



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

July 2020





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 FY 2025, 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 **\$27.3 billion** through better pricing, reduced demand, and administrative savings (savings of over \$33 billion for the life of the program)
- **Spending smarter:** Moved over **\$180 billion** in spending to better-managed solutions
- **Reducing waste & inefficiency:** Eliminated nearly **150,000 or 35%** of duplicative or sub-optimized contracts not aligned to category management (more than half of this reduction was made to contracts held by *other than small businesses*)
- **Sharing solutions:** Spend through highest-performing contracts for common solutions increased by \$11.6B for a total of **\$36B**
- **Increasing small business participation:** Increased the government's contract spend going to small businesses to **30.4%**
- **Trained the workforce:** Trained over 3,721 individuals on category management
- **Institutionalized Category Management:** OMB issued new policy [Memoranda](#) on March 20, 2019





Summary of Progress in the Last Quarter

Highlights of Successes

- **Supporting COVID-19 Response:** Created quick-access resources available on the main page of the Acquisition Gateway.
- **Automated Category Management Training:** A new Category Management Foundations (“CM 101”) self-paced course now is available via FAI. *(As of October 1, 2019, the Office of Federal Procurement Policy (OFPP) now requires all Federal Acquisition Certification in Contracting (FAC-C) Level 1 students to complete the CM 101 course)*
- **Increasing Best-in-Class Utilization and Savings** – For the first time in a single quarter, the Travel Category’s solutions for Federal employee lodging, FedRooms and DoD’s Preferred commercial lodging program, have exceeded a combined one million reported room nights. Fedrooms adoption increased by nearly 20% last year resulting in \$41 million in savings.
- **Supporting Small Business:** The Professional Services Category completed small business on-ramps to OASIS, a BIC solution, resulting in 129 awardees in first two phases and 26 in 8(a) Sub-pool 1.
- **Agency Workshop Series:** Focused on the key actions outlined in policy Memorandum 19-13 – an agency workshop series was created to share best-practice information and offer new learning opportunities. Five workshops have been conducted focusing on policy formulation and implementation, small business, demand management, and data management.
- **Multiple New and Improved Dashboard Tools:** New, multi-year Executive Summary Dashboard with expanded visuals; a consolidated Acquisition Analytics Dashboard (for government users only) with commercial pricing data and expanded data analysis capabilities; expanded Ability One analytics, Quick Decisions dashboard for market research and released upgraded Awards Exploration Tool to the public.





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.



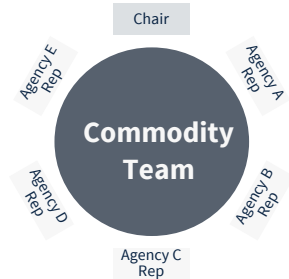
Category Team

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).

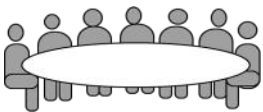


Commodity Team

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.



William Zielinski
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:

- 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.
- 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.
- Maintain small business utilization goals.
- 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
Cumulative Cost Avoidance.	\$5.8B	\$13.5B	\$22.8B	\$30.0B	\$33.1	\$40B
Common spend that is under management, aligned to category management principles.	\$117B	\$147B	\$145B	\$157B	\$181B	\$190B
Cumulative spend through Best In Class solutions.	\$21B	\$26B	\$32B	\$34.5B	\$37.6B	\$44B
Cumulative percent reduction number in unique contracts.	420k	-3%	-7%	-10%	-35.5%	-18%
Meet or exceed category management small businesses goals.	30%	30%	31%	30%	30.4%	30%
Cumulative number of individuals trained on category management.	0	776	2,279	1,800	3,721	4,000

