Government IT Buying New Year's Resolutions

To Improve What and How You Buy

GSA

gsa.gov/its

Using GSA IT Solutions to Improve What and How You Buy

Leverage Existing Contracts

- Save time and money using existing government-wide contracts

- Open market, new contracts are often unnecessary, duplicative, and cost more to set-up and maintain

GSA/FAS's ITS Role in Government

√	Provide access to high quality companies and leverage the government's buying power in obtaining IT products, services and solutions for federal, state and local governments
√	Bring innovative and mission-enhancing IT solutions to government
√	Offer choice of acquisition vehicles that meet agency needs
√	Provide technical and acquisition expertise for IT, Cyber and telecommunications products, services and solutions
√	Deliver acquisition and operational efficiencies and savings to agencies

About ITS

675 employees nationwide

Annual Government Spend

$23B

Agency Savings

$1.47B

Agencies Supported

98%

Categories Supported

6

Percent of awards won by Small Business

42%

Total $ to Small Business

$6.5B

State and Local Partnerships
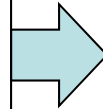
$794M

How We Deliver

- Contract Access
  - Direct Order and DPA training
  - Assisted
    - Tools, Templates, Scope Reviews
    - Consulting and Training
    - GSA Places Order

- Strategic Partnerships
  - Defense Health Agency
  - Defense Systems Information Agency
    - Cloud
    - Network Services
    - Satellite Services

- Interagency Partnerships and Working Groups
  - FSSI Wireless
  - Network Services
  - FITARA Software
  - Cybersecurity Sprint and Implementation Plan
  - Govt Wide Strategic Solutions for Laptops & Desktops

- Shared Services
  - USAccess, FPKI

- Acquisition Gateway

CM & Acquisition Gateway

Join Fellow Acquisition Professionals

- **Acquisition Gateway**
- On OMB MAX for federal employees (public version too)
- No fees or cost
- Assists government acquisition and IT buying professionals
- Helps you find the best existing contracts for your needs
- Reduces your agency's time and costs by leveraging existing resources and contracts rather than creating a new contract

Use the Great New Resources

- Total of 19 categories on the hallway and six for IT:
  Software, Hardware, Cyber Security, IT Services and Telecommunications
- Market research / Pricing data
- Links to available government-wide contracts
- Customize your search
- Common terms and conditions
- Community platform
- Best practices

Acquisition Professionals are Going to the Gateway!

- Over 5,000 members of the government's acquisition workforce are already using GSA's Acquisition Gateway for transparency, collaboration and data to reduce duplication and improve performance.

- Goal is to have more than 10,000 active members in the coming year!

Reducing IT Acquisition Duplication and Costs

Smarter Buying

- FITARA
- Wireless/Mobility
- Government Wide Solutions for Laptops/Desktops
- Schedule 70
    - Faster Access to New Products/Companies
    - Cloud, Health IT, Cyber Special Item Numbers
    - Renegotiating prices for range
    - Agile BPAs
    - Advantage Select

GSA & FITARA

- GSA has a mandate to establish government wide enterprise software license agreements and vehicles

- OMB established the Enterprise Software Category Team; an OMB, DoD and GSA team working on numerous new license agreements, improving pricing and making changes to existing OEM contract terms and conditions

- GSA has also launched development of a Software License Management Service

FITARA CY15 Awards

Projects	Impacts
Salesforce Implementation, Integration, and Support Services (SIISS) BPA	• Government-wide agreement allows agencies to share Salesforce developed applications and best practices • Saves money on Salesforce services • Eliminates expenses related to disparate contract management • Website • Ordering Guide
Geospatial Software Licensing (Esri)	• Modified IT Schedule 70 Esri contract for geospatial software • Improved pricing, terms and conditions for federal government • Could save federal agencies millions every year in more efficient, less duplicative contracts • Website

Additional OMB Supported Initiatives

Projects	Impacts
PCs/Laptops OMB Guidance	• OMB Policy/Memo October 16 2015 • Cross-agency collaboration over 27 agencies to address 80 percent of solution for government PCs and laptops • Reduce duplicative contracts, reduce costs by buying in bulk from industry, standard configurations • Avoid costs of new contracts when not needed • GSA has standard configurations available for ordering • Website
Wireless and Mobility	• GSA's FSSI Wireless BPAs • Enterprise Mobility Platform • Mobility 2.0 launched February 1, 2016

Schedule 70 Improving Access and Availability

Projects	Impacts
FASt Lane	• Getting companies and emerging technologies onto IT Schedule 70 and into the hands of customer agencies faster • A rapid twenty-four (24) e-Modification (eMod) process for the addition and/or refresh of information technology product offerings under Schedule 70 contracts and • Processing offers in about 30 days (rather than the current average of 110 days)
2-Year Corporate Experience Waiver	Would allow agencies to make awards to companies: • Who are deemed responsible per FAR requirements • Evaluate experience of company employees • Who can deliver on government technology needs

On the Horizon

Alliant2, Alliant2SB, VETS2, 8(a) STARS II Open Season

Networx and Regional Telecom Transition to Enterprise Infrastructure Solutions

Commercial Satellite CS3

New Cloud Contract

USAccess 2

Incident Response Services for Cyber

How to Improve Your Own Acquisitions and Programs

- Become an active user of and contributor to the Acquisition Gateway

- Save time and money using existing government-wide contracts and shared services - we have many resources to help you

- Ensure your agency is participating on the government wide acquisition teams

- Join our Interact sites to help us shape new offerings and contracts

Cross-agency Collaboration Benefits Everyone

Across government, collaboration is key to ensure:

- We succeed in our missions
- Keep costs low for each agency budget and American taxpayers
- Invest time wisely and leverage off others efforts rather than duplicate time and cost whenever possible
- Share expertise and best practices

Contacts

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Acquisition
Gateway

Acquisition Gateway

FAITAS Video about Acquisition Gateway