GOVERNMENT-WIDE
CATEGORY MANAGEMENT

DRAFT
Gov-wide IT Category
FY21-22 Strategic Plan

December 2020

FY20 Wrap-up

FY20 Success Stories:

- **Foundation for the IT Vendor Management Office (ITVMO)**

- **IT Product Service Codes Overhaul**

- **DHS Eagle Next Generation Acquisition**

- **NASA SEWP Contract Fee Reduction**

- **EPA Laptop Buy**

- **Networx Supports COVID-19 Response**

- **8A STARS II Price Ceiling Raised to $22B**

- **Mobile Services SIN 132-53 BIC Designation**

GOVERNMENT-WIDE
Category Management

FY20 Wrap-up

IT Vendor Management Office (ITVMO) Success Story

 Established the Foundation for the ITVMO:

- New program supporting all agencies as a trusted advisor and advocate for governmentwide IT category and vendor management - with a unified voice to the vendor community.

- Goal to provide agencies meaningful acquisition intelligence to inform and support faster, smarter IT buying decisions - support collaboration between stakeholders.

- Will optimize IT acquisition - examples: promoting consistent pricing for similar IT products and services, mitigating redundant acquisition activities, and reducing inflexible agreements with varying terms and conditions.

- Collaboration between OMB, GSA ITC, NASA SEWP, NIH NITAAC and DoD OITCM.

FY20 Wrap-up

ITVMO Foundation - Achievements in FY20

- Established funding through passback language (GSA, NASA, HHS)

- Developed governance via Executive Steering Committee (GSA, NASA, HHS, & DoD)

- Drafted Memorandum of Understanding (MOU), Concept of Operations, Program Plans

- Prepared for October 1, 2020 launch, with plans to provide agency support services:

  - Data Analytics

  - IT Acquisition Subject Matter Expertise

  - Vendor Relationship Management

  - Best-in-Class Solutions Support

  - IT Security and Supply Chain Risk Management

FY20 Wrap-up

IT Product Service Codes (PSC) Success Story

☐ **Successfully overhauled the IT Product Service Codes**

- Originally established in 1978, this is the first major overhaul that reduces product service code count by more than a third.

- Effort modernizes, simplifies and improves the codes and documentation supporting IT procurements.

- The new PSC codes more accurately reflect the current technology and procurement methods, which provide a better understanding of IT spending across the Federal Government.

- Revised existing IT Product Service Code (PSC) framework for better spend alignment.

- Launch of revised Product Service Codes into FPDS expected by 10/24/2020.

FY20 Wrap-up

- **DHS Eagle Next Generation Acquisition**

  - Leveraged GSA and NIH/NITAAC IT BIC vehicles for its $22B program.

- **NASA SEWP Contract Fee Reduction**

  - Effective October 1, 2020, NASA SEWP will be reducing the fee from .36% to .34% (a net savings of 5.56%).
  - SEWP expects higher adoption, as the fee is significant factor for multi year and multi billion dollar orders.

- **Environmental Protection Agency Laptop Buy**

  - Leveraged GSS Laptop Desktop program in lieu of standing up an open market IDIQ for its agency hardware refresh.

- **Networx Supports COVID-19 Response**

  - Over 60 mods, to support urgent infrastructure and telework licensing needs, were awarded in excess of $94m.
  - Reduced contract lead times by over 40%.

FY20 Wrap-up

➢ **8A STARS II - Price Ceiling Raised from $7B to $22B**

- Contract ceiling of $15B reached in April 2020, prohibiting new task orders from award.

- GSA and SBA, building on their long standing partnership, increased the contract ceiling on July 1st, 2020 from $7B to $22B.

- Enabled 787 businesses on STARS II to continue offering BIC solutions to agency clients.

➢ **Advanced Mobile Services**

- BIC Designation – SIN 132-53 (Wireless Mobility Services) obtained 4/27/2020.

- 5G/Internet of Things (IoT) One Page Slip Sheet Developed

- Modernization of Integrated Data Collection (IDC) Reporting: Interagency Working Group Co-Chaired by the GSA Federal Mobility Group formed to research effectiveness of data reporting fields and recommend improvements where necessary.

