PRESIDENT'S MANAGEMENT AGENDA

CAP Goal Action Plan

Category Management

Leveraging Common Contracts and Best Practices to Drive Savings and Efficiencies

Goal Leaders

Lisa Hershman, Chief Management Officer, Department of Defense

Michael Wooten, Administrator, Office of Federal Procurement Policy, OMB

Julie Dunne, Commissioner, Federal Acquisition Service, General Services Administration

September 2020

Overview

Goal Statement

- The Federal government will buy common goods and services as an enterprise to eliminate redundancies, increase efficiency, and deliver more value and savings from the government's acquisition programs.
- By the end of FY 2020, the Government will have achieved $40 billion in savings for taxpayers in five years by applying category management principles—or smart decision-making where agencies buy the same kinds of goods and services through best-value contract solutions—to 60% of common spend. The Government also will reduce duplicative contracts by 50,000, potentially reducing administrative costs by hundreds of millions of dollars.
- In addition, by the end of FY2025, 75% of common spend will be through managed solutions while continuing to meet small business objectives.

Challenge

- The Federal Government spends over $350 billion on common goods and services each year. However, agencies buy in a fragmented manner and taxpayers often do not get the benefit of the Government's position as the largest buyer in the world.
- Hundreds - and in some cases thousands – of duplicative contracts are awarded to the same vendors for similar requirements. This fragmentation leads agencies to pay significantly different prices – sometimes varying by over 300% – for the same items.

Opportunity

- The Government will not only save taxpayer dollars, but this effort also will improve mission outcomes. For example, this will allow our law enforcement personnel to have easier access to equipment, such as ammunition and body armor, to ensure their safety; medical professionals can order medical supplies through electronic catalogues to save time and focus more on patients; and agencies can buy standardized computers to reduce cyber risk by having greater control over infrastructure and access points.

Results Achieved Since 2017

- **Saving money**: Saved taxpayers over **$38.6 billion** through better pricing, reduced demand, and administrative savings (savings of over $32.9 billion for the life of the program)
- **Spending smarter**: Moved over **$180 billion** in spending to better-managed solutions
- **Reducing waste & inefficiency**: Eliminated nearly **150,000 or 35%** of duplicative or sub-optimized contracts not aligned to category management (more than half of this reduction was made to contracts held by *other than small businesses)*
- **Sharing solutions**: Spend through highest-performing contracts for common solutions increased by $11.4B for a total of **$37.6B**
- **Increasing small business participation**: Increased the government's contract spend going to small businesses to **30.4%**
- **Trained the workforce:** Trained over 8,237 individuals on category management
- **Institutionalized Category Management:** OMB issued new policy Memoranda on March 20, 2019

Summary of Progress in the Last Quarter

Highlights of Successes

- **Supporting COVID-19 Response:** Office Management category facilitates using 3D technology for Personal Protective Equipment (PPE); suppliers on GSA Schedule (a Tier 2 SUM solution) added several PPE items to their contracts within days instead of the typical modification time. Information and additional resources available on the Acquisition Gateway.
- **Category Management Training:** There are four new 30-minute training modules available via the Federal Acquisition Institute (FAI)'s website, covering important topics related to the program, category management dashboards, and the Acquisition Playbook. Access to these modules, along with new informational one-pagers posted on Acquisition Gateway.
- **Increasing Best-in-Class Utilization and Savings:** Wireless Mobility Solutions Special Item Number (SIN) 517312 was designated as "Best in Class" (BIC), providing agencies with a broader set of Wireless Mobility Solutions to better reflect the way government agencies buy mobility solutions.
- **Supporting Small Business**: As of July 1, the Best-in-Class (BIC)-designated 8(a) STARS II GWAC ceiling has been increased by $7B to $22B -- directly supporting America's small businesses, and allowing all of the nearly 800 businesses on 8(a) STARS II to offer more BIC information technology services through August. 30, 2021. In addition, the IT Government-wide Category established a webinar series focusing on success of small businesses under the Category Management framework; specifically, focusing on leveraging best practices and guiding small businesses to the multitude of opportunities available throughout the government.
- **Agency Learning Workshops:** The agency workshop series that was created to share category management best-practice information continues to grow. The two most recent sessions were focused on the power of data (with Department of Homeland Security and U.S. Navy) and vendor management (featuring representatives from NASA, EPA and GSA).
- **Upgraded Dashboards and Tools**: An improved Agency Profile Report (APR) includes brand new interactive visuals and key features from the FPDS Spend and spend under management (SUM) Analysis dashboards; the Small Business dashboard now has improved data export capabilities and better small business data/trends analysis across categories, SUM tiers and specific Best-In-Class contracts. The Quick Decisions dashboard was released to provide operational pricing and contract information to federal contracting personnel.

Governance

Lisa Hershman, Chief Management Officer, Department of Defense – Category Management CAP Goal Co-Lead

Michael Wooten, OMB, Administrator of Office of Federal Procurement Policy (OFPP) – Category Management CAP Goal Co-Lead

Julie Dunne, Commissioner, Federal Acquisition Service, General Services Administration Category Management CAP Goal Co-Lead

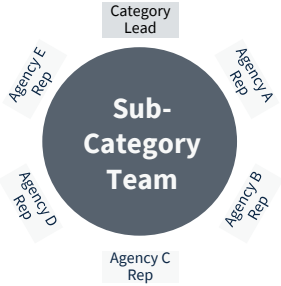
Category Management Leadership Council

Category Managers

Government experts in the 10 categories - develop the government-wide strategy to drive improved performance and act as change agents for the category.

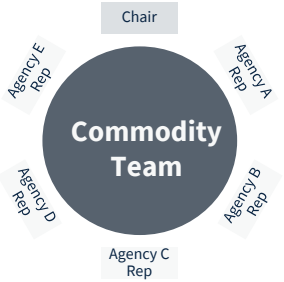
Category Team

Responsible for the development and execution of category strategies for a specific category (e.g., IT)



Sub-Category Team

Responsible for the development and execution of category-specific sub-strategies (e.g., IT software within the IT category).

