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The Acquisition Gateway is a tool to assist acquisition professionals by giving them what they need to buy smarter and faster.

REGION 4 FEDERAL ACQUISITION SERVICE CUSTOMER TESTIMONIALS

# What our clients say...



## Office of Strategy Management



### Category Management Support Services (CMSS) Using GSA's Professional Services Schedule

**Challenge:** General Services Administration (GSA) Federal Acquisition Service (FAS) supports over 500 departments and agencies making purchases. The analysis of government spend has provided evidence that government purchasing is fragmented with uncoordinated customer management, supplier management, and spend management activities. This fragmentation can drive costly redundancies and inefficiencies in procurement actions, contracting vehicles, and overall acquisition and supply efforts. Continued reductions in acquisition personnel add to the challenge, creating risk of inefficiencies and costs due to lost subject matter expertise, contractual knowledge, and disrupted internal networks for coordination and knowledge sharing. Category Management (CM) is an approach that drives ongoing improvement and management of products and services that behave in a similar manner. It involves clearly defining categories of spend and spend solutions, collectively enhancing category analysis, providing demand management solutions, and using metrics, benchmarking, and best-practice sharing to drive ongoing performance improvement.

**Action:** The GSA developed a requirements document and awarded a contract that supports FAS' initiative for implementing CM into the Government. The contract provides the best acquisition solution to support multiple FAS locations and seventeen category teams and program management offices (PMO).

**Solution:** The GSA solution was to award a multi-award blanket purchase agreements (BPA) exclusively to small businesses for Category Management Support Services (CMSS) off GSA's Professional Services Schedule ooCORP (874-1, 874-4, and 874-5). The BPA will satisfy the customer recurring requirements, increase government productivity, reduce procurement lead time, and leverage buying power through volume purchasing.

Awarding multi-award BPAs in lieu of single-award BPA encourages quality, innovation, and ensures the Government is getting the very best value for their increasingly scarce government funds. Additionally, awarding to small business will ensure that small businesses get their fair share of work with the federal government, and help the government achieve their annual small business program goals.

**Result:** In May 2016, the GSA FAS successfully awarded a multi-award BPA to seven small businesses for five years. This BPA will help the Federal government act as one, buy as one, and reap the resulting benefits by aggregating spend to achieve best-in-class pricing, improving and standardizing specifications and service levels, increasing the productivity of supplier relationships, and leveraging shared solutions.

#### Reference:

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