

GovWin
from Deltek

Federal Agency Profiles

General Services Administration – *Account Planner*

September 3, 2021



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01

Methodology

Methodology

- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
 - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:
 - » The President's Fiscal Year budget request & supporting documentation
 - » Economic Forecasts
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, IT Portfolio, and Exhibit 300s
 - » Agency budget documentation, reports and strategic plans
 - » Deltek GovWin IQ databases
 - » Federal Procurement Data System (FPDS) data
 - » Industry articles and publications
 - » Interviews with agency officials and industry experts and thought leaders
 - » Public statements of federal IT executives

Methodology (Cont)

- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
 - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

Account Summary

GSA Organization - Summary

» Headquarters:

1800 F Street NW
Washington, DC 20405

Leadership:

» Administrator:

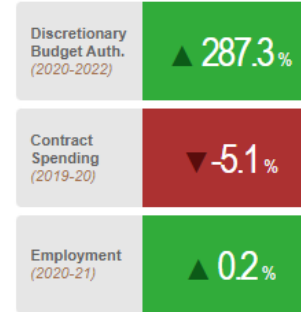
Robin Carnahan

» Chief Information Officer:

David A. Shive

» Chief Acquisition Officer:

Jessica Salmoiraghi



Total Employees (2021) 11,586

FY 2022 Budget Request \$1,472M

FY 2022 IT Budget Request \$702M

Percentage data based on prior year comparisons.

Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's General Services Administration Organization Chart](#)

Source: GSA, President's Budget Request FY 2022, OPM, OMB, FPDS

GSA Mission

- » **Mission Statement:**

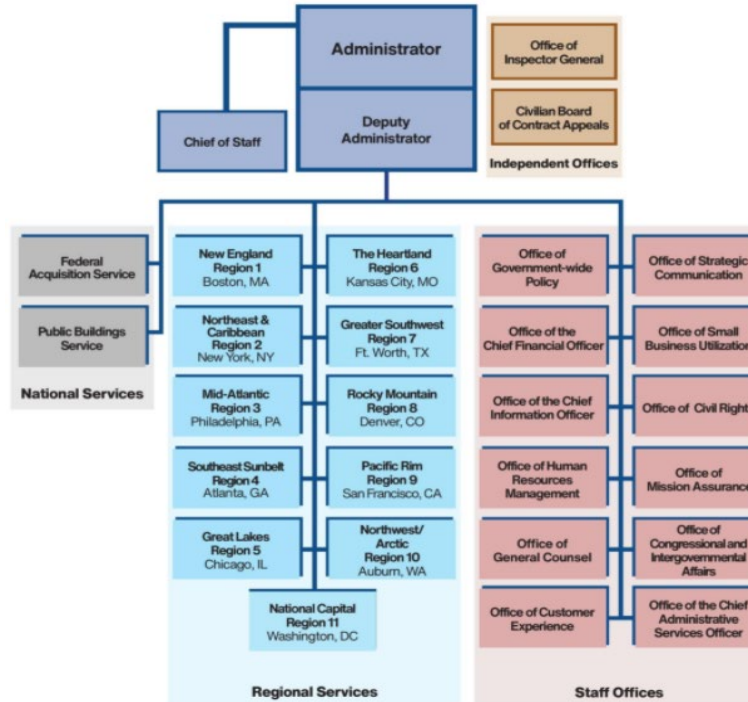
- » Deliver value and savings in real estate, acquisition, technology, and other mission-support services across government.

- » **Vision Statement:**

- » Effective and efficient government for the American people

Source: GSA Website

GSA Organization Structure

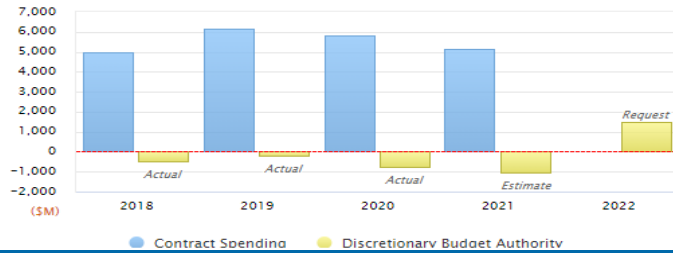


Source: GSA

GSA Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

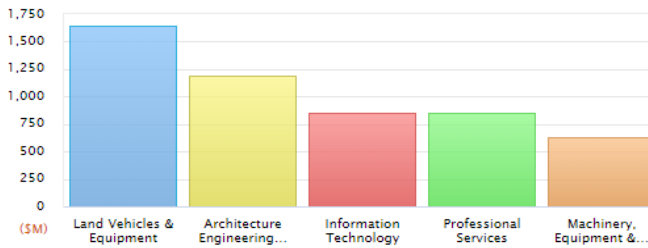
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



Top Segment Spending

Top Segment Spending (2020)

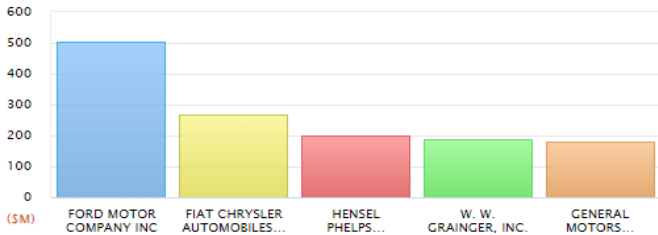
(Top 5 only)



Top Contractors

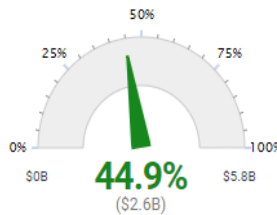
Top Contractors (2020)

(Top 5 only)



FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	\$369.6M	6.3%	3.0%
Certified HUBZone Small Business	\$227M	3.9%	3.0%
Small Disadvantaged Business	\$876.1M	15.0%	5.0%
Women Owned	\$486.7M	8.3%	5.0%

Source: FPDS
 ● - Indicates goal achieved

Source: GSA, President's Budget Request FY 2022, OPM, OMB, FPDS

GSA Strategic Plan

Strategic Goals	Strategic Objectives
Save taxpayer money through better management of Federal real estate.	<ul style="list-style-type: none">• Reduce the cost of Federal inventory.• Establish GSA as a more effective provider of real estate services for all agencies.
Establish GSA as the premier provider of efficient and effective acquisition solutions across the Federal Government.	<ul style="list-style-type: none">• Design and deliver GSA products and services that yield measurable savings while aligning with customer mission objectives and changing market demand.• Make it easier to do business with the Government by simplifying processes and streamlining access for our customers and suppliers• Enhance customer agency access to qualified socio-economic entities.
Improve the way Federal agencies buy, build, and use technology.	<ul style="list-style-type: none">• Lead Government-wide technology modernization initiatives.• Drive more efficient and innovative Government procurement of technology services.• Lead implementation of technical standards, policies, and strategies.

GSA Strategic Plan

Strategic Goals	Strategic Objectives
<p>Design and deliver expanded shared services within GSA and across the Federal Government to improve performance and save taxpayer money.</p>	<ul style="list-style-type: none">• Develop new organizational capabilities to understand customer demand and deliver integrated offerings to support common business processes Government-wide.• Promote adoption of shared services by agencies through policy, guidance, and benchmarking.• Support the overall mission of GSA by investing in our employees and modeling how we deliver internal support services, while providing policy guidance across Government.

GSA, Major Management Challenges

- » Establishing and Maintaining an Effective Internal Control Environment.
- » Improving Contract Administration
- » Enhancing Government Procurement.
- » Maximizing the Performance of GSA's Real Property Inventory.
- » Managing GSA's Role Under the Comprehensive Plan for Reorganizing the Executive Branch.
- » Managing Agency Cybersecurity Risks
- » Managing Human Capital Efficiently to Accomplish GSA's Mission
- » Safeguarding Federal Facilities and Providing a Secure Work Environment
- » Managing the Impact of COVID-19

Source: GSA, Agency Financial Report 2020

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Agency Employee Summary

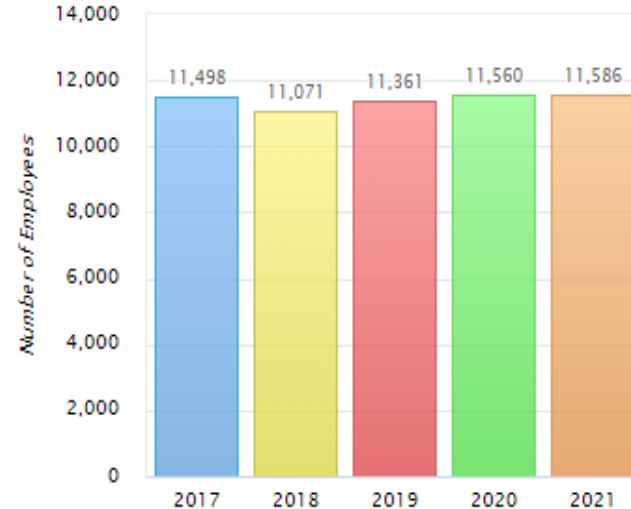
GSA Employee Summary

Employee Statistics

	Agency	Federal
Employees (2021)	11,586	2,171,790
Employment Growth (2020 vs. 2021)	0.2 %	0.6 %
Retirement Rate (2019)	1.6 %	1.6 %
Turnover Rate (2019)	4.1 %	5.4 %
Largest Age Group (2021)	50-59 (3,628)	50-59 (624,584)
Length of Service (2021)	10-19 Yrs (4,430)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