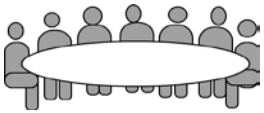


Commodity Team

Traditional strategic sourcing working group formed when the category management process identifies the need for a new acquisition solution.

Teams are supported by close to 400 representatives across all agencies

Category Management PMO (GSA)



Provides overall program management support to category managers, including development of guidance, data analytics, agency engagement and learning opportunities, build-out of dashboards and tools.

Acquisition Gateway

A single portal to support smarter buying for federal employees, including best practices, prices paid, contract terms and conditions, transactional information (such as prices paid data), white papers, market research, and information on procurement alternatives.

Leadership

Category Managers: Government-wide experts for each of the 10 common categories of spend responsible for developing category strategies, with support of interagency team members.

	Vera Ashworth GSA	Information Technology	Professional Services	Tiffany Hixson GSA	
	Tina Cox DHS	Security & Protection	Facilities & Construction	Mary Ruwwe GSA	
	George Prochaska GSA	Industrial Products & Services	Office Management	Dena McLaughlin GSA	
	Adam Yearwood DOD	Transportation & Logistics Services	Travel	Timothy Burke GSA	
	Indu Garg OPM	Human Capital	Medical	Thomas McCaffrey (DoD) & Richard Stone, M.D. (VA)	

Category Management Government-wide Categories

Total FY19 Spend - $579.7B | FY19 *common* spend* - $353.9B

Facilities & Construction≈$98.9B Led by GSA

- Construction Related Materials
- Construction Related Services
- Facilities Purchase & Lease
- Facility Related Materials
- Facility Related Services

Professional Services ≈$83.1B Led by GSA

- Business Admin Services
- Financial Services
- Legal Services
- Management & Advisory Services
- Marketing & Public Relations
- Research & Development
- Social Services
- Technical & Engineering Services

IT≈$68.1B Led by GSA

- IT Software
- IT Hardware
- IT Consulting
- IT Security
- IT Outsourcing
- Telecomms

Medical ≈$44.8B Co-Led by DoD and VA

- Drugs & Pharmaceutical Products
- Healthcare Services
- Medical Equipment, Accessories, & Supplies

Transportation & Logistics ≈$31.9B Led by DoD

- Fuels
- Logistics Support Services
- Motor Vehicles (non-combat)
- Package Delivery & Packaging
- Transportation Equipment
- Transportation of Things

Industrial Products & Services ≈$12.1B Led by GSA

- Basic Materials
- Fire/Rescue/Safety/ Environmental Protection Equipment
- Hardware & Tools
- Industrial Products Install/ Maintenance/Repair
- Machinery & Components
- Oils, Lubricants, & Waxes
- Test & Measurement Supplies

Travel ≈$1.5B Led by GSA

- Employee Relocation
- Lodging
- Passenger Travel
- Travel Agent & Misc. Services

Security & Protection ≈$5.9B Led by DHS

- Ammunition
- Protective Apparel & Equipment
- Security Animals & Related Services
- Security Services
- Security Systems
- Weapons

Human Capital ≈$5.5B Led by OPM

- Compensation & Benefits
- Employee Relations
- Human Capital Evaluation
- Strategy, Policies, & Ops Planning
- Talent Acquisition
- Talent Development

Office Management ≈$2.3B Led by GSA

- Furniture
- Office Management Products
- Office Management Services

**In FY18, Federal agencies spent $330.5B on common goods and services; the government spent about $540B procuring goods and services generally. (The spending not counted as common is defense-centric.) Data source is FPDS only.*

Goal Structure

Strategies are being developed at the government-wide and agency-wide level to accomplish the Goal.

Government-wide Strategies: Category Managers have developed strategies to:

1. Save taxpayer dollars and improve mission outcomes. Through a rigorous interagency process designate Best-In-Class solutions for each category that offer best value for the Government. Evaluate the performance of these solutions quarterly and reevaluate annually.
2. Develop best practices, including, but not limited to, tools to understand a range of acceptable pricing; how to best bid to industry; tips for removing barriers and burdens when acquiring commercial items, such as through the identification of customary commercial practices.
3. Maintain small business utilization goals.
4. Train government employees on category management, including use of tools and application of best practices.

Agency-Specific Strategies: Agencies are required to implement five key management actions:

1. Establish annual goals to increase the use of BICs and align spend to category management principles, consistent with statutory socio-economic responsibilities.
2. Develop effective supplier management strategies to improve communication with industry partners, especially those that support mission-critical functions, and/or have multiple relationships for similar requirements across the enterprise.
3. Implement strategies that eliminate inefficient purchasing and consumption behaviors, and adopt standardized business practices, such as buying standard equipment for firefighters.
4. Share buying data, such as prices offered, prices paid, terms and conditions, performance across the government, to differentiate quality and value of products and services purchased.
5. Train employees in category management principles and practices.

Key Performance Indicators

CAP Goal Metric	FY 2016	FY 2017 Actuals	FY 2018 Actuals	FY 2019 Goal	FY 2019 Actuals	FY 2020 Goal
Cumulative Cost Avoidance.	$5.8B	$13.5B	$22.8B	$30.0B	$33.1	$40B
Common spend that is under management, aligned to category management principles.	$117B	$147B	$145B	$157B	$181B	$190B
Cumulative spend through Best In Class solutions.	$21B	$26B	$32B	$34.5B	$37.6B	$44B
Cumulative percent reduction number in unique contracts.	420k	-3%	-7%	-10%	-35.5%	-18%
Meet or exceed category management small businesses goals.	30%	30%	31%	30%	30.4%	30%
Cumulative number of individuals trained on category management.	0	776	2,279	1,800	3,721	4,000

Definition Details can be found on the Acquisition Gateway.

