



December 14, 2007

The Honorable Paul A. Dennett Administrator Office of Management and Budget Washington, DC 20503

Dear Mr. Dennett:

Please find enclosed the General Services Administration's draft Report to Congress on FY 2007 Competitive Sourcing Efforts for the Office of Management and Budget (OMB) clearances in accordance with OMB Memo M-08-02.

Identical letters will be sent to the following Members of Congress:

The Honorable Richard B. Cheney

The Honorable Nancy Pelosi

The Honorable Joseph I. Lieberman

The Honorable Susan Collins

The Honorable Henry A. Waxman

The Honorable Thomas M. Davis, III

The Honorable Richard Durbin

The Honorable Sam Brownback

The Honorable Jose Serrano

The Honorable Ralph Regula

If you have any questions, please feel free to contact me. Staff inquiries may be directed to Mr. Kevin Messner, Associate Administrator, Office of Congressional and Intergovernmental Affairs. Mr. Messner can be reached at (202) 501-0563 or kevin.messner@gsa.gov.

Cordially

Lurita Doan Administrator

Enclosures

U.S. General Services Administration 1800 F Street, NW Washington, DC 20405-0002 Telephone: (202) 501-0800

Fax: (202) 219-1243 www.gsa.gov



GSA Administrator

December 14, 2007

The Honorable Nancy Pelosi Speaker of the House of Representatives Washington, DC 20515

Dear Madam Speaker:

In accordance with Section 647(b) of Division F of the Consolidated Appropriations Act Fiscal Year (FY) 2004 P.L. 108-199, please find enclosed the General Services Administration's Report to Congress on FY 2007 Competitive Sourcing Efforts.

If you have any questions, please feel free to contact me. Staff inquiries may be directed to Mr. Kevin Messner, Associate Administrator, Office of Congressional and Intergovernmental Affairs. Mr. Messner can be reached at (202) 501-0563 or kevin.messner@gsa.gov.

Cordially,

Lurita Doan Administrator

Enclosures

General Services Administration Fiscal Year 2007

Competitive Sourcing Narrative

During Fiscal Year (FY) 2007, the General Services Administration (GSA) did not complete or initiate any competitions. Previous competitions completed in FYs 2003-2006 resulted in \$10.377 million in savings during FY 2007. GSA has planned competitions for 77 Full-Time Equivalents (FTE) in FY 2008, though additional FTEs may be considered pending the result of ongoing feasibility studies. GSA continues to integrate its Human Capital Resources Management with Competitive Sourcing when identifying activities for potential public-private competition. Fixed costs associated with Competitive Sourcing for GSA total \$347.5K.