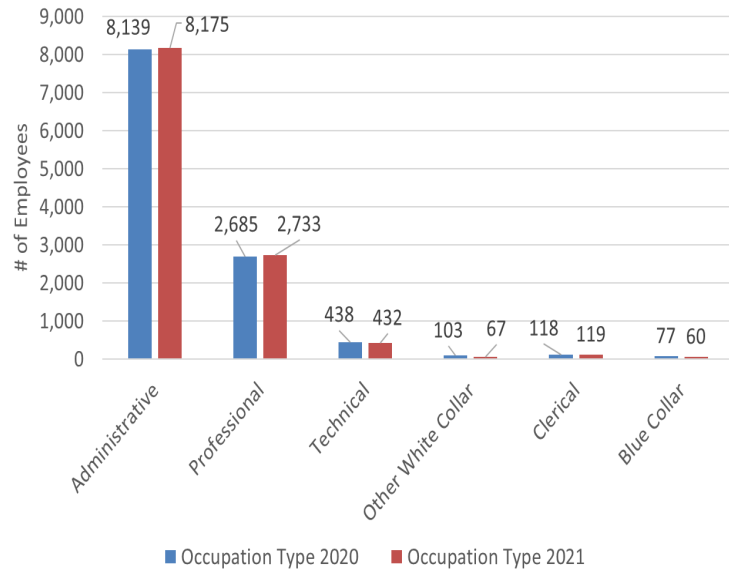
Annual Employment Trend



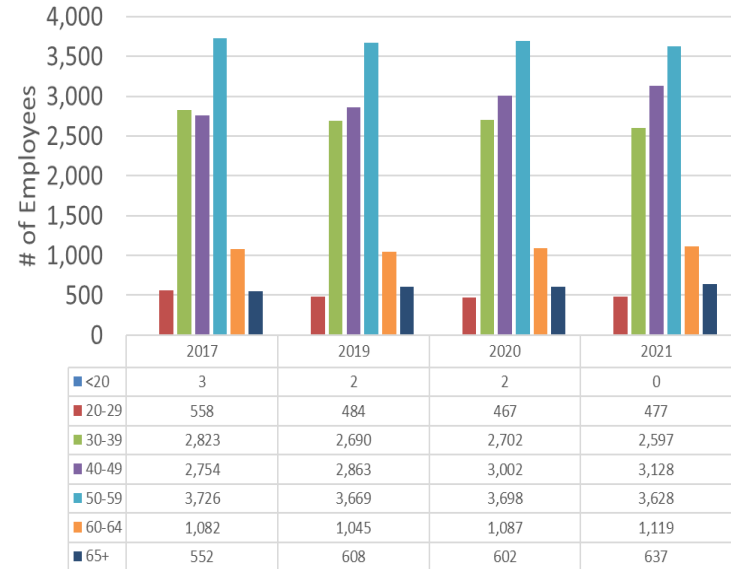
Source: OPM FedScope, Deltek

GSA Employee Summary (Cont.)

Employees by Occupation (FY 2020 - 2021)



Employees by Age



Source: OPM FedScope, Deltek

04

Account Budget Summary



Annual Federal Budget Timeline



**1st Monday
in Feb**

April 15*

June 30*

July 15*

Oct 1st

President submits budget to Congress

Congress begins works to complete action on budget resolutions

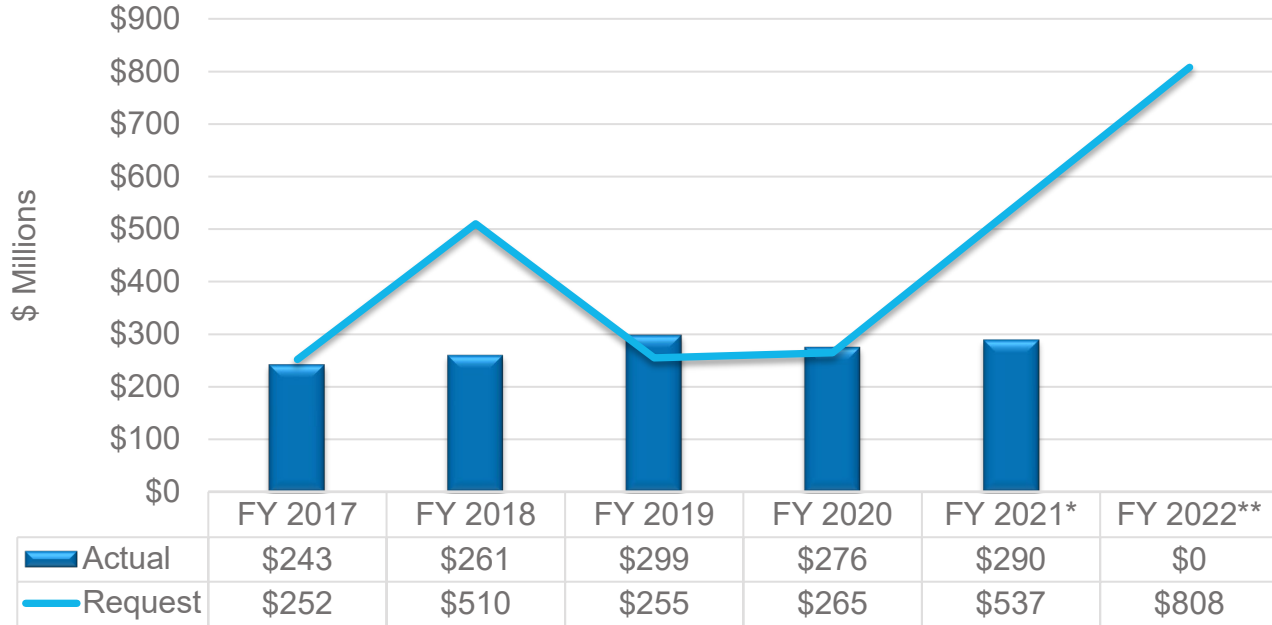
House Completes action on regular appropriation bills and any required reconciliation legislation.

President submits mid-session review of his budget to Congress

Government Fiscal Year Begins

Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

GSA Total Budget Authorization Request vs. Actual



* FY 2021 Actual is an OMB estimated value

** FY 2022 Actual has not yet been reported

Source: GovWin IQ, President's Budget Request FY 17 - 22

GSA Budget Authorization

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
General Activities	Electric Vehicles Fund	\$0	\$0	\$300,000
	Office of Inspector General	\$67,000	\$67,000	\$69,000
	Government-wide Policy	\$64,000	\$64,000	\$68,000
	Federal Citizen Services Fund	\$74,000	\$55,000	\$59,000
	Operating Expenses	\$52,000	\$49,000	\$52,000
	Working Capital Fund	\$2,000	\$0	\$29,000
	Civilian Board of Contract Appeals	\$9,000	\$9,000	\$10,000
	Allowances and Office Staff for Former Presidents	\$4,000	\$4,000	\$5,000
	Expenses, Presidential Transition	\$0	\$10,000	\$0

GSA Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Office of Personnel Management	Pre-Election Presidential Transition	\$10,000	\$0	\$0
Real Property Activities	Federal Buildings Fund	-\$1,093,000	-\$1,322,000	\$364,000
Supply and Technology Activities	Technology Modernization Fund	\$25,000	\$25,000	\$500,000
Real Property Activities	Federal Buildings Fund	-\$1,093,000	-\$1,322,000	\$364,000

**Accounts that have not been authorized during the last three fiscal years are not shown on this table.*

GSA Budget Objectives

FY 2022 Funding Highlights:

- » The President's 2022 discretionary request includes \$1.5 billion in net discretionary budget authority for GSA. The net total includes estimated collections GSA receives each year from other Federal agencies for the costs of rent and other building expenses. On a gross basis, the discretionary request provides GSA with more than \$12 billion.
- » **Improves Federal Buildings, including Key Investments in Response to Climate Change.** The discretionary request includes \$2 billion for necessary Federal buildings construction, repairs, and alterations projects that would provide more efficient office space for agencies to execute their mission; help for Federal buildings to withstand the impacts of climate change, and efforts to reduce the Federal Government's carbon footprint. The discretionary request also includes \$364 million for the GSA Federal Buildings Fund, above the estimated receipt level, to support additional repair and alteration projects that have been delayed due to chronic underfunding over the last decade. This amount also includes \$100 million for a special program dedicated exclusively to furthering climate resilience goals.
- » **Electrifies the Federal Vehicle Fleet.** The discretionary request includes \$300 million to purchase electric vehicles and charging infrastructure at GSA as well as \$300 million for other Federal agencies to electrify the Federal motor vehicle fleet and reduce carbon emissions. This includes GSA's leased fleet of over 200,000 cars, trucks, sport utility vehicles, and buses, the majority of which run on gasoline. The investment serves as a down payment to support a multiyear transformation of the Federal fleet.
- » **Strengthens Federal Cybersecurity.** The COVID-19 pandemic and the significant cyber incident impacting agencies through products such as SolarWinds, continue to highlight the urgent need to modernize Federal technology, with particular emphasis on mission-essential systems and citizen-facing digital services. The discretionary request includes \$500 million for the Technology Modernization Fund (TMF) to strengthen Federal cybersecurity and retire antiquated legacy technology systems. The discretionary request for the TMF builds on the \$1 billion provided in the American Rescue Plan Act of 2021.

GSA Budget Authorization by Agency Component FY 2022



Source: GSA, FY 2022 Congressional Budget Justification

05

Account Capital Plans and Initiatives – Information Technology

GSA Technology Strategic Goals

Strategic Goals	Strategic Objectives
Our People, Our Culture	<ul style="list-style-type: none">• Improve Employee Engagement and Morale• Mission Delivery• Strengthen Cybersecurity
Mission Delivery	<ul style="list-style-type: none">• Improve Customer Experience and Satisfaction• Partner with Customers to Deliver Quality IT Products and Services
Strengthen Cybersecurity	<ul style="list-style-type: none">• Improve Awareness and Understanding of Cybersecurity Compliance, Threats and Impacts• Enhance Cybersecurity Controls and Tools
Operational Excellence	<ul style="list-style-type: none">• Improve Management Processes to Streamline Day-to-Day Operations• Strengthen Governance to Facilitate Decision-Making

GSA Technology Strategic Goals

Strategic Goals	Strategic Objectives
Innovation Leader	<ul style="list-style-type: none">• Invest in Innovation to Meet Current and Future Customer Needs• Promote an Innovative Culture

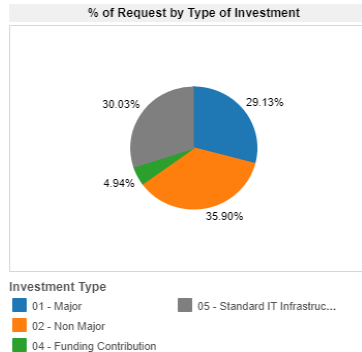
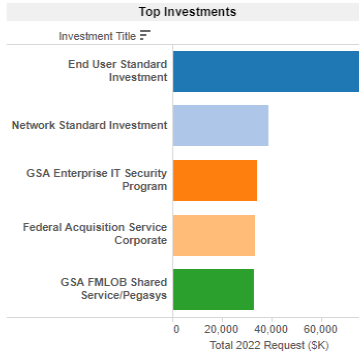
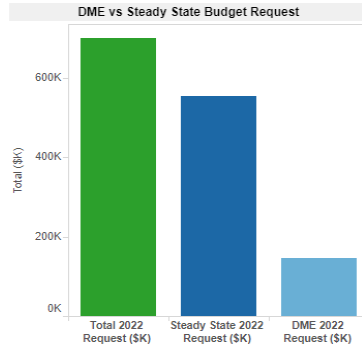
GSA IT Budget

