

# PITTSBURGH 2019

APRIL 16-18, 2019

## Department of Energy's and General Services Administration's Perspective: Category Management

Curt Cote  
Managing Director  
Censeo Consulting Group

New American Energy Era



18<sup>th</sup> Annual DOE Small Business Forum & Expo  
APRIL 16 – 18, 2019 | PITTSBURGH, PA

# About Censeo Consulting Group



- Small business with over 15 years experience serving the government
- Category management & acquisition improvement specialists
- Named a top consulting firm by Forbes, Vault, Ivy Exec, and Consulting Magazine (among others)

Our Category Management clients include:



# Why Does Category Management Matter?



## Use Category Management to:

- Save \$18B by end of FY 2020
- Reduce 50,000 contracts

- Use government-wide contracts for common goods and services
- Focus acquisition staff on high-priority mission work.

## Agency Reform OMB M-17-22



THE DIRECTOR

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

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 M-19-13

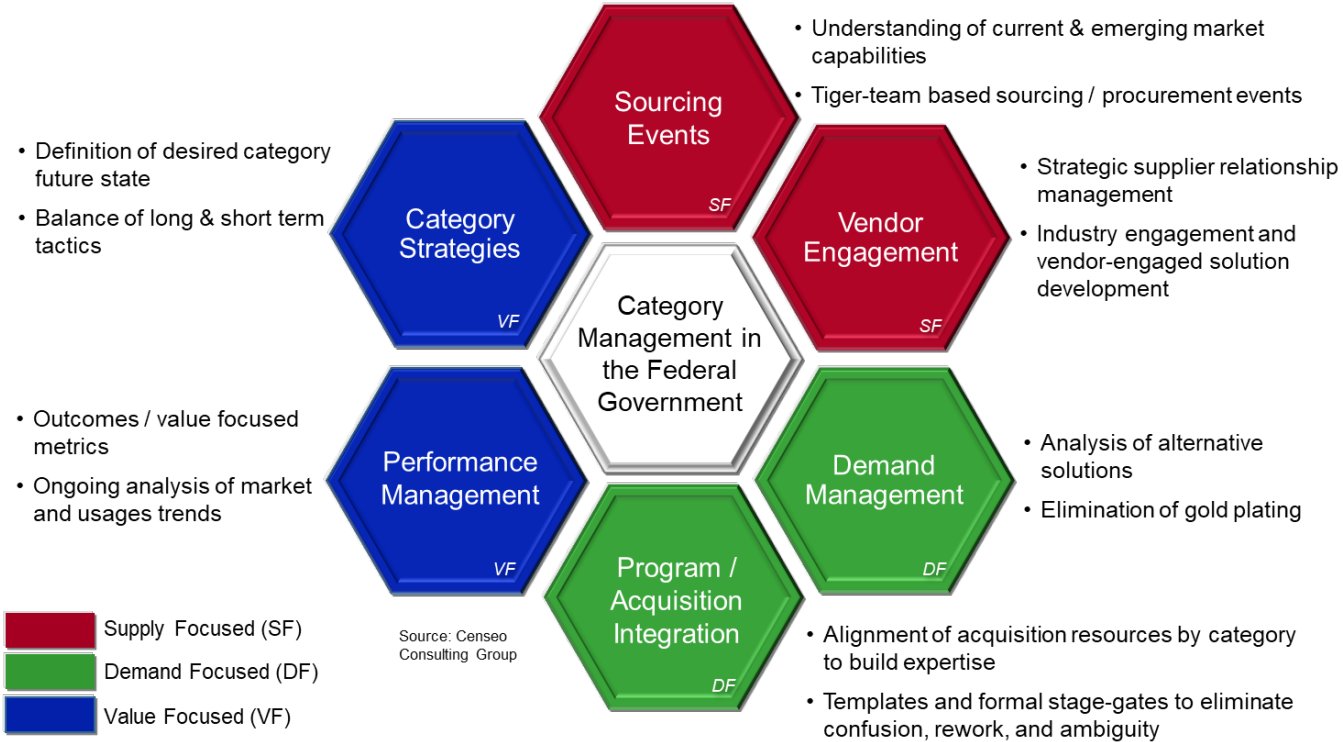


EXECUTIVE OFFICE OF THE PRESIDENT  
OFFICE OF MANAGEMENT AND BUDGET  