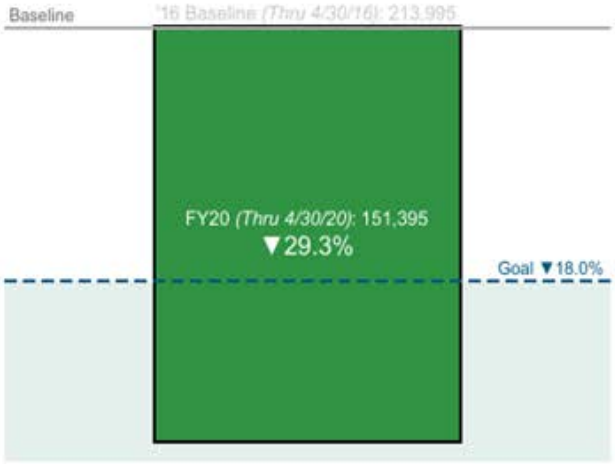
Key Performance Indicators, as of August 1, 2020

Spend Under Management

Best In Class Obligations

Cumulative Cost Avoidance

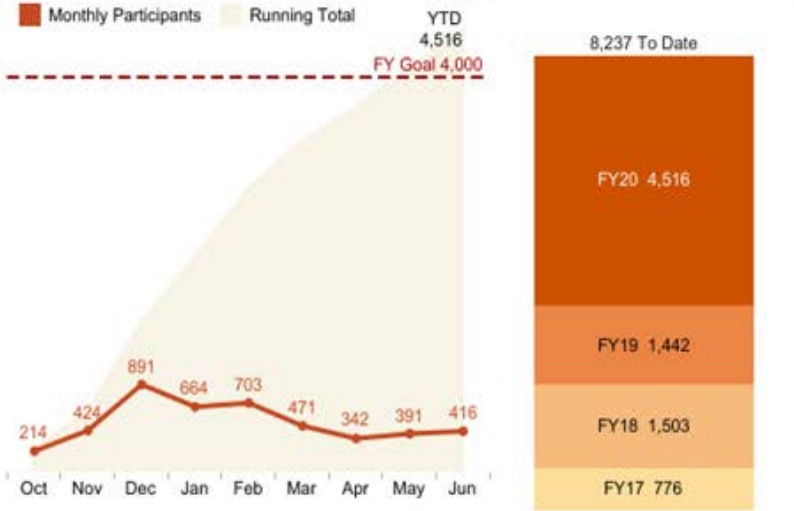
Tier 0 Contract Reduction



Contract Reduction data for current FY is YTD minus 3 months

Small Business Utilization

GWCM Training



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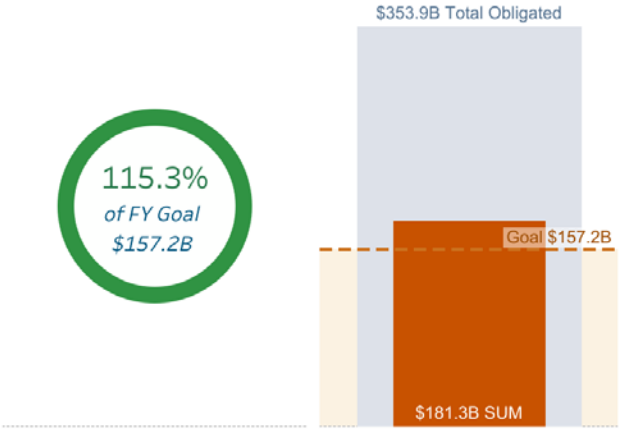
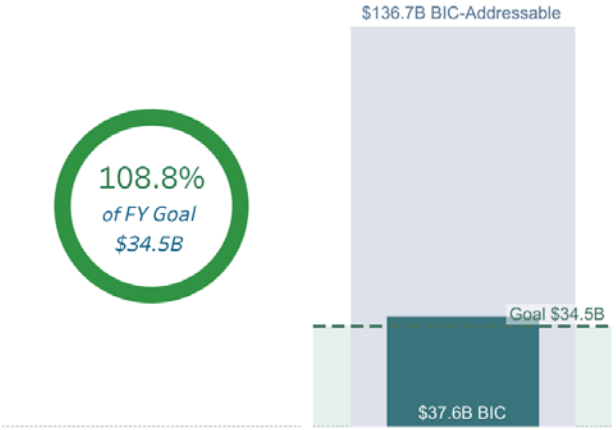
Key Performance Indicators: Final FY19 Results

