

Professional Services & Human Capital Symposium

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Best in Class Contracts

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Professional Services Category
Management Division Director



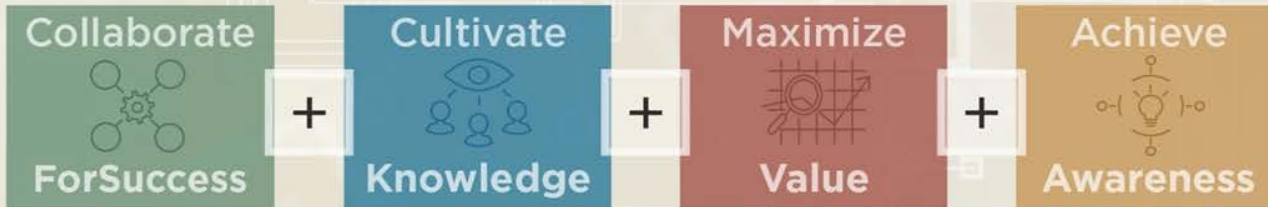
The Background: Category Management Purpose





The Background: Category Management Principles

- Develop Common Requirements
- Reduce duplicate contracts
- Improve mission value & total cost of ownership
- Apply demand management practices
- Advance policy objectives
- Improve supplier relationship management



The New Administration Weighs In



EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

THE DIRECTOR

April 12, 2017

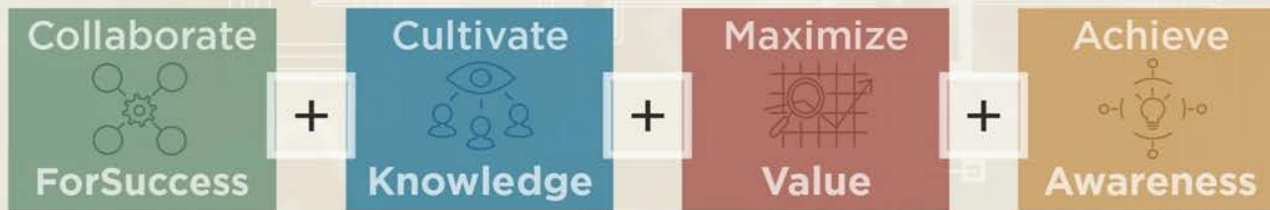
M-17-22

MEMORANDUM FOR HEADS OF EXECUTIVE DEPARTMENTS AND AGENCIES

FROM: Mick Mulvaney
Director

SUBJECT: Comprehensive Plan for Reforming the Federal Government and Reducing the Federal Civilian Workforce

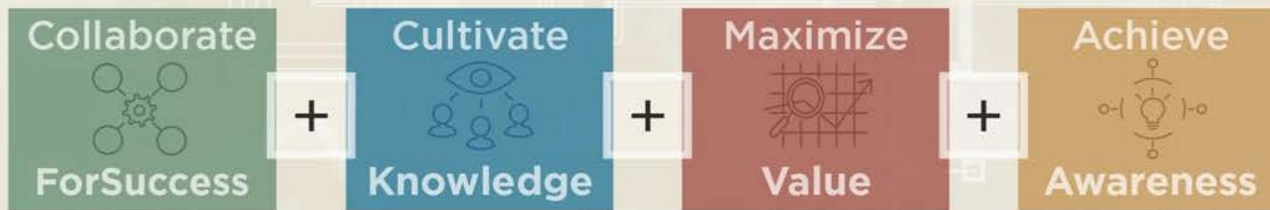
OMB Memo [M-17-22](#) "Comprehensive Plan for Reforming the Federal Government and Reducing the Federal Civilian Workforce"



The New Administration Weighs In (cont.)