General Services Administration			
Program (In Thousands of Dollars)	Actual	Estimate	
	2020	2021	2022
Total General Services Administration	\$719,437	\$765,100	\$701,537

Source: Budget of the U.S. Government, FY 2022 (Exhibit 53), GovWin IQ

GSA IT Budget Request Summary

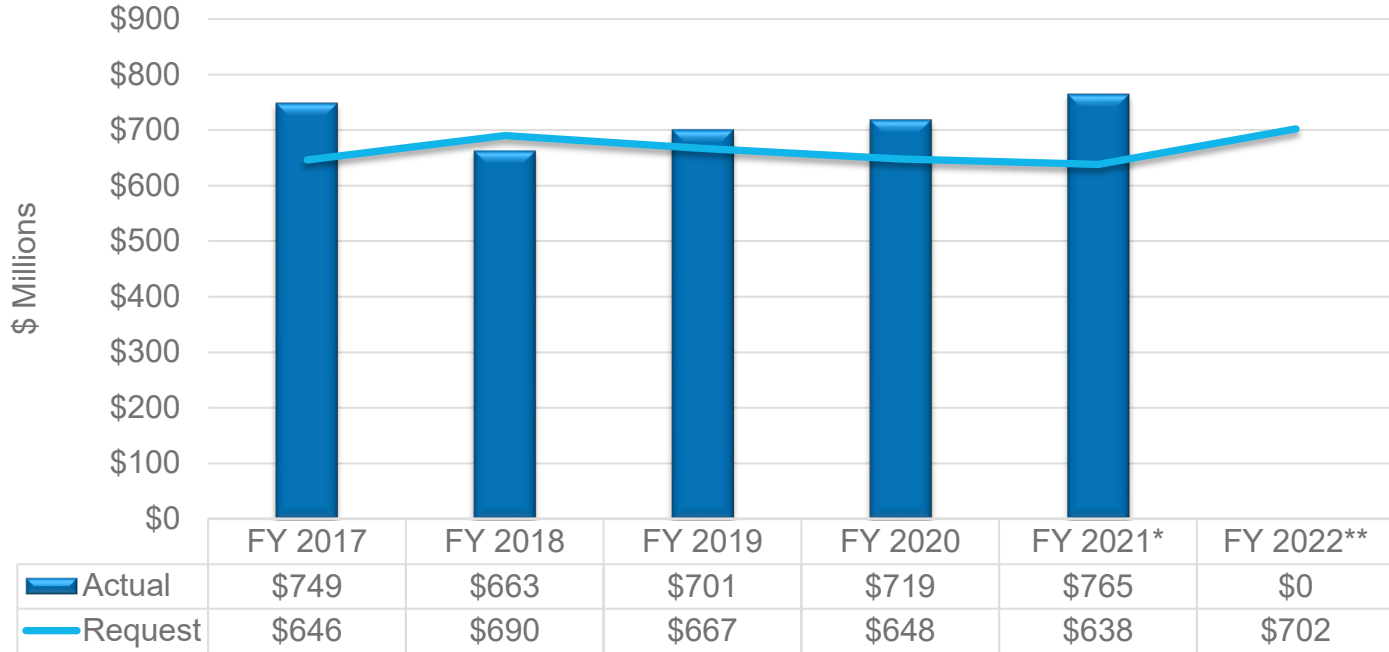
FY 2022 Federal Information Technology Budget Request Summary



Top Programs by % Change in Investment

Investment Title	Total 2021 Estimate (\$K)	Total 2022 Request (\$K)	Year over Year % Change Request vs. Est.
GSA Conexus	1,029	7,386	618%
Human Resources Quality Services Management Office (HR QSMO)	5,592	20,000	258%
MAX.gov	5,735	14,111	146%
Human Capital Information Technology Services	3,791	6,525	72%
National Alert and Accountability System (NAAS)	50	75	50%

GSA IT Budget Request vs. Actual



*FY 2021 is an OMB estimated Value.

**FY 2022 Actual has not yet been reported.

Source: OMB, Budget of the U.S. Government, FY 2022 (Exhibit 53), GovWin IQ

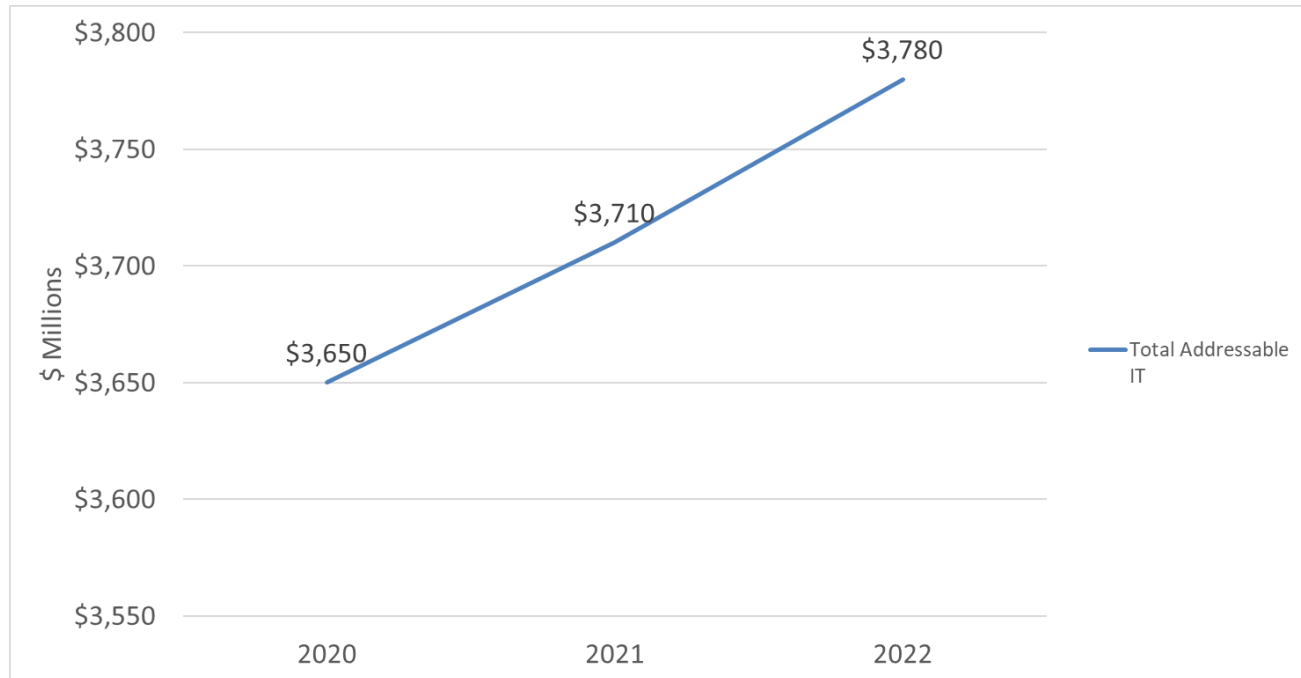
GSA – Leading IT Programs by Annual Request





GSA, FY 2021-2023 Federal IT Forecast

Addressable Market CAGR – 1.8%



GSA – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
GSA IDENTITY CREDENTIAL AND ACCESS MANAGEMENT NEXTGEN CREDENTIAL MANAGEMENT SUPPORT	Forecast Pre-RFP	04/2026	161	194351
OCONUS LOGISTICS SUPPORT SERVICE IN EUROPE (EUCOM)	Forecast Pre-RFP	09/2022	119	197718
RONALD REAGAN BUILDING AND INTERNATIONAL TRADE CENTER OPERATIONS AND MAINTENANCE	Pre-RFP	10/2021	100	190397
GSA IT REGULATIONS MANAGEMENT IT SUPPORT SERVICES	Pre-RFP	11/2021	100	200318
OAS ADMINISTRATIVE SERVICES SUPPORT	Forecast Pre-RFP	01/2023	60	185040

Source: GovWin IQ

Account Capital Plans and Initiatives – Architecture, Engineering, and Construction (AEC)

GSA – AEC Budget Summary FY 2021

General Services Administration			
Program (In Millions of Dollars)	Actual	Estimate	
	2020	2021	2022
Construction and Acquisition	\$159	\$230	\$417
Repairs and Alterations	\$789	\$576	\$1,656
Rental of Space	\$5,714	\$5,725	\$5,913
Building Operations	\$2,433	\$2,533	\$2,945
Disaster Recovery	–	–	–

GSA AEC Initiatives

FY 2022 Capital Program – Construction and Acquisition of Facilities

- » This activity provides for the construction or purchase of prospectus-level facilities, prospectus-level additions to existing buildings, and remediation. All costs directly attributable to site acquisition, construction, and the full range of design and construction services, and management and inspection of construction projects are funded under this activity.
- » **Summary of Request**
- » The FY 2022 request of \$417 million for new construction is an essential component of the Real Estate Investment and Savings Strategy. The list of new construction projects was determined based on a GSA review of each project and rating its priority relative to other potential projects. The following factors were considered:
 - » Serving PBS's Partners: Agency priority and existing master plans;
 - » Responsible Asset Stewardship: Condition of facility being replaced including the building systems, security and functionality of the space, funds received to date, existing occupancy status and housing plan, and support of local and national portfolio plans;
 - » Delivering Better Value and Savings: Lease cost avoidance and return on investment; and
 - » Reducing the Federal Footprint: Space recapture and utilization rate improvement.

GSA AEC Initiatives (Cont.)

- » The FY 2022 Construction and Acquisition program request is \$417 million and reflects GSA's support of investments in border and homeland security projects, projects to improve the safety and condition of Government-owned assets, addressing known environmental liabilities, and activities in support of the Administration's direction to reduce the cost of operating the Federal Government and improving the portfolio's climate impact and resiliency.
- » At the request level, GSA will invest an additional \$254 million for the continued consolidation of the Department of Homeland Security (DHS) in the National Capital Region at the St. Elizabeths Campus. By bringing DHS Headquarters components into a single Government-owned campus, DHS will avoid incurring higher costs for commercial leases and enable its employees to collaborate more readily in a secure working environment. To date, appropriations to GSA for this consolidation have exceeded \$1.5 billion, but since FY 2017, GSA's funding requests have gone unfunded. The original project has been delayed several years. Continued support of this vital project will result in halting further delays and allow the Government to significantly reduce its DHS leased portfolio in the National Capital Region.
- » GSA's request includes \$103.4 million for the land port of entry (LPOE) project at Calexico West, CA. This request will allow for the completion of the ongoing reconfiguration and expansion of the Calexico West LPOE. The reconfiguration and expansion of the existing LPOE facilities, which currently lack the infrastructure capacity to fulfill traffic demands and meet the latest security requirements, are critical for the Federal inspection agencies as they complete their missions of securing our Nation's borders.
- » In support of the Judiciary's priorities for Courthouse construction, GSA proposes \$22.5 million for the design of a new U.S. Courthouse Annex in the Hato Rey section of San Juan, PR.