FY20 Wrap-up

Strengthened Small Business Outreach

- ☐ Partnership with Small Business community (OSDBU Council, SBA).
- ☐ Established a webinar series aimed at educating SBs on being successful under Category Management.
- ☐ Forum to listen to Small Business concerns.
- ☐ Three webinar events held in FY20.

Supply Chain Risk Management (SCRM) and Cybersecurity

- ☐ FY19 National Defense Authorization Act Section 889 (Part A; First Prohibition) for IT BICs.
- ☐ Currently tracking incorporation of mods and provisions for Section 889 - PART B.

Government-wide Strategic Solutions (GSS) for Desktops and Laptops

- ☐ Workstation Category Team (WCT) released the sixth iteration of GSS specifications and configurations.
- ☐ FY20 Buying Events: Over 70,000 desktops and laptops sold, Customers included Army, CDC, DHS and VA. Over $19M in spend realized.

Summary   FY20 Total Spend = $54.1B

	FY20 Target	FY20 YTD	FY21 Target (Must match category guidance)	FY21 Target % Increase over FY20 Target
SUM	$42,300,000,000	$33,600,000,000	$44,748,609,139	2% over FY20 forecast
Cost Avoidance	953,500,000	$573,000,000	$700,000,000	Similar performance in FY21 as FY20 (based on EOY forecast)
Tier-0 Contract Reduction	12%	31.1%	32.4%	FY20 EOY less 10% of expiring Tier-0
Small Business	37%	35.8%	37%	Maintain FY20's goal

IT BIC Obligations

BIC Name	FY19 Obligations	FY20 Obligations	FY21 Target
8(a) STARS II	$1,197,926,050.14	$1,637,994,032.00	$1,293,056,681.00*
Alliant II	$525,578,691.40	$1,864,718,498.00	$2,760,767,693.00
Alliant SB	$746,558,682.47	$962,993,492.00	$631,811,293.00*
Army Chess – ADMC2	$233,041,538.37	$350,000,000.00	$300,000,000.00**
CIO-SP3 (Unrestricted)	$1,639,082,653.42	$2,800,000,000.00	$2,397,000,000.00***
Sub-total	**$4,342,187,615.80**	**$7,615,706,022.00**	**$7,382,635,667.00**

* 8A STARS II and Alliant SB are both expiring. FY21 Target figures reflect business transitioning from these vehicles. STARS 3 is in development (anticipated award Spring/Summer 21). Alliant 2 SB is now Polaris (award anticipated in FY23).

** FY20 projections were higher due to laptop refresh cycle reaching completion. FY21 Target is more in line with normal business expected.

*** The NITAAC Assisted Acquisition team no longer has the authority (801 Certification) to complete assisted acquisition support for DOD customers without individual waivers for each award. FY20 has seen a significant decline in DOD client, Navy. This has the most significant impact on CIO-SP3.

IT BIC Obligations

BIC Name	FY19 Obligations	FY20 Obligations	FY21 Target
CIO-SP3 SB	$905,532,454.70	$2,200,000,000.00	$1,880,000,000.00*
COMSATCOM	$128,786,607.46	$140,000,000.00	$150,000,000.00
CS3	$47,439,700.40	$53,000,000.00	$56,000,000.00
EIS/Networx	$424,869,851.78	$490,000,000.00	$490,000,000.00
NITAAC CIO-CS (GSS)	$569,061,058.74	$300,000,000.00	$300,000,000.00
NITAAC CIO-CS (non_GSS)	$180,608,934.31	$200,000,000.00	$123,000,000.00**
Sub-total	**$2,256,298,607.39**	**$3,383,000,000.00**	**$2,999,000,000.00**

* NITAAC anticipated the onboarding of many Small Business Contract Holders in FY20 on CIO-SP3 Small Business and anticipated their on-boarding would increase the CIO-SP3 Small Business obligations. However, the delay in awards to new Small Business Contract holders removed the possibility for an increased number of awards on the contract for FY20. To date, these contract holders are still under a stop work order and anticipate this to continue into the first quarter of FY21. The projected obligations reflect this impact.

