

Improve Your Agency's Performance and Save Money with New PM/CPI BPAs

Introduction to the Performance Management/Continuous Process Improvement (PM/CPI) Initiative



The new PM/CPI Blanket Purchase Agreements (BPAs) offer a pool of well-qualified contractors who provide market-leading services to federal agencies, governmentwide. When government agencies use these BPAs to acquire PM/CPI services, lower overall costs and improved performance across the federal government is achieved. This multiple-award BPA program was designed to leverage the government's buying power and provide an easy-to-use acquisition vehicle for obtaining specialized services. Through the program's mechanism for sharing best practices, your agency has access to lessons learned, along with performance- and process-improvement information. PM/CPI accelerates business transformation by fostering an innovative culture of continuous, measurable improvement that eliminates low-value-added activities and improves quality and responsiveness for customers worldwide.

The PM/CPI BPAs incorporate four hallmarks of strategic sourcing:

- Defined customer group with solutions tailored to customer needs,
- Data that allows for deeper business intelligence,
- Improved pricing over the Multiple Award Schedules (MAS) program, and
- Tiered discounting.

Benefits of the PM/CPI BPA Program

Using the PM/CPI BPAs enables agencies to realize faster business transformations and process improvements through services provided by proven market leaders.

- The BPAs establish teams of the best-qualified PM/CPI service providers. Each team is capable of performing the entire BPA scope. For BPA users, issuing task orders is efficient.
- GSA provides a portal for information-sharing to facilitate information collection and dissemination. By using the BPAs, your agency can collect and propagate lessons learned, training curriculums, statements of work, best practices, cost-savings data, ordering procedures, and simplified task-order templates.
- Small business utilization and representation was a significant BPA evaluation factor, leading to increased small-business opportunities. Set-aside requirements (at the task order level) will be led and fully supported by small businesses on the Contractor Teaming Arrangement (CTA) Teams.
- Each issued BPA includes mandatory discounts off GSA MAS prices, which decreases the government's overall spending on management services.
- As agencies' performance and processes improve, they will become more efficient and able to allocate more resources to their core missions. This transformation across government will save taxpayer dollars.
- As agencies acquire services through these BPAs, the General Services Administration (GSA) and Office of Management and Budget (OMB) will share best practices related to PM/CPI approaches and the use of a shared solution.

Features of PM/CPI BPA Program:

- A wide variety of highly qualified contractors provide performance-management services.
- The new PM/CPI BPAs' services include:
 - Strategic Planning and Performance Management,
 - Strategic Business Analysis,
 - Process and Performance Improvement,
 - Communications and Change Management, and
 - Training, Certification and Recognition.
- BPAs are available for government-wide use through issuance of task orders by any government agency, via the GSA Multiple Award Schedules (MAS) program. For more complex projects, GSA Assisted Acquisition Services (AAS) can help agencies work through the acquisition process to ensure requirements are met on time and within budget. For more information on GSA MAS, visit www.gsa.gov/schedules; for more information on GSA AAS, visit www.gsa.gov/aas.
- As a result of the BPA solicitation requirements and evaluation factors, each CTA contains a mix of large and small businesses from multiple socioeconomic categories. BPA awards are based on the respective business size:
 - 15 BPA team lead awards,
 - 111 companies (total)*,
 - 51 large businesses, and
 - 60 small businesses (all socioeconomic categories well represented).

**All 111 companies received BPA numbers for Federal Procurement Data System (FPDS) recording purposes, but quotations for individual task orders will be accepted only through the 15 BPA CTA team leads, as detailed in the quoting instructions of the BPA. This will enable small-business set-asides by providing BPA-using agencies the ability to issue task orders to a small-business team lead at the task-order level.*



PM/CPI BPAs are Good for Small Businesses

PM/CPI services expand opportunities for small businesses. During the procurement process for the PM/CPI BPA program, GSA encouraged full participation of small businesses and included socioeconomic requirements within the evaluation criteria. Small-business set-asides at the task-order level are fully supported as the BPAs allow task orders to be led and performed by the small-business team members on teams consisting of large and small businesses. This innovative approach to enabling small-business opportunity on mixed teams is the first of its kind.

The use of CTAs facilitates the inclusion of small businesses from multiple socioeconomic categories.** In addition, the BPAs enable agencies to set aside individual orders for small business/specific socioeconomic categories, and CTA members on the individual teams are able to compete for those opportunities.

***PM/CPI BPA CTA teams contain a mix of large and small businesses representing a variety of socioeconomic categories. The PM/CPI BPA CTA leads are responsible for overall BPA program management and reporting to GSA. At the task-order level, a different CTA lead may be designated. In the case of requirements set-aside for small business or specific socioeconomic categories, small businesses within the individual CTA teams will be able to provide a quotation through the CTA BPA-level team lead and perform work as an order-level lead on awarded task orders.*

For More Information

To learn more about the PM/CPI BPA initiative, including a complete list of BPA lead vendors, visit www.gsa.gov/pmcpibpa.

For answers to questions you may have, call (800) 488-3111, or send e-mail to mashelpdesk@gsa.gov.



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