Streamline mission-support functions (IT, acquisition, HR, etc)

- Agencies should consider leveraging:
 - Intra and inter-agency shared service centers
 - Lines of Business or Shared IT infrastructure
 - External services provides, **including those providers on best-class contracts as part of the category** management effort; and
 - Outsourcing to private sector when the total cost would be lower or insourcing where a contracting can be eliminated or scaled back

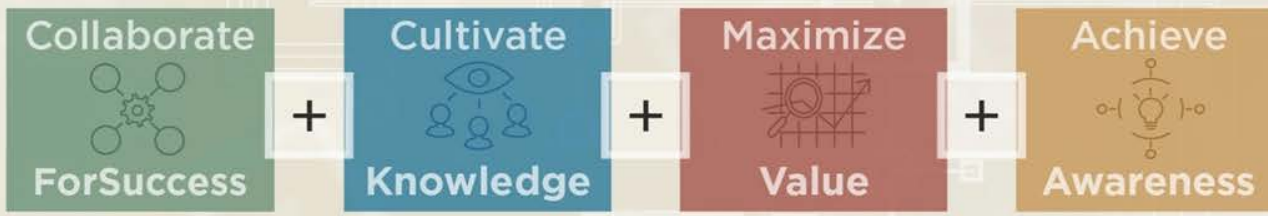


The New Administration Weighs In (cont.)

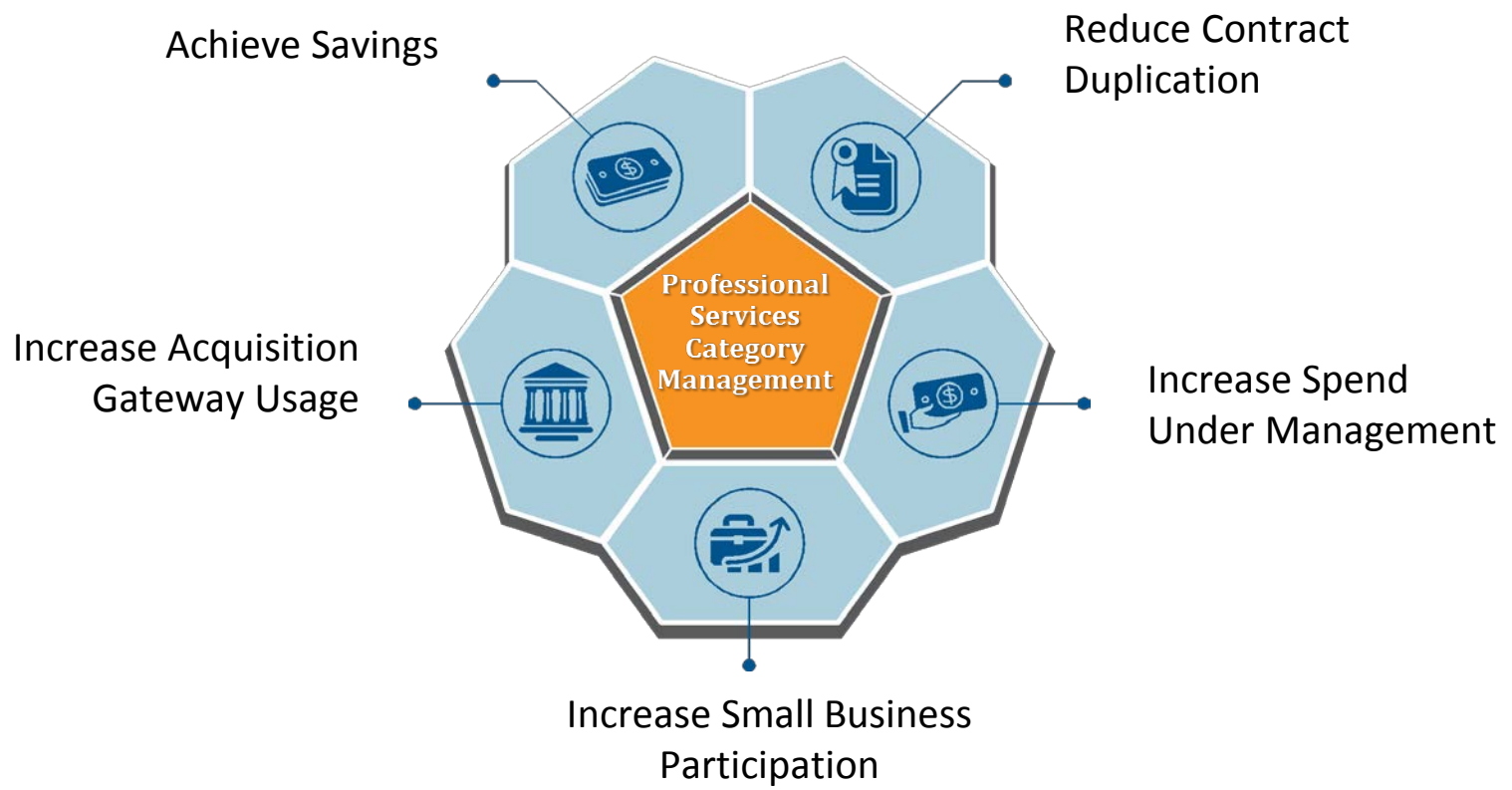
Leverage existing solutions for Common Requirements:

