GSA

Supplier Success Strategies

for the Professional Services Category

Structure

- ➢ Introduction
  - Category Management One-Pager
- ➢ Supplier Success Strategies
  - Prep
  - Supplier Profile
  - A review of the tools and dashboards
  - A demonstration
  - Return to the Supplier Profile
- ➢ What is Next

Category Management One-Pager

Category Management and Suppliers

Download the Supplier Success Strategies for the PSC One-Pager

➢ Goals
- Deliver savings, value and efficiency
- Eliminate contract redundancies
- Meet government small business goals

➢ Tiers of spend, including best-in-class
- Prices paid information's role

➢ Success metrics

Supplier Marketing Initiative One-Pager

Supplier Success Strategies

The means to supplier success

The **same tools and dashboards** used by the federal acquisition workforce to perform market research for professional services and assess category management performance can help suppliers build a stronger business pipeline by understanding agency category management goals, performance and how those agencies perceive the industrial base.

Before using the tools

1. Check GSA Advantage/eLibrary
2. Find your contracting officer
3. Determine if the GSA Advantage file is up to date
4. Is company contact information up to date

DID YOU KNOW: An Advantage file can leave the system if it isn't updated every two years.

The Supplier Success Strategy Checklist

The tools and dashboards can be placed into 3 groups

Tools/Dashboards	Impact
CALC and Discovery	Means to increase **supplier visibility**
Small Business Dashboard and the Schedule Sales Query	Insight into **federal market trends** and performance
Dashboards: Contract Inventory Exploration Tool, Vendor Managed Spend Report, Awards Exploration Tool	**Insight into** how **category management** is incorporated into agency procurement

Tool/Dashboard Discussion Format

1. What it does
2. How does the federal acquisition workforce use it
3. How can industry partners use it
4. Where does the data live
5. What to do if you're not there

Supplier Visibility Tools

CALC: The Contract-Awarded Labor Category Tool

CALC.gsa.gov

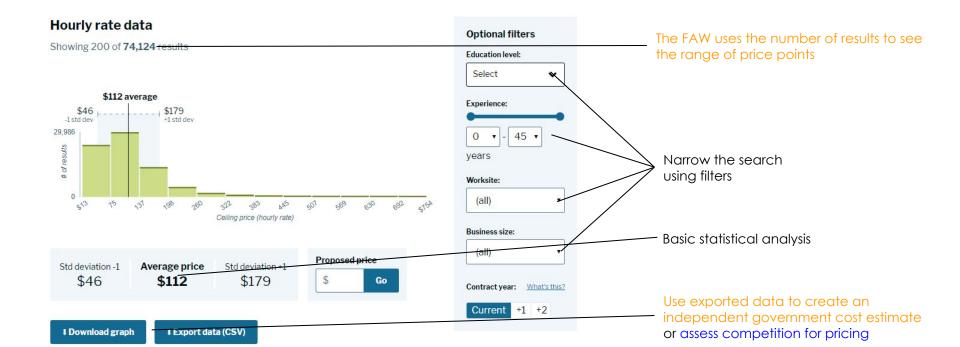The Contract-Awarded Labor Category (CALC) tool, built by the Professional Services Category and 18F, allows contracting officers and specialists to conduct research and price analysis for professional labor categories across a database of contract awarded prices for 74,000+ labor categories from 13 contract vehicles.

The rates are represented are ceiling prices, fully burdened and worldwide rates.

Search CALC

Search labor categories in 13 contract vehicles ⌄

Type a labor category | 🔍 | Reset

☐ Exact match

Search by vendor name, contract number and 13 contract vehicles. Find similar labor categories and compare pricing.

Hourly rate data

Showing 200 of **74,124** results

The FAW uses the number of results to see the range of price points

$112 average

$46 -1 std dev $179 +1 std dev

29,986

# of results

0

$13 75 137 198 260 322 383 445 507 569 630 692 $754

Ceiling price (hourly rate)

Std deviation -1	Average price	Std deviation +1	Proposed price
$46	**$112**	$179	$ [____] Go

⬇ Download graph   ⬇ Export data (CSV)

Optional filters

Education level:

Select ⌄

Experience:

●━━━━━━━━●

0 ▾ - 45 ▾

years

Worksite:

(all) ▾

Business size:

(all) ▾

Contract year: What's this?

