



U.S. General Services Administration

# Federal Acquisition Service

## **Multiple Award Schedules (MAS)**

### **Strategic Priorities**

**2010 – 2015**

**CFMH Industry Event**

**March, 2010**

## MAS Governance Council

- Robin Bourne, Chair (AM)
- Tim Dempsey (AM)
- Mark Lee (AM)
- Judith Nelson (AM)
- Maura Kortlang (AM)
- Jeff Koses (GSS)
- Waddell, Patricia (ITS)
- Damon McClure (ITS)
- Kathy Colomo (R7) – rotating ?
- Rebecca Koses (TMVCS)
- Amanda Fredericksen (QP)
- Tom Brady (OCIO)
- George Prochaska (R7)
- Linda Haunstein (CAR)
- Carol O'Brien (VA)
- Craig Robinson (VA)
- Tom Howder (AAS)
- Michael Gelber (R10)

## FAS Mission

- ▶ *FAS provides best-value services, products, and solutions to our customers that increase overall government effectiveness and efficiency.*

*FAS Strategic Business Plan, 2008 – 2013*

## MAS Program Contribution:

- ▶ The MAS Program ensures it is providing best-value services, products, and solutions to our customer agencies, which will allow them to increase their effectiveness and efficiency.

## FAS Vision

- ▶ *Excellence in the business of government, delivering service, innovation, and value.*

*FAS Strategic Business Plan, 2008 – 2013*

## MAS Program Contribution:

- ▶ The Program will seek to provide new flexibilities to allow greater innovation in the acquisition solutions provided to our customer agencies.

## MAS Program Strategic Priorities:

- 1. Training**
- 2. Process and technology**
- 3. Policy**
- 4. Relationship management**
- 5. Human Capital Component**
- 6. Strategic Positioning**

## **Training** – *“legitimize schedules through training and education.”*

### Key Thoughts

- Expanded use and influence in FAI / DAU
  - 100 / 200 / 300 level course inputs
- Mandatory part of 1102 orientation
  - Includes leveraging social media options
- Acquisition Consulting
  - Imbedded – “Platinum” customer

**Process and Technology** – “ . . .*complete alignment and improvement of key internal MAS acquisition processes with key system applications supporting the Program.*”

## Key Thoughts

- Moving to an integrated environment capability (EAS)
  - Seamless integration with customer systems
  - Integrated Acquisition Environment (IAE)
- Electronic contracting
  - “Turbo Tax”
  - Mandatory fields

**Policy** – “ . . .taking the necessary steps to simplify acquisition, remove barriers to schedule use and expand use of the program.”

## Key Thoughts

- “Next generation”
  - Additional features/flexibilities
  - Broadest possible scope
  - Co-op purchasing
  - Acknowledge/review panel recommendations
- Influence Agency Policies

**Relationship management** – “. . .externally facing . . .customer intimacy .”

## Key Thoughts

- Acquisition Consulting
- Harness our technology tools
  - Integrated business processes
- Expand customer outreach through CAR networks
  - All stakeholders at many levels
- Reestablish on-going executive relationships
  - OMB, Hill, Senior Procurement Executives

**Human Capital Component** – “*. . .the workforce has to grow for us to be successful in the future. Greater numbers and better expertise.*”

## Key Thoughts

- Training
  - How to Negotiate – 538 Rewrite
  - Proper Use – Basic & Advanced
- Recruit / Develop / Retain
  - Career Paths
  - Acquisition corps – “SMEs”
  - Rotational assignments (inter and intra)
- Continue direct hiring capability

**Strategic Positioning** – “. . .building the schedules program to be forward thinking, agile, mutable.”

## Key Thoughts

- Using all strategic objectives in pursuit of the latest areas of interest (Schedules can have a real competitive advantage)
  - COMSATCOM
  - Green initiatives
  - Cloud computing / Cyber security
  - Cooperative purchasing / inter governmental solutions
- Facilitating Compliance