

GovWin  
from Deltek

Federal Agency Profiles

# Federal Acquisition Service – *Account Planner*

November 29, 2021



# Copyright Statement

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# Table of Contents

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- » [Methodology](#)
- » [Account Summary](#)
- » [Employee Summary](#)
- » [Budget Summary](#)
- » Capital Plans and Initiatives
  - » [Information Technology](#)
- » [Buying Behavior](#)
- » [Competitive Landscape](#)
- » [Procurement](#)

# 01

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## Methodology

# Methodology

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- » 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)

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- » 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)

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- » 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

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## Account Summary



# FAS Organization - Summary

» **Headquarters:**

1800 F Street NW  
Washington 20405

» **Leadership:**

» **Commissioner:**

Sonny Hashmi

» **Assistant Commissioner – Office of Information Technology**

**Category:**

Laura Stanton

» **Assistant Commissioner – Office of Assisted Acquisition**

**Services:**

Christopher Bennethum



Total Employees (2021) 3,625

*Percentage data based on prior year comparisons.*

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

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

# FAS Agency Contracting Summary

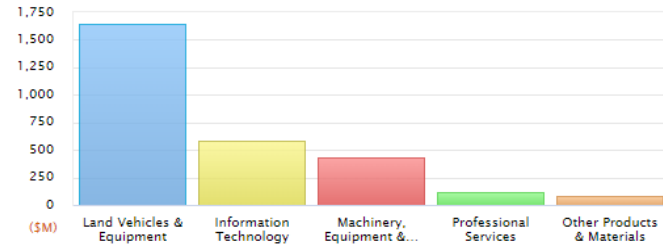
## Contract Spending vs. Discretionary Budget Authority

FAS does not publish a total, discretionary budget authority.

## Top Segment Spending

Top Segment Spending (2020)

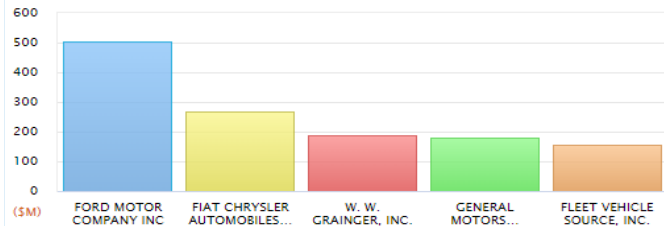
(Top 5 only)



## Top Contractors

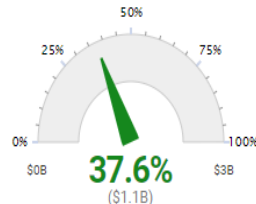
Top Contractors (2020)

(Top 5 only)



## FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$105.2M	3.5%	5.0%
Women Owned	\$106.9M	3.5%	5.0%
Certified HUBZone Small Business	\$31.3M	1.0%	3.0%
Service Disabled Veteran Owned	\$203.9M	6.8%	3.0%

Source: FPDS  
 ● - Indicates goal achieved

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

# FAS Mission & Vision

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## » **Mission Statement:**

- » Provide an exceptional customer experience by delivering best value goods and services through an increasingly digital environment.

*Source: GSA FY 2021 Congressional Budget Justification, pg. ASF - 16*

# 03

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## Agency Employee Summary

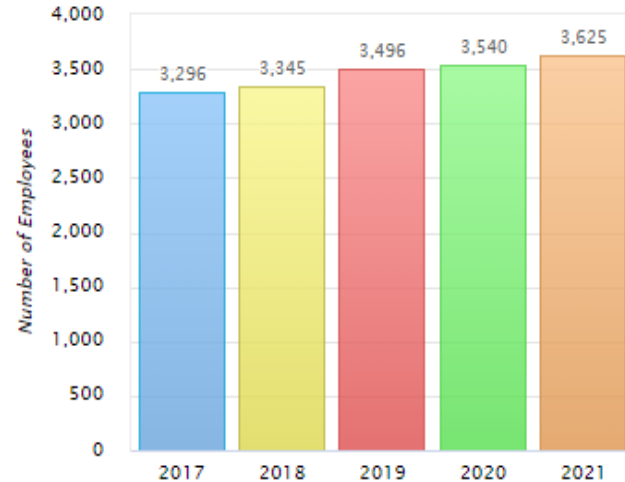
# FAS Employee Summary

## Employee Statistics

	Agency	Federal
Employees (2021)	3,625	2,171,790
Employment Growth (2020 vs. 2021)	2.4 %	0.6 %
Retirement Rate (2019)	1.4 %	1.6 %
Turnover Rate (2019)	3.6 %	5.4 %
Largest Age Group (2021)	50-59 (1,112)	50-59 (624,584)
Length of Service (2021)	10-19 Yrs (1,384)	1-9 Yrs (852,158)