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





Key Performance Indicators: Final FY19 Results

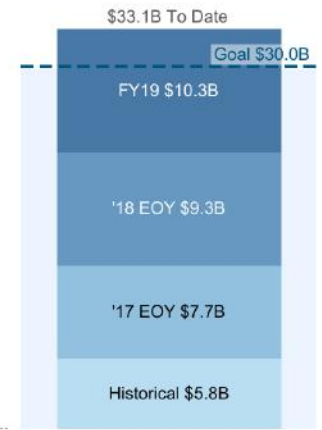
Spend Under Management



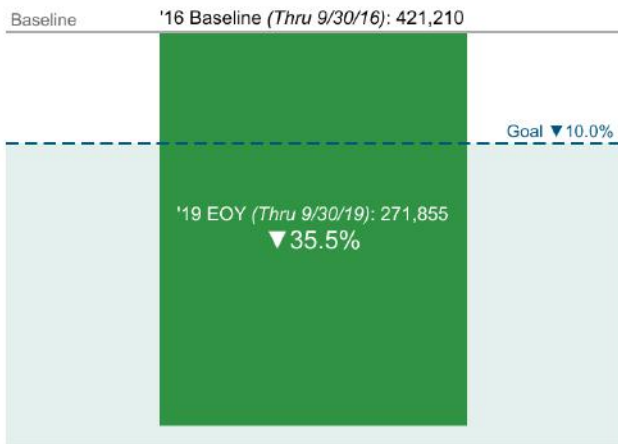
Best In Class Obligations



Cumulative Cost Avoidance



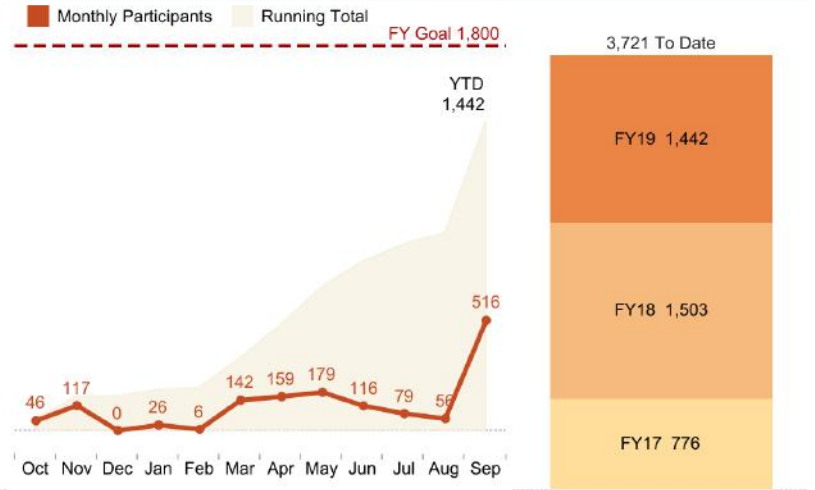
Tier 0 Contract Reduction



Small Business Utilization



GWCM Training



Contract Reduction data for current FY is YTD minus 3 months

Updated 3/16/2020 4:22:00 AM; Data Thru 'Date Signed' 2/29/2020





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	\$6.8B
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





Final FY19 Results Compared to FY18, by agency Spend Under Management and Best in Class

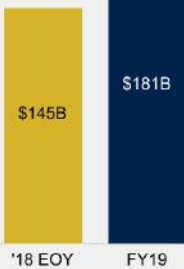
▲ Increase from Previous Year ▼ Decrease from Previous Year ■ No Change from Previous Year

Spend Under Management (SUM) - 3 Months Lag

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.

Department	SUM Change 18-19	Indicator	Value
DOD	\$9,337.4M	▲	\$22,161M
DOE	(\$452.5M)	▼	\$19,960M
VA	\$1,368.7M	▲	\$19,356M
DLA	\$151.9M	▲	\$19,190M
ARMY	\$6,257.6M	▲	\$18,888M
USAF	\$6,493.9M	▲	\$14,771M
NAVY	\$1,769.0M	▲	\$13,960M
DHS	\$1,688.7M	▲	\$9,078M
HHS	\$900.6M	▲	\$6,829M
NASA	\$1,929.1M	▲	\$4,770M
USAID	\$854.9M	▲	\$4,400M
GSA	\$2,056.1M	▲	\$4,384M
DOJ	\$338.6M	▲	\$3,130M
STATE	\$243.2M	▲	\$2,869M
TREASURY	\$184.5M	▲	\$2,782M
DOC	\$1,270.7M	▲	\$2,581M
ED	\$9.9M	▲	\$1,981M
USDA	\$223.8M	▲	\$1,554M
DOI	\$718.3M	▲	\$1,431M
DOT	\$161.8M	▲	\$1,354M
OPM	\$226.3M	▲	\$1,263M
SSA	\$150.5M	▲	\$1,096M
DOL	\$37.0M	▲	\$631M
NSF	\$67.1M	▲	\$490M
EPA	\$16.0M	▲	\$400M
HUD	\$205.1M	▲	\$330M
NRC	\$0.7M	▲	\$121M
SBA	\$6.0M	▲	\$107M