Current +1 +2

Narrow the search using filters

Basic statistical analysis

Use exported data to create an independent government cost estimate or assess competition for pricing

Discovery: Market Research Tool

Discovery.gsa.gov

Discovery is the qualitative counterpart to the numbers driven CALC tool. It uses reports from the Federal Procurement Data System (FPDS), System for Award Management (SAM) and company/contract specific information to help market researchers see contract vehicle options and issue more well targeted requests for information.

DISCOVERY
Market Research Tool

Home   Advanced Search   About   Contracts

Advanced Search leads to a page of filters

Search by NAICS, PSC, or Keywords to compare contracts

| NAICS ⇕ | Enter your code or keywords... ⌄ | **Search** |

Search keywords linked to SIN/Pool descriptions

Discovery is a market research tool that helps you explore GSA services contracts, vendors, and vendor contract history to determine whether a GSA contract can meet your needs.

— **Contract Vehicles on Discovery** —

OASIS

One Acquisition Solution for Integrated Service
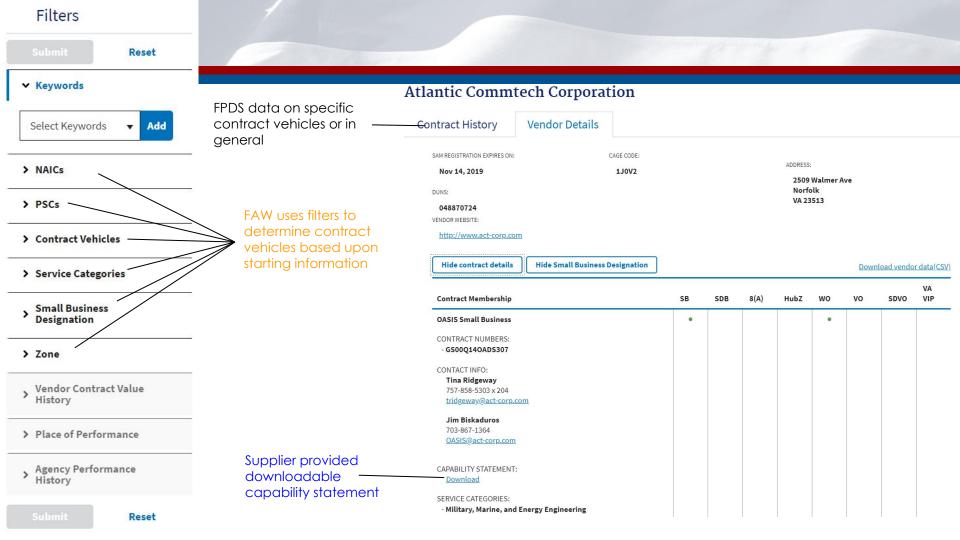
BMO

Building Maintenance and Operations

HCaTS

Human Capital and Training Solutions

PSS

Professional Services Schedule

Discovery has contract information for GSA Tier 2 and Best-in-Class Vehicles

Filters

Submit   Reset

∨ Keywords

Select Keywords ▼   Add

> NAICs

> PSCs

> Contract Vehicles

> Service Categories

> Small Business Designation

> Zone

> Vendor Contract Value History

> Place of Performance

> Agency Performance History

Submit   Reset

FPDS data on specific contract vehicles or in general

FAW uses filters to determine contract vehicles based upon starting information

Supplier provided downloadable capability statement

Atlantic Commtech Corporation

Contract History   Vendor Details

SAM REGISTRATION EXPIRES ON:
Nov 14, 2019

CAGE CODE:
1J0V2

ADDRESS:
2509 Walmer Ave
Norfolk
VA 23513

DUNS:
048870724

VENDOR WEBSITE:
http://www.act-corp.com

Hide contract details   Hide Small Business Designation   Download vendor data(CSV)

Contract Membership	SB	SDB	8(A)	HubZ	WO	VO	SDVO	VA VIP
OASIS Small Business	●				●			

