Congressional Direction to GSA

NDAA, Section 846

“[GSA] shall establish a program to procure commercial products through commercial e-commerce portals for purposes of enhancing competition, expediting procurement, enabling market research, and ensuring reasonable pricing of commercial products.”

3+ Phases were outlined...

- **Phase 1**
  - (90 days) Implementation Plan

- **Phase 2**
  - (+1 yr) Market Research and Consultation

- **Phase 3+**
  - (+1 yr) Program Implementation Guidance

- Micro-purchase Threshold: $10,000
- Simplified Acquisition Threshold: $250,000

- Contract must be competitive, with multiple portal providers.
- GSA shall accept portal provider terms & conditions to the maximum extent practicable.
- All existing procurement rules and regulations apply.
- Orders shall not exceed the Simplified Acquisition Threshold.
- Platforms must be widely used in the private sector and excludes portals managed by Government.

For more information, visit the Commercial Platforms group on GSA Interact.
The Commercial Platforms Opportunity

A Cornerstone Initiative of the Federal Marketplace (FMP) Strategy:
The FMP Strategy is GSA’s plan to modernize and simplify the buying and selling experience for customers, suppliers, and acquisition professionals, with Commercial Platforms as one of the four cornerstone initiatives.

Value Proposition:
Federal spend through commercial e-commerce portals is increasing at a rapid pace. Agencies are looking to leverage commercial capabilities to better manage this spend, promote small business and mandatory source purchasing, reduce supply chain risk, and improve internal controls. The Commercial Platforms program will enable agencies to gain these critical insights through partnerships with multiple e-marketplace platforms who offer business-to-business (B2B) capabilities.

Program Outcomes

- Modernize
  Modernize the commercial product buying experience

- Streamline
  Streamline commercial product purchasing to allow agencies time to focus on mission oriented acquisition

- Analyze
  Increase visibility and analysis of online spend to allow for better buying decisions
Starting with a Proof of Concept

Why a Proof of Concept?
GSA launched the Commercial Platforms Proof of Concept, as authorized by Section 846 of the FY18 NDAA, for GSA SmartPay Purchase Card holders as a managed channel for open-market purchases through select e-marketplace platforms. This approach allows GSA to test, refine, and ultimately grow the program based on lessons learned.

- Whole-of-government approach with standardized terms and conditions, cost savings, and business-to-business features that help to advance agency and Administration priorities.
- Broad product access to fill agency requirements at the speed of need, especially beneficial in remote areas or in support of emergency response, while offering a familiar, consumer-like buying experience.
- Critical insights into online spend, with additional management controls to mitigate risks.
- Pro-active and ongoing review of supply chain capabilities, to include counterfeit prevention and best practices from partners like DHS.
- Access to highly competitive supplier pool, including small businesses and mandatory sources.
- Dedicated program team proactively managing all aspects of the agency’s engagement.
Access to multiple e-marketplace platforms...

Amazon Business
combines the selection, convenience, and value you expect from Amazon, with features that can help improve your operations and modernize legacy processes.

www.amazonbusiness.com

Fisher Scientific
The Fisher Scientific Channel offers multiple categories including laboratory equipment and instruments, lab consumables and chemicals, safety, PPE and maintenance.

www.fishersci.com

Overstock Government
is an online retailer that offers a great value on a broad range of quality products in office management, furniture, facilities, construction, industrial equipment, and electronics.

www.overstockgovernment.com

For more information and to access the platforms visit:
gsa.gov/commercialplatforms
...with value-added capabilities

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*Providing tools and processes to make compliance easier!*
Additional Benefits of Program Participation

- Participation in a government-wide program that helps to inform the future state of online, open-market purchasing through commercial platforms
- Access to standard terms and conditions, and business-to-business features/benefits across Amazon Business, Fisher Scientific, and Overstock Pro
- Partnership with the AbilityOne Commission, awarded e-marketplace platforms and AbilityOne distributors to provide easily identifiable AbilityOne items to help meet agency goals and targets
- Pro-active government-wide implementation of Supply Chain Risk Management capabilities, to include counterfeit prevention, Section 889, and best practices from partners such as DHS.
- Government-wide spend data analysis and a focus on achieving goals for Spend Under Management, small business, AbilityOne, and green procurement spend.
- A dedicated program team to assist with training, change management, and data analytics across the e-marketplace platforms.
Partnering with AbilityOne

A cardholder is required to purchase products from an AbilityOne participating nonprofit agency when those products are on the AbilityOne Procurement List. (Ref FAR Subpart 8.7)

To help facilitate those purchases, **GSA has asked that the awarded e-marketplace platforms offer AbilityOne products** in such a way that they are **easily available and identifiable** to the purchaser.

**Features and Capabilities**

- Expanded product offering due to new partnerships with AbilityOne distributors
- AbilityOne products marked as preferred
- “AbilityOne” filters to quickly find available products
- Products highlighted with the AbilityOne logo
- Ability for buyers to locate AbilityOne items through a single storefront, company list or similar feature
Supply Chain Risk Management

- **Leverage existing commercial practices** to combat counterfeiting and better manage supply chain risk
  - Examples: Heavy supplier vetting, zero tolerance policies, proactive tools to identify counterfeiters or suspected counterfeit products

- **Restrict sales to any excluded vendor** listed on SAM.gov as well as at-risk products identified in statute

- **Review of post-purchase spend data** to identify suspect purchases and ensuring proper education of buyers (and platforms) to prevent in the future

- **For Section 889:**
  - Part A and Part B are included in the e-marketplace platform contracts. The contractors have represented that *they themselves* as offerors will not provide nor use covered telecommunications equipment or services in the performance of their contracts.
  - For Part B, participating agencies need to follow their own internal Section 889 guidance to ensure compliance with all applicable policies impacting micro-purchases.
Agency Access to Spend Data

Agencies stakeholders will be able to access their spend data in a variety of ways:

1. [Real-time] Each e-marketplace platform offers up-to-the-minute order status, tracking and delivery information, invoicing, and reconciliation reports. **AUDIENCE: Cardholders and Approving Officials**

1. [Monthly] GSA ingests standardized spend data from each participating platform and makes an “Operational Dashboard” available to participating agencies, offering key insights into an agency’s online purchasing trends and metrics. **AUDIENCE: Program Managers and Procurement Executives**

- **Sales Information**
  - Total Sales Volume
  - % of Sales per Marketplace

- **Order Information**
  - Total Number of Orders
  - % of Orders per Marketplace
  - Top 10 most ordered items (SKUs)
  - Top Categories Purchased
  - Overall Order Time
  - Top 10 Vendors

- **Small Business and Socioeconomic**
  - % of Orders that are Small Business
  - % of Orders by Socioeconomic Categories

- **Platform Usage**
  - Total number of users on each e-marketplace
  - Total number of users placing orders on each e-marketplace
Get involved with Commercial Platforms in three steps!

1. Visit us online, and email the program if interested in learning more about agency participation:
   - Visit our website: gsa.gov/commercialplatforms
   - Email section846@gsa.gov

2. Identify or confirm your agency champion(s) & sign the Roles & Responsibilities Document:
   - Email section846@gsa.gov for your agency-specific Roles & Responsibilities Document
   - Sign the Roles & Responsibilities Document

3. Help us prepare your agency for participation:
   - **Identify** your main administrator & which GPC users will participate
   - **Provide feedback** about the program & materials
   - **Share info internally** to help prepare for agency “go-live”