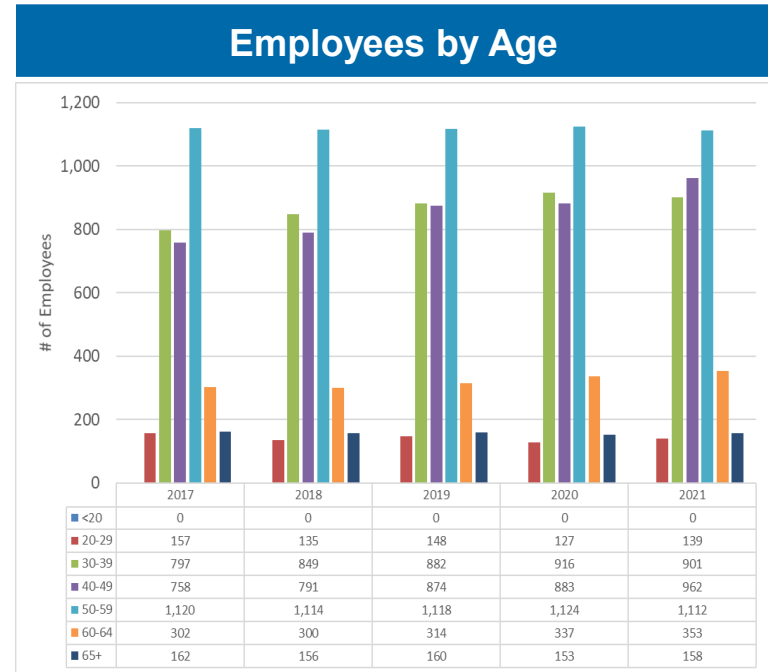
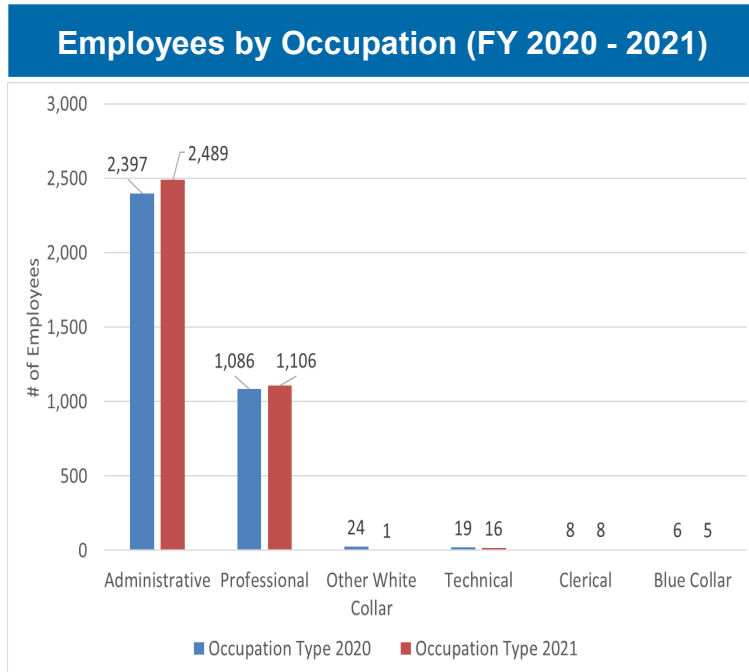
Source: FedScope (March 2021)

## Annual Employment Trend



Source: OPM FedScope, Deltek

# FAS Employee Summary (Cont.)



Source: OPM FedScope, Deltek

# 04

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## Account Budget Summary



# Annual Federal Budget Timeline



**1<sup>st</sup> 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*



# 05

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## Account Capital Plans and Initiatives – Information Technology

# FAS – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">GSA IDENTITY CREDENTIAL AND ACCESS MANAGEMENT NEXTGEN CREDENTIAL MANAGEMENT SUPPORT</a>	Forecast Pre-RFP	04/2026	161	194351
<a href="#">OCONUS LOGISTICS SUPPORT SERVICE IN EUROPE (EUCOM)</a>	Forecast Pre-RFP	09/2022	146	197718
<a href="#">OPP CONTACT CENTER CONTRACT SUPPORT</a>	Forecast Pre-RFP	05/2025	67	213003
<a href="#">FEDERAL PUBLIC KEY INFRASTRUCTURE (FPKI)</a>	Forecast Pre-RFP	06/2024	25	212485
<a href="#">TTS WIDE SOFTWARE AS A SERVICE MESSAGE DELIVERY SERVICE (SAAS)</a>	Forecast Pre-RFP	06/2023	19	212481

