



U.S. General Services Administration

Federal Acquisition Service

FMHAC - INDUSTRY BRIEFING
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Overview

- Key Statistics
- Operating in a Challenging Environment and why MAS Fits these times
- The Role for Strategic Sourcing
- Positioning for Success

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Key Statistics

- 2011 Business Volume was \$22.8 Billion
- 4,100 Offers processed – 98% electronic
- 23,000 Modifications – 75% electronic
- Timely Renewal of Options: 65.9%
- Introduced New Customer Loyalty Metric
- CORS Files Processed 5 Days or Less: 75%

Operating Environment

- Total Federal market projected to shrink
- Customer expectations and demands growing
- Duplication and inefficiency exist
- Pricing under challenge
- MAS generally fits the environment well

Federal Market Shrinking

- 2009, OMB directed agencies to cut procurement spend 7% by 2011.
- 2010 total spend on services and products was down 3%
- 2011, OMB directed agencies to reduce spend on mgt. services 15%.
- Several agencies have implemented hiring freezes and/or buy-outs



Customer Want and Demand More

- Increased centralization
- Increase value-added support
- Aid in use of new and emerging service and technology areas
- Bring innovation to Federal sector and assist agencies acquire
- Socio-economic and transparency



Duplication and Inefficiency

- Enterprise contracts vs. MAS
- Cannot effectively manage 19,500 supplier relationships
- Some markets saturated
- Offers not tracking to our areas of need

Pricing Under Challenge

- Federal debt mandates more aggressive posture
- Strategic sourcing is proving cost savings opportunities exist
- Perception that prices are too high
- MFC pricing model pre-dates digital age
- Pricing variability and outlier pricing



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MAS Generally Fits Environment

- Unrivaled depth and breadth of MAS
- Increase leverage with GSA SmartPay
- Time and Dollar Savings over IDIQs
- Connection into FAI curriculum
- MAS adds “extra hand” to declining workforce



MAS Generally Fits Environment - 2

- Digital age presents clear opportunities and value
- Debt crisis demands action, platform is ready
- Strategic Sourcing has brought new energy
- New discretionary set-aside authority

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Strategic Sourcing Initiatives

- Federal Strategic Sourcing Initiative (FSSI) (understanding our spend)
 - Office Supplies
 - Print Management
 - Wireless TEMS, DDS, and more
- Enterprise Level Strategic Sourcing
 - Commerce, DHS, Treasury, AF, DOI

POSITIONING FOR SUCCESS

- Help us keep buying practices current
- Keep GSA Advantage pricing and contacts current
- Bring new services and technology to your MAS contract
- Recognize your competitive environment has changed, price focus