

The Opportunity for Change

Federal agency requirements have become increasingly more complex with many services procurements having elements of several categories of spend. Mission requirements are frequently evolving due to changing threats, policies, and the public's emerging needs for federal agency support. As a result, agencies need and expect GSA to provide easy access to flexible contracts that can change over time and, most importantly, have well qualified contractors that understand their missions.

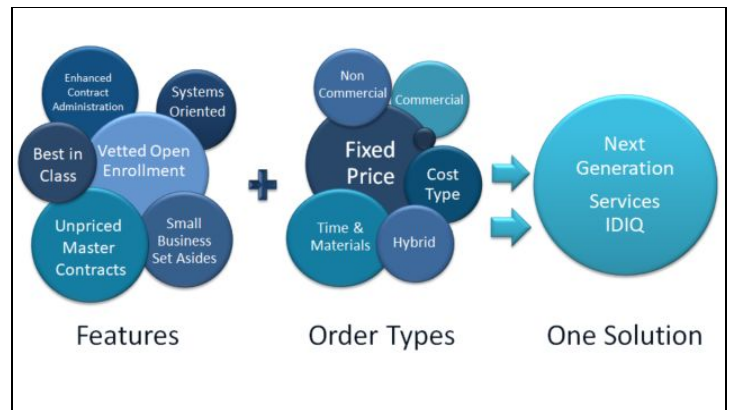
Industry is now managing far too many contracts, to include those awarded by GSA, driving up acquisition costs that are passed on to federal agency programs. One example of this duplication -- for 80% of spend in the professional services category -- less than 1,000 contractors are managing nearly 11,000 contracts. Given the historical constraints of federal procurement law, current GWACs and MACs have left many highly qualified contractors - both traditional and new to the federal market - with limited access to most best in class contracts driving many agencies to create duplicative contracts to access their core industrial base.

In addition, new procurement authorities given to GSA provides us with a unique opportunity to create a next generation services MAC that is broader and better addresses federal agencies' services needs today. This year GSA will begin the work to develop a services contract that achieves four goals:

- It delivers a simpler buying experience through a contract program that allows for both commercial and noncommercial services, supporting commodities, all contract pricing types, and primarily uses GSA's new authority to leverage competition at the task order level to establish price.
- It reduces friction in the procurement process through vetted open enrollment based on agencies needs, thoughtful selection and fair opportunity standards, enhanced systems, and innovative practices.
- It meets best-in-class contract requirements, and improves government oversight and management of spend, contract and subcontract performance, and small business participation.
- It positions the federal government to reduce contract duplication and to achieve significant burden reduction for both government and industry.

Contract Features

The next generation Services IDIQ will seek to combine features such as unpriced master contracts, small business set asides, vetted and open enrollment with all order types including Firm Fixed Price, Cost-type, Time & Materials, and hybrids into one centrally managed, user friendly structure.



Customer and Industry Input

To establish this contract program GSA will make data driven decisions based on in-depth analysis of Federal services spend, as well as input, feedback, and insight from all stakeholders.

Customer agencies' needs will serve as the foundation for our acquisition strategy, the contract's scope, and the fair opportunity construct for the program; while industry will provide GSA with feedback and input on their needs through focus groups, listening sessions, industry days, and input from industry associations.

Federal Marketplace and Category Management Alignment

This new contract program supports GSA's current [Federal Marketplace](#) initiative and governmentwide category management principles, which aim to modernize and simplify the buying and selling experience, enabling better mission-driven acquisitions across government.

Services Marketplace Initiative

GSA's category management, on-ramping, and assisted acquisition services work has highlighted best practices, as well as what can be improved in our governmentwide services contracts. With these lessons learned in mind, this year FAS begins a new Federal Marketplace initiative - the Services Marketplace - to holistically approach how GSA is supporting the federal acquisition community's procurement needs for services.

High Level Milestones

The goal is to complete an acquisition strategy that achieves the outlined objectives for this new contract program by Fiscal Year 2021 end. After the acquisition strategy is completed our plan is to issue the solicitation in FY 2022, with awards and contract use beginning in FY 2023.

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