



# Geospatial SmartBUY

## New Contract for Geospatial Products – June 2009

For more information: <http://www.fgdc.gov/geospatial-lob>

### Geospatial Line of Business

#### Goal:

One of the goals of the Geospatial Line of Business (Geo LoB) is to ensure that every Federal government agency has equal access to a complete portfolio of the best geospatial tools, data, software, and services. Developed by the Common Services Workgroup, this portfolio will be delivered through well-negotiated contracts and common interagency agreements maximizing cost savings and minimizing the administrative burden for participating government entities.

#### Objectives

- Promote the use of geospatial products and services in accomplishing agency missions and improving operations.
- Support the development of a common federal geospatial technology, data, and services architecture through the establishment of a portfolio of geospatial products and services, and the use of existing agency tools, services, and data. Provide opportunities for smaller agencies to procure the same geospatial products and services at the same price and conditions as those procured by larger agencies.
- Identify opportunities, maximize the value of geospatial acquisition activities, and leverage the buying power of the federal government, thereby reducing administrative burden, enhancing the quality of acquisitions, and creating a level the playing field for individual agencies.

#### Key Milestones:

Conduct Industry Day	Oct 2008
Issue draft RFQ	Dec 2009
Evaluate proposals	May/June 2009
<i>(Currently in evaluation phase)</i>	
Establish new Geo-SmartBuy	Jul/Aug 2009

Using a SmartBuy contract vehicle to **consolidate** purchase of geospatial technology will *help reduce*

*costs and greatly improve the government's access to high quality commercial geospatial software, packaged data and related products.*

#### Who is expected to use the Geospatial SmartBuy?

- Agencies participating in the Geo LoB
- Federal civilian & defense agencies
- State, tribal & local governments

#### Why is a new SmartBuy needed?

Federal agencies currently use many of the same commercial products to perform geospatial operations, such as producing maps and conducting geographic analysis. However, they use very different contractual vehicles in procuring geospatial software and services. This practice minimizes agency savings and requires commercial vendors to invest disproportionately in coordinating dozens, if not hundreds, of separate accounts within an agency or department. As a consequence, many agencies do not have access to products with services the commercial sector might provide, such as software and installation support.

#### Interested in setting our Agenda?

Common Services Work Group welcomes new agency members. We are currently finalizing a 'rollout kit' for SmartBuy, developing next target acquisition for inter-agency geo-needs. Contact Lew Sanford Jr. or Michelle Torreano to express your interest.

#### POCs

- Geospatial SmartBuy RFQ – Released March 6 2009 on GSA Advantage, RFQ 348667 for Schedule 70 holders. Available from Michael Hargrove, GSA Contract Officer, 703-306-7701 or [michael.hargrove@gsa.gov](mailto:michael.hargrove@gsa.gov). Procurement phase is completed. Evaluation phase - in progress.
- Geo LoB: Lew Sanford Jr., FGDC, 703-648-4152.

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