



2022 SMALL BUSINESS SUMMIT

Future of Multiple Award Schedules and Category Management

About GovContractPros

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- ❖ **Business Strategy**
- ❖ **Business Development**
- ❖ **Advocacy and Government Relations**
- ❖ **Business Software Platform**
- ❖ **Certifications and Training**
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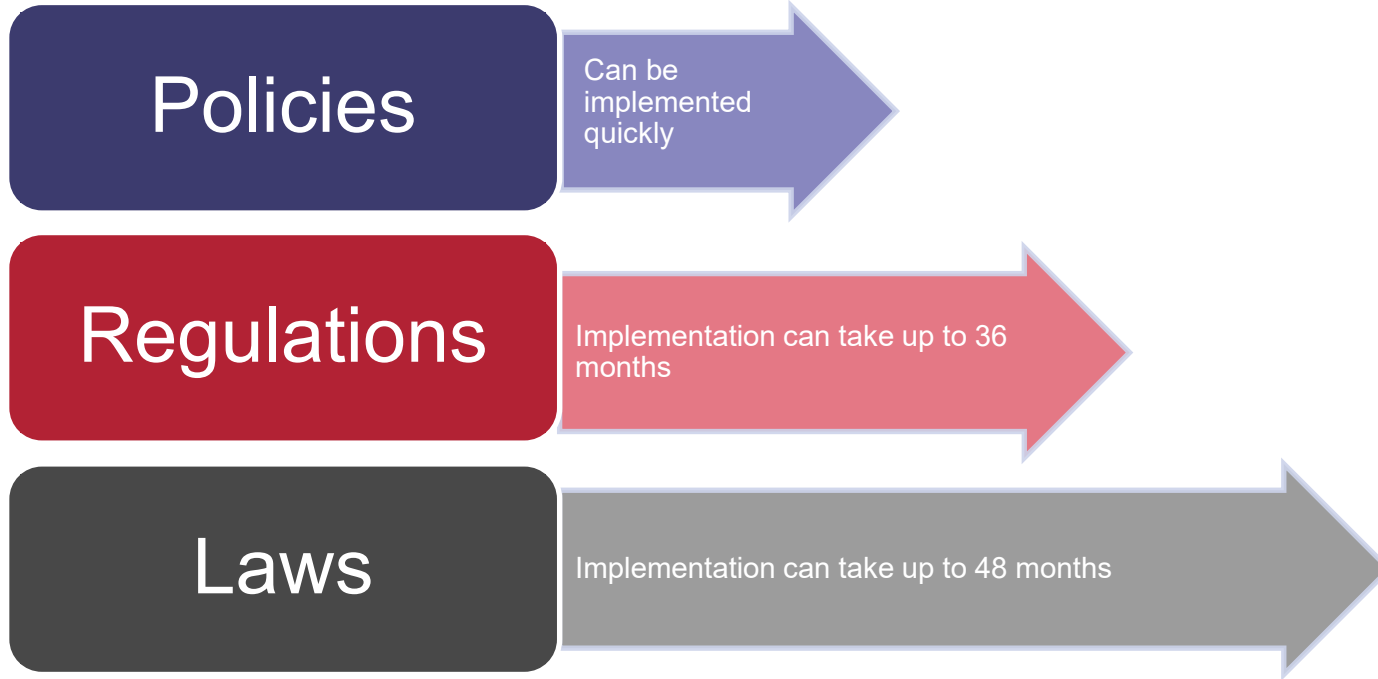
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Administration Priorities



Small Business Contracting Strategy

- ❖ Increase goals
- ❖ Access to capital for contractors
- ❖ Re-assert and emphasize SB programs and SB offices
- ❖ Oversight of buying activities
- ❖ Re-assess Category Management, bundling and consolidation
- ❖ Enforce subcontracting plans
- ❖ Streamline and simplify certifications (SDVOSB)

OMB Memo – Advancing Equity in Federal Procurement (M-22-03)