Government-Wide



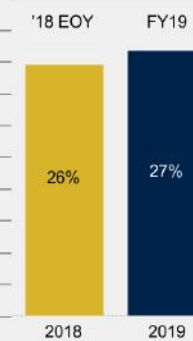
■ FY18 minus 3mos ■ FY19 minus 3mos

Best In Class (BIC) - 3 Months Lag

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	BIC Change 18-19	Indicator	Value
OPM	+29%	▲	82%
GSA	-7%	▼	70%
ED	+25%	▲	62%
NSF	+7%	▲	61%
EPA		■	58%
USDA	-3%	▼	51%
SBA	+7%	▲	46%
DOJ	+6%	▲	43%
DOD	+7%	▲	43%
TREASURY	+2%	▲	41%
DOL	+5%	▲	41%
USAID	-2%	▼	38%
STATE	+2%	▲	36%
NRC	+5%	▲	35%
HUD	-4%	▼	34%
HHS	-3%	▼	34%
DOI	-4%	▼	33%
DHS	+7%	▲	32%
DOC	+6%	▲	29%
USAF	+3%	▲	29%
SSA	-6%	▼	28%
ARMY	-2%	▼	23%
DOE	-14%	▼	21%
VA	-2%	▼	20%
DLA	+2%	▲	18%
NAVY		■	11%
DOT	-2%	▼	5%
NASA	-1%	▼	5%

