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# National Veteran Small Business Coalition GSA Presentation

May 10, 2022

# Agenda

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- Introduction
- Governmentwide Category Management Update
  - Category Management Overview
  - OMB Memo M-22-03
  - Services MAC Update

# Category Management and Suppliers

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- Goals
  - Deliver savings, value and efficiency
  - Eliminate contract redundancies
  - Meet government small business goals
- Tiers of spend, including best-in-class
  - Prices paid information's role
- Success metrics

# Tiers of Spend



## Tier 0

- Contract dollars not fitting into any other Tier
- OMB encourages Agencies to shift to higher tier solutions

[OMB M-19-13](#)

## Tier 1

- Agency-Wide Mandatory Solutions
- Agency-Wide contract dollars with mandatory use or mandatory consideration policies & data sharing standards

*Example:* Air Force NETCENTS-2 IDIQ

## Tier 2

- Multi-Agency Solutions
- Obligated dollars on agency-wide contracts satisfying rigorous standards for strategy, data, tools & metrics

*Example:* GSA Schedules

## Tier 3

- Government-Wide Best in Class (BIC) solutions
- Contract dollars obligated on Best in Class contracts

*Example:* OASIS, Alliant

# Office of Management and Budget Memo M-22-03

[OMB Memo M-22-03](#) issued December 02, 2021, made revisions and updates to OMB Memorandum M-19-13 (Category Management)

Revision/Update	Purpose of Change
A new Tier 2-Socioeconomic Small Business (SB) SUM measure takes effect at the beginning of FY 2022 (retroactive to October 1, 2021) to give agencies automatic credit towards agency category management goals for all awards made to certified and self-certified socioeconomic small businesses (8(a), SDB, WOSB, SDVOSB, HUBZone)	Empowering the workforce to pursue the best acquisition strategy for reaching underserved small business communities helps to maximize awards to socioeconomic small businesses
Agencies are reminded to establish and implement category management plans consistent with statutory socioeconomic responsibilities and the need to diversify the agencies' small business supplier base	Using category management practices to promote industry-specific best practices reduces burdens on small business vendors and reinforces small business goal achievement
Agencies are reminded that category management plans shall not prioritize spending on "Best in Class" (BIC) solutions at the expense of meeting socioeconomic small business goals and providing maximum practicable opportunity to small businesses	Ensuring that use of BIC solutions is balanced with decentralized contracts and other strategies that are necessary to increase diversity within the agency's small business supplier base advances equity in procurement
SBA and the Department of Commerce, which includes the Minority Business Development Administration, are recognized as voting members of the Category Management Leadership Council	Accounting for small business equity in category management governance furthers the consideration of procurement practices that promote supplier diversity

# Services MAC Recent Highlights / Next Steps

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## *GSA's next best-in-class (BIC) multi-agency contract (MAC) for non-IT services*

- Services MAC goals:
  - A scalable contract scope that includes a **broad range of services**
  - **Access to highly qualified contractors** of all sizes from multiple industries
  - **Better competition** at the order level
  - Is **easier** for customers and industry to use

# Services MAC Recent Highlights / Next Steps

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## Recent Highlights

- Customer [survey](#) closed on December 10th
  - Over 200 responses (43 from USAF)
  - Helping shape the Domain qualifications and eval criteria
- Draft scope, including initial Domains that GSA is targeting, was published to [Interact](#) on December 14th
- Share draft evaluation criteria with industry in Q2 on [Interact](#)

## Next Steps

- Finalizing acquisition strategy with input from stakeholders
  - 876 Deviation, PoP, Continuously Open Solicitation
- Determine appropriate fee structure