GSA AEC Initiatives (Cont.)

- » GSA supports the ongoing remediation efforts at the Southeast Federal Center (SEFC) in Washington, DC and the Hardesty Federal Complex in Kansas City, MO and requests \$9 and \$28.553 million respectively for these efforts. Remediation of the extensive environmental contamination has been underway at SEFC for several years and while funding was requested in FYs 2017, 2019, 2020, and 2021, funds have not been received since FY 2010. GSA requested \$ 27.268 million in support of the Hardesty Complex Remediation effort but funds were not received. GSA was able to however, transfer \$3 million in Major R&A appropriations in FY 2019 to begin the effort. GSA again requested \$28.553 million in FY 2021 to complete the remediation, but no funds were received.

FY 2022 Capital Program - Repair and Alterations

» **Program Description**

- » This activity provides for repairs and alterations of existing buildings as well as associated design and construction services. Protection of the Government's investment, the health and safety of building occupants, relocation of agencies from leased space, and cost effectiveness are the principal criteria used in establishing priorities. Repairs and alterations to improve space utilization, address life safety issues, and prevent deterioration and damage to buildings, building support systems, and operating equipment are given priority.

GSA AEC Initiatives (Cont.)

» Program Strategy

- » The FY 2022 request of \$1.7 billion in Repairs and Alterations funding is necessary to address the growing backlog of liabilities present in GSA's inventory of facilities and improve the utilization of federally owned space. In the past ten fiscal years, many Basic and Major repairs and alterations were repeatedly deferred, including major repairs to malfunctioning elevators, replacement of obsolete electrical systems, updates to outdated fire alarm systems, seismic retrofits, and environmental abatement.
 - » GSA prioritizes repairs and alterations projects consistent with the goals of Footprint Optimization Initiative. The following factors were considered:
 - » Risk: Project Development and Project Readiness
 - » Return: Project Cost, Market Alternatives, FBF sustainability, and Return on Investment
 - » Optimization: Portfolio Optimization, Asset Optimization, and Improvement in Facility Condition
 - » Stakeholder: Serving PBS Partners, Customer Priorities, and Historic Stewardship

GSA AEC Initiatives (Cont.)

- » The FY 2022 request funds repair activities to ensure that the existing infrastructure, for which there is a long-term need, receives the investments needed to support partner agencies, improve the portfolio's climate resiliency, and to facilitate cost-saving consolidation activities within existing Federal facilities.
- » PBS requests \$1.047 billion for major repairs and alterations projects. Funding for these capital improvements in federally owned facilities (including the repair/replacement of outdated mechanical; electrical; fire and life safety; conveying; heating, ventilation, and air conditioning (HVAC) systems; and the correction of exterior and structural deficiencies) are critical to maintaining safe, secure, and functional facilities where partner agencies can perform their mission. Proposed repairs and alterations will also facilitate improved asset utilization and lower costs for the American taxpayers.
- » PBS requests \$389 million for the Basic Repairs and Alterations program, investing in projects with a total cost below the FY 2022 prospectus threshold of \$3.375 million. This program ensures that emerging needs are met, mitigating the need for more costly projects. Approximately 75 percent of these funds are annually allocated to undertake regular and preventive maintenance; address basic serviceability items such as keeping the chillers and boilers running and elevators in working order; improve efficiency in operations; and ensure the facilities are safe for occupancy.
- » PBS requests \$220 million for its Special Emphasis Programs: Consolidation Activities, Climate and Resilience, Fire Protection and Life Safety, and Child Care Facilities Security and Systems Improvements.

GSA AEC Initiatives (Cont.)

- » The FY 2021 request funds repair activities to ensure that existing infrastructure receives the investment needed to support partner agencies and cost saving consolidation activities within existing Federal facilities.
 - » PBS will invest \$878 million in major repairs and alterations projects. Funding for these capital improvements in owned facilities (including the repair/replacement of outdated mechanical, electrical, fire and life safety, conveying, heating, ventilation and air conditioning (HVAC) systems and the correction of exterior and structural deficiencies) are critical to maintaining safe, secure and functional facilities where partner agencies can perform their mission. Proposed repairs and alterations will also facilitate improved asset utilization and lower costs for the American taxpayer.
 - » PBS will invest \$373 million in the Basic Repairs and Alterations program, investing in projects with a total cost below the current prospectus threshold of \$3.095 million. This program ensures that emerging needs are met, mitigating the need for more costly projects. Over 70 percent of these funds are annually allocated to basic serviceability items to keep chillers and boilers running, elevators in working order, and facilities safe for occupancy.
 - » PBS requests \$112.5 million for the Special Emphasis Programs: Consolidation Activities, Fire Protection and Life Safety, and Judicial Capital Security.

GSA – Leading AEC Opportunities

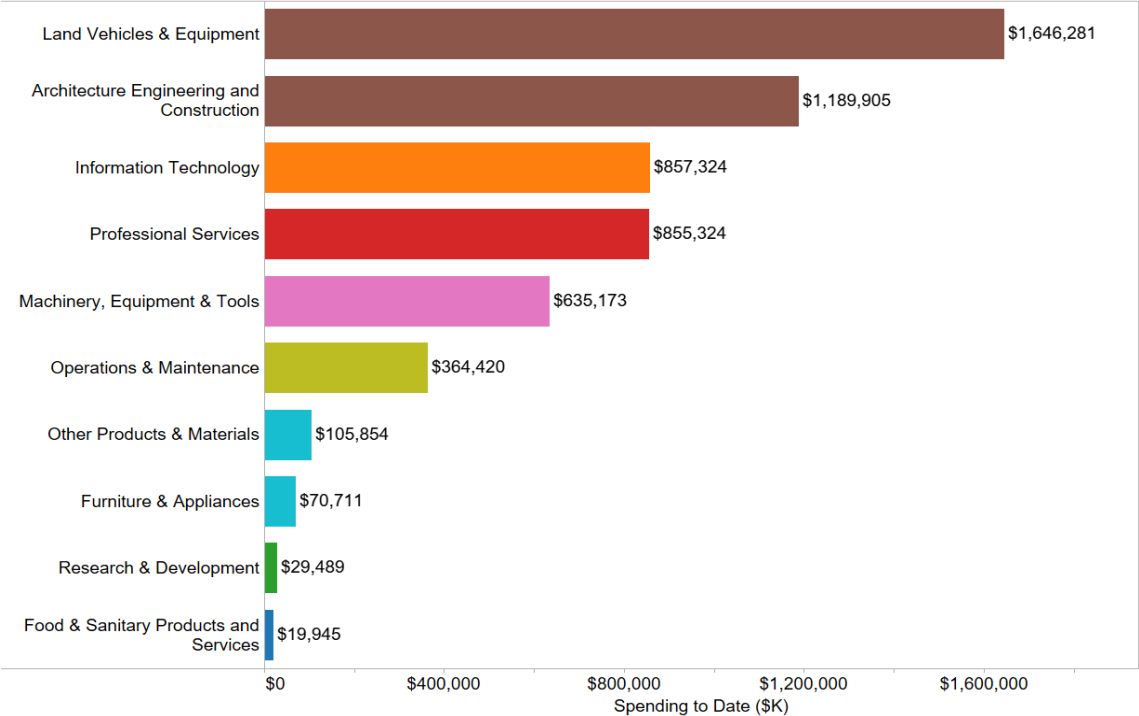
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
AEC FBI HEADQUARTERS CONSOLIDATION PROJECT	Forecast Pre-RFP	11/2022	1,930	94485
AEC NATIONWIDE IDIQ CONSTRUCTION REPAIR ALTERATIONS WITH DESIGN BUILD	Forecast Pre-RFP	06/2024	750	200354
AEC DESIGNBUILD REGIONAL OFFICE BUILDING ROB MODERNIZATION PROJECT	Pre-RFP	01/2022	550	202864
AEC REGION 11 NCR IDIQ MULTIPLE AWARD TASK ORDER CONSTRUCTION CONTRACT	Forecast Pre-RFP	02/2023	500	181900
AEC CISA HEADQUARTERS BUILDING ST ELIZABETHS WEST CAMPUS SE WASH DC	Pre-RFP	10/2021	400	207881