- ❖ Builds on Executive Order 13985, Advancing Racial Equity and Support for Underserved Communities through the Federal Government and the President's Management Agenda (Managing the Business of Government to Build Back Better)
 - ❖ To meet the SDB goal of 15% by 2025; agencies are directed to achieve 11% in 2022 and look for increasing opportunities in WOSB, SDVOSB and HUBZone
 - ❖ Agencies receive automatic credit towards agency category management goals for all awards made to certified and self-represented socioeconomic small businesses
 - ❖ Agencies are reminded not to prioritize spending on BIC at the expenses of socioeconomic goals
 - ❖ SBA and Doc/MBDA are voting members of CMLC
 - ❖ Increase number of new entrants; promoting data transparency and OSDBU/PCR involvement and procurement strategy
 - ❖ Include achievement in SB socioeconomic goals in performance plans for Key Senior Executive Service Members
 - ❖ Ensure Small Business offices have direct access to agency senior leadership

Executive Order: Advancing Racial Equity and Support

- ❖ Identify agency policies and actions that create or exacerbate systemic barriers in accessing benefits and opportunities
- ❖ Potential barriers in taking advantage of agency procurement and contracting opportunities
- ❖ Determine if new policies, regulations or guidance may be necessary as corrective measures
- ❖ Allocate resources to advance fairness and opportunity
- ❖ Engagement with members of underserved communities

Executive Order: Ensuring the Future is Made in All of America

- ❖ Review of Agency Actions, Corrective Actions and Public Report
- ❖ OMB - Made an America Office
- ❖ Transparency for waivers and content
- ❖ Collaboration with Manufacturing Extension Partnership
- ❖ Public comment on proposed updates to FAR
- ❖ List of Non-available Articles must go to FAR Council
- ❖ Report on IT Commercial Items
- ❖ Products Offered to the General Public on Federal property

Executive Order: Transforming Customer Experience

- ❖ Aims to eliminate “time tax” imposed by extended processing times
- ❖ Focus on customer input to guide experience
- ❖ SBA to establish baseline measures for small business application processes to increase efficiency
- ❖ OMB to streamline processes to reduce administrative burdens on Tribal entities
- ❖ Login.gov to be integrated with VA.gov

DoD Report: State of Competition within the Defense Industrial Base

- ❖ Extreme consolidation in defense sector reduced competition and heightened national security risk
 - ❖ Reliance on fewer companies, private companies
 - ❖ No competitive pressure; hurts taxpayers
- ❖ DoD priority: rebuild competitive bench
- ❖ Executive Order on Promoting Competition in the American Economy
 - ❖ Strengthen merger oversight
 - ❖ Address intellectual property limitations
 - ❖ Increase new entrants
 - ❖ Increase opportunities for small businesses
 - ❖ Implement sector-specific supply chain resilience plans

Category Management: Overview

What it is not:

- ❖ It is not strategic sourcing and only buying from large consolidated vehicles.....but....

What it is:

- ❖ Reduce redundancies, identify core categories to put under management, develop enterprise-wide buying strategies and vehicles, and develop tools and agency-level expertise around specific categories.
- ❖ The President's Management Reform Agenda directs agencies to increase BIC spending by 2020 to 40 percent over the fiscal 2016 baseline, while utilizing 13 percent fewer contracts.
- ❖ In FY 2017, 84,000 non-preferred small business contracts worth \$32 billion were candidates for efficiencies and BIC consolidation (Source: Bloomberg Government).