** Q2 of the fiscal year started strong. NITAAC continued to see gains until the COVID-19 pandemic. After Q2, NIH's priorities shifted to COVID-19 related purchases. Based on the shift in priorities, NITAAC CIO-CS (non-GSS) ended Q2 with significantly lower obligations, leading to the lower FY21 projection.
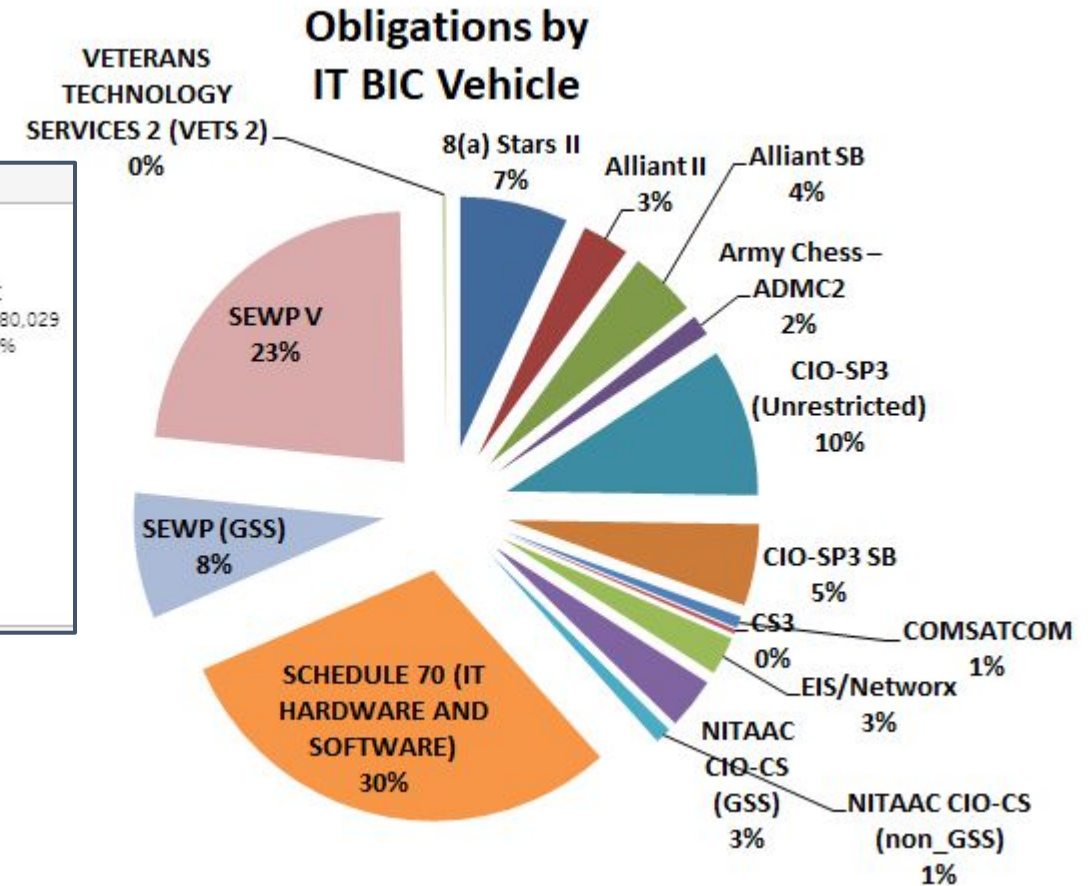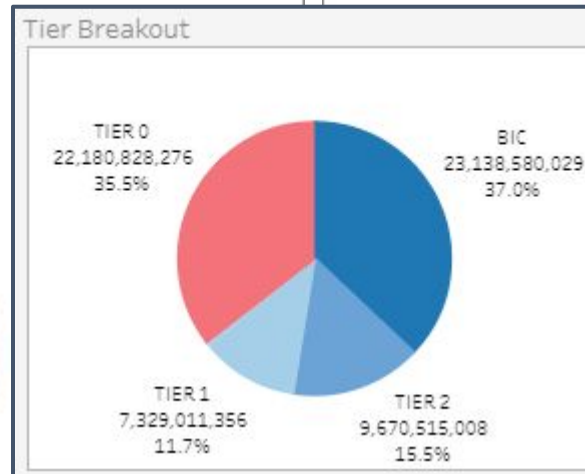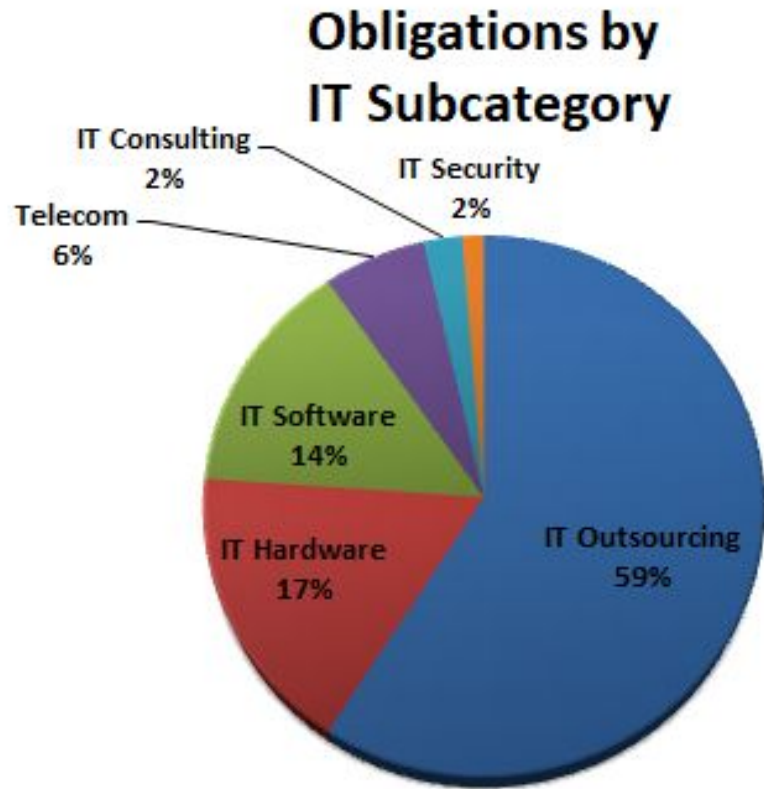
IT BIC Obligations