Source: GovWin IQ

06

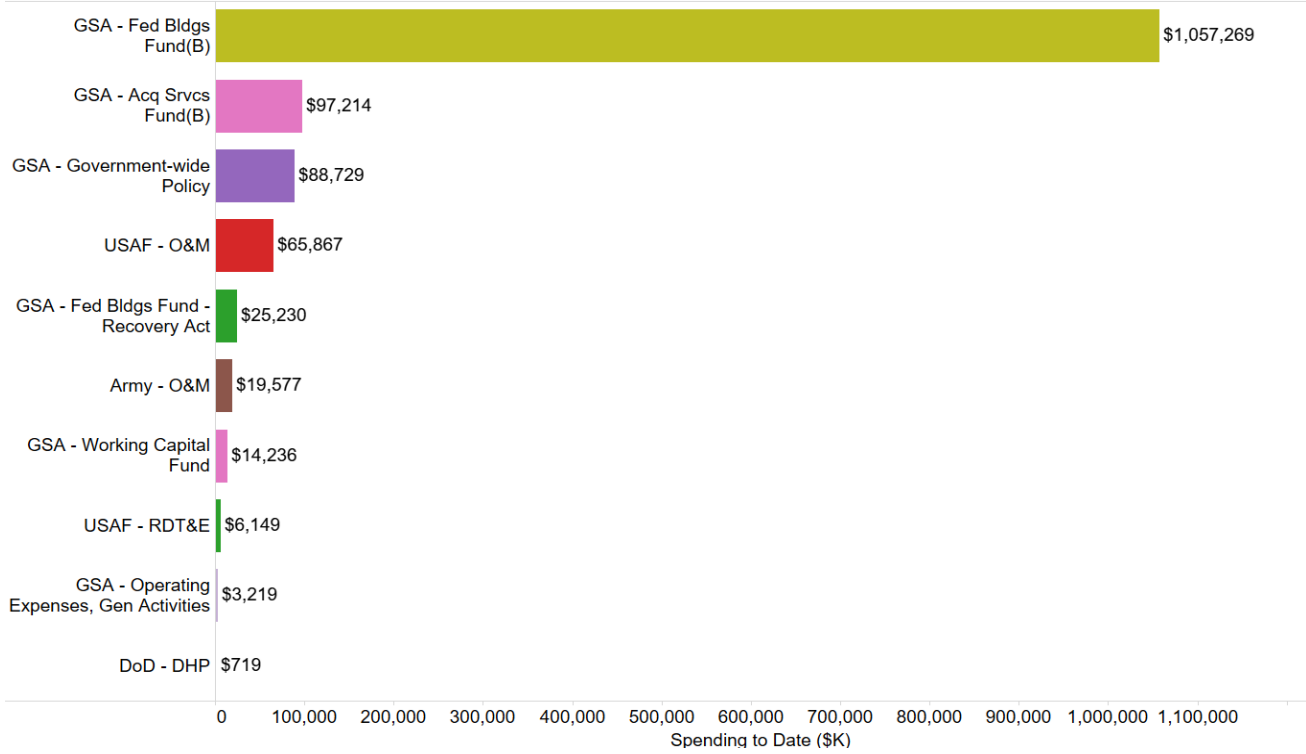
Account Buying Behavior

Leading GSA Spending by Segments, FY 2020

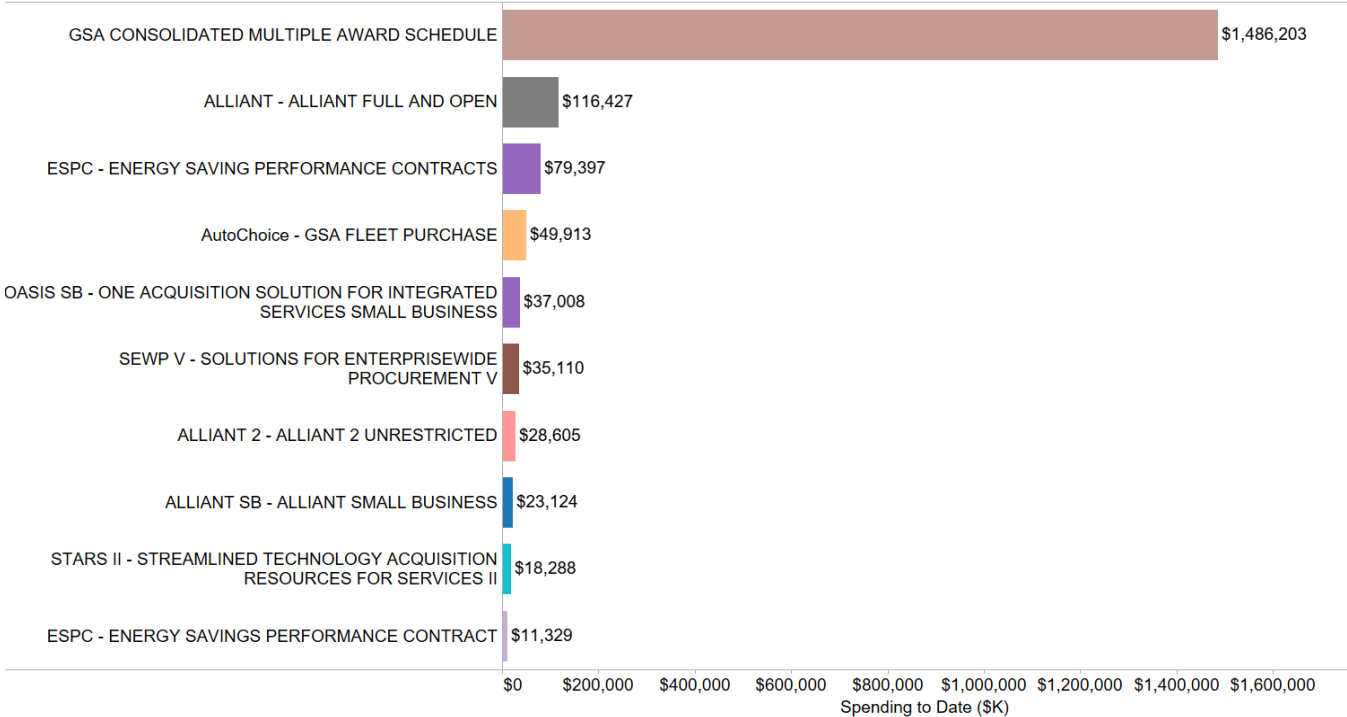


Source: Federal Procurement Data System, GovWin IQ

Leading GSA Budget Accounts, FY 2020

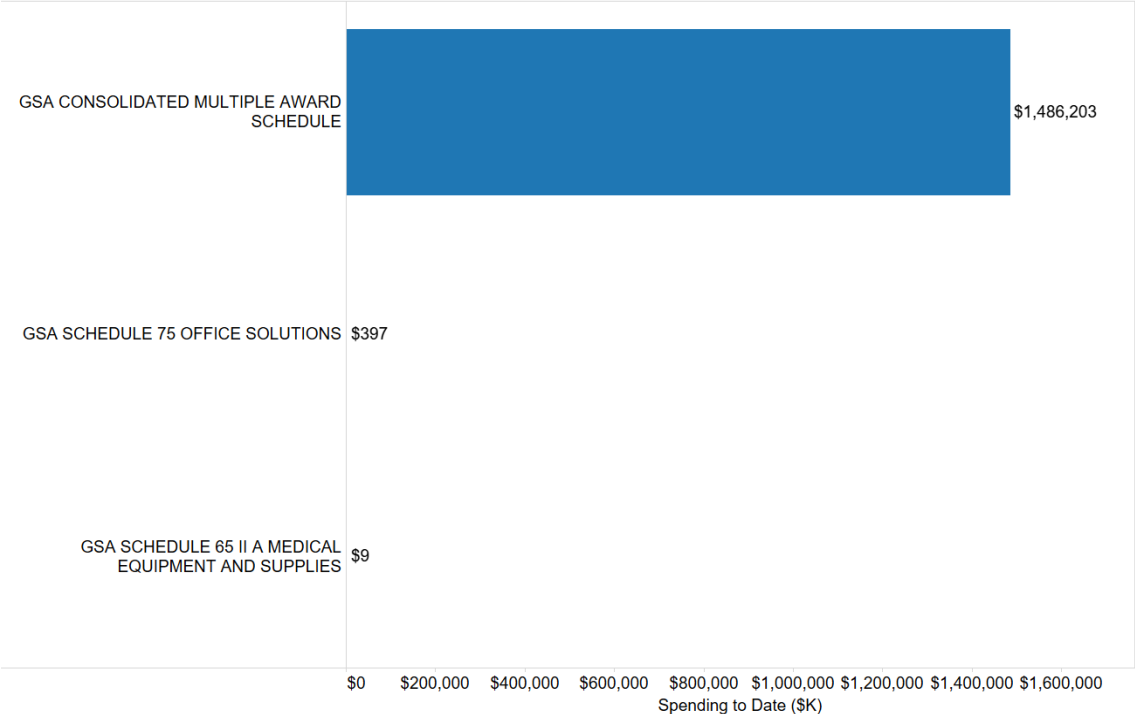


Leading GSA Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

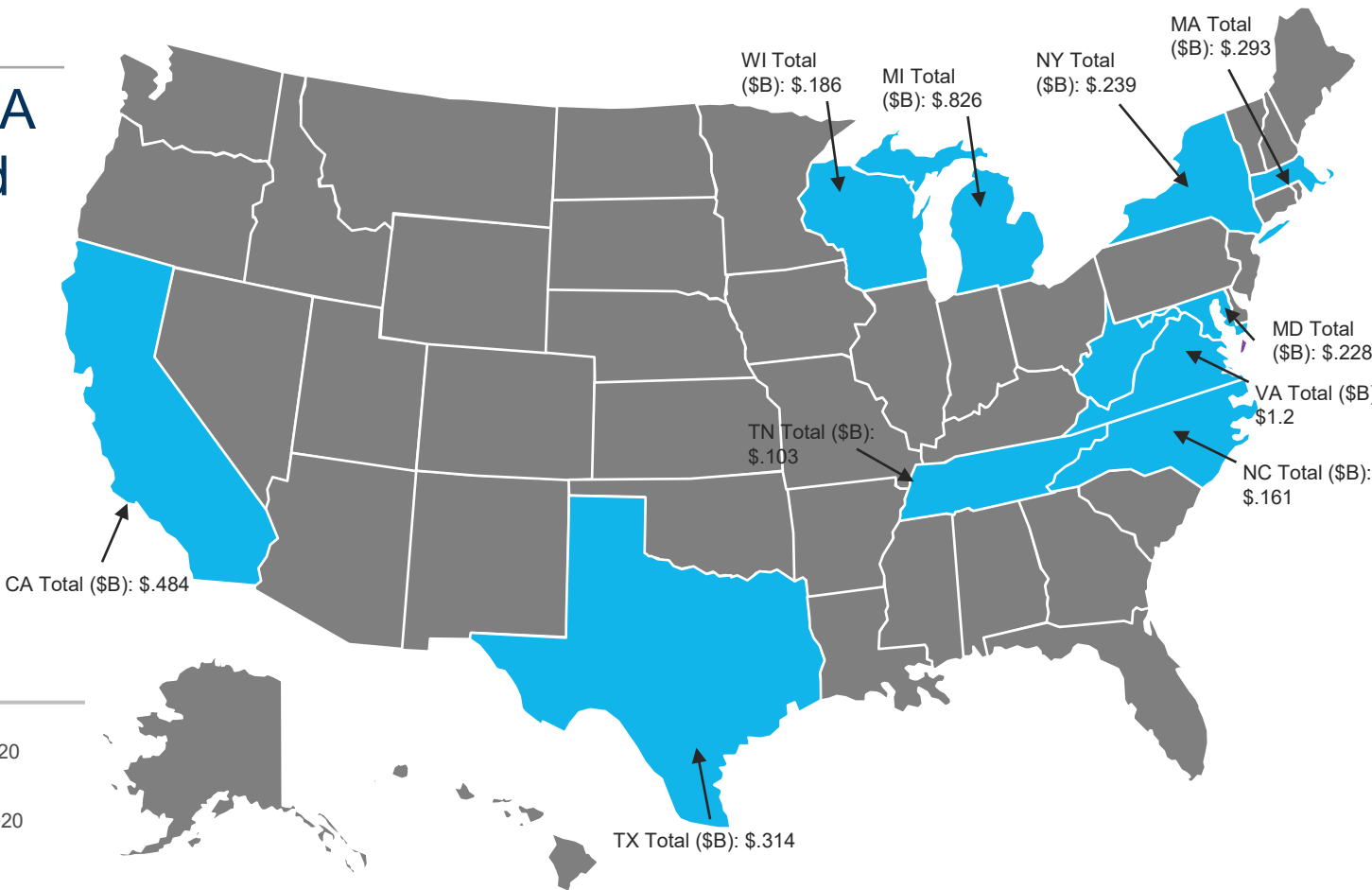
Leading GSA Spending Schedules, FY 2020



Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total GSA Federal Reported Spending: \$5.8B

» In FY 2020, Virginia had the highest reported total spending obligations.