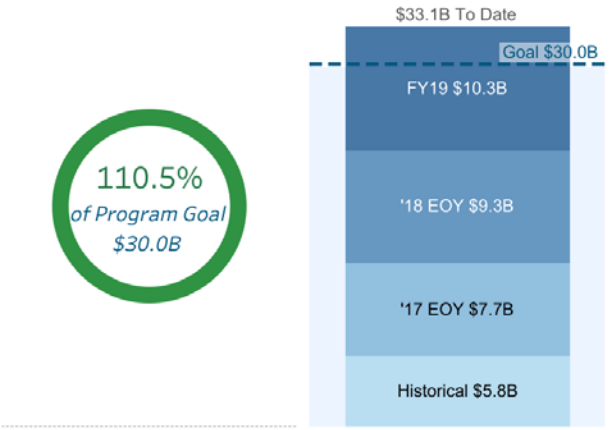
Spend Under Management



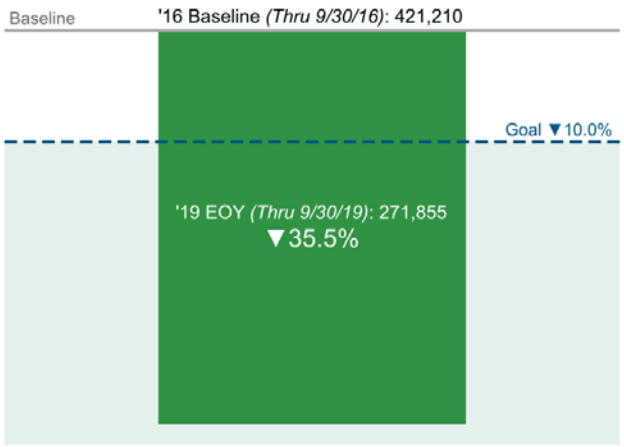
Best In Class Obligations



Cumulative Cost Avoidance

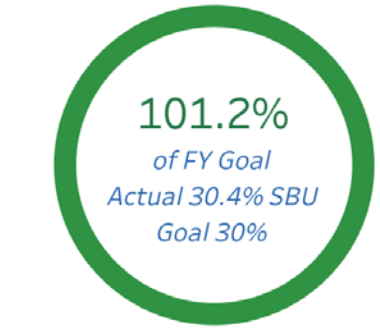


Tier 0 Contract Reduction

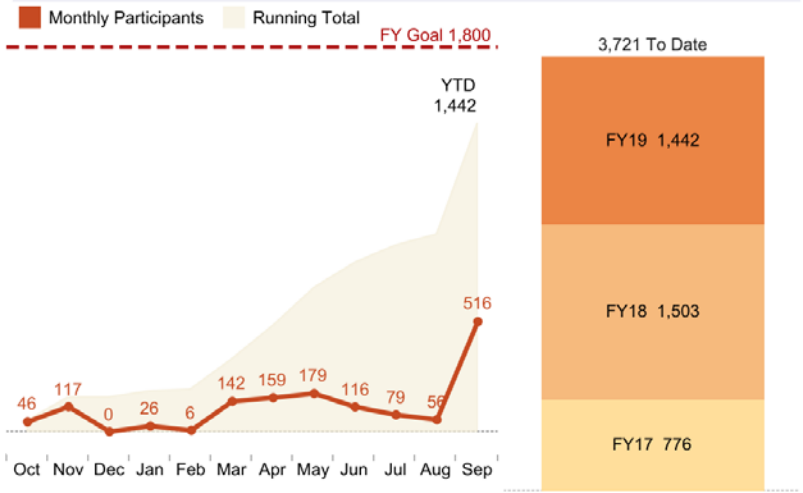


Contract Reduction data for current FY is YTD minus 3 months

Small Business Utilization



GWCM Training



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PRESIDENT'S MANAGEMENT AGENDA

Key Indicators – Spend Under Management and Best in Class – Final FY19 Results Compared to Target

FY Selector FY19 (EOY data)

OMB Target Actual

Spend Under Management (SUM)

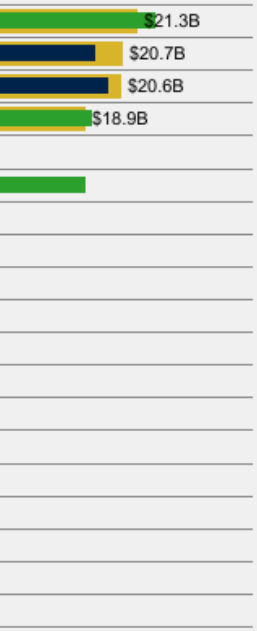
Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

Best In Class (BIC)

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.

Green Bar = Department Target Met or Exceeded

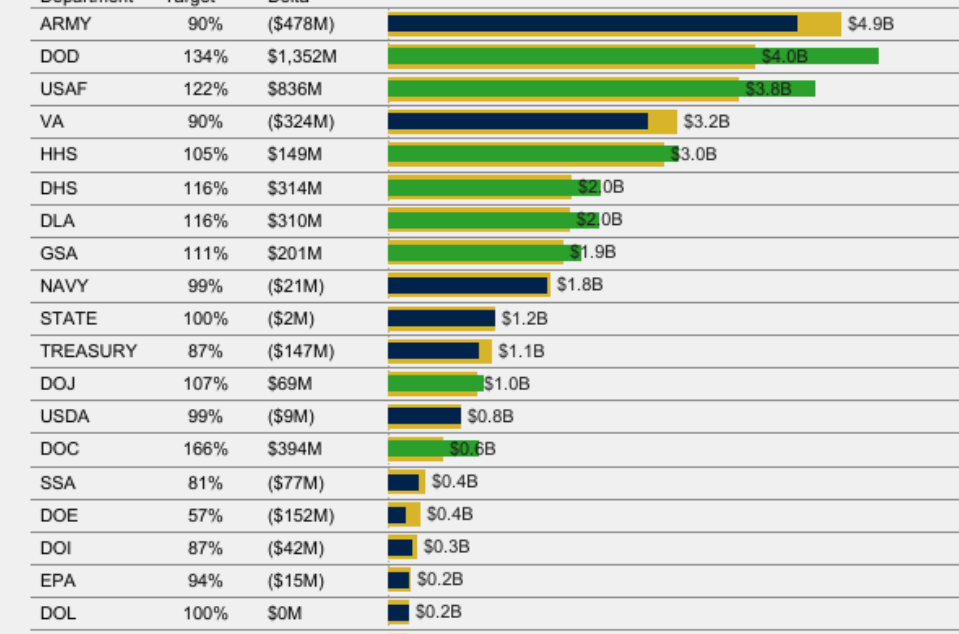
Department	% of SUM Target	SUM-Target Delta
DOD	104%	$861M
VA	94%	($1,299M)
DOE	97%	($634M)
DLA	102%	$286M
NAVY	134%	$3,523M
ARMY	217%	$10,175M
USAF	173%	$6,239M
DHS	133%	$2,242M
HHS	132%	$1,639M
NASA	113%	$561M
USAID	119%	$695M
DOJ	99%	($43M)
TREASURY	96%	($109M)
ED	96%	($89M)
DOT	73%	($492M)
DOC	151%	$870M
STATE	170%	$1,179M
GSA	302%	$2,932M
USDA	121%	$273M
SSA	99%	($7M)
DOI	178%	$627M
DOL	97%	($18M)
OPM	257%	$771M
EPA	87%	($61M)
HUD	133%	$83M
NSF	271%	$309M
SBA	96%	($4M)
NRC	143%	$36M