General Services Administration

Fiscal Year 2007

Competitive Sourcing Narrative

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Enclosure 3

General Services Administration FY 2007 COMPETITIVE SOURCING ACTIVITIES

SAVINGS & PERFORMANCE UPDATE

Agency	Bureau	Function Competed	Description of Activity Competed	Type of Competition	FTEs	Total Estimated Savings (As reported to Congress in past 647 reports)	Total Performance Period (in years)	Actual Phase-In Completion Date (MM/DD/YYYY)	Actual Accrued Savings FY 2004	Actual Accrued Savings FY 2005		Actual Accrued Savings FY 2007	Total Actual Accrued Savings	Pd Over Which Actual Savings Accrued (In Years)	Savings Methodology: Calc ulation/ Proxy	Quantifiable Description of Imporvements Service or Performance (appropriate)
	INED COMPET FTS	C401	1	Streamlined	112	0.000	5	10/21/2002	0.000	0.000	0.000	0.000	0,000	2010000000		
	PBS	Z999	Custodial Services	Streamlined	10		3	10/31/2003	0.000	0.061		0.123	0.307	3.917864476 2.997946612	Proxy	
	PBS	Z999	Mechancial	Streamlined	10	-	3	01/01/2005		0.083		0.123	0.448	2.746064339		
	PBS	Z999	Custodial Services	Streamlined	13		2	10/01/2004		0.075		0.037	0.149	2.997946612	Proxy	
	PBS	Z999	Custodial Services	Streamlined	7	The same of the sa		10/01/2004		0.179		0.198	0.576	2.997946612	Proxy	
SA	PBS	Z999	Mechancial	Streamlined	10			11/01/2004				-0.044	0.345	2.913073238	Calculation	
SA.	PBS	Z999	Mechancial	Streamlined	1			12/01/2004	0.001	0.001	0.001	0.033	0.035	2.830937714	Calculation	
SA	PBS	Z999	Mechancial	Streamlined	2	0.494	5	01/01/2005	0.000	0.099	0.099	0.160	0.357	2.746064339	Calculation	SHAND OF STREET
	PBS	Z999	Mechancial	Streamlined	1	0.154	5	08/01/2004	0.031	0.031	0.031	0.032	0.124	3.16495551	Calculation	
SA	PBS	2999	Mechancial	Streamlined	1			01/01/2005	0.000	0.000		0.000	0.001	2.746064339	Proxy	
SA	PBS	Z999	Mechancial	Streamlined cost	10			11/01/2005				0.484	0.984	1.9137577	Calculation	
SA	PBS	Z999	Mechancial	Streamlined	1			02/01/2005	0.000			0.097	0.132	2.661190965	Calculation	
SA	PBS	Z999	Mechancial	Streamlined	1			02/01/2005	0.000	0.009		0.009	0.027	2.661190965	Ргоку	4.44
šA	PBS	Z999	Mechancial	Streamlined	2			01/01/2005	0.000	0.026		0.026	0.078	2.746064339	Proxy	
SA	PBS	Z999	Mechancial	Streamlined	9		5	03/01/2005	0.000	0.004		0.004	0.012	2.584531143	Proxy	
SA SA	PBS PBS	Z999 Z999	Mechancial Mechancial	Streamlined Streamlined	19	141111	5	01/01/2005	0.000	0.281		0.286	0.853	2.746064339	Proxy	
SA:	PBS	Z999 Z999	Mechancial	Streamlined	2	101000	5	01/01/2005	0.000	0.060		0.060	0.180	2.746064339	Proxy	
iA.	PBS	Z999	Mechancial	Streamlined	20			12/02/2004	0.000	0.006		0.209	0.626	2.584531143	Proxy	
SA.	PBS	Z999	Space Planning	Streamlined	7			10/01/2004	0.000			0.615	1.845	2.997946612	Proxy	
SA.	PBS	Z999	Mechancial	Streamlined	7	-		01/01/2005	0.000			0.024	0.072	2.746064339	Proxy	
SA.	PBS	Z999	Mechanical	Streamlined	15			07/01/2005				0.212	0.582	2.250513347	Proxy	
SA.	PBS	Z999	Mechanical O & M	Streamlined	12			07/01/2005	0.000	0.115		0.494	0.952	2.250513347	Calculation	
iA.	PBS	Z999	Mechanical	Streamlined	22	-0.566		10/01/2005	0.000	0.000	-0.189	-0.189	-0.377	1.998631075	Proxy	
A	PBS	Z999	Operations and	Streamlined	8	1.144	5	01/01/2006	0.000	0.000	0.229	0.449	0.678	1.746748802	Calculation	
A	PBS	Z999	Mechanical	Streamlined	7	0.081	3	10/01/2005	0.000	0.000	0.311	0.027	0.338	1.998631075	Proxy	
SA.	PBS -	Z999	Mechanical	Streamlined	5			10/01/2005				0.050	0.190	1.998631075	Proxy	
SA	PBS	Z999	Custodial Services	Streamlined	3			11/01/2005	0.000	0.000		0.004	0.054	1.9137577	Proxy	
SA	PBS	Z999	Planner Estimator	Dustilling	3			01/01/2006	0.000	0.000		0.054	0.108	1.746748802	Proxy	
SA	PBS	Z999	Grounds Care	Streamlined	2			01/01/2006	0.000	0.000		0.003	0.007	1.746748802	Proxy	
SA	PBS	Z999	Maintenance	To di constitución	3		5	04/01/2006	0.000	0.000		0.044	0.089	1.500342231	Proxy	
SA SA	PBS PBS	Z999 Z999	Planner Estimator	Streamlined	4	1000	5	01/01/2006	0.000	0,000		0.049	0.098	1.746748802	Proxy	
SA	PBS	Z999	Planner Estimator Planner Estimator	Streamlined	3	191120		01/01/2006	0.000	0.000		0.084	0.168	1.746748802	Proxy	
SA	PBS	Z999	Grounds Care	Streamlined	4			01/01/2006	0.000	0.000		0.025	0.001	1.746748802	Proxy	
SA-	PBS	Z999		Streamlined	4		5	10/04/2006	0.000	0.000		0.019	0.019	0.991101985	Proxy Calculation	
SA	PBS	Z999		Streamlined	3			01/01/2006	0.000			0.074	0.115	1.746748802	Calculation	
SA	PBS	Z999	Mechanical	Streamlined	5		_	12/01/2005	0.000			0.057	0.372	1.831622177	Calculation	
SA	PBS	Z999	Inspection Services	Streamlined	11			01/01/2006	0.000	0.000		0.531	1.061	1.746748802	Proxy	
iA.	PBS	Z999	Planning, Estimating	Streamlined	11		5	05/02/2006	0.000			0.322	0.554	1.415468857	Calculation	
SA .	PBS	Z999	Switchgear Shop (O &	Streamlined	17	7.505	5	05/02/2006	0.000	0.000	0.632	0.873	1.504	1.415468857	Calculation	
A	PBS	Z999	Custodial and	Streamlined	3			12/31/2005	0.000			0.000	0.000	1.749486653	Proxy	
iA.	PBS	Z999	O & M Functions	Streamlined	5			05/02/2006	0.000			0.221	0.380	1.415468857	Calculation	-0.00
iA	PBS and GM&A		GSA R8 PBS and	- Continues	3			09/30/2006	0.000	0.000		0.000	0.000	1.002053388	Proxy	
A	PBS and GM&A		GSA R3 PBS and	Streamlined	18			07/16/2007	0.000	0.000	0.000	0.000	0.000	0.210814511	Calculation	
SA.	PBS and GM&A		Administrative	Streamlined	9		5	06/11/2007	0.000	0.000	0.000	0.069	0.069	0.306639288	Calculation	
i.A	PBS and GM&A		GSA Region 6 PBS	Streamlined	12		5	06/10/2007	0.000	0.000		0.093	0.093	0.309377139	Calculation	
A	PBS and GM&A		GSA R4 PBS and	Streamlined	33	-	5	07/09/2007	0.000	0.000		0.592	0.592	0.229979466	Calculation	
SA SA	PBS and GM&A PBS and GM&A		GSA R9 PBS and GSA Region 2 PBS	Streamlined Streamlined	111		5	10/01/2006	0.000	0.000		0.000	0.000	0.999315537	Proxy	
iA.	PBS and GM&A		GSA Region 2 PBS	Streamlined	9		5	06/30/2007	0.000	0.000		0.090 0.074	0.090	0.254620123	Calculation	
A	PBS	D000	CO PBS ASF	Streamlined	111	-		07/05/2007	0.000	0.000		0.074	0.074	0.254620123	Calculation	
A	GM&A	D000	GSA CO GMA ASF	Streamlined	25	6.256	5.25	07/03/2007	0.000	0.000		0.000	0.000	0.240930869	Calculation	
A	PBS	Z999	NCR Potomac Annex	Streamlined	8		5	02/28/2007	0.000	0.000		0.319	0.319	0.588637919	Calculation	
A	PBS	Z999	NCR Central Heating	Streamlined	23		5	02/28/2007	0.000	0.000		0.185	0.185	0.588637919	Calculation	
SA.	PBS and GM&A		GSA NCR ASF for	Streamlined	28		5.16	02/28/2007	0.000	0.000		1.354	1.354	0.588637919	Calculation	
A .	PBS and GM&A	D000	GSA R7 PBS and	Streamlined	12	1.752	5.25	04/01/2007	0.000	0.000		0.350	0.350	0.501026694	Calculation	
BTOTA	L, STREAMLIN	ED COMPETI	TIONS		606	57.566		() () () () () () () ()				19-31	17.273	1.00		
A BYEN		2250														
	RD COMPETITIO	JINS	In or		124	14.000	-								AT 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	State of the state of
76.1	FSS	COMPRESSION	Discrepancy Call	Cost comparison	34	101221	5	09/15/2005	1.271	1.271	1.271	1.271	5.086	2.042436687	Proxy	25.0
DIOIA	AL, STANDARD	COMPETITIO	NS		34	6.357							5.086	HOUR ENGINEERS		ENLANT DE LA