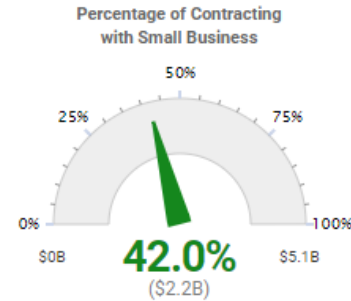


- Top 10 States by Spending FY 2020
- States outside of Top 10 by FY 2020 spending

GSA Small Business Contracting Goals FY 2021

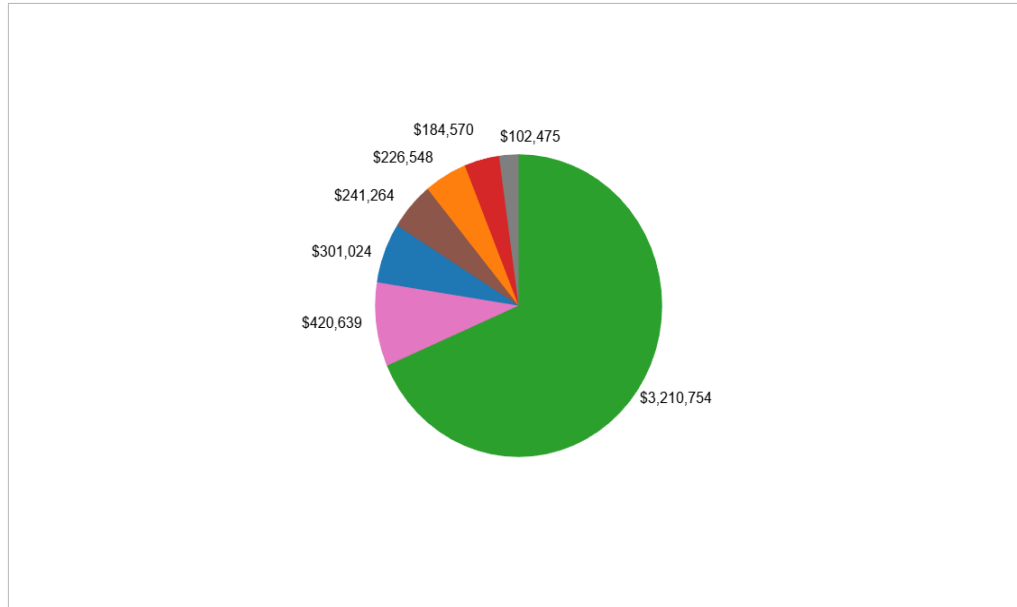
Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	\$370.3M	7.2%	3.0%
Certified HUBZone Small Business	\$218.9M	4.3%	3.0%
Small Disadvantaged Business	\$733.5M	14.3%	5.0%
Women Owned	\$388M	7.5%	5.0%

Source: FPDS



Source: Small Business Dashboard

GSA Total Small Business Spending by Socioeconomic Status, FY 2020*



Socioeconomic Status

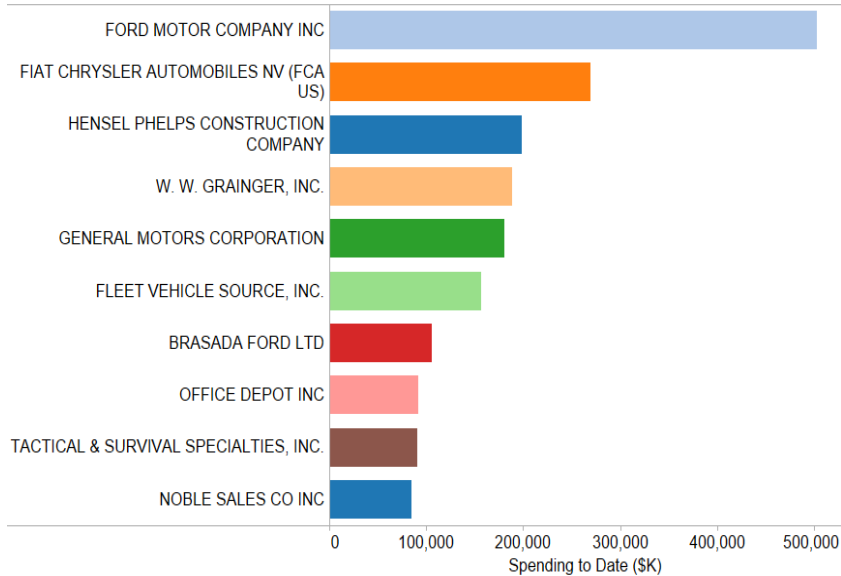
- Small Business (in one or more NAICS)
- Women Owned
- 8(a)
- Veteran Owned
- HUBZone
- Service Disabled Veteran Owned
- Alaskan Native Corporation Owned

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

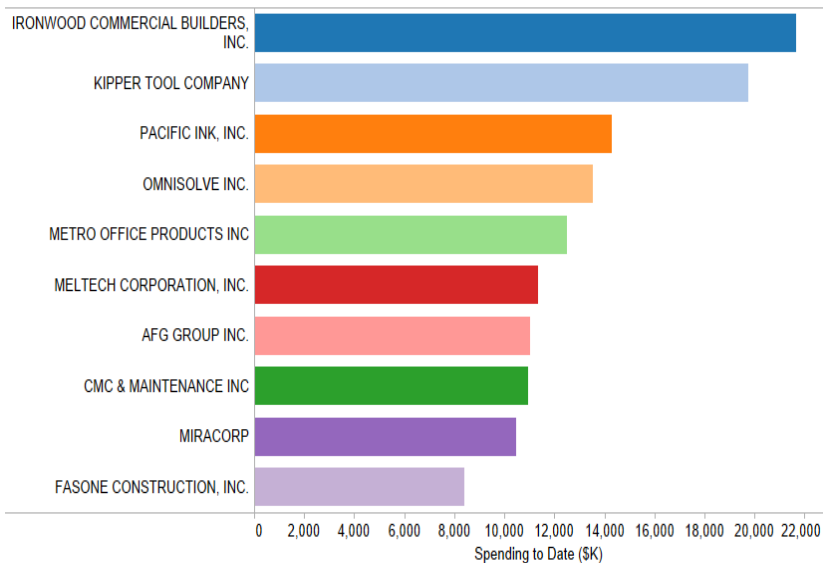
Leading GSA Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
FORD MOTOR COMPANY INC	\$502,641	9%
FIAT CHRYSLER AUTOMOBILES NV (FCA US)	\$269,150	5%
HENSEL PHELPS CONSTRUCTION COMPANY	\$198,160	3%
W. W. GRAINGER, INC.	\$188,793	3%
GENERAL MOTORS CORPORATION	\$180,143	3%
FLEET VEHICLE SOURCE, INC.	\$156,350	3%
BRASADA FORD LTD	\$105,579	2%
OFFICE DEPOT INC	\$91,610	2%
TACTICAL & SURVIVAL SPECIALTIES, INC.	\$90,350	2%
NOBLE SALES CO INC	\$84,825	1%
Grand Total	\$5,830,889	100%

Source: Federal Procurement Data System, GovWin IQ

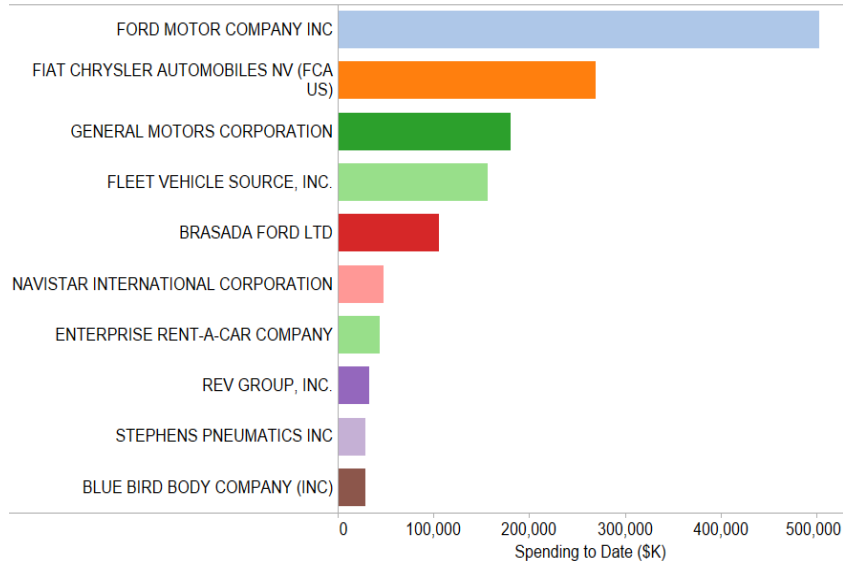
Leading GSA Prime Veterans Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
IRONWOOD COMMERCIAL BUILDERS, INC.	\$21,655	5%
KIPPER TOOL COMPANY	\$19,745	5%
PACIFIC INK, INC.	\$14,285	3%
OMNISOLVE INC.	\$13,544	3%
METRO OFFICE PRODUCTS INC	\$12,520	3%
MELTECH CORPORATION, INC.	\$11,358	3%
AFG GROUP INC.	\$11,027	3%
CMC & MAINTENANCE INC	\$10,952	3%
MIRACORP	\$10,462	2%
FASONE CONSTRUCTION, INC.	\$8,407	2%
Grand Total	\$420,639	100%