Government-Wide

115.3% of FY Goal $157.2B

Department	% of BIC Target	BIC-Target Delta
ARMY	90%	($478M)
DOD	134%	$1,352M
USAF	122%	$836M
VA	90%	($324M)
HHS	105%	$149M
DHS	116%	$314M
DLA	116%	$310M
GSA	111%	$201M
NAVY	99%	($21M)
STATE	100%	($2M)
TREASURY	87%	($147M)
DOJ	107%	$69M
USDA	99%	($9M)
DOC	166%	$394M
SSA	81%	($77M)
DOE	57%	($152M)
DOI	87%	($42M)
EPA	94%	($15M)
DOL	100%	$0M
OPM	307%	$437M
ED	177%	$136M
USAID	88%	($21M)
DOT	98%	($4M)
NASA	100%	($1M)
HUD	181%	$97M
NSF	114%	$11M
SBA	104%	$2M
NRC	102%	$1M



Government-Wide

108.8% of FY Goal $34.5B

Data Updated 5/13/2020 4:39:59 AM; Data Through 4/30/2020

PRESIDENT'S MANAGEMENT AGENDA

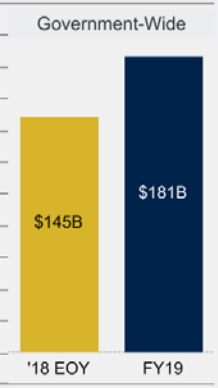
Final FY19 Results Compared to FY18, by Agency
Spend Under Management and Best in Class

▲ Increase from Previous Year ▼ Decrease from Previous Year ■ No Change from Previous Year

Spend Under Management (SUM) - 3 Months Lag

Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

Department	SUM Change 18-19	Indicator	
DOD	$9,337.4M	▲	$22,161M
DOE	($452.5M)	▼	$19,960M
VA	$1,368.7M	▲	$19,356M
DLA	$151.9M	▲	$19,190M
ARMY	$6,257.6M	▲	$18,888M
USAF	$6,493.9M	▲	$14,771M
NAVY	$1,769.0M	▲	$13,960M
DHS	$1,688.7M	▲	$9,078M
HHS	$900.6M	▲	$6,829M
NASA	$1,929.1M	▲	$4,770M
USAID	$854.9M	▲	$4,400M
GSA	$2,056.1M	▲	$4,384M
DOJ	$338.6M	▲	$3,130M
STATE	$243.2M	▲	$2,869M
TREASURY	$184.5M	▲	$2,782M
DOC	$1,270.7M	▲	$2,581M
ED	$9.9M	▲	$1,981M
USDA	$223.8M	▲	$1,554M
DOI	$718.3M	▲	$1,431M
DOT	$161.8M	▲	$1,354M
OPM	$226.3M	▲	$1,263M
SSA	$150.5M	▲	$1,096M
DOL	$37.0M	▲	$631M
NSF	$67.1M	▲	$490M
EPA	$16.0M	▲	$40[illegible]M
HUD	$205.1M	▲	$33[illegible]M
NRC	$0.7M	▲	$121M
SBA	$6.0M	▲	$107M



FY18 minus 3mos FY19 minus 3mos

Best In Class (BIC) - 3 Months Lag

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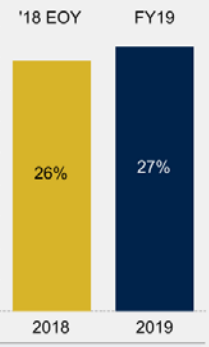
Department	BIC Change 18-19	Indicator	
OPM	+29%	▲	82%
GSA	-7%	▼	70%
ED	+25%	▲	62%
NSF	+7%	▲	61%
EPA		■	58%
USDA	-3%	▼	51%
SBA	+7%	▲	46%
DOJ	+6%	▲	43%
DOD	+7%	▲	43%
TREASURY	+2%	▲	41%
DOL	+5%	▲	41%
USAID	-2%	▼	38%
STATE	+2%	▲	36%
NRC	+5%	▲	35%
HUD	-4%	▼	34%
HHS	-3%	▼	34%
DOI	-4%	▼	33%
DHS	+7%	▲	32%
DOC	+6%	▲	29%
USAF	+3%	▲	29%
SSA	-6%	▼	28%
ARMY	-2%	▼	23%
DOE	-14%	▼	21%
VA	-2%	▼	20%
DLA	+2%	▲	18%
NAVY		■	11%
DOT	-2%	▼	5%
NASA	-1%	▼	5%



