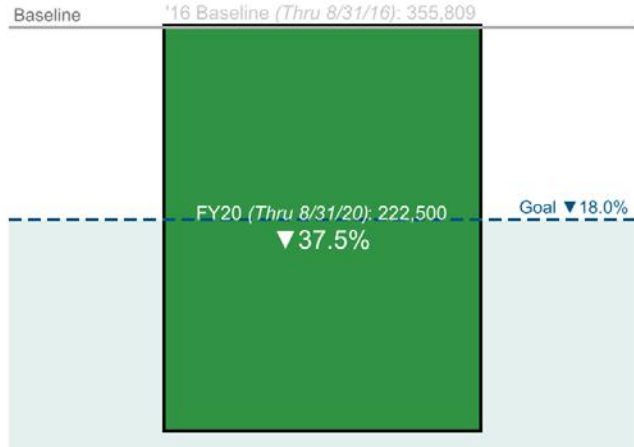
Best In Class Obligations



Cumulative Cost Avoidance



Tier 0 Contract Reduction



Contract Reduction data for current FY is YTD minus 3 months

Small Business Utilization



GWCM Training



Updated 12/4/2020 4:44:10 AM; Data Thru 'Date Signed' 9/30/2020





Key Indicators – Spend Under Management and Best in Class – year-to-date FY20 Results Compared to Target

Data included in this view indicates selected-FY progress (dark bars) toward OMB targets (light bars).
Text labels show Target values. Charts sorted by Target value descending.

■ OMB Target ■ Actual

FY Selector FY20

Spend Under Management (SUM)

Green Bar = Department Target Met or Exceeded

Best In Class (BIC)

Department	% of SUM Target	SUM-Target Delta	Target Value
DOD	74%	(\$7,719M)	\$29.2B
VA	110%	\$2,163M	\$21.1B
DOE	134%	\$6,819M	\$20.0B
DLA	88%	(\$2,236M)	\$19.3B
ARMY	158%	\$9,566M	\$16.4B
NAVY	107%	\$1,087M	\$15.1B
USAF	120%	\$2,433M	\$12.1B
DHS	131%	\$2,595M	\$8.3B
HHS	100%	(\$27M)	\$7.5B
GSA	102%	\$76M	\$4.4B
NASA	139%	\$1,727M	\$4.4B
USAID	134%	\$1,298M	\$3.8B
DOJ	89%	(\$397M)	\$3.6B
TREASURY	162%	\$1,854M	\$3.0B
ED	86%	(\$306M)	\$2.1B
DOT	82%	(\$376M)	\$2.1B
DOC	139%	\$742M	\$1.9B
STATE	164%	\$1,207M	\$1.9B
USDA	125%	\$360M	\$1.4B
SSA	119%	\$224M	\$1.1B
DOI	120%	\$178M	\$0.9B
DOL	90%	(\$74M)	\$0.7B
EPA	96%	(\$22M)	\$0.5B
OPM	89%	(\$36M)	\$0.3B
HUD	121%	\$58M	\$0.3B
NSF	238%	\$253M	\$0.2B
SBA	350%	\$290M	\$0.1B
NRC	122%	\$21M	\$0.1B

Government-Wide



Department	% of BIC Target	BIC-Target Delta	Target Value
DOD	75%	(\$1,462M)	\$5.9B
ARMY	99%	(\$69M)	\$5.4B
USAF	125%	\$1,051M	\$4.3B
HHS	84%	(\$682M)	\$4.2B
VA	108%	\$270M	\$3.5B
DHS	128%	\$710M	\$2.5B
GSA	106%	\$124M	\$2.1B
NAVY	96%	(\$75M)	\$2.1B
DLA	128%	\$557M	\$2.0B
STATE	107%	\$90M	\$1.3B
TREASURY	104%	\$53M	\$1.2B
DOJ	103%	\$32M	\$1.1B
USDA	100%	\$2M	\$0.9B
DOC	112%	\$90M	\$0.7B
SSA	114%	\$61M	\$0.5B
ED	57%	(\$162M)	\$0.4B
DOI	84%	(\$55M)	\$0.3B
EPA	111%	\$28M	\$0.3B
DOL	110%	\$24M	\$0.2B
OPM	114%	\$28M	\$0.2B
DOE	87%	(\$27M)	\$0.2B
USAID	108%	\$15M	\$0.2B
DOT	96%	(\$7M)	\$0.2B
NASA	94%	(\$9M)	\$0.2B
HUD	142%	\$55M	\$0.1B
NSF	102%	\$2M	\$0.1B
SBA	179%	\$43M	\$0.1B
NRC	60%	(\$21M)	\$0.1B