CONTRACT NUMBERS:
- GS00Q14OADS307

CONTACT INFO:
Tina Ridgeway
757-858-5303 x 204
tridgeway@act-corp.com

Jim Biskaduros
703-867-1364
OASIS@act-corp.com

CAPABILITY STATEMENT:
Download

SERVICE CATEGORIES:
- Military, Marine, and Energy Engineering

Federal Trend Dashboards

Schedule Sales Query Tool

D2D.gsa.gov
FAS Schedule Sales Query Plus SSQ
Search "SSQ"

This tool offers searchable and filterable information all the way from FY 1991 to present, including sales dollars for TDR contracts. In this version, the user has the ability to build his/her own report to view MAS sales by fiscal year and quarter based on various level of details: Product or Service, Governmentwide Category, Governmentwide Subcategory, Schedule Number, SIN, NAICs, Business Size, Contract Number etc.

SSQ+ (Schedule Sales Query Plus)

SSQ+ Report Builder

Sales by Geography

Sales Trends

Contract Performance

HCA Report

Vendor Analysis Module

Please select criteria from the left Filter Bar to limit the results of the report then **click one of the options above to see detailed results**.

Data Summary

Data Summary
(based on selected timeframe)

			FY 2018			FY 2019	Grand Total
		Q1	Q2	Q3	Q4	Q1	
Currently Active Reporting Contracts	13,735						
Number of Contractors Reporting	13,894						
Number of Contracts Reporting	16,362						
Goods and/or Services Sold	$40,957.1M						

Data Summary

	FY 2018			FY 2019		Grand Total
	Q1	Q2	Q3	Q4	Q1	
Number of Contractors Reporting	12,635	12,724	12,641	12,400	11,656	13,894
Number of Contracts Reporting	14,623	14,773	14,669	14,398	13,441	16,362
Goods and/or Services Sold	$8,674.8M	$8,699.2M	$7,746.7M	$7,790.2M	$8,046.2M	$40,957.1M
Change from the previous Quarter		$24.4M	($952.5M)	$43.4M	$256.1M	
Quarter over Quarter Sales Growth		0.3%	-10.9%	0.6%	3.3%	

Select a Socioeconomic Category (Pie Chart)
Small Business

Sales Snapshot as of FY19 Q1 - Dec 31, 2018
SSQ v3.0.2

Data is refreshed approximately 1.5 months after the close of each quarter

Questions and or Support about this data?
Please contact: aod-support@gsa.gov

- **Have ideas or concerns? Please fill out this short survey!**

Video Tutorial

Small Business Spend

$15,416,049,452

$25,541,078,389

- Other Than Small
- Small Business

*Schedule 65 & 621 are not included as they are VA Schedules
**Only displays sales that were reported to GSA via selected method are displayed
***Based on current TDR Contract conversion status. All sales (both pre & post TDR) are displayed

Questions about this data?
Please contact: aod-support@gsa.gov

Cross Schedule Identifiers

Schedule or Program*	SIN
All	All
PSC Category	PSC Subcategory
All	All
PSC Code	NAICS
All	All

GSA Office Identifiers

Report Office	GSA Office Symbol
All	All
Portfolio	Region
All	All

Contract Identifiers

Contractor - DUNS	Contract Number
All	All
Service or Product	Offer Type
All	All
State	Business Size
All	All
Socioeconomic Category	
All	

Data Identifiers

Data Source**	TDR Contract Status***
All	All
Select by Sales or Input	
Sales Amount - Default	

Identify sales trends by Schedule, SIN, NAICS or PSC

Focus on socioeconomic characteristics of a Schedule/SIN or hone in on a specific supplier
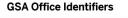
Determine local Schedules markets using the Geography tab