"PBS Success Story"

In response to the President's Management Agenda (PMA) item that focuses on *Strategic Management of Human Capital*, PBS has created the Human Capital Asset Management (HCAM) strategy. The Public Buildings Service (PBS) HCAM Strategy recognizes that: (1) Our customers want consistency, (2) We need to stay relevant, and (3) We need to improve customer satisfaction. PBS has redesigned work processes to focus on both the current and future needs of our customers, moving from a transactional environment to customer relationship management. The new customer focused business processes involve anticipating the customers' unique needs and concerns, and proactively offering a range of solutions designed to advance their mission by bolstering their associates' productivity.

PBS has pursued a very aggressive Competitive Sourcing effort in support of the PMA. Competitive Sourcing has had a direct effect on PBS business strategies and mission deliverables. We have embraced Competitive Sourcing to accelerate the achievement of these business strategies. For the new century, the PBS strategy has shifted from managing tasks to managing projects, improving our customer relationships, and focusing on the cost effectiveness of our business. Our strategy has included the aggressive and proactive use of Competitive Sourcing as a means to streamline operations. In the past five fiscal years alone, PBS has completed 70 streamlined competitions involving 1,383 positions. More than \$100 million in projected savings and cost avoidance is anticipated over the five-year period of performance of these competitions. Additionally, PBS has directly converted 878 functions from Government associates into contract performance; and has competed all of the major groupings of commercial activities.

PBS is a lean, efficient, highly leveraged organization with approximately 96% of the dollars expended outsourced to private industry. Despite being highly leveraged already, PBS has been the leader in GSA's Competitive Sourcing efforts. PBS has conducted over 90% of all competitions conducted at GSA in the past three years while consisting of less than 50% of the workforce. Our teams of human capital and human resources professionals have been developing innovative Human Capital practices while at the same time navigating complex federal government rules. The goal is to find the most effective and workable solutions that will achieve the desired results of the PMA and create a strong, well-positioned and competitive PBS for the decade ahead.

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