Category Management Government-wide Categories

Total FY17 Spend - \$465B | FY17 *common* spend - \$303B

<p>Facilities & Construction≈\$1.2B Led by GSA</p> <ul style="list-style-type: none"> Construction Related Materials Construction Related Services Facilities Purchase & Lease Facility Related Materials Facility Related Services 	<p>Professional Services ≈\$71.1B Led by GSA</p> <ul style="list-style-type: none"> Business Admin Services Financial Services Legal Services Management & Advisory Services Marketing & Public Relations Research & Development Social Services Technical & Engineering Services 	<p>IT≈\$56.7B Led by GSA</p> <ul style="list-style-type: none"> IT Software IT Hardware IT Consulting IT Security IT Outsourcing Telecomms 	<p>Medical≈\$43.5B Co-Led by DoD and VA</p> <ul style="list-style-type: none"> Drugs & Pharmaceutical Products Healthcare Services Medical Equipment, Accessories, & Supplies 	<p>Transportation & Logistics ≈\$28.5B Led by DoD</p> <ul style="list-style-type: none"> Fuels Logistics Support Services Motor Vehicles (non-combat) Package Delivery & Packaging Transportation Equipment Transportation of Things
<p>Industrial Products & Services ≈\$11.1B Led by GSA</p> <ul style="list-style-type: none"> Basic Materials Fire/Rescue/Safety/Environmental Protection Equipment Hardware & Tools Industrial Products Install/Maintenance/Repair Machinery & Components Oils, Lubricants, & Waxes Test & Measurement Supplies 	<p>Travel ≈\$7.5B Led by GSA</p> <ul style="list-style-type: none"> Employee Relocation Lodging Passenger Travel Travel Agent & Misc. Services 	<p>Security & Protection ≈\$5.4B Led by DHS</p> <ul style="list-style-type: none"> Ammunition Protective Apparel & Equipment Security Animals & Related Services Security Services Security Systems Weapons 	<p>Human Capital ≈\$4.5B Led by OPM</p> <ul style="list-style-type: none"> Compensation & Benefits Employee Relations Human Capital Evaluation Strategy, Policies, & Ops Planning Talent Acquisition Talent Development 	<p>Office Management ≈\$2.3B Led by GSA</p> <ul style="list-style-type: none"> Furniture Office Management Products Office Management Services



Source: [President's Management Agenda, March 2018](#)

Best in Class Vehicles

Multiple Categories

1. GSA Global Supply Requisition Channel

Professional Services Category

2. **MANDATORY BIC:** Identity Protection Services (IPS) • Preferred usage, mandatory consideration per [OMB Memo M-16-14](#)
3. GSA Smart Pay 2 & GSA Smart Pay 3
4. OASIS
5. OASIS Small Business

IT Category

MANDATORY BICs FOR WORKSTATIONS: Choose from four authorized sources for standard configuration laptops and desktops per [OMB Memo M-16-02](#):

6. ARMY CHESS ADMC3
7. NASA SEWP
8. NITAAC CIO-CS
9. GSA Multiple Award Schedule (IT Category)*
10. GSA Wireless Mobility Solutions (SIN 517312)
11. GSA COMSATCOM Program
 - a. Transponded Capacity & Subscription Services on IT Schedule 70*
 - b. Complex Commercial SATCOM Solutions (CS3)
12. GSA 8(a) STARS II
13. GSA Alliant 2
14. GSA Enterprise Infrastructure Services (EIS) & Networx
15. NITAAC CIO SP3 Small Business
16. NITAAC CIO SP3 Unrestricted
17. GSA Veterans Technology Services 2 (VETS 2)

Travel Category

18. **MANDATORY BIC:** City Pair Program • Mandatory with limited exceptions for civilian employee air travel per [41 CFR 301-10](#)
19. Civilian Employee Relocation on Schedule 48
20. FedRooms
21. U.S. Government Rental Car Program

Transportation & Logistics Category

22. **MANDATORY BIC:** AutoChoice for Vehicle Purchasing • Mandatory for non-tactical vehicle purchases per [41 CFR 26.501-1](#)
23. **MANDATORY BIC:** DLA Direct Delivery Fuels Solution • Mandatory for annual commercial fuel requirements $\geq 10,000$ gallons in accordance with [41 CFR 101-26.602-3](#)
24. **MANDATORY BIC:** DOD Next Generation Delivery Service (NGDS) • Mandatory for small package delivery services per [OMB Memo M-17-29](#)
25. GSA Fleet for Vehicle Leasing

Medical Category

26. DOD/VA High-Tech Medical Equipment
27. DOD/VA Joint National Contracts for Generic Pharmaceuticals
28. VA Hearing
29. ECAT