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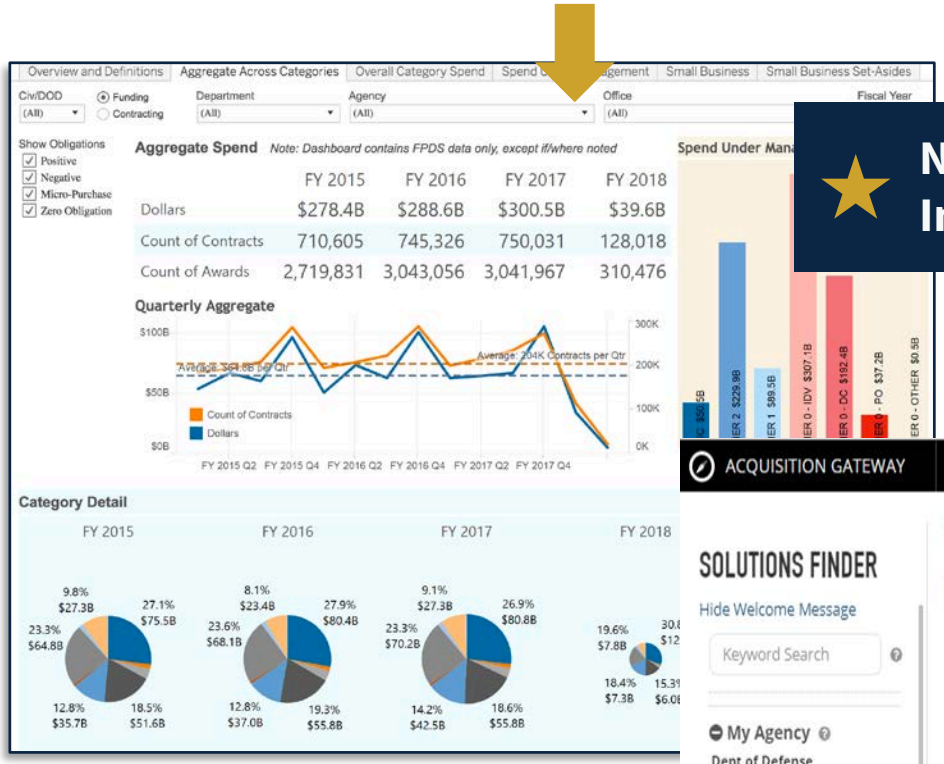
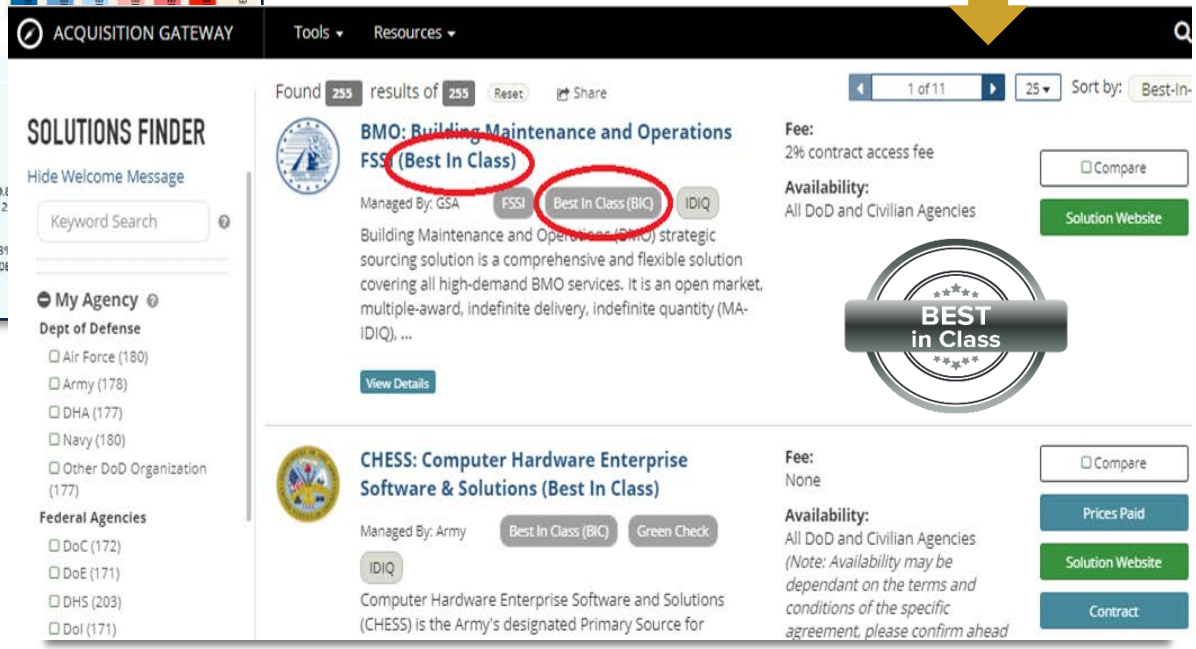
Tools That Help Agencies Buy Smarter

Use the Agency Acquisition Spend Analysis Tool to Find Savings Opportunities



New and Improved!