➤ Agencies “shall” use existing contract solutions such as:

- Federal Supply Schedules;
- Government-wide acquisition contracts;
- Multi-agency contracts
- Any other procurement instruments intended for use by multiple agencies, **including “Best in Class” (BIC).**

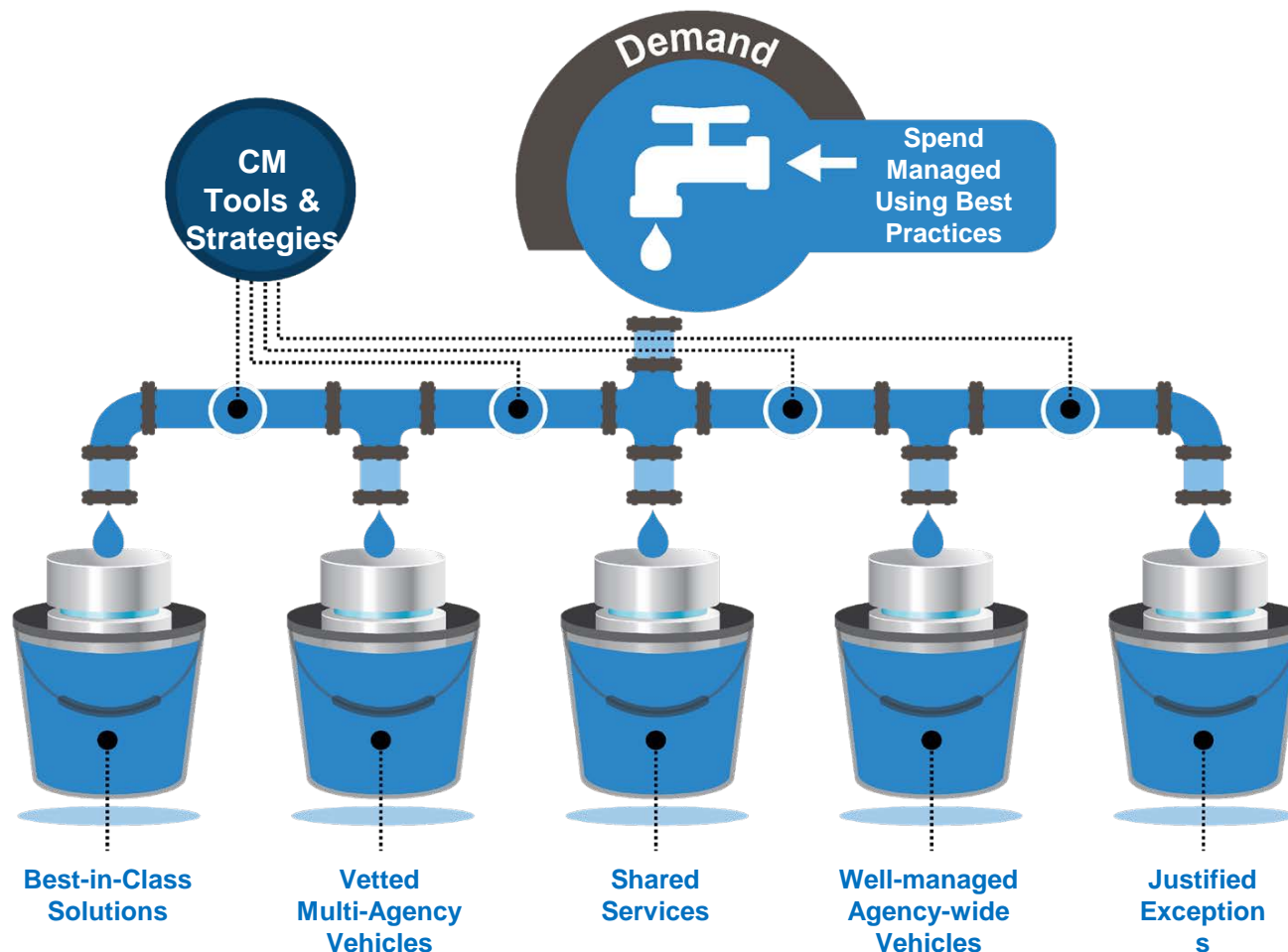


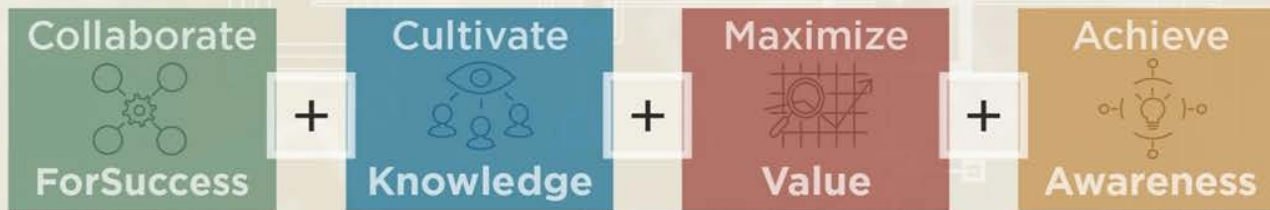
Strategic Plan & Key Performance Indicators





Government Wide Managed Spend





Best In Class Designation Process

BIC is a designation for contracts that can be used by multiple agencies across the government and must meet five criteria defined by OMB:

1. Rigorous requirements definitions and planning processes
2. Appropriate Pricing Strategies
3. Data-driven demand management strategies
4. Category and performance management practices
5. Independently validated reviews

Collaborate
ForSuccess

Cultivate
Knowledge

Maximize
Value

Achieve
Awareness

Best In Class Vetting Process



BIC solutions are evaluated according to **OMB criteria**

Process for Evaluating and Assessing BIC Vehicles

Subject Matter Expert