Industrial Products & Services Category

30. Maintenance Repair Facility Supplies (MRFS)

Human Capital Category

31. OPM/GSA Human Capital & Training Solutions (HCaTS)
32. OPM USA Learning

Facilities & Construction Category

33. FSSI Building Maintenance & Operations (BMO)
34. USACE Facilities Reduction Program (FRP)

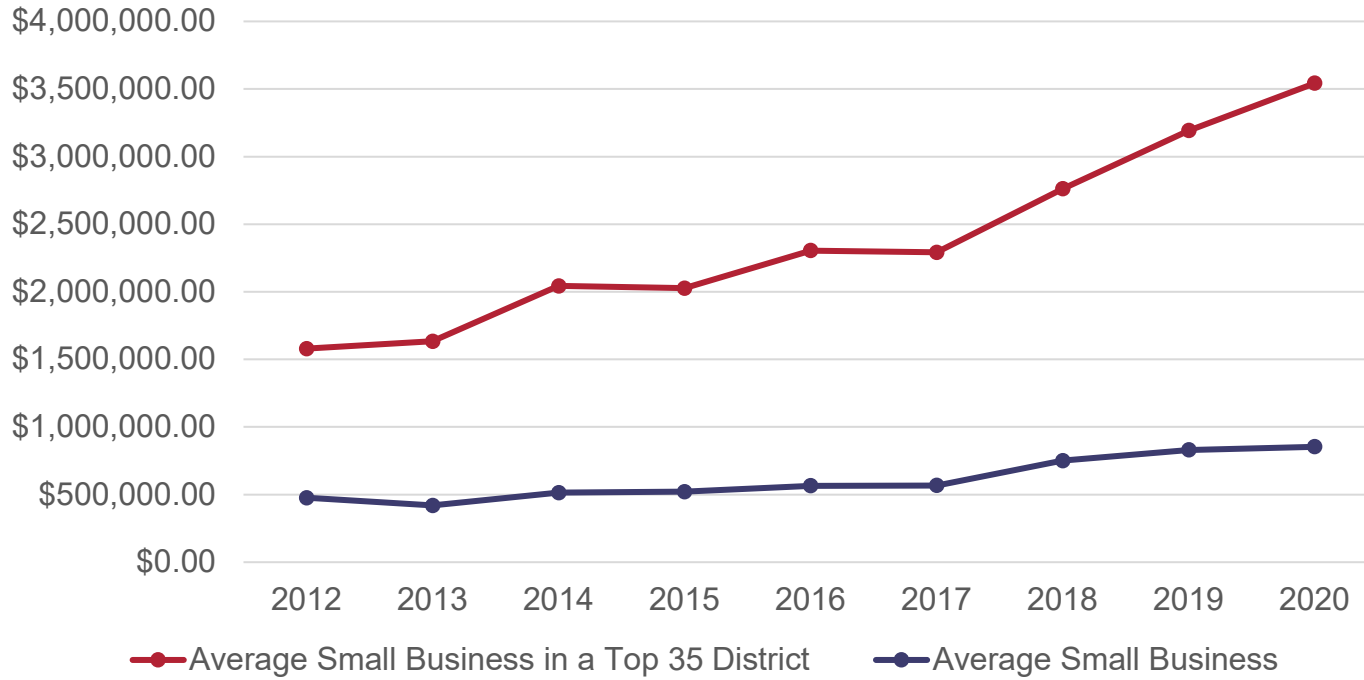
Security & Protection Category

35. DHS Body Armor III
36. Reduced Hazard Training Ammunition (RHTA)
37. TacCom II

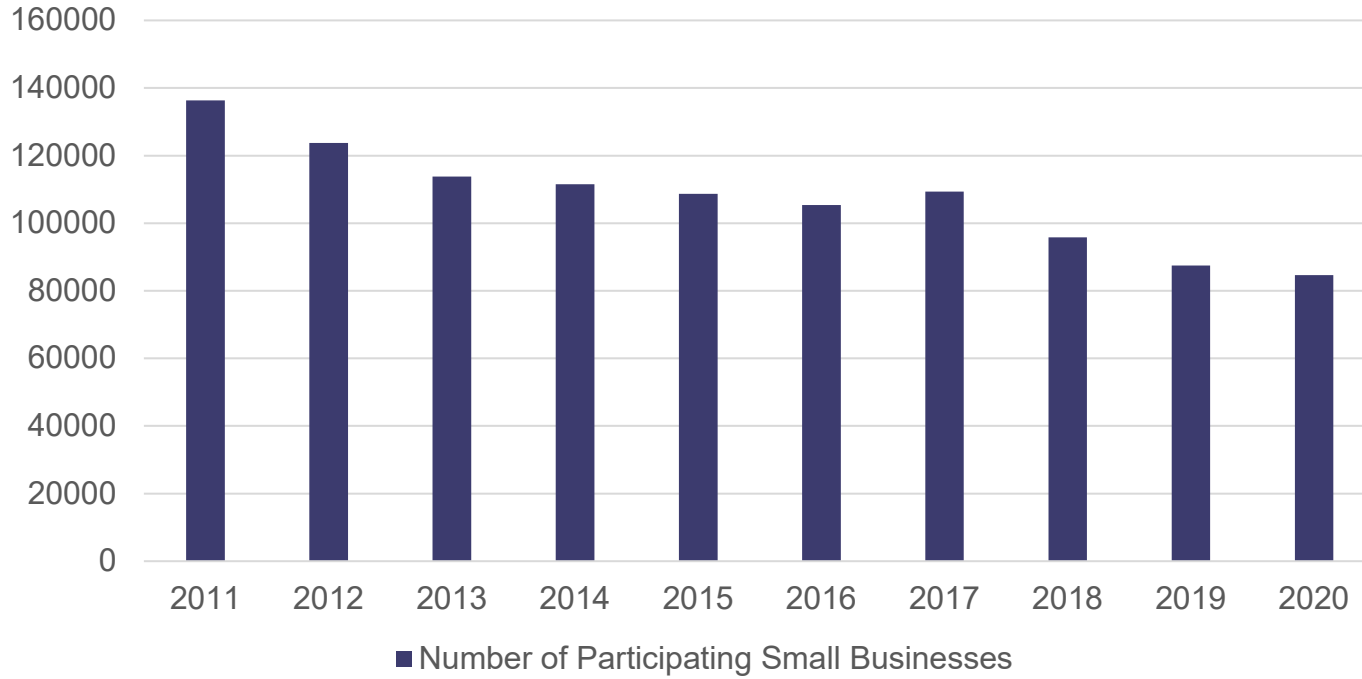
Office Management Category

38. FSSI Office Supplies (OS4)

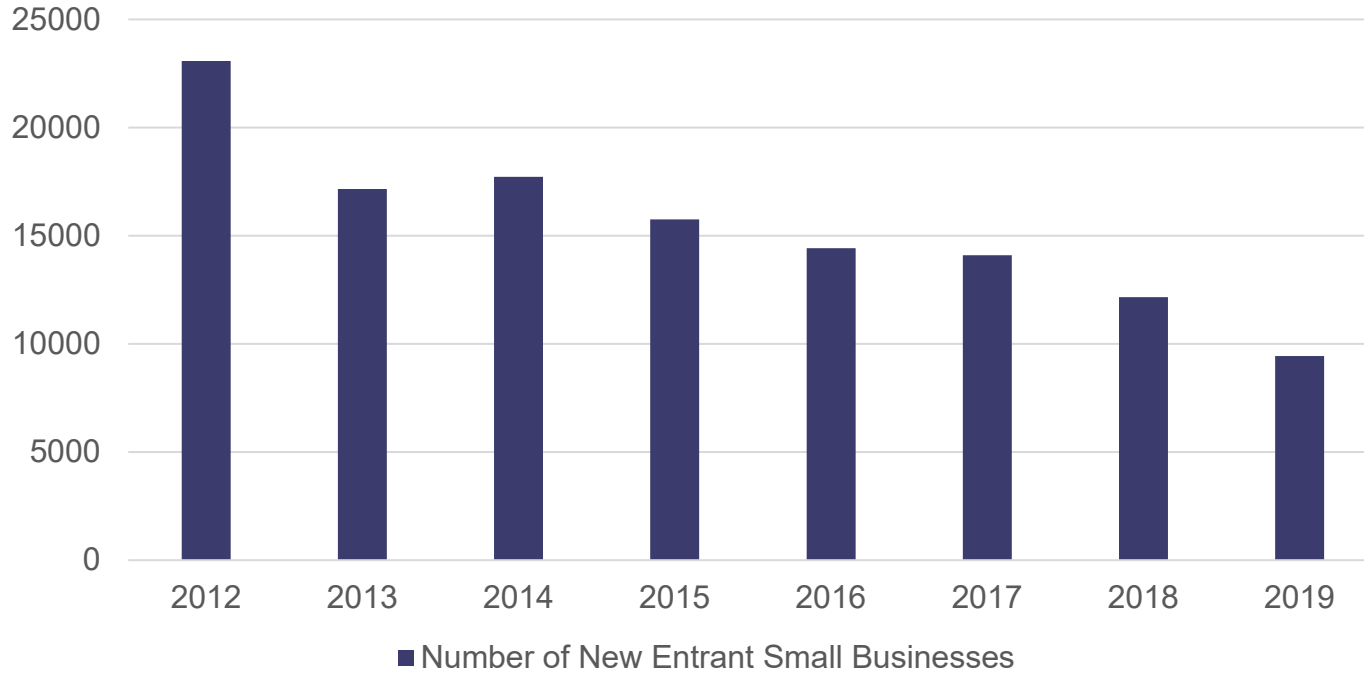
Local Economic Development



Federal Supplier Base

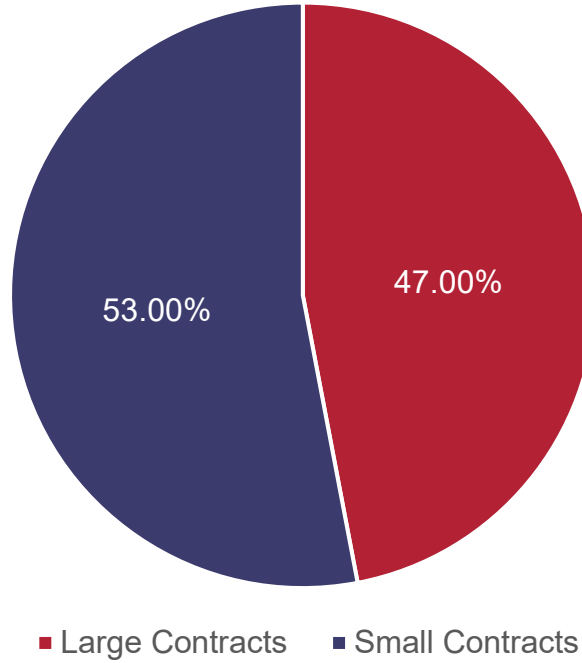


Barriers to Entry



Duplicative Contracts Reduced Through Category Management

FY 2016 – 2019 (138,000 contracts reduced)



Best Practices

- ❖ Require on/off Ramps
- ❖ Establish a Small Business Track
- ❖ Establish “Swim Lanes” for all socio-categories.