Government-Wide



Data Updated 1/9/2020 11:12:08 AM; Data Through 9/30/2019





Key Performance Indicators: FY20 Progress to Date – as of April 30, 2020

Spend Under Management



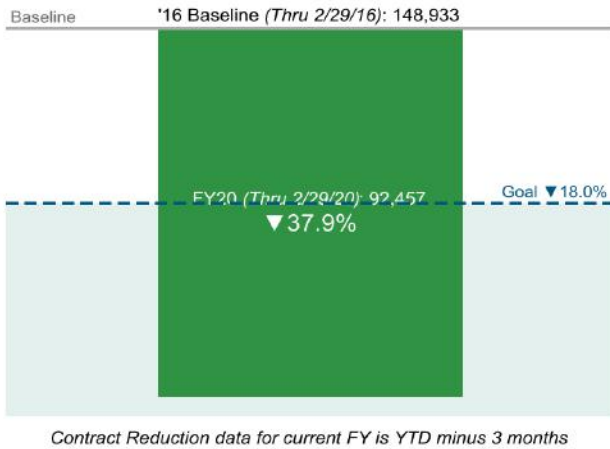
Best In Class Obligations



Cumulative Cost Avoidance



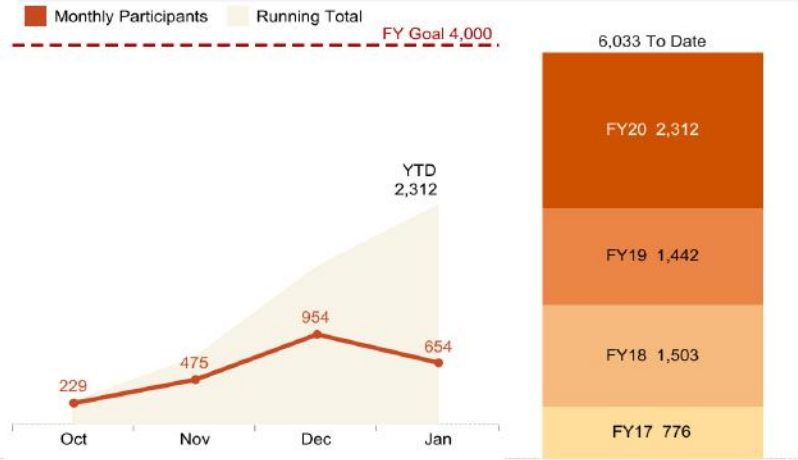
Tier 0 Contract Reduction



Small Business Utilization



GWCM Training

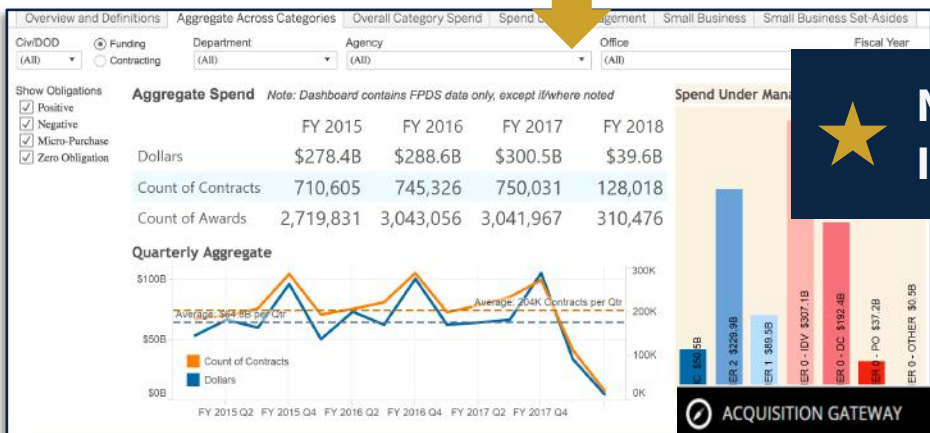


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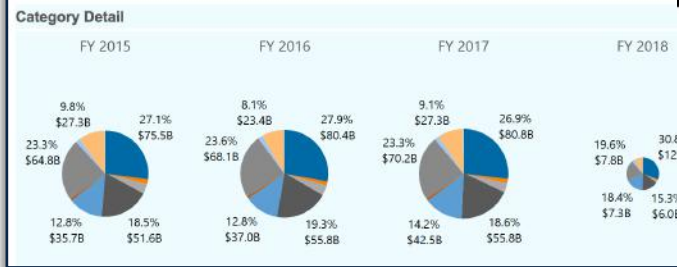


Use the Agency Acquisition Spend Analysis Tool to Find Savings Opportunities



New and Improved!

Quickly Find Best Value Solutions on the Acquisition Gateway



SOLUTIONS FINDER

- Hide Welcome Message
- Keyword Search
- My Agency**
- Dept of Defense
 - Air Force (180)
 - Army (178)
 - DHA (177)
 - Navy (180)
 - Other DoD Organization (177)
 - Federal Agencies
 - DoC (172)
 - DoE (171)
 - DHS (203)
 - DoI (171)

Found 255 results of 255

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

Managed By: GSA **Best In Class (BIC)** FSS 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

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)

