



PITTSBURGH 2019

APRIL 16-18, 2019

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

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Regional Commissioner
U.S. General Services
Administration

New American Energy Era



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

Category Management Framework

Government-wide Categories

- Facilities and Construction
- Human Capital
- Industrial Products and Services
- IT
- Medical
- Office Management
- Professional Services
- Security and Protection
- Transportation and Logistics Services
- Travel

Category Management Leadership Council (CMLC)

- Led by OFPP and made up of the major spending agencies including DOD, Energy, Health and Human Services, Homeland Security, Veterans Affairs, GSA, NASA, and SBA.
- Approves the category initiatives and plans
- Responsible for helping agencies achieve goals

OMB Memorandum M-19-13

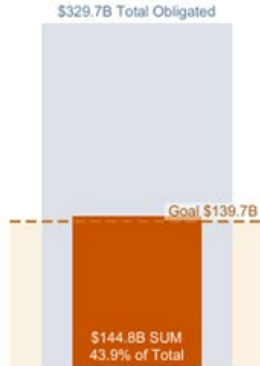
What is expected from agencies?

- Create annual goals to start implementing Category Management. Need to include small business and socioeconomic goals.
- Develop plans to engage with industry.
- Avoid wasteful spending and use existing government-wide contracts when possible.
- Share data to improve government spending.
- Train employees on Category Management.

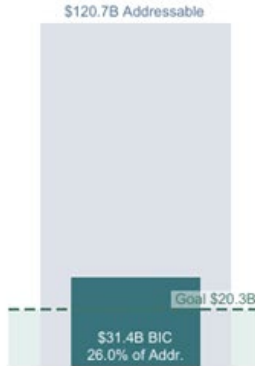
Category Management Goals

- Spend Under Management
- Best In Class
- Cost Avoidance
- Contract Reduction
- Small Business
- GWCM Training

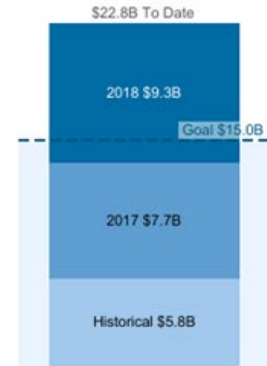
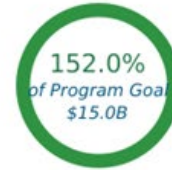
Spend Under Management