Source: Federal Procurement Data System, GovWin IQ

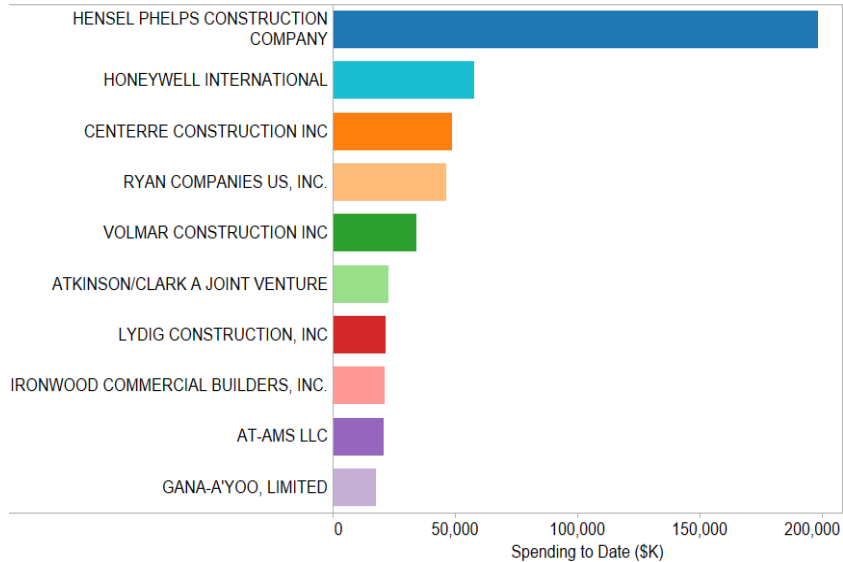
Leading GSA Prime Land Vehicles & Equipment Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
FORD MOTOR COMPANY INC	\$502,641	31%
FIAT CHRYSLER AUTOMOBILES NV (FCA US)	\$269,150	16%
GENERAL MOTORS CORPORATION	\$180,143	11%
FLEET VEHICLE SOURCE, INC.	\$156,350	10%
BRASADA FORD LTD	\$105,579	6%
NAVISTAR INTERNATIONAL CORPORATION	\$47,902	3%
ENTERPRISE RENT-A-CAR COMPANY	\$43,862	3%
REV GROUP, INC.	\$33,016	2%
STEPHENS PNEUMATICS INC	\$29,247	2%
BLUE BIRD BODY COMPANY (INC)	\$28,748	2%
Grand Total	\$1,646,281	100%

Source: Federal Procurement Data System, GovWin IQ

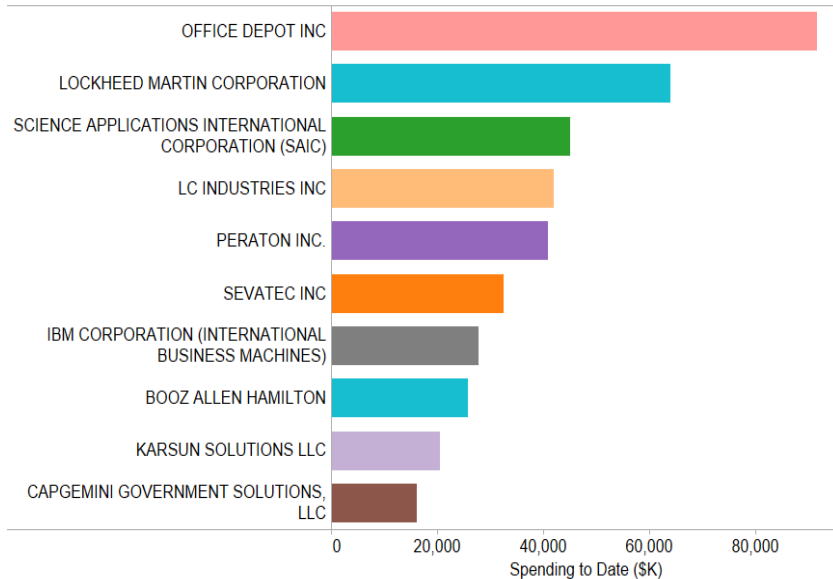
Leading GSA Prime Architecture Engineering and Construction Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
HENSEL PHELPS CONSTRUCTION COMPANY	\$198,160	17%
HONEYWELL INTERNATIONAL	\$57,753	5%
CENTERRE CONSTRUCTION INC	\$48,918	4%
RYAN COMPANIES US, INC.	\$46,367	4%
VOLMAR CONSTRUCTION INC	\$34,214	3%
ATKINSON/CLARK A JOINT VENTURE	\$22,973	2%
LYDIG CONSTRUCTION, INC	\$21,618	2%
IRONWOOD COMMERCIAL BUILDERS, INC.	\$21,061	2%
AT-AMS LLC	\$20,743	2%
GAN A-YOO, LIMITED	\$17,650	1%
Grand Total	\$1,189,905	100%

Source: Federal Procurement Data System, GovWin IQ

Leading GSA Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
OFFICE DEPOT INC	\$91,610	11%
LOCKHEED MARTIN CORPORATION	\$64,020	7%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$45,168	5%
LC INDUSTRIES INC	\$41,953	5%
PERATON INC.	\$40,912	5%
SEVATEC INC	\$32,510	4%
IBM CORPORATION (INTERNATIONAL BUSINESS MACHINES)	\$27,839	3%
BOOZ ALLEN HAMILTON	\$25,799	3%
KARSUN SOLUTIONS LLC	\$20,507	2%
CAPGEMINI GOVERNMENT SOLUTIONS, LLC	\$16,221	2%
Grand Total	\$857,324	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

GSA Procurement

- » The GSA's acquisition activities are under the regulation of the [Federal Acquisition Regulation \(FAR\)](#) and the General Services Administration Acquisition Regulation (GSAR). The [GSA Acquisition Manual \(GSAM\)](#) is the second acquisition regulation which consolidates the GSA agency acquisition rules and guidance. The GSAM also contains the GSAR and nonregulatory agency acquisition guidance. The FAR was established to codify uniform policies for acquisition of supplies and services by executive agencies. The rules that require publication in the GSAM fall into two major categories:
 - » Those that affect GSA's business partners, such as prospective offerors and contractors
 - » Those that apply to acquisition of leasehold interests in real property, as the FAR does not apply to leasing actions
- » The [Federal Acquisition Service \(FAS\)](#) aims to deliver products and services across government at the best value possible. FAS offers a continuum of solutions and services in the areas of:
 - » Products and Services;
 - » Technology;
 - » Motor Vehicle Management;
 - » Transportation;
 - » Travel; and
 - » Procurement and Online Acquisition Tools.

GSA Procurement

- » The FAS organization has the following program areas:
- » **Office of Policy and Compliance** - Ensures that GSA's activities are fully compliant with federal laws, regulations, and policies, and that operating practices are consistent across business lines and regions.
- » **Office of Assisted Acquisition Services** - Complements the programs of the Integrated Technology Services portfolio by providing acquisition, technical and project management services that assist agencies in acquiring and deploying information technology and professional services solutions
- » **Office of Customer and Stakeholder Engagement** - Enables GSA to better understand customer requirements and become a strategic partner in helping agencies meet their acquisition needs.
- » **Office of Systems Management** - Integrates and unifies the federal award process for United States Government buyers and sellers, and enables shared acquisition services with goals to reduce cost and generate customer savings.
- » **Office of Information Technology Category** - Offers state of the art commercial products, systems, services and support to federal, state and local governments.
- » **Office of General Supplies and Services** - Simplifies the buying process to meet customer agency needs in the areas of office supplies, computer products, tools, security, furniture and many others.

GSA Procurement

- » **Office of Professional Services and Human Capital Categories** - Responsible for the strategic leadership, oversight, and management of FAS's professional services, human capital services, and charge card management programs and contracts.
- » **Office of Travel, Transportation and Logistics Categories** - Develops and manages programs and solutions for travel, motor vehicle and transportation services.
- » **Office of Enterprise Strategy Management** - Sets the strategic vision for all of FAS, consistent with the overall GSA strategic vision, and also a consistent set of tools to help achieve the vision.
- » **Technology Transformation Services** - Leads the digital transformation of federal government by helping agencies build, buy and share technology that allows them to provide more accessible, efficient, and effective products and services for the American people.

GSA Procurement (Cont.)

- » On behalf of the General Services Administration, the Federal Acquisition Policy Division (part of the Office of Acquisition Policy), in conjunction with Department of Defense (DOD) and National Aeronautics and Space Administration (NASA), write the Federal Acquisition Regulation (FAR), the rule book for all federal agency procurements that governs the billions of contract dollars expended by the Government every year.
- » The Regulatory Secretariat Division prepares, compiles, and processes government-wide as well as agency specific regulations and general notices for publication in the Federal Register.
- » GSA manages the [Acquisition Gateway](#), which is meant to be the hub of an acquisition professional's daily activities. GSA is attempting to revamp how the government approaches procurement, replacing the decades-old model of a fragmented and scattered approach to acquisition. For full unrestricted access to the Acquisition Gateway users must log on via OMB MAX. The Gateway is a workspace for acquisition professionals and federal buyers to connect with resources, tools and each other to improve acquisition government-wide.
- » Information concerning any of the procurement activities of the GSA can be obtained from the Office of the Chief Acquisition Officer at the following mailing address:

General Services Administration
Office of the Chief Acquisition Officer
18th and F Streets, N.W.,
Washington, DC 20405
703-605-5535

GSA Acquisition Planning Forecast

- » GSA maintains a [Forecast of Contract Opportunities](#) - which is a dashboard of upcoming federal contracting opportunities. All projected procurements maintained in the dashboard are subject to revision or cancellation. Final decisions on the extent of competition, small business participation, estimated value, or any aspect of the procurement action will not be made until each procurement is posted to [Contract Opportunities](#) on the Systems for Award Management (SAM), formally Federal Business Opportunities (FEDBIZOPPS).
- » GSA also provides a [Contractor Team Arrangement \(CTA\)](#), in which two or more GSA Schedule contractors work together, by complementing each other's capabilities, to offer a total solution to meet an agency's requirement. CTAs provide a "win-win" situation for both GSA Schedule contractors and ordering offices:
 - » GSA Schedule contractors may compete for Schedule orders for which they may not independently qualify
 - » Ordering offices may procure a total solution rather than making separate buys for each part of a requirement

GSA Contracting

Architecture, Engineering, and Construction

- » All GSA design and construction contracting opportunities are advertised on Federal Business Opportunities (FedBizOpps). To receive drawings and specifications for projects, contractors must be registered in the [System for Award Management \(SAM\)](#), a new government sponsored web site that consolidates the capabilities of CCR/FedReg, ORCA, and EPLS in FedBizOpps, where drawings and specifications are issued electronically.