BEST in Class

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

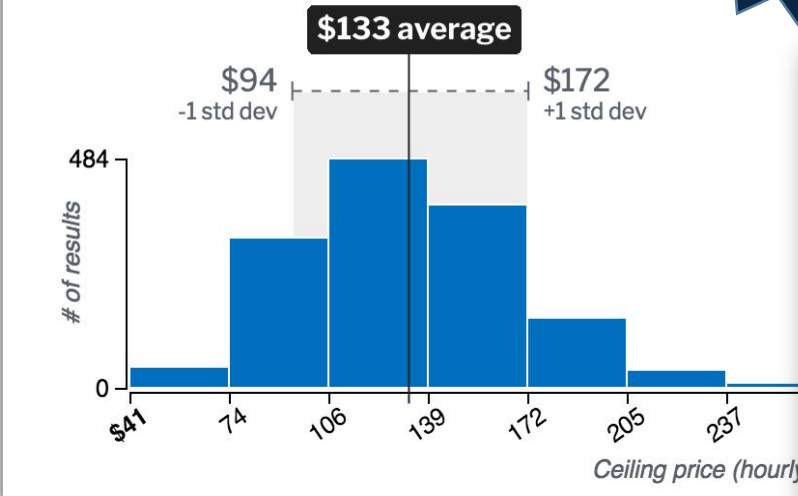




Tools That Help Agencies Buy Smarter

Use the Labor Hour Tool to Compare Offers on Service Contracts

Hourly rate data



Laptop & Desktop Price Analysis Tool

Make IT Purchases Easier by Quickly Comparing Model Features and Prices



LAPTOP DESKTOP FINDER
COMPARE GSS CONFIGURATIONS

Found 785 results of 785

Established by OMB, the IT Workstations Category Team developed Government-wide Strategic Solutions (GSS) for desktops and laptops specifications and pricing data from legacy Version 2 (V2) and new Version 3 (V3) we created the Laptop Desktop Finder to help acquire evaluations. Compare workstation specs and explore how memory, OS, and accessory selection impact configuration prices.

GSS V2 & V3 LAPTOP & DESKTOP PRICING
Manufactures & Configurations

Dell - GSS V3 Desktop Small Form Factor (SFF)
Pricing: \$730.44

HP - GSS V3 Desktop Small Form Factor (SFF) - Army

Manufacturer: HP
Configuration: GSS V3 Desktop Small Form Factor (SFF)
Operating System: Hard Drive Loaded w/ 64-bit Win-10 AGM w/ Credential Guard Preconfigured
Weight: Not Listed

Solution: Army CHES5
Price: \$613.00
RAM: 8GB - 64GB, DDR4
Contractor Name: HPI Federal LLC





Key FY20 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
Revise FY20 and develop new FY21 Strategic Plans for each of the 10 common categories of spend to increase use of small business, deploy demand management practices, engage suppliers and meet socio-economic responsibilities.	Final CMLC-Approved Q2 FY20	Complete	CMLC approved the strategic plans in January 2020.	CMS, CMLC	N/A
Automate category management training offerings - first, CM101 and then a multi-segment dashboard demo.	Q2 FY20	CM 101 Complete/ Dashboard demos delayed	Automated CM 101 training deployed in Q1. Demand Management and Acquisition Analytics demos planned for May 2020.	GW CM PMO	Time to ensure 508 compliance.
Engage with industry to showcase dashboards and increase transparency of category management data, tools and priorities.	Q2 FY20 and semi-annually	Delayed	First industry event in November 2019, second in February 2020. Spring event delayed due to COVID-19.	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	Various, as noted	Partially On Track	Conducted multiple agency engagement sessions – policy implementation, small business agency plans, demand management, data management)	GW CM PMO and Agencies	Agency participation is required.





Key FY20 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 upgraded Awards Exploration Tool to the public, enabling rapid querying of SUM and other key metrics. Released the Quick Decisions Dashboard to enable market research for SUM vehicles.	GW CM PMO	N/A
Assess BICs quarterly and annually to ensure compliance.	On-going	On-going	38 quarterly reviews conducted with BIC Solutions and Category Managers in Q3.	GW CM PMO, CMs and agencies	N/A
Engage with agencies on FY20 plans and alternative analyses.	Ongoing	Complete	Engaged with each of the 24 CFO Act agencies.	OMB	N/A





Key FY20 Milestones – Information Technology Category

The Information Technology (IT) Category will be subsuming various aspects of the former IT Spend Transparency CAP Goal through its work on data analytics and data benchmarking. These IT Spending Transparency efforts are a natural fit for existing and ongoing Category Management activities and enable enhanced data-driven decision making as it relates to IT acquisitions. The IT Category continues to work with Office of the Federal Chief Information Officer to support IT modernization using category management strategies such as strategic sourcing, standardization, and vendor relationship management.