Look at figures from specific SINs like how many are meeting sales thresholds and what the average sales performance is per supplier.
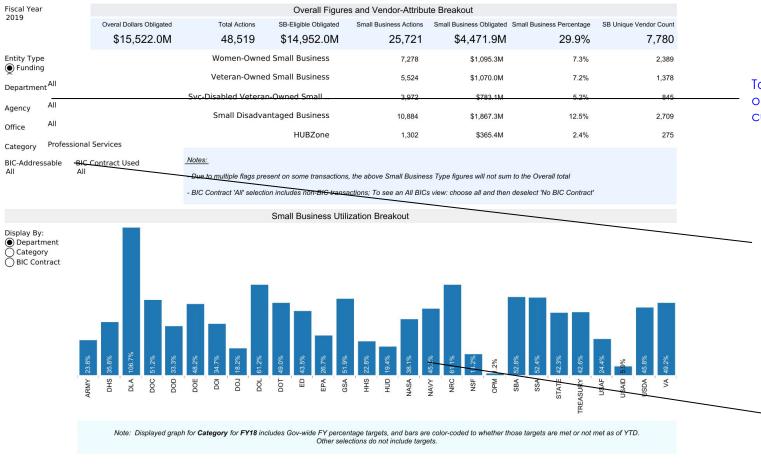
Small Business Dashboard

D2D.gsa.gov
Government-Wide Category Management
Oversight & Performance Management Tools

This public dashboard allows users to determine whether an agency is meeting specific socioeconomic goals and whether those match the designation held by a supplier.

Small Business Dashboard

Fiscal Year
2019

Entity Type
◉ Funding

Department   All

Agency   All

Office   All

Category   Professional Services

BIC-Addressable   BIC Contract Used
All   All

Overall Figures and Vendor-Attribute Breakout

	Overal Dollars Obligated	Total Actions	SB-Eligible Obligated	Small Business Actions	Small Business Obligated	Small Business Percentage	SB Unique Vendor Count
	$15,522.0M	48,519	$14,952.0M	25,721	$4,471.9M	29.9%	7,780
Women-Owned Small Business				7,278	$1,095.3M	7.3%	2,389
Veteran-Owned Small Business				5,524	$1,070.0M	7.2%	1,378
Svc-Disabled Veteran-Owned Small ...				3,972	$783.1M	5.2%	845
Small Disadvantaged Business				10,884	$1,867.3M	12.5%	2,709
HUBZone				1,302	$365.4M	2.4%	275

Notes:

- Due to multiple flags present on some transactions, the above Small Business Type figures will not sum to the Overall total

- BIC Contract 'All' selection includes non-BIC transactions; To see an All BICs view: choose all and then deselect 'No BIC Contract'

Small Business Utilization Breakout

Display By:
◉ Department
◯ Category
◯ BIC Contract

Bar chart values:
ARMY 23.8%, DHS 35.8%, DLA 106.7%, DOC 51.2%, DOD 33.3%, DOE 48.2%, DOI 34.7%, DOJ 18.2%, DOL 61.2%, DOT 49.0%, ED 43.5%, EPA 26.7%, GSA 51.9%, HHS 22.8%, HUD 19.4%, NASA 38.1%, NAVY 45.4%, NRC 61.1%, NSF 14.2%, OPM 1.2%, SBA 52.8%, SSA 52.4%, STATE 42.3%, TREASURY 42.6%, USAF 24.4%, USAID 5.9%, USDA 45.8%, VA 49.2%

Note: Displayed graph for **Category** for **FY18** includes Gov-wide FY percentage targets, and bars are color-coded to whether those targets are met or not met as of YTD. Other selections do not include targets.

Toggle the filters to hone in on current or prospective customer agencies

Filter information specifically by category management architecture and whether or not the spend was BIC addressable

Agencies can see how their socioeconomic spend compares to other agencies down to the office level

Category management overlay to the Federal Procurement Data System (FPDS)

Contract Inventory Exploration Tool

D2D.gsa.gov
Government-Wide Category Management Contract Management Tools

The Contract Inventory Exploration Tool answers the question, "What are the most popular NAICS, procurement size and count on a contract vehicle. What is the typical procurement size for Agency X in professional services? What contracts do they use?"

Contract Inventory Exploration Tool - *All filter and chart selections will narrow down the data at the bottom of the page*

Civ/DOD
All

Department
All

This tool is intended to be a reference tool for looking up information within the Contract Inventory.

Note: The dropdown fields below include the functionality to type in data to assist in finding matching values to filter on.