Government-Wide



Data Updated 12/7/2020 4:42:33 AM; Data Through 9/30/2020





Tools That Help Agencies Buy Smarter

Use the Agency Acquisition Spend Analysis Tool to Find Savings Opportunities



Home Page | Category Overview | Manufacturer Analysis | Price Analysis | Vendor Analysis | Order Size Analysis | Cost Avoidance | Download Transactions

Acquisition Analytics | Cost Avoidance Analysis

Funding Agency: (All) | Award Vehicle: (All) | Level 1 Category: PSC | Level 4 Category: (All) | Level 2 Category: (All) | Level 3 Category: (All) | Level 5 Category: (All) | Order Date: 10/1/19 - 7/31/20 | Quick Filters

Cost Avoidance: **\$979.1M**

Total Expenditure: **\$23,476.6M**

Cost Avoidance and Expenditure Trends (FY 2020)

Cost Avoidance and Expenditure Metrics

New and Improved!

Quickly Find Best Value Solutions on the Acquisition Gateway



ACQUISITION GATEWAY | Tools | Resources

Found 255 results of 255 | 1 of 11 | 25 | Sort by: Best-in-

BMO: Building Maintenance and Operations FSS (Best In Class)

Managed By: GSA | FSSI | **Best In Class (BIC)** | IDIQ

Building Maintenance and Operations (BMO) strategic sourcing solution is a comprehensive and flexible solution covering all high-demand BMO services. It is an open market, multiple-award, indefinite delivery, indefinite quantity (MA-IDIQ), ...

Fee: 2% contract access fee | Availability: All DoD and Civilian Agencies

BEST in Class

CHES: Computer Hardware Enterprise Software & Solutions (Best In Class)

Managed By: Army | **Best In Class (BIC)** | Green Check | IDIQ

Computer Hardware Enterprise Software and Solutions (CHES) is the Army's designated Primary Source for

Fee: None | Availability: All DoD and Civilian Agencies (Note: Availability may be dependant on the terms and conditions of the specific agreement, please confirm ahead)

<https://hallways.cap.gsa.gov>





Tools That Help Agencies Buy Smarter

New Quick Decisions Dashboard brings together Prices Paid data and Gov-Wide contract data

Quick Product Summary

Product Search: Product Description: SANITIZER,HAND,12OZ Units: Box

\$76.84
Avg Price

\$0.01
Min Price

\$101.17
Commercial Price

Best Month to Purchase

Month	Avg Price
Oct	\$75.00
Nov	\$72.00
Dec	\$73.00
Jan	\$74.00
Feb	\$78.00
Mar	\$79.00
Apr	\$80.00
May	\$78.00
Jun	\$80.00
Jul	\$60.85
Aug	\$65.00
Sep	\$75.00

Award Vehicle

Award Vehicle	Avg Price
Maintenance Repair Facility Su...	\$52.49
FSSI Office Supplies (OS3)	\$35.84
MAS Schedule	\$51.78
GSA Global Supply	\$82.04
FSSI Office	\$35.84

Vendor

Vendor	Avg Price
Document Imaging Dime..	
IPS-V-1	
SCHEDULE-V-35	
SCHEDULE-V-2..	
CSHAWLEN, CA	

Avg Savings per Additional Unit

Quickly search and compare product and gov-wide contract pricing and vendor availability

Search for suitable gov-wide contracts using PSC, NAICS, Vendor name, or expiring contract number

Quick Contract Reference

Contract Name: **OASIS**
[Click for more info?](#)

BIC
Tier

Managing Agency (Master): **CCAF02657**
CCAF02657
CCAF02657
CCAF02657
CCAF02657

Expiration Date: _____

Award Type: **GSA**
Managing Agency (Derivative) | Pkg (Derivative)

Product or Service Codes		NAICS Codes		Vendors
R499	\$722,048,273	541330	\$1,193,648,630	SCIENCE APPLICATIONS INTE.. \$1,286,707,692
R425	\$265,708,415	541219	\$17,921,889	BOOZ ALLEN HAMILTON INC. \$1,211,577,040
R408	\$81,018,226	541712	\$6,521	CACI INC FEDERAL \$647,591,176
R706	\$67,740,174			ALION SCIENCE AND TECHNOLOGY CORP. \$323,717,761

Descriptions of Requirements

ADMINISTRATIVE MODIFICATIONS TO THE TASK ORDER; OBLIGATE FUNDING
INCREMENTAL FUNDING
OBLIGATE INCREMENTAL FUNDING/IGF_OT:IGF
INCREMENTAL FUNDING; CEILING REALIGNMENT; ADMINISTRATIVE CHANGES MODIFICATION FOR TASK ORDER 47QFCA20F0014;
ADMINISTRATIVE CHANGES CEILING CHANGE EXERCISE OPTION INCREMENTAL FUNDING





Key Milestones – Government-wide

Government-wide milestones focus on the development of additional tools and resources to help agencies buy smarter. In addition, Category Managers develop strategies specific to their category, such as standardizing laptop and desktop buys, adding new small businesses to Best In Class contracts, and developing best practices based on market research and industry intelligence.