(SME) Review

- Review Vehicle in detail at Criteria/Sub-Criteria Level
- Does vehicle meet criteria?
- Cross-Government SME Team for impartiality
- Outcome is Recommendation on BIC/Not BIC

Category Leadership
Review

- Review of vehicle in detail at Criteria/Sub-Criteria level by category team
- Noting SME recommendations throughout...
- Outcome is Determination on BIC/Not BIC

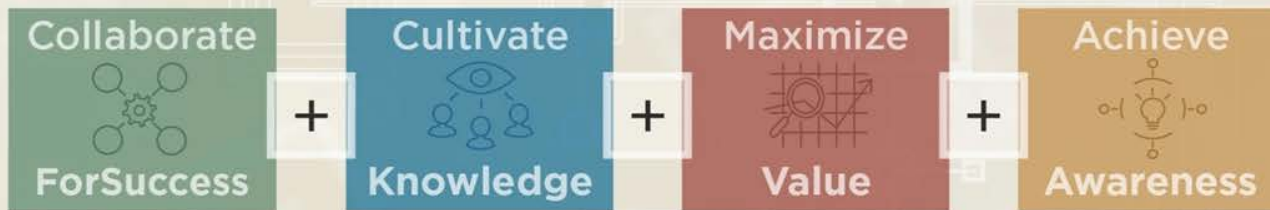
OMB Updates CMLC

- OMB Updates the CMLC as solutions are identified as BIC
- Outcome is Notification to CMLC



Current Best in Class Contracts

- Building Maintenance & Operations
- US Army Corps of Engineers' Facilities Reduction Program
- Human Capital and Training Solutions (HCATS)
- USA Learning
- Janitorial Sanitation (JAN/SAN)
- Maintenance Repair & Alterations (MRO)
- Office Supplies 3
- Identify Protection Services (IPS)
- SmartPay
- Domestic Delivery Services (DDS3) Next Gen
- FedRooms
- City Pair Program
- OASIS
- NASA SEWP
- NITAAC CIO-CS
- Schedule 70
- Army CHESS



Thank you

Geri Haworth

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