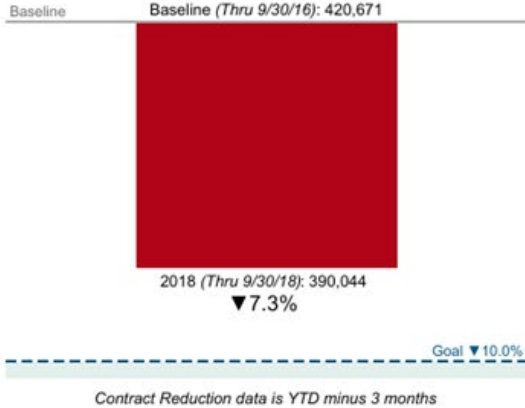
Best In Class Obligations



Cumulative Cost Avoidance



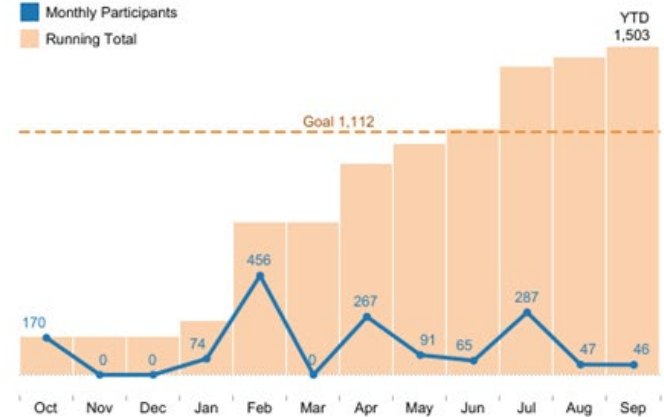
Tier 0 Contract Reduction



Small Business Utilization



GWCM Training



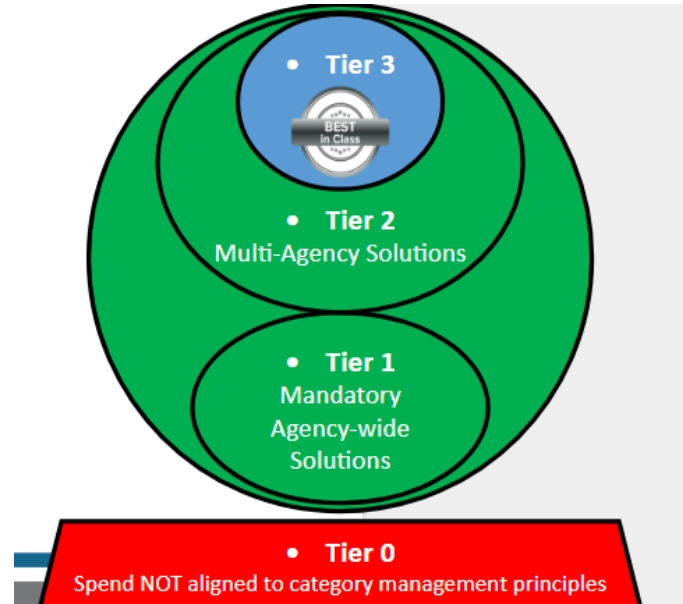
Tiers of Spend and SUM Maturity Model

Spend Under Management (SUM)

Spend on contracts that meet defined criteria for management maturity and data sharing; rated on a tiered maturity-rating scale

Best-in-Class (BIC)

Designation for government-wide contracts that satisfy OMB criteria; spend through BIC solutions is considered under management at the highest maturity rating tier



Data included in this view indicates current YTD progress (dark bars) toward OMB targets (light bars).
Text labels show Target values. Charts sorted by Target value descending.

FY18 OMB Target FY18 Actual

Department	% of SUM Target	SUM-Target Delta	Target
DOE	79%	(\$5,456M)	\$25,869M
DOD	69%	(\$5,817M)	\$18,640M
VA	100%	(\$88M)	\$18,076M
DLA	115%	\$2,495M	\$43M
NAVY	133%	\$3,057M	\$3M
ARMY	166%	\$5,005M	
USAF	111%	\$811M	\$7,467M
DHS	124%	\$1,407M	\$983M
HHS	131%	\$1,386M	\$542M
NASA	77%	(\$842M)	\$3,683M
TREASURY	78%	(\$754M)	\$3,351M
USAID	109%	\$303M	\$3,243M
DOJ	101%	\$14M	\$2,777M
ED	89%	(\$236M)	\$2,207M
DOT	74%	(\$423M)	\$1,616M
DOC	88%	(\$187M)	\$1,498M
STATE	178%	\$1,147M	\$479M
GSA	183%	\$1,057M	\$1,271M
USDA	119%	\$209M	\$1,121M
SSA	98%	(\$19M)	\$965M
DOI	101%	\$9M	\$703M
DOL	105%	\$26M	\$567M
OPM	241%	\$606M	\$431M
EPA	95%	(\$19M)	\$404M
HUD	59%	(\$91M)	\$221M
NSF	268%	\$265M	\$158M
SBA	104%	\$3M	\$98M
NRC	162%	\$46M	\$75M

Government-Wide



Department	% of BIC Target	BIC-Target Delta	Target
ARMY	125%	\$886M	\$3,613M
NAVY	48%	(\$1,748M)	\$3,352M
USAF	122%	\$630M	\$2.84
DOD	176%	\$1,566M	\$2,067M
DHS	147%	\$578M	\$1.2
HHS	287%	\$1,790M	\$955M
DOT	17%	(\$738M)	\$890M
VA	395%	\$2,142M	\$725M
TREASURY	138%	\$267M	\$
STATE	170%	\$440M	\$82
DOJ	158%	\$325M	\$9
NASA	25%	(\$391M)	\$522M
DOC	146%	\$171M	
SSA	128%	\$82M	\$291M
DLA	716%	\$1,554M	\$252M
USDA	320%	\$499M	\$22
DOI	131%	\$68M	\$218M
DOE	183%	\$145M	\$174M
GSA	1,240%	\$1,598M	\$140M
DOL	210%	\$107M	\$97M
ED	181%	\$72M	\$89M
EPA	265%	\$136M	\$83M
USAID	192%	\$73M	\$80M
OPM	317%	\$131M	\$60M
HUD	224%	\$60M	\$49M
NRC	99%	\$0M	\$45M
NSF	472%	\$57M	\$15M
SBA	300%	\$30M	\$15M

Government-Wide



Summary

- Current **OMB Memorandum M-19-13** provides guidance on category management and actions that agencies should follow to better position themselves to bring spend under management and leverage common contract solutions.
- Industrial Products and Supplies (IPS) Government-wide Category Manager
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- The IPS Category Team is available for internal training, vendor engagement, market research, etc.

Session Evaluations

Reminder

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



USD@E'19



Questions?

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