WASHINGTON, D.C. 20503  
March 20, 2019

TO: MEMORANDUM FOR THE HEADS OF EXECUTIVE DEPARTMENTS AND AGENCIES  
FROM: Margaret M. Waddock  
Deputy Director for Management  
SUBJECT: Category Management: Making Smarter Use of Common Contracts

- Increase use of Best in Class contracts
- Use Demand Management & Supplier Management practices
- Share prices paid data across the government

# What is Category Management?



# What Are Other Agencies Doing?



Centrally managed program focused on commonly bought products & services



Shared service structure with focus on cost take-out



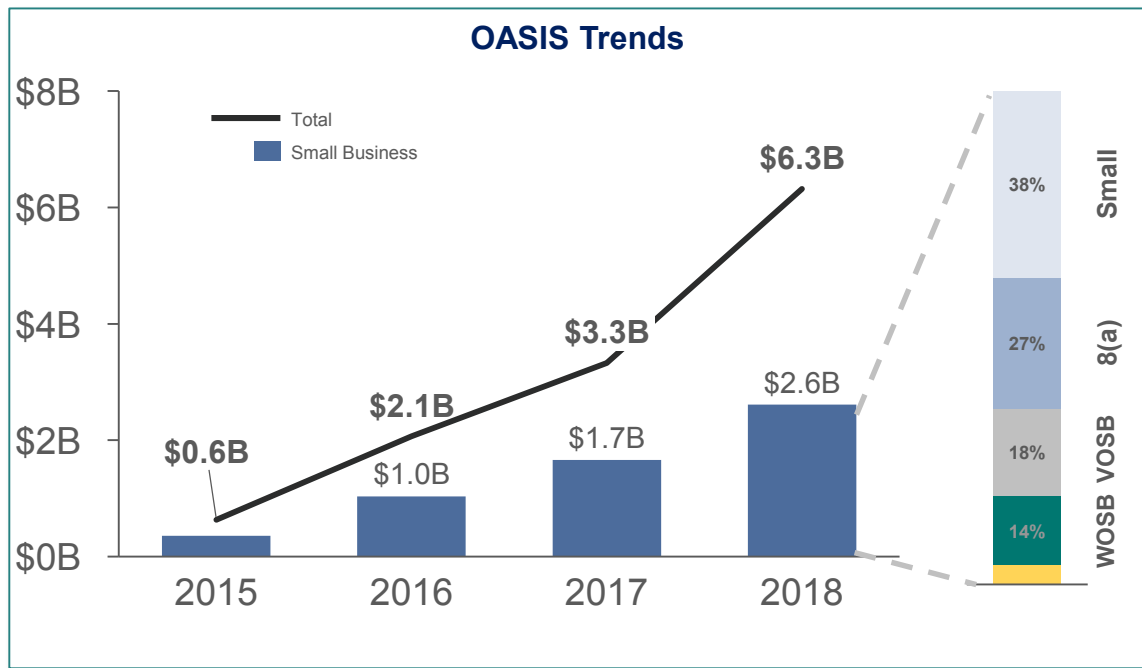
Alignment of acquisition workforce with categories



**U.S. AIR FORCE**

Geographically dispersed program focused on mission critical services

# What Should Small Businesses Do?



- Expect contract changes
- Identify which BICs align with your business
- Join BIC contracts & establish partnerships

# Session Evaluations

**Reminder:**

**Please complete the Speaker/Session  
Evaluation Form located in the  
Mobile App.**

**Thank you!**



# Questions?

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## Booth # T-17