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Automate category management training offerings - first, CM101 and then a multi-segment dashboard demo.	Q2 FY20	CM 101 Complete/ Dashboard Demos on-going monthly	Developed automated training for use of the Small Business Dashboard, expanding on the current training inventory, which includes: CM101, CM Goals, CM Implementation, Updating Contract Details, AA/Demand Management) Dashboard demonstrations continue to be provided, monthly.	GW CM PMO	N/A
Engage with industry to showcase dashboards and increase transparency of category management data, tools and priorities.	Q2 FY20 and semi-annually	On Track	Participated in a Small Business Alliance event (June), and an AbilityOne Commission event (July)	GW CM PMO	Logistics to schedule and industry participation required.
Conduct one agency engagement training session each month through FY20 to the maximum extent practicable. Topics as follows: June – AbilityOne Spotlight July – Vendor Management August – Agency dashboard utilization for business intelligence September – Agency-specific category management training	Various, as noted	On Track	Conducted agency engagement sessions on the following topics: Vendor Management (July), CM Training (August), Agency CM Plan Template Training (August-September)	GW CM PMO and Agencies	Agency participation is required.





Key Milestones – Government-wide

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Refine dashboards to easily capture current spend under management. (Ongoing monthly deployments).	Various, as noted	On Track	Released Quick Decisions Dashboard, Agency Profile Report v2.0, Agency CM Planning Workbench, and the Best in Class Dashboard and enhanced the Awards Exploration Tool.	GW CM PMO	N/A
Assess BICs semi-annually to ensure compliance.	On-going	On-going	Semi-annual reviews completed; progress tracked against action items identified in mid-year reviews in advance of October year-end reviews.	GW CM PMO, CMs and agencies	N/A





Key Milestones – Information Technology Category

Key Milestones	Milestone Due Date	Milestone Status	Change from Last Quarter	Owner	Anticipated Barriers
Modernize IT Product Service Codes (PSC) to identify how much the Federal Government is spending in terms of government owned products (hardware, software), capability delivered “as a service” (cloud computing), and support services in each of the 10 major IT Categories, as identified by a commonly used IT taxonomy in the commercial sector.	Q4FY20	Closed	Milestone Completed The Procurement Committee for E-government (PCE) approved the new IT PSCs in June 2020.	IT Category Manager, Agencies, GW CM PMO	N/A
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.	Q4FY20	Closed	Milestone Completed The ITVMO was launched on October 1, 2020 and the Executive Steering Committee convened on October 19, 2020 where the Concept of Operations were determined.	IT Category Manager	N/A
Enhance IT spend transparency using benchmarks, data analytics, and other strategies that inform agency IT acquisitions and improve IT cost reporting. Draft cross agency draft IT Management benchmarks and provide recommendations on maturing benchmark.	Q4FY21	On track	Scope expanded: CIO Council’s Federal Technology Investment Management (FTIM) Community of Practice agreed to establish an interagency working group focused on benchmarking IT Spend.	IT Category Manager, GSA Office of Government-wide policy	Collaboration among various stakeholders required.





Key Milestones – Information Technology Category

Key Milestones	Milestone Due Date	Milestone Status	Change from Last Quarter	Owner	Anticipated Barriers
Develop a common baseline/strategy for IT services to better support cost avoidance calculations.	Q4 FY21	New	N/A	IT Category Manager, Agencies, GW CM PMO	N/A
Develop the process to support research and development of Vendor Profiles	Q4 FY21	New	N/A	IT Category Manager, VMO, Agencies	N/A





Key Milestones – Facilities and Construction Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Improve Facilities, Maintenance, and Management Schedule (03FAC).	Finalizing Q4FY20	Complete	New language developed for 03FAC offerings. Language had been posted on GSA eLibrary and in the solicitation.	F&C Category	N/A
A tri-service working group, led by the Air Force, will develop a Statement of Work (SOW) template for Base Operations Support Services (BOSS). BOSS contracts provide the resources to operate the bases, installations, camps, posts, and stations of the Military Departments; approximate spend for BOSS contracts is \$8B. A standard SOW template with common terms/conditions/objectives will reduce administrative time and help standardize requirements across the Department of Defense. Milestones: Q1 – Develop draft SOW; Q2 – Collect interagency feedback on draft SOW collected; Q3 – Finalize SOW template; Q4 – Implement SOW.	Q1FY21 and Ongoing Through Q4	On Track	Draft SOW template developed. Template being shared with other DoD Services. Template presented to Facilities and Construction Leadership Team.	F&C Team lead by U.S. Air Force	None





