

# Cross-Agency Priority Goal: Strategic Sourcing

## FY 2013 Q3 Status Update

### Cross-Agency Priority Goal Statement

Reduce the costs of acquiring common products and services by agencies' strategic sourcing of at least two new commodities or services in both 2013 and 2014 that yield at least a 10 percent savings.

### Goal Leader

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#### ***About this document***

*The Cross-Agency Priority (CAP) Goals were a key innovation introduced in the FY2013 Federal Budget. These goals focus on 14 major issues that run across several Federal agencies. Each of these historic goals has a Goal Leader who is a senior level White House official and is fully accountable for the success and outcomes of the goal.*

*Historically, areas of shared responsibility for multiple government agencies have been resistant to real progress. Success in these areas requires a new kind of management approach – one that brings people together from across and outside the Federal Government to coordinate their work and combine their skills, insights, and resources. The CAP Goals represent the President's priorities for which this approach is likeliest to bear fruit. Taken together, they comprise the Federal performance plan.*

*This report discusses one of these CAP Goals, the Strategic Sourcing Goal, in detail, describing the plan for achieving the goal and the current status of progress. To see the full list of CAP Goals and to find out more about them, we encourage you to visit [performance.gov](http://performance.gov).*

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## Overview

The Federal government spends over \$500 billion annually to acquire goods and services to conduct agencies' business. The Administration has already identified commodities for which agencies spend billions annually and has initiated acquisition and management savings efforts aimed at reducing the government's costs to acquire and use these commodities. For example, the Federal Strategic Sourcing Initiative (FSSI) is:

- saving at least \$40 million annually on office supplies;
- projected to save 30% in cost of printing and copying by reducing the purchase cost of the devices and implementing better print management strategies; and
- projected to save at least \$100 million on wireless devices and services by the end of FY 2014 and increasing savings to \$170 million annually by the end of FY 2016.

A recent GAO report on strategic sourcing (GAO-12-919, issued September 2012) reported that FSSI managed \$339 million in spending through three government-wide strategic sourcing solutions and reported savings of \$60 million. However, agencies have traditionally acquired and managed these common commodities in a decentralized manner and failed to achieve economies of scale or to implement effective spend management practices internally or across the government. As a result, many agencies often paid higher prices to acquire and use these commodities than necessary. This cross-agency goal will encourage agencies to reduce duplication, leverage their buying power, and improve the management of these products and services.

Agencies may meet this goal by leading agency-wide strategic sourcing efforts, establishing a new inter-agency strategic sourcing vehicle, or participating in another solution that leverages the government's buying power and reduces the cost to the taxpayer. In addition, agencies must increase their use of Federal Strategic Sourcing Initiative vehicles by at least 10 percent in both fiscal years 2013 and 2014, unless they can establish that their current spending patterns on such products are more cost-effective.

## Strategies

Agencies have been made aware of the CAP goal at meetings of the Chief Acquisition Officers' Council (CAOC) and calls to Senior Procurement Executives (SPEs). The Office of Management and Budget's Office of Federal Procurement Policy (OFPP) has also established and convened the Strategic Sourcing Leadership Council (SSLC) to coordinate the efforts of the agencies with the highest procurement spend in developing new government-wide strategic sourcing vehicles and maximizing those agencies adoption of existing FSSI solutions.

## Progress Update

Agencies are actively engaged in agency-wide or government-wide strategic sourcing initiatives, or both. IT hardware, software, and services are the most common commodities for which agency-wide strategic sourcing efforts were reported and accounted for the most spend (\$4.8 billion in FY 11). However, there were many commodities for which only one or two agencies had strategic sourcing effort underway, e.g., State and Navy for furniture; HHS and DHS for temporary staffing services; and the Nuclear Regulatory Commission for consulting services. The recently created Strategic Sourcing Leadership Council has increased the level of involvement in government-wide strategic sourcing efforts by the agencies with the largest procurement spend. To support SSLC efforts to increase the number of strategic sourcing solutions available, help shape policies and processes to reduce the number of duplicative contracts, and improve commodity management, teams are exploring opportunities in desktops, laptops, janitorial and sanitation supplies, wireless services and devices, and laboratory supplies, among other spend categories.

The SSLC agencies are partnering to coordinate their initiatives, which provides expertise and additional insight so that solutions that will have maximum applicability across agencies.

## Indicators

Spending through government-wide Federal Strategic Sourcing Initiative (FSSI) solutions (\$ in millions). [NOTE: The CAP Goal is that agencies increase their spending through FSSI by 10% annually. The FY 12 and FY 13 targets reflect this goal.]

Timeframe	FY2011		FY2012						FY2013					
	Total	Target	Q1	Q2	Q3	Q4	Total	Target	Q1	Q2	Q3	Q4	Total	Target
Actual	309	NA	76	85	96	131	388	340	81	90	91	NA	NA	427

## Milestones Accomplished to Date

- Used Fall 2012 AcqStat reviews to establish an initial FY 12 baseline for agencies' participation in strategic sourcing solutions.
- Released guidance establishing a new interagency council, the Strategic Sourcing Leadership Council (SSLC), and requiring each agency to appoint a Strategic Sourcing Accountable Official (SSAO). This guidance also required the SSLC to identify at least five products and/or services for which new government-wide strategic sourcing solutions should be developed, and required GSA to implement at least five new government-wide strategic sourcing solutions in each of FY 13 and FY 14.

[http://www.whitehouse.gov/sites/default/files/omb/memoranda/2013/m-13-02\\_0.pdf](http://www.whitehouse.gov/sites/default/files/omb/memoranda/2013/m-13-02_0.pdf)

- OFPP and GSA have confirmed agencies' FY 12 spending through the current FSSI solutions and initiated a more rigorous process for updating the agencies' FY 12 FSSI adoption baselines with the active involvement of the SSLC agencies.
- The SSLC has approved a process framework with key decision points for identifying strategic sourcing opportunities, approving the development of proposed strategic sourcing solutions, approving the designation of a developed solution as a Federal Strategic Sourcing Initiative (FSSI) solution, and managing the on-going execution of FSSI solutions.
- FSSI Wireless services and devices solution awarded by GSA.
- Vendor engagement sessions were held for several areas while for others evaluation of offers is underway.

## **Next Steps**

- SSLC will review agency participation in FSSI solutions (current and proposed) and recommend policy, process, or workforce initiatives to improve adoption and participation.
- SSLC will make recommendations on additional opportunities for consideration.

## **Future Actions**

- Over the coming year, OMB will consult with the SSLC and other agencies to identify and implement guidance on measures and metrics that support increased strategic sourcing.

## **Contributing Programs and Other Factors**

The Chief Acquisition Officers' Council (CAOC) meetings as well as period Acquisition Status (AcqStat) reviews offer OMB OFPP the opportunity to work more closely with agencies to assess their performance against strategic sourcing CAP goals.

The specific OMB initiatives that contribute to this goal include:

- Federal Strategic Sourcing Initiative
- Shared First Strategy
- Open Data Policy – Managing Information as an Asset
- President's Management Agenda