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The Acquisition Gateway is a workspace for acquisition professionals and federal buyers to connect with resources, tools and each other to improve acquisition government-wide.

REGION 4 FEDERAL ACQUISITION SERVICE CUSTOMER TESTIMONIALS

What our clients say...



CUSTOMER AND STAKEHOLDER ENGAGEMENT



FAS Helps Agencies Boost Small Business Utilization

Challenge: The Department of Education (DOE) needed to create new outreach methods to identify additional 8(a) firms and other small businesses. A certified 8(a) firm is a company that is eligible to receive a federal contract under the Small Business Administration's 8(a) Business Development Program, because it is owned and operated by socially and economically disadvantaged individuals. At the same time, the Office of Personnel Management (OPM) wanted to increase industry's awareness of GSA Schedules and small business utilization.

Both agencies were not aware that GSA supports vendors by providing training to industry and government entities on GSA contracting vehicles and GSA eTools including the launch of the **Federal Acquisition Gateway** and Category Management. 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: OPM and DOE contacted GSA's Federal Acquisition Service's (FAS) CASE Division to provide GSA

Schedule presentations tailored to the unique audiences of both agencies. CASE also provided Schedules expertise by serving on panels and matchmaking events during the industry days. In August 2017, OPM and DOE hosted industry days to highlight the procedures of obtaining and marketing a GSA Schedule Contract and promoted small businesses and 8(a) firms.

Solution: During the OPM-sponsored Industry Day, CASE presented to 150 industry and agency partners. At the DOE-sponsored Industry Day, GSA supported a matchmaking event for more than 180 vendors. The industry presentation showed that GSA Schedules, GSA-sponsored government wide acquisition (GWAC) vehicles, along with the launch of government-specific category management amount to billions of dollars in savings and huge investments of taxpayer dollars in government modernization efforts.

GSA Schedule Contracts are indefinite delivery, indefinite quantity (IDIQ), long-term contracts under the GSA's Multiple Award Schedule (MAS) Program. GSA Schedule Contracts were developed to assist federal employees in purchasing products and services. They contain pre-negotiated prices, delivery terms, warranties, and other terms and conditions which streamline the buying process.

Result: DOE, OPM and GSA engaged with more than 300 industry and government participants and shared information about navigating the unique aspects of GSA schedules. Approximately 100 vendors participated in the DOE Industry Day. 35% of the vendors were GSA Schedule contract holders, and the majority of them were small businesses that qualified to support the DOE. Most of the vendors did not have prior experience with DOE. Vendors from the Industry Day continue to identify new DOE opportunities. These relationships provide benefits for industry and government.

References:

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