Key Milestones – Professional Services Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Phased on-ramp additional 485 contractors to OASIS Best in Class Solution for both small business (SB) and unrestricted (UR) pools (1,3,4). Add 8(a) sub-pools to OASIS BIC with additional 80 contractors.	Q2 FY20	Awards Complete	All small business and unrestricted awards issued, working through notices to proceed and protest resolutions.	Category Team	N/A
Work closely with vendors on government-wide contracts to increase adoption, by sharing agency spend analysis data, conducting intense education sessions and developing marketing materials as part of the part of the Supplier Success Strategy. Industry Exchange Forums and association briefings held.	Ongoing	FY20 Delivery Complete	Established working groups with vendors on BIC OASIS organized by civilian agencies, work outside United States and specific scope areas.	Category Team	N/A
Design a unified services catalog to connect buyers and suppliers on a solution level within the services categories/sub-categories.	Q4 FY20	Design Phase Complete	Services catalog design delivered to systems team for development activities.	Cross-Services Integrated Program Team	N/A
Complete market research for the development of a next generation services contract.	Q3 FY21	Activities underway; draft research plan developed	New Milestone	Cross-Category Team	Discovering additional scope area constraints as part of the research may require additional time to complete.





Key Milestones – Security & Protection Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Ongoing working dog category team efforts to identify opportunities for more effective/efficient multi-agency sourcing strategies and ways to close gaps between current practices and best practices.	Q4FY20	Complete	Moving into Phase 2 for implementation	Category Team	Requires engagement by law enforcement agencies.
Establishment of a Handheld Illicit Drug Explosives Trace Detector (HID-ETD), as well as an Explosives Trace Detector (ETD) Consumables Qualified Products List (QPL) to be shared across the federal landscape.	Q1FY21	On Track	New Initiative	Category Team	None
Develop market intelligence and identify potential opportunities for CM goals related to Unmanned Aircraft System (UAS) and counter-unmanned Aircraft System (cUAS) requirements within the S&P Category.	Q4FY20	On Track/ Ongoing	Continuing research and implementation opportunities. Blue sUAS Awarded (GSA)	Category Team	Requires multi-agency cooperation as well as identifying appropriate team members.
Create a Center of Excellence for the working dog community, standardize requirements where appropriate, implement best practices and collaborative opportunities between agencies.	Q4FY20	Delayed due to COVID	Evaluation of Category Intelligence Report and standup of Implementation Teams	Category Team	Requires engagement by law enforcement agencies.





Federal Agencies:

- The CMLC Principals, who play an important role in shaping the direction of the effort, consist of representatives from the Department of Defense (DoD), Department of Energy (DoE), Department of Health and Human Services (HHS), Department of Homeland Security (DHS), Department of Veterans Affairs (VA), General Services Administration (GSA), and the National Aeronautics and Space Administration (NASA).
- Federal Category Managers were assigned from the following agencies: Office of Management and Budget (OMB), DoD, GSA, DHS, VA, and Office of Personnel Management (OPM).
- The head of each of the 24 Chief Financial Officer Act departments and agencies has designated a CMLC Lead, who coordinates their agency's participation in government-wide category management efforts.
- The Category Management Program Management Office, which resides in GSA, provides overall program management support to Federal Category Managers and their teams, and facilitates the development and implementation of business rules and processes.

Regulation:

- Federal Acquisition Regulations, Part 8.

Policies:

- OMB Category Management Memorandums 16-02, 16-12, 16-20, 17-22, 17-26, 17-29, 19-13.





Stakeholders (other than Executive Branch Agencies)

- Oversight and Small Business Groups - Community, Government Accountability Office, Senate Committee on Oversight and Government Reform, and the House and Senate Small Business Committee. Small business advocates are concerned that while dollars going to small business under this initiative may be increasing – due to much more concerted efforts to provide opportunities and better supplier engagement – the number of small businesses receiving awards may decrease. Change in the metric for small business will require monitoring of this dynamic to ensure goals are met.
- Industry Associations - Contractor association groups, such as the American Council for Technology and Industry Advisory Council, Professional Services Council, IT Alliance for Public Sector. These organizations cite contract duplication as a significant burden and cost driver for Federal contractors, especially small businesses, who must devote significant resources to competing and (if they win) then managing multiple Federal contracts across different procurement offices for the same products and services. However, while category management can reduce contract duplication, compliance burden, and promote adoption of greater use of commercial practices, industry is concerned that they will have reduced opportunity and that category management will disrupt their relationships with agencies.

