

Updates on Doing Business with GSA

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FY15 Success



★ Small Business Goals

- * Collaborated with SBA and internal buying activities to establish FY15 goals
- * Monitored goal progress throughout the fiscal year
- * **GSA EXCEEDED** all agency-wide small business goals (smallbusiness.data.gov)

FY15 Success

GSA Forecast of Contracting Opportunities

- * Quarterly review meetings with GSA buying activities
 - identify projects for small business
 - HUBZone and/or SDVOSB consideration
- * Improve contract forecasting and projections processes
- * Development of new Forecasting tool
- * Implementation planned for FY 16 Q2



Initiatives and Success



Mentor Protege Program:

- * Requirements for GSA's Program are found in GSAR 519.70
- * Mentors volunteer to assist and select proteges

Initiatives and Success

Assistance can include:

- * Building necessary infrastructure such as human resources, DCAA compliance, etc.
- * Review proteges bid packages to ensure success
- * Assist in obtaining GSA Schedule contracts
- * Assist in marketing to increase sales after award



Initiatives and Success



- * No compensation to mentors for the assistance they provide
- * Mentoring opportunities often come through successful subcontracting experiences first where protege has added to the mentor's success

Initiatives and Success

Cross Agency Collaboration

Buyer Training with Vendor Exhibits for Veterans (Each Fall)

“Small Business First” Development Fairs add Matchmaking (Spring, Summer)

New Office Hours Being Developed For:

- * Virtual Coaching
- * In-Person Coaching
- * Training



Making It Easier (MIE) for Small Businesses

Gap Analysis of Customer Experience

Cross agency collaboration case studies of small businesses

- * Inconsistent experience with contracting staff
- * Inconsistent guidance on the process
- * Inconsistent communication upon award
- * Inconsistent resources across regions



MIE



GSA leadership guiding a **new path!**

Working groups labeled MIE (**Making It Easier**) are reducing barriers to small businesses who want to work with GSA

- * New National Training Plan
- * New Forecasting Tool
- * Plain Language Initiative
- * Welcome Package for Schedule Contractors for next steps after award
- * And more...

Category Management is NEW to GSA

Category management is an approach the Federal Government is applying to

- **buy smarter**
- more like a single enterprise.



What is Category Management?

It involves:

Identifying core areas of spend

Collectively developing heightened levels of expertise

Leveraging shared best practices, and providing acquisition, supply and demand management solutions

Category management enables the government to:

- * **eliminate redundancies**
- * **increase efficiency**
- * **and deliver more value and savings**

Goals for Category Management

Increase spend under management:

- * Better interagency collaboration
- * Understanding of user requirements
- * Market dynamics
- * Purchasing patterns

Reduce contract duplication

- * Adoption of shared solutions
- * Common products/services



Goals for Category Management



Generate volume and administrative savings

- * leveraged buying power
- * better use of procurement resources

Enhance data transparency

- * improve contracts and performance against priorities such as small business goals and sustainability

Goals for Category Management

- * Boost innovation
- * Increase efficiency
- * Increase effectiveness
- * Improve supplier performance
- * Better buying decisions
- * Supply chain cost savings



Steps to Achieve These Goals

Improved Relationships:

- * Government and industry collaboration
- * Develop a continuous process of improvement

Reduced Complexity:

- * Implementing best practices for each category
- * Sharing contract information through the Acquisition Gateway

Steps to Achieve These Goals

Improved Performance:

- * Performance metrics
- * Collaboration and simplification

Increased Innovation:

- * Implementing best practices through the Acquisition Gateway
- * Community shares expertise
- * Use tools
- * Increase innovation

That all adds up to a reduced costs for government, industry, and taxpayers.



Acquisition Gateway

The Acquisition Gateway is where all of Government's aggregated expertise and information will reside.

Gateway development aligns with the Government-wide Category Management effort:

- * Manage core areas of spend as a single government
- * December 2014 OFPP Memo: [Transforming the Marketplace: Simplifying Federal Procurement to Improve Performance, Drive Innovation, and Increase Savings](#)

Acquisition Gateway Public Access

Planned for EARLY FY16

Available to:

- * stakeholders such as industry
- * state and local government
- * and citizens

Currently:

non-government button on the sign-in page that takes non-government users to a frequently asked questions page on upcoming Public access of the Acquisition Gateway



Acquisition Gateway Public Access



Despite what you may be hearing or reading, today:

Industry cannot access the Gateway

- * Companies are not able to see competitive pricing information

Solicitations cannot be issued on the Gateway

- * Companies are not missing out on opportunities to bid for business

Acquisition Gateway Public Access

Procurements cannot be performed on the Gateway

- * No need for companies to “position” themselves on the Gateway to be “found”

Pricing and features cannot be compared vendor-to-vendor

- * No way for a company to put itself “front and center” in a hallway

Transactions cannot be completed

- * Companies still have visibility of all government buys and can compete on solution websites



Have Questions?

GSA is your partner and we want to answer all your questions!
You can reach out to us at **855-OSBU-GSA** or contact the
program leaders below.

Office of Small Business Utilization – Christy.Jackiewicz@gsa.gov
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