Design Acquisition

- » Design Services are competed using a qualifications-based selection process under the Brooks Act (Public Law 92-582) and Federal Acquisition Regulation (FAR) 36.6. This is a two-step process where technical submissions of qualifications from architect-engineer firms are reviewed, and the vendors with the strongest technical proposals are interviewed in order to develop a list of finalists. The firms are ranked based on their technical qualifications, and negotiations are conducted with the top-rated firm for the contract award. If the government and firm cannot come to agreement during negotiations, the government proceeds to the next-ranked firm for negotiations. GSA uses this process to award [Indefinite Delivery, Indefinite Quantity \(IDIQ\) and small project contracts](#). Design Excellence is used for the major (prospectus) projects. In this process, the “Lead Designer” submits his or her qualification portfolio, and the portfolios are evaluated. The Designers then submit the qualifications of the entire team and are interviewed. The firms are ranked and negotiations are begun with the top-ranked designer/firm. The selection and award process takes six to 12 months. GSA has outlined the architect-engineer selection process at the following [link](#).

GSA Contracting

Construction Acquisition

- » In general, construction projects below the [GSA prospectus level](#) are procured using sealed bidding procedures, low-price technically acceptable competitive proposals, or competitive orders against existing multiple-award IDIQ construction contracts. The award goes to the lowest responsive, responsible bidder in accordance with the FAR.
- » Major Construction Contracts are selected using the FAR's "Source Selection" Method (FAR 15.1). There are many variations of this method. The basic method requests both Technical or Management Proposals and a Price Proposal. Once the proposals are received, they are evaluated technically and then in terms of prices. Tradeoffs may be made followed by the selection of "Best Value". The Solicitations must state the relationship between the technical and price proposals, for instance "tech more important than price", "tech equal to price", or "lowest price technically acceptable". Competitive range is determined. Discussions and negotiations are then held to allow the offerors to correct technical proposals and to clarify pricing.
- » There is a two-step advisory process that allows for technical proposals to be evaluated, and offerors are advised of whether they are technically viable to compete in a particular procurement. The final evaluations are the same as the one-step process without pre-advisory and deal with selecting the best value for the government. Most awards are made within 60 days of receipt of offers.

GSA Contracting

Performance and Payment Bonds

- » Payment bonds represent a promise of surety of payment to all persons supplying labor or materials in the work provided for in a contract.
- » In accordance with FAR 28.102, all construction projects over \$100,000 are subject to the [Miller Act](#) which requires performance and payment bonds. Performance bonds represent a promise of surety to the government that once the contract is awarded, the contractor will perform its obligations under the contract.
- » The penal amount of each performance bond is 100 percent of the original contract price plus 100 percent of any price increases, unless the contracting officer determines that a smaller amount will adequately protect the government. The penal amount of each payment bond is 100 percent of the original contract price plus 100 percent of any price increases, unless the contracting officer makes a written determination that a payment bond in this amount is impractical; however, the amount of the payment bond must be no less than the amount of the performance bond.

GSA Office of Small Business Utilization (OSBU)

- » The GSA [Office of Small Business Utilization \(OSBU\)](#) advocates for small, minority, veteran, historically underutilized business zone (HUBZone), and women business owners. The OSBU has the mission to promote increased access to GSA's nationwide procurement opportunities. The OSBU monitors and implements small business policies and manages a range of programs required by law. GSA's small business programs nurture entrepreneurial opportunities, open doors to new business horizons, and enhance technological capabilities.
- » The OSBU has a number of outreach activities which provide small business community members the opportunity to meet key contracting experts and be counseled on the procurement process. These activities include:
 - » Procurement networking sessions
 - » Marketing strategies and techniques workshops
 - » Electronic commerce/electronic data interchange training sessions
 - » Interagency networking breakfasts
 - » Trade missions
 - » Roundtables
 - » Procurement conferences

GSA Office of Small Business Utilization (OSBU)

- » The [GSA Forecast of Contracting Opportunities](#) is made available pursuant to Public Law 100-656, Business Opportunity Development Reform Act of 1988. The intent is to inform small businesses of anticipated contracting opportunities with GSA for the current fiscal year, as well as known opportunities for subsequent fiscal years.
- » The OSBU also provides a [Subcontracting Directory](#), published as an aid to small business concerns seeking subcontracting opportunities with GSA prime contractors. Companies are listed alphabetically by name within each of the 11 GSA regions. Each listing contains the company's name, products or services, address, and the name and telephone number of the small business contact within the company. Small business concerns should not overlook procurement opportunities existing on a prime contract award basis with GSA. The 11 GSA Small Business Centers, offer information regarding these opportunities.

GSA Office of Small Business Utilization (OSBU)

- » The OSBU ran [GWAC Center](#) has the latest information about the center and its governmentwide IT solutions acquisition contracts - 8(a) STARS II, VETS, and Alliant Small Business. It also includes a portfolio of pre-competed, multiple award contracts and a library of policy memos.
- » Information concerning any of the small business activities of the GSA can be obtained from the Associate Administrator of the Office of Small Business Utilization at the following mailing address:

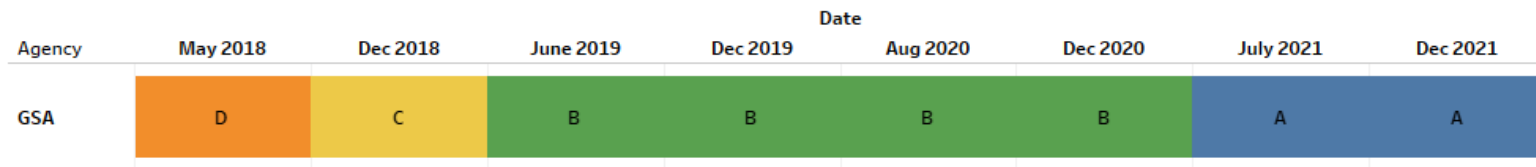
General Services Administration
Office of Small Business Utilization
1800 First St. NE
Washington, DC 20417
1-855-OSBUGSA (672-8472)

09

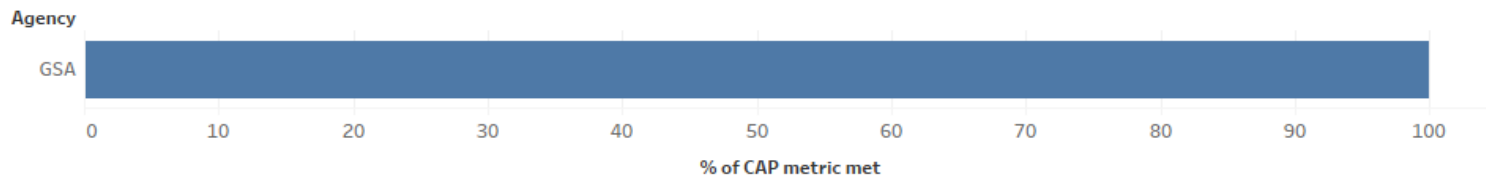
Government-wide Initiatives

GSA FISMA Compliance Scores

Federal Information Security Modernization Act of 2014 (FISMA)



% of Cross-Agency Priority (CAP) Cybersecurity Goals



Congress enacted the Federal Information Security Modernization Act of 2014 (FISMA)⁸ to improve federal cybersecurity and clarify government-wide responsibilities. The act promotes security tools with the ability to continuously monitor and diagnose the security of federal agencies, and provide improved oversight of security programs. The act also clarifies and assigns additional duties to entities such as OMB and DHS.



GSA MGT Scores

Modernizing Government Technology Act (MGT)

Agency	Date							
	May 2018	Dec 2018	Jun 2019	Dec 2019	Aug 2020	Dec 2020	July 2021	Dec 2021
GSA	C	C	A	A	A	A	A	A

The Modernizing Government Technology (MGT) Act authorizes agencies to establish working capital funds (WCF) for use in transitioning from legacy IT systems, as well as for addressing evolving threats to information security. These working capital funds allow agencies to reinvest savings into modernization or cybersecurity initiatives. The law also created the Technology Modernization Fund within the Department of the Treasury, from which agencies can “borrow” money to retire and replace legacy systems as well as acquire or develop systems.

Why is MGT important: Federal legacy IT investments are becoming increasingly obsolete: many use outdated software languages and hardware parts that are unsupported. For example, some federal agencies reported using some system components that are at least 50 years old.

President's Management Agenda and Priorities

Strengthening and empowering the Federal workforce - Ensuring a Government that delivers for all demands a focus on those who keep our Government running and deliver services each day.

- » Attract and hire the most qualified employees, who reflect the diversity of our country, in the right roles across the Federal Government
- » Make every Federal job a good job, where all employees are engaged, supported, heard, and empowered, with opportunities to learn, grow, join a union and have an effective voice in their workplaces through their union, and thrive throughout their careers
- » Reimagine and build a roadmap to the future of Federal work informed by lessons from the pandemic and nationwide workforce and workplace trends
- » Build the personnel system and support required to sustain the Federal Government as a model employer able to effectively deliver on a broad range of agency missions

President's Management Agenda and Priorities (Cont.)

Delivering excellent, equitable, and secure Federal services and customer experience - Every interaction between the Government and the public is an opportunity to deliver the value and competency Americans expect and deserve.

- » Improve the service design, digital products, and customer-experience management of Federal High- Impact Service Providers by reducing customer burden, addressing inequities, and streamlining processes
- » Design, build, and manage Government service delivery for key life experiences that cut across Federal agencies
- » Identify and prioritize the development of Federal shared products, services, and standards that enable simple, seamless, and secure customer experiences across High Impact Service Providers

President's Management Agenda and Priorities (Cont.)

Managing the Business of Government to Build Back Better - The Federal Government—as an enterprise—influences and reshapes markets, supports key supply chains, drives progress on new technology and solution development, and provides key support into communities throughout the country.

- » Foster lasting improvements in the Federal acquisition system to strengthen the U.S. domestic manufacturing base, support American workers, lead by example toward sustainable climate solutions, and create opportunities for underserved communities
- » Build capacity in Federal financial management and through Federal financial assistance to catalyze American industrial strategy, address climate-related risks, and deliver equitable results

Thank You!