Filter by agency down to office, category management structure and also specific contract and PIID

Funding or Contracting Entity
◉ Funding
◯ Contracting

Agency
All

Office
All

Updated 3/2/2019 5:35:35 PM; Data thru 'Date Signed' of 2/28/2019

Level 1 Category
Professional Services

Level 2 Category
All

Contract Name
All

Business-Rule Tier
All

PSC
All

NAICS Code
All

Reference Piid
All

Search Procurement Instrument Identifiers (**PIID**) for contracts that are in your NAICS code or otherwise match your company's focus.

Tier	Contract Name	MasterCtrct	MstIDVType	master_tier	MstPIID	DerivativeCtrct	DrvIDVType	derivative_..	DrvPIID	PSC	Naics Code	
Grand Total												$227,502.37M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	R425	541330	$6,296.78M
TIER 0 - IDV	AIR FORCE - AIR..	AIR FORCE - AIR..	IDC	TIER 0 - IDV	FA852612D0001	Null	Null	Null	Null	R499	336411	$4,340.74M
TIER 1	HEALTH	HEALTH	IDC	TIER 1	AIDOAAI1500004	Null	Null	Null	Null	R425	541611	$2,994.43M
TIER 0 - DEFI..	CONTRACT CEN..	Null	Null	Null	Null	Null	Null	Null	Null	R499	561422	$1,981.71M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	R499	541611	$1,793.10M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	R425	541712	$1,512.98M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	R499	541990	$1,475.11M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	R408	541611	$1,159.57M
TIER 1	Foreign Assistanc..	Null	Null	Null	Null	Null	Null	Null	Null	R499	541990	$1,044.67M
TIER 1	Foreign Assistanc..	Null	Null	Null	Null	Null	Null	Null	Null	R408	541990	$1,019.31M
BIC	OASIS	Null	FSS	TIER 2	GS04F0263Z	OASIS	IDC	BIC	GS00Q14OAD..	R499	541330	$1,005.29M
TIER 2	PROFESSIONAL ..	PROFESSIONAL ..	FSS	TIER 2	GS00F002CA	Null	BPA	TIER 0 - IDV	W31P4Q15A0..	R425	541611	$938.22M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	R425	336411	$909.97M
TIER 0 - IDV	B-2 AIRCRAFT W..	B-2 AIRCRAFT W..	IDC	TIER 0 - IDV	FA861614D6060	Null	Null	Null	Null	R425	336411	$848.35M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	R423	541990	$843.88M
BIC	OASIS	Null	FSS	TIER 2	GS04F0313Z	OASIS	IDC	BIC	GS00Q14OAD..	R425	541330	$758.55M
TIER 2	PROFESSIONAL ..	PROFESSIONAL ..	FSS	TIER 2	GS23F0321N	Null	IDC	TIER 0 - IDV	W31P4Q09A0..	R425	541712	$757.63M
TIER 1	Strategic Petroleu..	Null	Null	Null	Null	Null	Null	Null	Null	R799	561210	$756.79M
TIER 0 - IDV	Null	Null	IDC	TIER 0 - IDV	W9124D11D0036	Null	Null	Null	Null	R701	541810	$728.12M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	G007	524114	$725.17M
TIER 1	Background Invest..	Background Inves..	IDC	TIER 1	OPM1516D0003	Null	Null	Null	Null	R422	561611	$720.00M
TIER 1	Rapid Response - ..	Rapid Response -..	IDC	TIER 1	W15P7T10DD420	Null	Null	Null	Null	R425	541330	$689.70M
TIER 0 - DEFI..	Null	Null	Null	Null	Null	Null	Null	Null	Null	G004	561210	$681.08M

The information is downloadable as a CSV

What are typically sized purchases on your current/targeted contract vehicle

Vendor Managed Spend Report

D2D.gsa.gov
Government-Wide Category Management
Category Initiative Tools

Suppliers can filter and identify opportunity by category and subcategory of spend as well as agency to identify areas with dollars that can be moved to managed spend

Vendors by Managed Spend

Note: Click on a vendor name in the top view to filter "Vendor DUNS Breakdown and Contract Makeup"

Fiscal Year **FY 2019**   Catg. Group **GWCM**   Lv1 Catg. **All**   Lv2 Subca.. **All**

Filter by category management terminology, agency down to office, socioeconomic designation and specific supplier name.