- ❖ Require strong subcontracting plans with monitoring and corrective actions
- ❖ Refrain from consolidation and bundling
- ❖ Get review by PCR
- ❖ Rule of Two
- ❖ SBIR and 8(a) Sole-source authority

Best Practices

- ❖ Once 8(a), always 8(a)
 - ❖ New “clearer” definition of follow-on:
 - ❖ Whether scope has changed significantly
 - ❖ Whether magnitude has changed significantly (25%)
 - ❖ Whether end user has changed
- ❖ When it is important:
 - ❖ Follow-on STAYs 8(a) – Once 8(a) always 8(a)
 - ❖ Must notify SBA if work previously performed through 8(a) is deemed “new” and will be performed through different means
 - ❖ No adverse impact analysis on “new” requirements or follow-on 8(a) requirements but required on follow-on SBSA if being pulled into 8(a).
 - ❖ Follow-on sole source can’t be awarded to sister company

Strategies for Small Business

- ❖ Know which clients are using which vehicles.
 - ❖ Is your client agency committed to using any of the BIC Vehicles?
 - ❖ Are your contracts being transitioned over?
- ❖ Can I buy a vehicle if I don't own one?
- ❖ Maintaining Small Business Status on an IDIQ/GWAC?
 - ❖ Do I have to recertify upon acquisition or merger; can I still receive contracts?
- ❖ Teaming to be successful
 - ❖ Do I have the right team, background, and financial capacity to win a GWAC?
 - ❖ Agencies must consider past performance of JV partners when considering past performance of a JV entity
 - ❖ Team of Similarly Situated firms to meet limitations on subcontracting requirements

Strategies for Small Businesses

- ❖ Data Analysis and Market Research is Invaluable
 - ❖ Who is buying what we sell?
 - ❖ Is there a plurality of opportunities?
 - ❖ Are the requirements being set-aside for a socio-category?
 - ❖ How are they procuring the services or products? Definitive contracts? Schedules? BICs? GWACs?
 - ❖ Who are our competitors and potential partners?
 - ❖ What contracts are expiring in the next 12,18,24 months?

Thanks!

Any questions?

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