BIC Name	FY19 Obligations	FY20 Obligations	FY21 Target
SCHEDULE 70 (IT HW AND SW)	$5,181,732,029.04	$5,440,818,630.00	$5,916,000,000.00
SEWP (GSS)	$1,396,739,501.25	$1,536,413,451.00	$1,690,054,976.10
SEWP V	$3,970,956,997.15	$4,368,052,697.00	$4,804,857,966.70
VETS 2	$44,873,074.97	$93,417,228.00	$189,569,885.00
Wireless BPA	$42,098,805.54	$41,153,729.37	$17,176,904.00*
Wireless SIN (Designated BIC in April 2020)	NA	$23,801,066.88	$200,000,000.00*
Sub-Total	**$10,636,400,407.95**	**$11,503,656,802.25**	**$12,817,659,731.80**
Grand Total of all IT BICs	**$17,192,787,825.60**	**$22,437,408,028.00**	**$23,199,295,398.80**

*GSA contracting is not accepting new orders. Agencies are migrating from the Wireless BPA to the SIN.

BIC Semi-annual Review Summary

HOLD for content from BIC Team

FY20 IT Category Composition / Spend Profile

Obligations by IT Subcategory

- IT Consulting 2%
- IT Security 2%
- Telecom 6%
- IT Software 14%
- IT Hardware 17%
- IT Outsourcing 59%

Tier Breakout

- TIER 0 22,180,828,276 35.5%
- BIC 23,138,580,029 37.0%
- TIER 1 7,329,011,356 11.7%
- TIER 2 9,670,515,008 15.5%

Obligations by IT BIC Vehicle

- VETERANS TECHNOLOGY SERVICES 2 (VETS 2) 0%
- 8(a) Stars II 7%
- Alliant II 3%
- Alliant SB 4%
- Army Chess – ADMC2 2%
- CIO-SP3 (Unrestricted) 10%
- CIO-SP3 SB 5%
- CS3 0%
- COMSATCOM 1%
- EIS/Networx 3%
- NITAAC CIO-CS (non_GSS) 1%
- CIO-CS (GSS) 3%
- SCHEDULE 70 (IT HARDWARE AND SOFTWARE) 30%
- SEWP (GSS) 8%
- SEWP V 23%

Strategic Opportunities for FY21

Potential Opportunities:

- Provide resources to assist CIOs in meeting agency targets leveraging Best-in-Class (BIC) vehicles and furthering CM efforts.

- ITVMO: Begin to enhance agency processes for procuring OEM and/or Value Added Reseller (VAR) products and services by increasing the availability of vendor information and providing streamlined acquisition resources.

- Continue to address Supply Chain Risk Management (SCRM) considerations for IT BICs, specifically compliance with FY19 National Defense Authorization Act Section 889 Part B.

- Collaborate with Professional Services Category to support a Cost Avoidance methodology for Services; leverage existing efforts around commodity Cost Avoidance.

- Maintain awareness on progress of the Services Marketplace Initiative (first unpriced GWAC), based on the Federal Marketplace Initiative.

SUM Related Initiative

These initiatives are not commodity specific and therefore do not lend themselves to KPI reporting.

No.	Initiative Description	Key Milestones		Targeted Spend
1	**Partner with targeted agencies to assist in meeting CM KPIs and increasing SUM**	Q1	Draft a strategy and approach to research, contact and recommend an acquisition path for targeted agencies.	
		Q2	Engage with 1 agency to support their SUM initiatives.	
		Q3	Engage with 1 agency to support their SUM initiatives.	
		Q4	Engage with 1 agency to support their SUM initiatives.	

Best-in-Class Initiatives

*These initiatives are not commodity specific and therefore do not lend themselves to KPI reporting.

No.	Initiative Description	Key Milestones		Targeted Spend
2	**Ensure implementation of Supply Chain Risk Management and cyber security requirements across all IT BICs to ensure consistency of application.**	Q1	Validation of FY19 NDAA Section 889 PART B for IT BICs.	
		Q2	Research current and upcoming SCRM policies/legislation and frameworks to help maintain awareness for the IT BIC landscape.	
		Q3	Host one SCRM-focused webinar to promote awareness and enhance information sharing among supply chain partners.	
		Q4	Develop methodology to share Federal Acquisition Security Council (FASC) SCRM information with BICs	

No.	Initiative Description	Key Milestones		Targeted Spend
3	**Promote BIC Awareness and Utilization Among Customer Agencies**	Q1	Develop and share one page summary of the IT BIC vehicles, benefits and differences to aid agencies.	
		Q2	Support BIC fair planning.	
		Q3	Host one Webinar to showcase BIC solutions.	
		Q4	Develop a draft BIC solutions buying guide to share with BICS for concurrence	

Best-in-Class Initiatives

Improving Category-aligned BIC performance

*These initiatives are not commodity specific and therefore do not lend themselves to KPI reporting.

No.	Initiative Description	Key Milestones		Targeted Spend
4	**Government-wide Strategic Solutions (GSS) for Desktops and Laptops - Formulation of version 7 of Specifications and Configurations and Examining the HW Marketplace for the Workstation of the Future**	Q1	Develop a white paper on the workstations of the future.	
		Q2	Meet with OEMs to develop and finalize the specifications and configurations for Version 7.	
		Q3	Each BIC solution owner (IT70, NASA SEWP, NIH/NITAAC, and Army Chess) will work to implement V7 onto the various IT contract vehicles.	
		Q4	Plan and schedule fourth quarter buying event across IT70, NASA SEWP, NIH/NITAAC, and Army Chess.	