Key Milestones	Milestone Due Date	Milestone Status	Change from Last Quarter	Owner	Anticipated Barriers or other Issues Related to Milestone Completion
<p>Agencies establish a comprehensive software inventory representing 80% of software license spending.</p> <p>Agencies complete a Software Centralization Plan. (milestones combined from previous report)</p>	Q2FY19	Milestone Closed	Given that more than 80% of the 24 CFO Act agencies have reported establishing a software inventory, this milestone will be retired.	Agencies	ITCM will continue to work with agencies to support their Software Asset Management Programs.
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.	Q4 FY20	On Track	<p>Milestone Modified to clarify purpose of the activity.</p> <p>PSCs have been proposed to the Procurement Committee for E-government (PCE).</p>	IT Category Manager, Agencies, GW CM PMO	Working with PCE to ensure that the systems can be updated to reflect the change before the start of the next fiscal year. In addition, successful adoption of the new PCE will require communications and training to the workforce, and will be the focus for the 4 th quarter.
Designate two additional IT Best-in-Class on Schedule 70 – Wireless Mobility Services (SIN 132-53) and Highly Adaptive Cybersecurity Services (SIN 132-45).	Q4FY19	<p>Partially Complete/ Milestone Closed</p>	Wireless Mobility Services was designated BIC in April 2020.	IT Category Manager, ESCT, Agencies	Highly Adaptive Cybersecurity services will not pursue BIC designation at this time due to lack of sufficient vendors providing transaction data.





Key FY20 Milestones – Information Technology Category

Key Milestones	Milestone Due Date	Milestone Status	Change from Last Quarter	Owner	Anticipated Barriers or other Issues Related to Milestone Completion
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	On track	Milestone updated to reflect expanded purpose – expanded from solely software focus.	IT Category Manager	Working with strategic partners, including NASA and HHS as Government-wide Acquisition Contract holders (GWAC) to develop the Memorandum of Understanding, Concept of Operations, governance and funding model.
Enhance IT spend transparency using benchmarks, data analytics, and other strategies that inform agency IT acquisitions and improve IT cost reporting.	Q4FY20	On track	New milestone as a result of change in IT Spend Transparency CAP Goal	IT Category Manager, GSA Office of Government-wide policy	Collaboration among various stakeholders required.





Key FY20 Milestones – Highlights: Facilities and Construction Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers or other Issues Related to Milestone Completion
Improve Facilities, Maintenance, and Management Schedule (03FAC).	Finalizing Q3FY20	On Track	New language developed for 03FAC offerings; solicitation will be posted in July (slightly delayed from April).	F&C Category	N/A





Key Milestones – Professional Services Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers or other Issues Related to Milestone Completion
Phased on-ramp additional 485 contractors to OASIS Best in Class Solution for both SB and unrestricted (UR) pools (1,3,4). Add 8(a) sub-pools to OASIS BIC with additional 80 contractors.	Q2 FY20	Slightly delayed	OASIS Awards made: SB Pool 1 Phase 1-40 Awards; SB Pool 1 Phase 2 -89 Awards; SB 8(a) SubPool -26 Awards. All other remaining awards targeted for June 2020.	Category Team	Protests could potentially delay start for period of performance.
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	On Track	Training for Veteran Owned Small Business, Procurement Technical Assistant Centers and Office of Small & Disadvantaged Business Utilization - complete Virtual Round Tables and Professional Services Forecast event scheduled for June 2020.	Category Team	Event logistics for PS Forecast event in virtual format.
Design a unified services catalog to connect buyers and suppliers on a solution level within the services categories/sub-categories.	Q4 FY20	On Track	Completed Internal workforce engagement. Preparing concept models to share and discuss with industry next.	Cross-Services Integrated Program Team	Vetting of the design with agency buyers and industry suppliers may lead to additional iterations/ revised schedule.





Key Milestones – Highlights: Security & Protection Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers or other Issues Related to Milestone Completion
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.	Q3FY20	On Track	Category Intelligence Report near completion	Category Team	Requires engagement by law enforcement agencies.
Execute a working dog industry day to identify industry best practices and more effective/efficient sourcing strategies for working dogs. [A CONUS and OCONUS Industry Day has been scheduled to refine the Working Dog Category Intelligence Report. These Industry Day events will provide actionable market intelligence regarding challenges with the procurement of Working Dogs.]	Q2FY20	Completed	CONUS industry day conducted in Q1FY20; OCONUS industry day on track for Q2FY20	Category Team	Required overseas vendors to agree to travel to a single location in Ramstein, Germany.
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	FAA/DHS Coordination. sUAS. DoD Vetting List for inclusion to New GSA Schedule.	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	On Track	Category Intelligence Report in final review.	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.