Quickly Find Best Value Solutions on the Acquisition Gateway



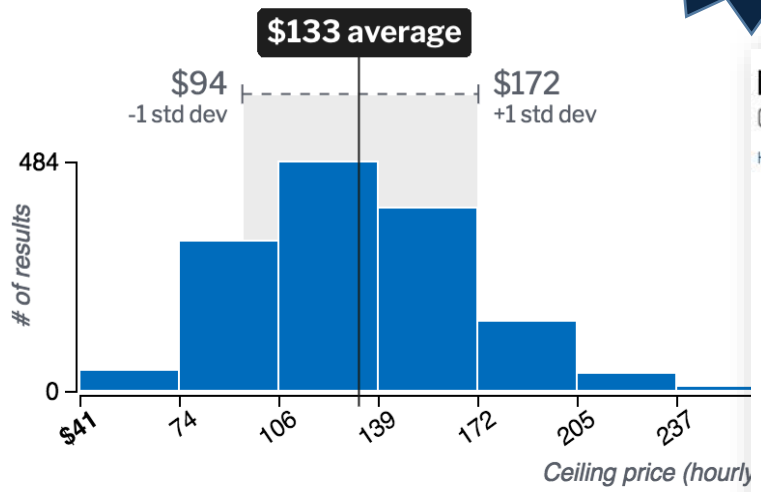
https://hallways.cap.gsa.gov

Tools That Help Agencies Buy Smarter

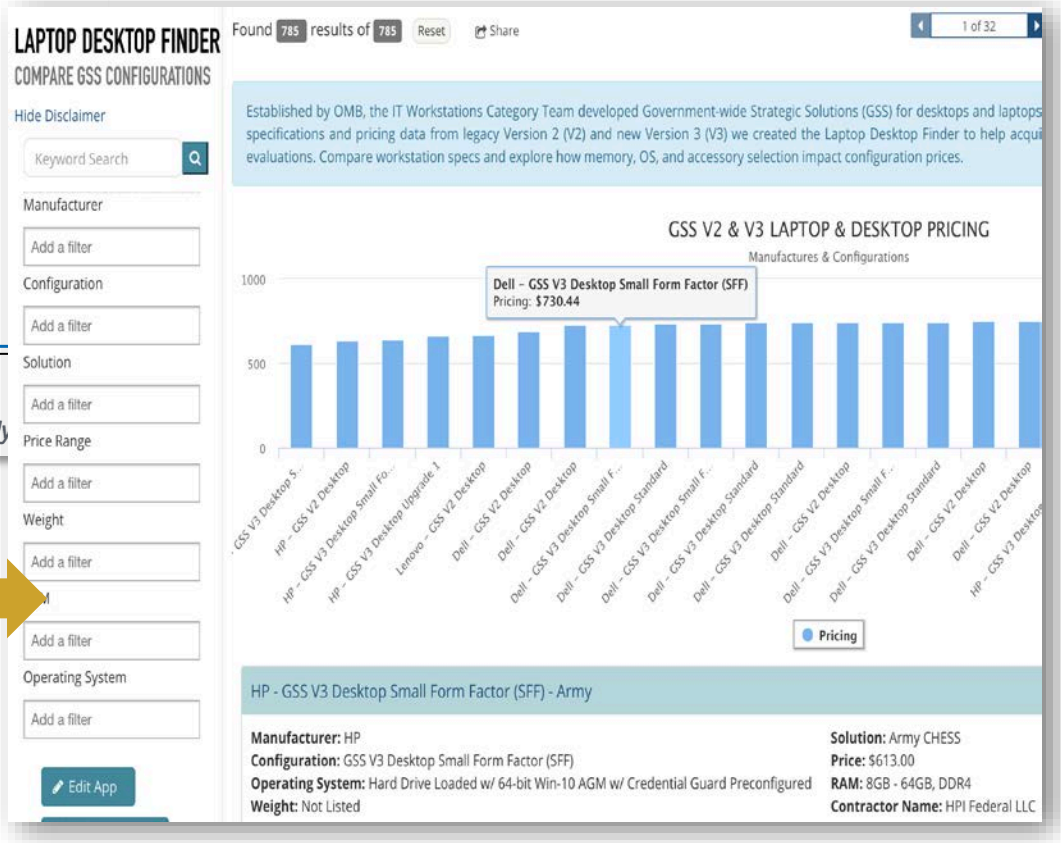
Use the Labor Hour Tool to Compare Offers on Service Contracts

Hourly rate data

Best Price – Same Quality



Laptop & Desktop Price Analysis Tool



Make IT Purchases Easier by Quickly Comparing Model Features and Prices

Key FY20 Milestones – Government-wide

Government-wide milestones focus on the development of additional tools and resources to help agencies buy smarter. In addition, Category Managers develop strategies specific to their category, such as standardizing laptop and desktop buys, adding new small businesses to Best In Class contracts, and developing best practices based on market research and industry intelligence.

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Automate category management training offerings - first, CM101 and then a multi-segment dashboard demo.	Q2 FY20	CM 101 Complete/ Dashboard Demos on-going monthly	Four new, 30-minute modules dedicated to the Acquisition Playbook were released and promoted, including CM goaling, CM implementation, Updating Contract Inventory, Demand Management & Acquisition Analytics. Dashboard demonstrations are also provided, gov-wide, every month.	GW CM PMO	N/A
Engage with industry to showcase dashboards and increase transparency of category management data, tools and priorities.	Q2 FY20 and semi-annually	On Track	FAST event hosted virtually, multiple CM training sessions held. (April). Industry AET webinar completed in June with over 600 participants.	GW CM PMO	Logistics to schedule and industry participation required.
Conduct one agency engagement training session each month through FY20 to the maximum extent practicable. Topics as follows: June – AbilityOne Spotlight July – Vendor Management August – Agency dashboard utilization for business intelligence September – Agency-specific category management training	Various, as noted	On Track	Conducted multiple agency engagement sessions in Q3 - FAST (Virtual), Data Management (May). AbilityOne Spotlight (June), Industry AET webinar (June), Vendor Management (July)	GW CM PMO and Agencies	Agency participation is required.

Key FY20 Milestones – Government-wide

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Refine dashboards to easily capture current spend under management. (Ongoing monthly deployments).	Various, as noted	On Track	Upgraded Agency Profile Report (APR 2.0), Small Business Dashboard, and Agency CM Planning Workbench. Made enhancements to the Awards Exploration tool and Operational Reporting Workbench. Retired FPDS Spend & SUM Analysis Dash.	GW CM PMO	N/A
Assess BICs quarterly and annually to ensure compliance.	On-going	On-going	38 quarterly reviews conducted with BIC Solutions and Category Managers in Q3. Follow-on actions being tracked leading to annual reviews in October.	GW CM PMO, CMs and agencies	N/A

Key FY20 Milestones – Information Technology Category

Key Milestones	Milestone Due Date	Milestone Status	Change from Last Quarter	Owner	Anticipated Barriers
Modernize IT Product Service Codes (PSC) to identify how much the Federal Government is spending in terms of government owned products (hardware, software), capability delivered "as a service" (cloud computing), and support services in each of the 10 major IT Categories, as identified by a commonly used IT taxonomy in the commercial sector.	Q4FY20	On Track	The Procurement Committee for E-government (PCE) approved the new IT PSCs in June 2020.	IT Category Manager, Agencies, GW CM PMO	Working with PCE to ensure that the systems can be updated to reflect the change the first quarter of FY21. In addition, successful adoption of the new PCE will require communications and training to the workforce, and will be the focus for the 4th quarter.
Develop IT acquisition intelligence capability, focusing on IT vendor relationship management to standardize technical requirements, mitigate cyber-risk, improve data quality, and leverage the government's buying power.	Q4FY20	On Track	Continuing plans to establish the IT Vendor Management Office at GSA before end of the FY. Concept phase of IT vendor management office will be complete in Q1 FY21.	IT Category Manager	Working with strategic partners, including NASA and HHS as Government-wide Acquisition Contract holders (GWAC) to develop the Memorandum of Understanding, Concept of Operations, governance and funding model.
Enhance IT spend transparency using benchmarks, data analytics, and other strategies that inform agency IT acquisitions and improve IT cost reporting.	Q4FY20	On track	New milestone as a result of change in IT Spend Transparency CAP Goal	IT Category Manager, GSA Office of Government-wide policy	Collaboration among various stakeholders required.