No.	Initiative Description	Key Milestones		Targeted Spend
5	**Explore automation of IDC Data Collection - Collaboration between Federal Mobility Group (FMG) and the Government-wide Strategic Solutions (GSS) for Desktops and Laptops to Assess Relevant Data Elements for the Respective Programs**	Q1	Define problem or challenge.	
		Q2	Evaluate options to address challenge.	
		Q3	Determine resource requirement and potential budget resources.	
		Q4	Make go, no-go decision.	

Cost Avoidance Initiatives

Increase Cost Avoidance; Improve Methodologies

No.	Initiative Description	Key Milestones		Targeted Spend
6	**Refine Cost Avoidance Methodology for IT Services**	Q1	Establish Tiger team and assess the data environment.	
		Q2	Meet with Professional Services Category to understand their cost avoidance work.	
		Q3	Collect data and conduct analysis.	
		Q4	Develop a common baseline/strategy for IT services to better support cost avoidance calculations.	

Small Business Initiatives

Maximizing Small Business Participation and Meeting Requirements to Buy from AbilityOne Sources

*These initiatives are not commodity specific and therefore do not lend themselves to KPI reporting.

No.	Initiative Description	Key Milestones		Targeted Spend
7	**Small Business Webinar Series:** Through partnerships (with ACT-IAC, GSA OSDBU, and other Agencies) continue facilitating small business focused webinars to maximize engagement.	Q1	Develop a roadmap and schedule for FY21 webinar schedule.	
		Q2	TBD	
		Q3	TBD	
		Q4	TBD	

No.	Initiative Description	Key Milestones		Targeted Spend
8	**Develop and Provide Existing Resources to Support SB Engagement with the Federal Government**	Q1	Develop a strategy to enhance supporting Small Business (SB).	
		Q2	Collaborate with small business community (SBA and or the OSDBU Council) to identify areas of opportunities and or concerns.	
		Q3	Identify and analyze issues based on meetings with the SB community.	
		Q4	Produce a resource to assist SB vendors with gaining Federal opportunities.	

Supplier Relationship Mgmt Initiatives

Pre and Post-award Industry Engagement Strategies, Performance Management, etc.

No.	Initiative Description	Key Milestones		Targeted Spend
9	**Increase Knowledge of Key Original Equipment Manufacturers (OEMs) to Support Agency Acquisition Strategies**	**Q1**	Identify, prioritize, and determine approach/prototype for select OEM market reports/vendor profiles.	
		Q2	Perform initial analysis and develop vendor profiles for select OEMs.	
		Q3	Continue select OEM Analysis.	
		Q4	Release preliminary findings/Vendor Profile.	

Demand Management Initiatives

Forecasting, planning and managing the demand for products and services

No.	Initiative Description	Key Milestones		Targeted Spend
10	**Technology Lifecycle Report -** Support emerging technologies by raising awareness among customer agencies of the Technology Life Cycle and how it aligns and impacts the acquisition life cycle.	Q1	Inventory internal resources and determine next steps.	
		Q2	Research agencies IT acquisition schedules.	
		Q3	Present Lifecycle draft.	
		Q4	Deliver technology lifecycle report.	

Cross-Category Initiatives

No.	Initiative Description	Key Milestones		Targeted Spend
11	**Ongoing support to the Security and Protection and Medical Categories on their PSC updating efforts**	Q1	S&P: Discuss the Security Category's analysis of IT PSC codes addressability.	
		Q2	S&P: Work with the Security Category to continue efforts to resolve taxonomy overlap or gaps.	
		Q3	S&P: Help support the Security Category with finalizing and gaining approval of recommended PSC changes. Medical: Support their Review of Spend Data to help improve PSC descriptions	
		Q4	S&P: Review the education and communication plan to the S&P and Procurement Community of PSC and taxonomy changes. Medical: Support training delivery.	

Risks/Issues or OMB Assistance Needed

1. **ITVMO Future Year Funding Risk**
   -CAP Goal funding - determine strategy to address future funding gaps if they emerge

1. **OMB Assistance Needed**
   -Clarifying ITVMO Executive Steering Committee (ESC) level of engagement in service offerings
   -Ongoing collaboration to prioritize initiatives to remain within budget