Vendor Name	Funding Department	Funding Agency	Funding Office	Small Business/Other
All	All	All	All	All

Vendor Name	Managed Spend	Unmanaged Spend	All Dollars Obligated	BIC-Addressa..	BIC Actual	Tier2-Addres..	Tier2 Actual	Managed %
SANDIA CORPORATION	$2,596.4M		$2,596.4M			$2,596.4M		100.00%
CONSOLIDATED NUCLEAR SECURITY LLC	$2,269.4M		$2,269.4M			$2,269.4M		100.00%
HUMANA MILITARY HEALTHCARE SERVICES, INC.	$1,589.0M		$1,589.0M					100.00%
LOS ALAMOS NATIONAL SECURITY, LLC	$1,219.5M		$1,219.5M					100.00%
UT-BATTELLE, LLC	$1,185.7M		$1,185.7M					100.00%
SAVANNAH RIVER NUCLEAR SOLUTIONS LLC	$1,117.8M		$1,117.8M					100.00%
HEALTH NET FEDERAL SERVICES, LLC	$907.0M		$907.0M			$47.7M	$47.7M	100.00%
BATTELLE ENERGY ALLIANCE, LLC	$906.1M		$906.1M					100.00%
HONEYWELL INTERNATIONAL INC.	$812.9M	$17.0M	$829.8M	$8.6M		$823.0M	$0.6M	97.96%
MCKESSON CORPORATION	$725.5M	$22.4M	$747.8M	$323.7M		$747.8M	$725.5M	97.01%
TRIWEST HEALTHCARE ALLIANCE CORP.	$714.4M		$714.4M			$714.4M	$714.4M	100.00%
REGENTS OF THE UNIVERSITY OF CALIFORNIA, THE	$633.8M	$0.4M	$634.2M			$0.4M		99.94%
UCHICAGO ARGONNE, LLC	$577.6M		$577.6M					100.00%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATIO..	$565.1M	$211.4M	$776.4M	$625.0M	$404.9M	$709.0M	$64.2M	72.78%
BATTELLE MEMORIAL INSTITUTE	$542.6M	$7.1M	$549.6M	$13.0M	$7.8M	$17.7M	$0.3M	98.72%
BOOZ ALLEN HAMILTON INC.	$485.6M	$113.2M	$598.8M	$490.8M	$282.0M	$589.1M	$163.2M	81.10%
FERMI RESEARCH ALLIANCE, LLC	$447.2M		$447.2M					100.00%
MISSION SUPPORT AND TEST SERVICES LLC	$442.3M		$442.3M			$442.3M		100.00%
BROOKHAVEN SCIENCE ASSOCIATES, LLC	$438.5M	$0.0M	$438.5M					100.00%

Look at your company or incumbents on targeted contracts and determine whether the spend is managed, unmanaged, BIC or Tier 2 (Schedules) addressable
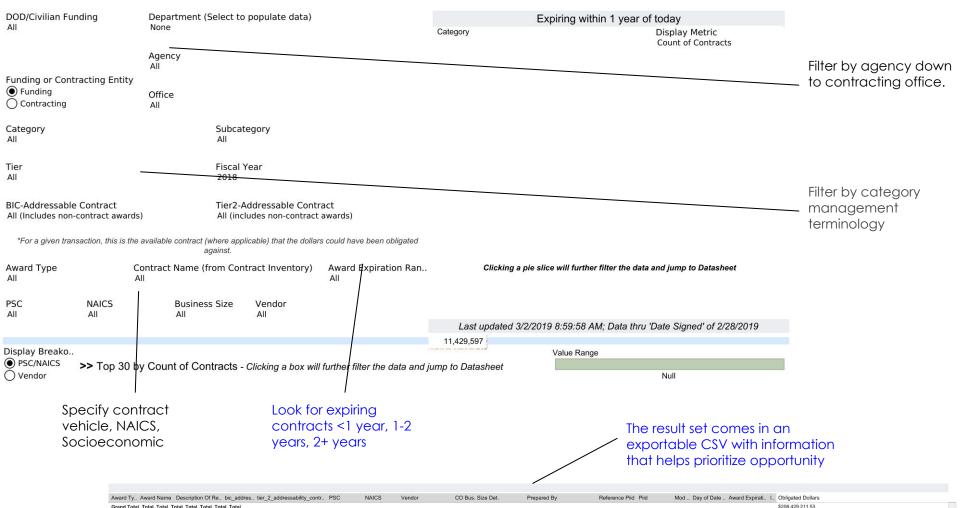
Results can be downloaded as a CSV