Key FY20 Milestones – Highlights: Facilities and Construction Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Improve Facilities, Maintenance, and Management Schedule (03FAC).	Finalizing Q4FY20	On Track	New language developed for 03FAC offerings; solicitation will be posted in August (another slight delay from April.	F&C Category	N/A
A tri-service working group, led by the Air Force, will develop a Statement of Work (SOW) template for Base Operations Support Services (BOSS). BOSS contracts provide the resources to operate the bases, installations, camps, posts, and stations of the Military Departments; approximate spend for BOSS contracts is $8B. A standard SOW template with common terms/conditions/objectives will reduce administrative time and help standardize requirements across the Department of Defense. The common template will reduce administrative costs, shorten Procurement Acquisition Lead Times (PALT) and enable the Department to incorporate sound Demand Management principles.	Q1FY21	On Track	New Milestone	F&C Team lead by U.S. Air Force	None

Key Milestones – Professional Services Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Phased on-ramp additional 485 contractors to OASIS Best in Class Solution for both small business (SB) and unrestricted (UR) pools (1,3,4). Add 8(a) sub-pools to OASIS BIC with additional 80 contractors.	Q2 FY20	Slightly delayed	More than 500 OASIS on-ramp awards made to date: 440 contractors in SB Pool 1, 3 and 4; 80 in 8(a) sub-pools 1, 3, and 4. OASIS Unrestricted and 8(a) Competitive awards are expected in August 2020.	Category Team	Protests could potentially delay start for period of performance.
Work closely with vendors on government-wide contracts to increase adoption, by sharing agency spend analysis data, conducting intense education sessions and developing marketing materials as part of the part of the Supplier Success Strategy. Industry Exchange Forums and association briefings held.	Ongoing	On Track	Conducted two virtual Professional Services Forecasting events with presenters from the Department of the Navy, Air Force, Environmental Protection Agency and GSA's Office of Small and Disadvantaged Business Utilization.	Category Team	Continuous engagement with industry suppliers via a virtual platform may impact the level of direct feedback from participants – compliment sessions with surveys to help mitigate.
Design a unified services catalog to connect buyers and suppliers on a solution level within the services categories/sub-categories.	Q4 FY20	On Track	Currently conducting industry engagement on catalog models via surveys, interviews, and briefings; and establishing sub-groups to further differentiate offerings for category services is underway.	Cross-Services Integrated Program Team	Vetting of the design with agency buyers and industry suppliers may lead to additional iterations/ revised schedule.

Key Milestones – Highlights: Security & Protection Category

Key Milestones	Milestone Due Date	Milestone Status	Change from last quarter	Owner	Anticipated Barriers
Ongoing working dog category team efforts to identify opportunities for more effective/efficient multi-agency sourcing strategies and ways to close gaps between current practices and best practices.	Q4FY20	Slightly delayed due to COVID-19 response support	Category Intelligence Report near completion	Category Team	Requires engagement by law enforcement agencies.
Establishment of a Handheld Illicit Drug Explosives Trace Detector (HID-ETD), as well as an Explosives Trace Detector (ETD) Consumables Qualified Products List (QPL) to be shared across the federal landscape.	Q1FY21	On Track	New Initiative	Category Team	None
Develop market intelligence and identify potential opportunities for CM goals related to Unmanned Aircraft System (UAS) and counter-unmanned Aircraft System (cUAS) requirements within the S&P Category.	Q4FY20	On Track	FAA/DHS Coordination. sUAS. DoD Vetting List for inclusion to New GSA Schedule.	Category Team	Requires multi-agency cooperation as well as identifying appropriate team members.
Create a Center of Excellence for the working dog community, standardize requirements where appropriate, implement best practices and collaborative opportunities between agencies.	Q4FY20	On Track	Category Intelligence Report in final review.	Category Team	Requires engagement by law enforcement agencies.

Contributing Programs

Federal Agencies:

- The CMLC Principals, who play an important role in shaping the direction of the effort, consist of representatives from the Department of Defense (DoD), Department of Energy (DoE), Department of Health and Human Services (HHS), Department of Homeland Security (DHS), Department of Veterans Affairs (VA), General Services Administration (GSA), and the National Aeronautics and Space Administration (NASA).
- Federal Category Managers were assigned from the following agencies: Office of Management and Budget (OMB), DoD, GSA, DHS, VA, and Office of Personnel Management (OPM).
- The head of each of the 24 Chief Financial Officer Act departments and agencies has designated a CMLC Lead, who coordinates their agency's participation in government-wide category management efforts.
- The Category Management Program Management Office, which resides in GSA, provides overall program management support to Federal Category Managers and their teams, and facilitates the development and implementation of business rules and processes.

Regulation:

- Federal Acquisition Regulations, Part 8.

Policies:

- OMB Category Management Memorandums 16-02, 16-12, 16-20, 17-22, 17-26, 17-29, 19-13.

Stakeholders

Stakeholders (other than Executive Branch Agencies):

- Oversight and Small Business Groups - Community, Government Accountability Office, Senate Committee on Oversight and Government Reform, and the House and Senate Small Business Committee. Small business advocates are concerned that while dollars going to small business under this initiative may be increasing – due to much more concerted efforts to provide opportunities and better supplier engagement – the number of small businesses receiving awards may decrease. Change in the metric for small business will require monitoring of this dynamic to ensure goals are met.

- Industry Associations - Contractor association groups, such as the American Council for Technology and Industry Advisory Council, Professional Services Council, IT Alliance for Public Sector. These organizations cite contract duplication as a significant burden and cost driver for Federal contractors, especially small businesses, who must devote significant resources to competing and (if they win) then managing multiple Federal contracts across different procurement offices for the same products and services. However, while category management can reduce contract duplication, compliance burden, and promote adoption of greater use of commercial practices, industry is concerned that they will have reduced opportunity and that category management will disrupt their relationships with agencies.