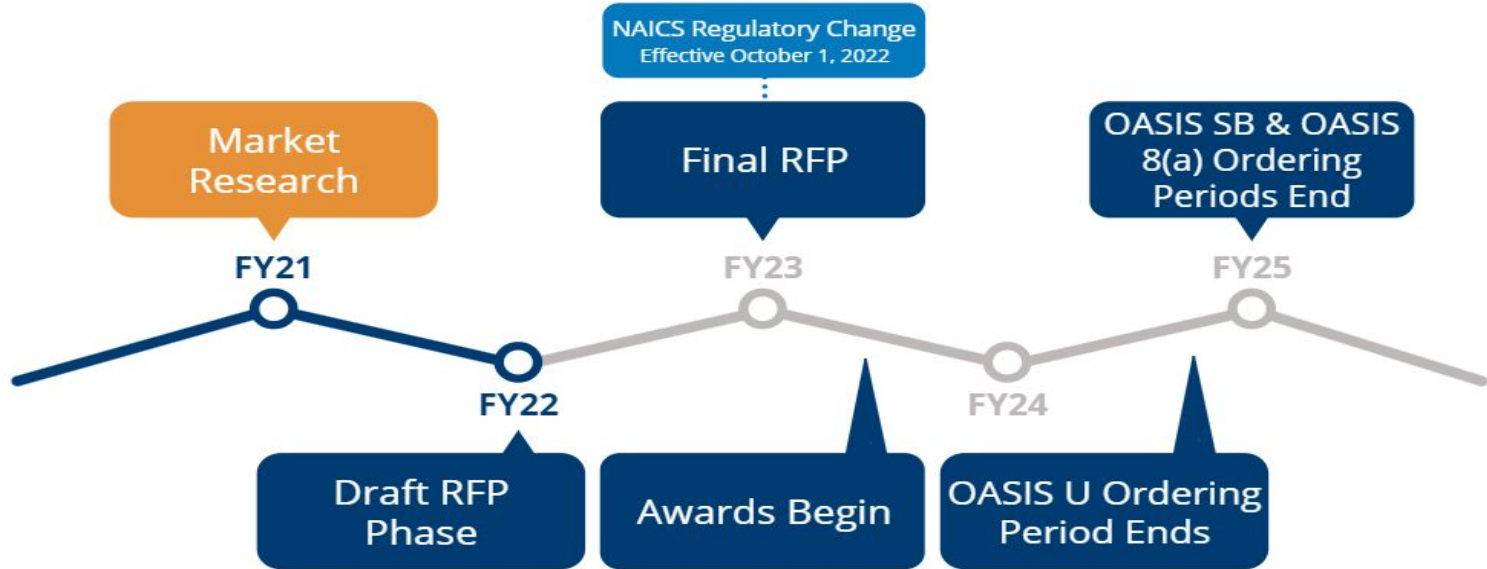
# Proposed Small Business Strategy

One program consisting of **separate IDIQ contracts for each of the following small business set-aside programs**, plus an additional IDIQ that will be awarded on an unrestricted basis.

- Unrestricted
- Total Small Business
- 8(a) Small Business
- HUBZone Small Business
- Service-Disabled Veteran-Owned Small Business
- Woman-Owned Small Business



# Services MAC Timeline



# MAS- PS Schedules

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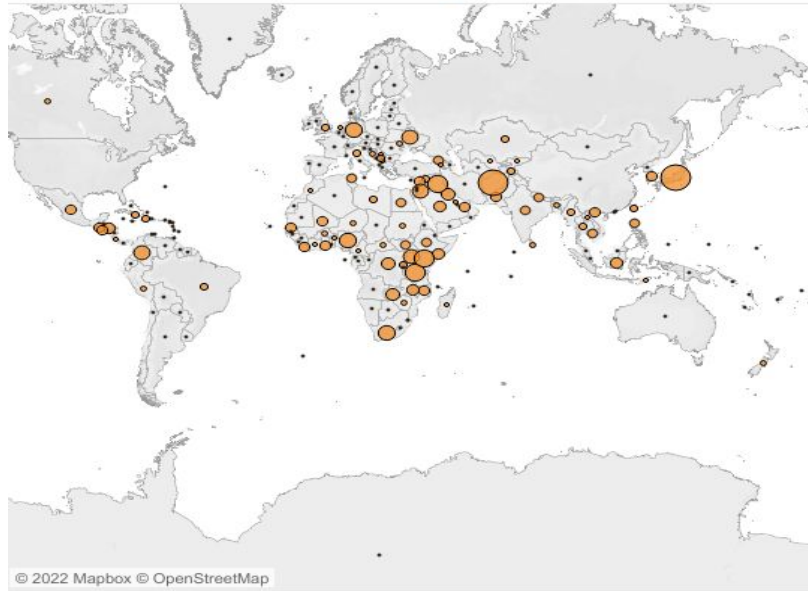
*Scott Eberle: Program Manager, PSHC Program Operations*

- What We Offer
- Stats
- New SINs
- Resources



# MAS- PS

## Place of Performance - Excluding US

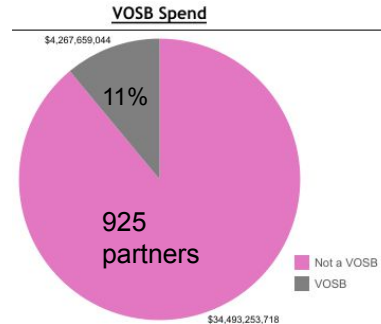
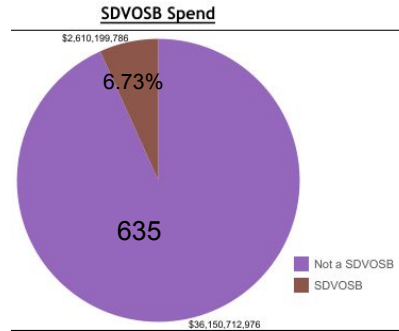
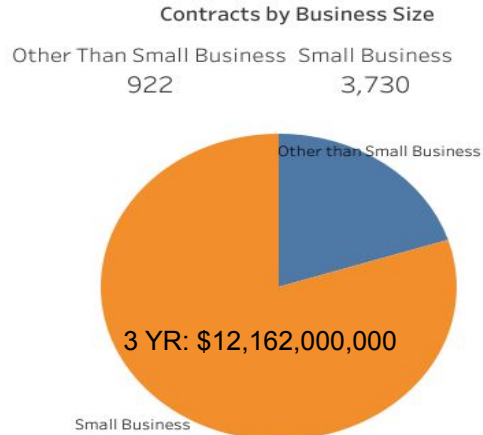


