



U.S. General Services Administration

# Federal Acquisition Service

# Integrations

The background of the lower half of the slide is a close-up, slightly blurred image of the American flag, showing the stars and stripes.



## Federal Acquisition Service

# PROCESS

- Right now, the program is in the early concept stage;
- We are working on a formal business case to establish such a vehicle;
- We hope to reach a Go/No-Go decision by January; and
- While we will look for extensive industry involvement at numerous stages, our first steps are internal to government. You're not going to hear a lot about this vehicle until spring, while we finalize our business case, and if we Go, we will begin with a multi-agency commodity team, which will define the high level vision of the vehicle.



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# Integrations



# Filling the Gap



## SITUATIONAL ASSESSMENT:

- Services typically combined include:
  - Program Management and Consulting;
  - Professional Engineering Services;
  - Logistics Services;
  - Financial Services; and
  - IT components.



## Working Concept

### Memorandum on Government Contracting

- Appropriate use and oversight of sole-source and non-competitive acquisitions, maximize use of competition;
- Appropriate use and oversight of all contracts and minimize risk and maximize value;
- Assess the capacity and ability of acquisition workforce to develop, manage and oversee acquisitions; and
- Clarify appropriateness of outsourcing services.



# INTEGRATIONS

SHOULD  
DRIVE

# INNOVATION



## **SITUATIONAL ASSESSMENT:**

### **The Marketplace - Professional Services in Government**

- Professional services awards grew 135% from 2003 (\$33.8 billion) to 2010 (\$79.6 billion).
- GSA historically unable to easily service:
  - Customers requiring complex, integrated professional services with an IT component.

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## SITUATIONAL ASSESSMENT: OPPORTUNITY EXISTS

- FFP contracts on GSA vehicles = 20.67%
  - Opportunity on FFP = 79.33% (\$22B)
- Cost Type contracts on GSA vehicles = .66%
  - Opportunity on Cost Type = 99.34% (\$34B)
- T&M contracts on GSA vehicles = 20.03%
  - Opportunity on T&M = 79.97% (\$8.8B)
- Labor contracts on GSA vehicles = 26.5%
  - Opportunity on Labor = 73.5% (\$2.4B)
- Current total Opportunity = \$60.27B (reduced for FY12)



## Federal Acquisition Service

# Customers want Integrations!

## 5 Customer focus groups revealed:

- Commercial/Noncommercial
- They want all task order types;
- Teaming and ODCs;
- Tasks average \$5-10 million;
- They want standard labor categories;
- They want to add labor categories at TO level;
- Worldwide coverage;
- National/Regional competition.
- Ability to meet socio-economic goals;
- Are starved for transactional data;
- Want access to and share best practices;
- Want to compare pricing across agencies and task types;
- Thrilled at mechanism to convert cost-reimbursable to FP;
- Value performance metrics to drive cost efficiencies and business process improvement;
- IT must be a part of the solution.

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# Industry Response to Overview

## 34 Respondents – 27 Large/7 Small

- Commercial/Noncommercial
- All task order types;
- Teaming and ODCs;
- Standard labor categories;
- Add labor categories at TO level;
- Worldwide coverage;
- Small business opportunities;
- Agree that they should bring total solution to the table;
- Prefer prime/sub over Joint Ventures;
- Can comply with CAS;
- Prefer not to provide data;
- Prefer performance metrics at task order level;
- Want GSA to be thoughtful in the number and socio-economic class of awardees to get to best-in-class;
- Support on/off ramping;
- Flexible CLINs and broad NAICs;
- Support award terms;
- Close partnership and communication with GSA.



## Working Concept

### If Business Case Approved

- Establish Inter-agency Commodity Team
- Analyze spend data for baseline
- Identify acquisition strategy
- Draft acquisition documents
- Develop program metrics
- Launch acquisition



## Working Concept - Industry Input

- Wiki/Blog
- [Ciad.innovation@gsa.gov](mailto:Ciad.innovation@gsa.gov)
- Draft Request for Proposals
- Request for Proposals



Federal Acquisition Service

## To View the Industry Overview

Visit:

[gsa.gov/integrations](https://gsa.gov/integrations)



## Working Concept - Renaming Integrations

- Ideas may be sent to [ciad.innovation@gsa.gov](mailto:ciad.innovation@gsa.gov)
- Name that differentiates program in three words or less
- Catchy or meaningful acronym
- Has branding potential



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QUESTIONS?