Awards Exploration Tool (not public)

D2D.gsa.gov
Government-Wide Category Management
Oversight & Performance Management Tools

The dashboard allows users to identify expiring contracts one year in the future and filter by agency, category, contract type, NAICS, PSC and socioeconomic designation.

A second tab allows users to look at filtered results.

Awards Exploration Tool - *All filter and chart selections this page will narrow down the datasheet on the next page*

DOD/Civilian Funding
All

Department (Select to populate data)
None

Category

Display Metric
Count of Contracts

Agency
All

Filter by agency down to contracting office.

Funding or Contracting Entity
◉ Funding
◯ Contracting

Office
All

Category
All

Subcategory
All

Tier
All

Fiscal Year
2018

Filter by category management terminology

BIC-Addressable Contract
All (Includes non-contract awards)

Tier2-Addressable Contract
All (includes non-contract awards)

For a given transaction, this is the available contract (where applicable) that the dollars could have been obligated against.

Award Type
All

Contract Name (from Contract Inventory)
All

Award Expiration Ran..
All

Clicking a pie slice will further filter the data and jump to Datasheet

PSC
All

NAICS
All

Business Size
All

Vendor
All

Last updated 3/2/2019 8:59:58 AM; Data thru 'Date Signed' of 2/28/2019

11,429,597

Display Breako..
◉ PSC/NAICS
◯ Vendor

>> Top 30 by Count of Contracts - *Clicking a box will further filter the data and jump to Datasheet*

Value Range

Null

Specify contract vehicle, NAICS, Socioeconomic

Look for expiring contracts <1 year, 1-2 years, 2+ years

The result set comes in an exportable CSV with information that helps prioritize opportunity

Award Ty..	Award Name	Description Of Re..	bic_addres..	tier_2_addressability_contr..	PSC	NAICS	Vendor	CO Bus. Size Det..	Prepared By	Reference Piid	Piid	Mod ..	Day of Date ..	Award Expirati..	I..	Obligated Dollars
Grand Total, Total, Total, Total, Total, Total, Total, Total																$208,429,211.53

Data Sources and Remedies

Source / Remedies	CALC	Discovery	SSQ	D2D CM Dashboards*
Direct Uploads: Work with contracting officer for the IDIQ to submit for direct uploads		X		
SAM: Log-in and edit information at SAM.gov		X		
FPDS: FPDS is fed by contract writing systems. Contact a CO for specific contract actions		X	X	X
GSA Advantage/eLibrary: For SIN/Pool contracting officer information	X	X	X	
Category Management: Category Management PMO, Small business advocates,				X
Other (FSS19, 72A, TDR): Edits/requests at FAS Sales Reporting page SRP.FAS.GSA.gov			X	

Revisit the supplier success strategy checklist

➢ There will not be one definitive profile
➢ A profile should change based upon who you're talking to
➢ Compare where you are this fiscal year to where you were in the past
➢ Look at competitors

The Professional Services Category wants to know how this works for your company, how it was employed and receive relevant feedback.

What's Next

➢ Vignettes from October webinars
➢ Continued roll-out
➢ Collecting use cases

Each deep dive is expected to be a separate webinar ranging from 30 to 90 minutes.

Prepared by

Zachary Lerner

Supplier Relationship Management Specialist for the Professional Services Category

zachary.lerner@gsa.gov

(253) 931-7572

Additional Resources

- How to get on the Professional Services Schedule or OASIS
  - Vendor Support Center (VSC) - vsc.gsa.gov
  - GSA Office of Small Business Utilization - gsa.gov/aboutosbu
- Questions about Professional Services Schedule or OASIS
  - Professional Services Industry Liaison - professionalservices@gsa.gov
- PTACs as a resource for SBs (before and new to)