## Offerings

- **Business Administration Services**
  - 541611, 561450
- **Financial Services**
  - 522310, 524292, 531210, 541211, 541214, 541219, 561440
- **Legal Services**
  - 5411110
- **Marketing & Public Relations**
  - 512110, 541430, 541511, 541613, 541810, 541820, 541850, 541910, 541922, 541920
- **Technical & Engineering Services**
  - 541330, 541370, 541420, 541690, 541713, 541715, 541720, 541714
- **Language Services** : 541930, 611630
- **Logistics Services**: 541614
- **Environmental Services**
  - 562112, 562910, 541620
- **Identity Protection Services**
- **Training**: 611430, 611512, 61170

# MAS-PS STATS

## Powered by Small



## MAS PS - FAR 8.4

- Commercial
- CONUS and OCONUS
- 4300 Industry Partners
- FFP, T&M, LH, Hybrid
- 20 year Contracts, 5 yr Periods
- Ceiling prices established
- [49 NAICS](#) codes
- Labor rates generally established
- Blanket Purchase Agreements
- Order Level Materials
- No DPA
- 8(a) competitive awards

# New Professional Services SINs

## Added in NOV 2020

SubCategory	SIN	SIN TITLE	SDVO SB#	VOSB #
Environmental Services	562910RMI	Environmental Remediation Services- Multiple Industries	19	22
Technical and Engineering Services (non-IT)	541330EMI	Engineering Services related to Military, Aerospace Equipment, or Military Weapons, the National Energy Policy Act of 1992, Marine Engineering and/or Naval Architecture	0*	0
Technical and Engineering Services (non-IT)	541715AIR	Engineering Research and Development for Aircraft, Aircraft Engine and Engine Parts	0*	0
Technical and Engineering Services (non-IT)	541715APM	Engineering Research and Development for:Other Aircraft Parts and Auxillary Equipment, Guided Missiles and Space Vehicles, Their Propulsion Units and Propulsion Parts	0*	0
Technical and Engineering Services (non-IT)	541713	Research and Development in Nanotechnology	0	0
Technical and Engineering Services (non-IT)	541714	Research and Development in Biotechnology (except Nanobiotechnology)	0	0
Technical and Engineering Services (non-IT)	541720	Research and Development in the Social Sciences and Humanities	0	0

# New Professional Services SINs

## Added in AUG 2021

Special Item Number (SIN)	Intent	Gov-wide Demand	Target Customers	SDVOSB #	VOSB #
<b>Add new SIN <a href="#">524292INS</a></b> <i><a href="#">Third Party Administration of Insurance and Pension Funds</a></i>	<b>Realign pharmacy claims processing offerings</b> (including medical billing, coding) to capture greater share of \$52.2M in open market spend	<b>\$406.2M</b>	VA, HHS, IHS, DOD	0	0
<b>Add new SIN <a href="#">541990</a></b> <i><a href="#">All Other Professional, Scientific, and Technical Services</a></i>	<b>Offer professional services that do not fall neatly under other NAICS or existing SINs</b> (e.g., support services related to intelligence, tactical exercises, emergency preparedness) to capture greater share of \$5.1B in open market spend	<b>\$9.86B</b>	USAID, Energy, HHS, USAF, Army, Navy, VA, DOT, DOJ, DOC	0	0
<b>Update existing SIN <a href="#">562112</a></b> <i><a href="#">Hazardous Waste Disposal Services</a></i>	<b>Eliminate ambiguity around regulated waste services--specifically medical, pharmaceutical, low-level radiological waste</b> service offerings to capture \$115.4M in open market spend	<b>\$177.1M</b>	VA, COE, EPA, DOT, HHS (FDA), DOJ (DEA)	17	4

# Resources

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## Collaboration

- **Analyzing opportunities in key areas**
  - Space Program
  - Language Translation Services
  - Research & Development
  - Emergency & Disaster Recovery
  - Grant Management Services
- **Tools**
  - BPAs
  - FAR 51
  - Order Level Materials
  - Contractor Teaming Arrangements
  - subgroups
- **PSHC Scope Reviews**
  - PSHC offers a scope review capability analyzing the scope of a customer's proposed task order requirement
    - [Professionalservices@gsa.gov](mailto:Professionalservices@gsa.gov)
- **RESOURCES**
  - [Training](#)
  - Scope Reviews
  - Videos
  - Technical Assistance
  - [Ordering Guides](#)
  - [Procurement Packages](#) (IGCE, templates, samples)
  - eTools: Market Research and Price Analysis
- **Notes to Industry Partners**
  - Check your Admin POC
  - Check eLibrary for your Price List
  - Check for all your NAICS

# Open Floor Discussion

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*How could we better partner with you?*