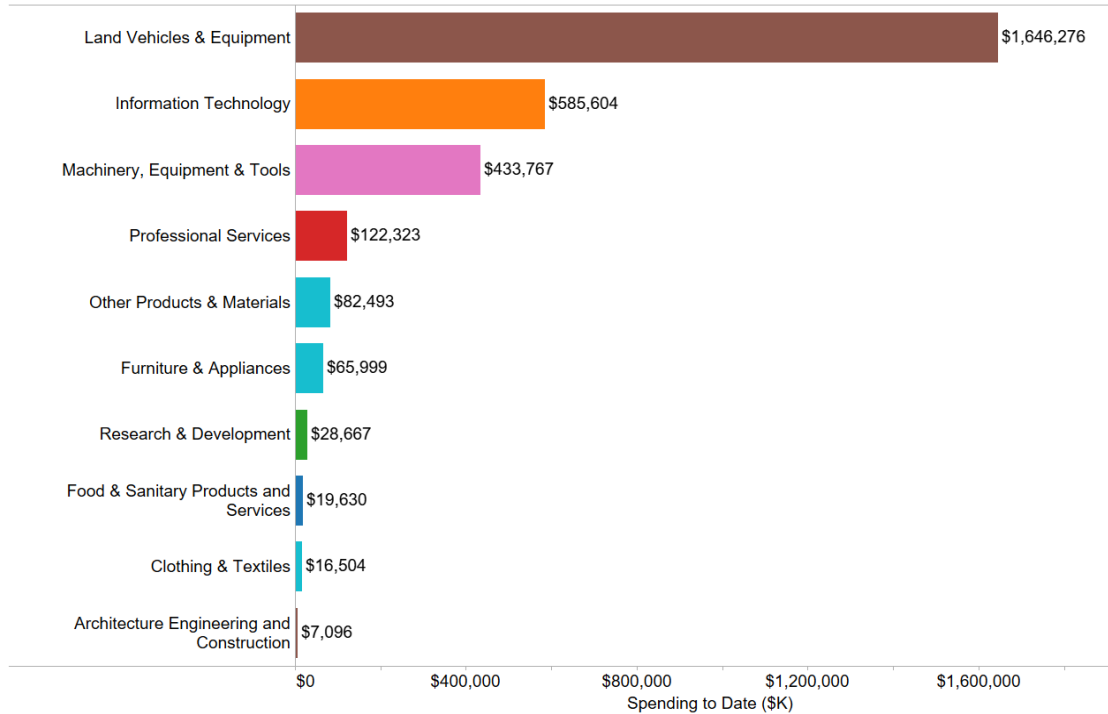
Source: GovWin IQ

# 06

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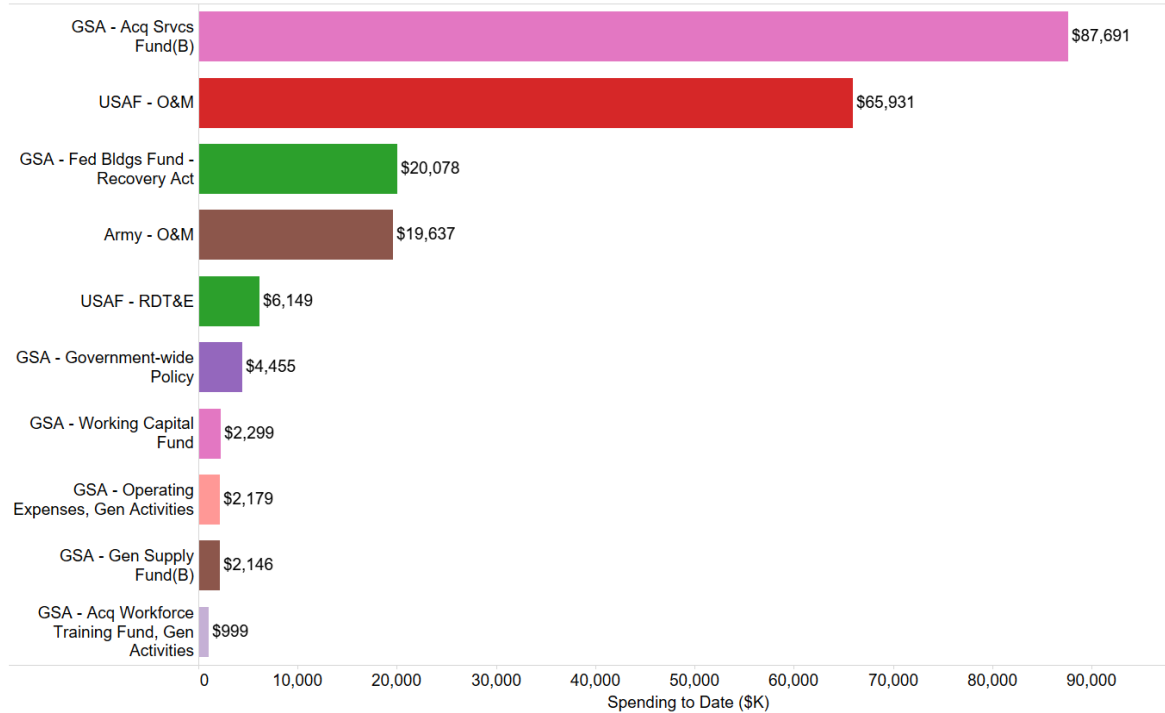
## Account Buying Behavior

# Leading FAS Spending by Segments, FY 2020



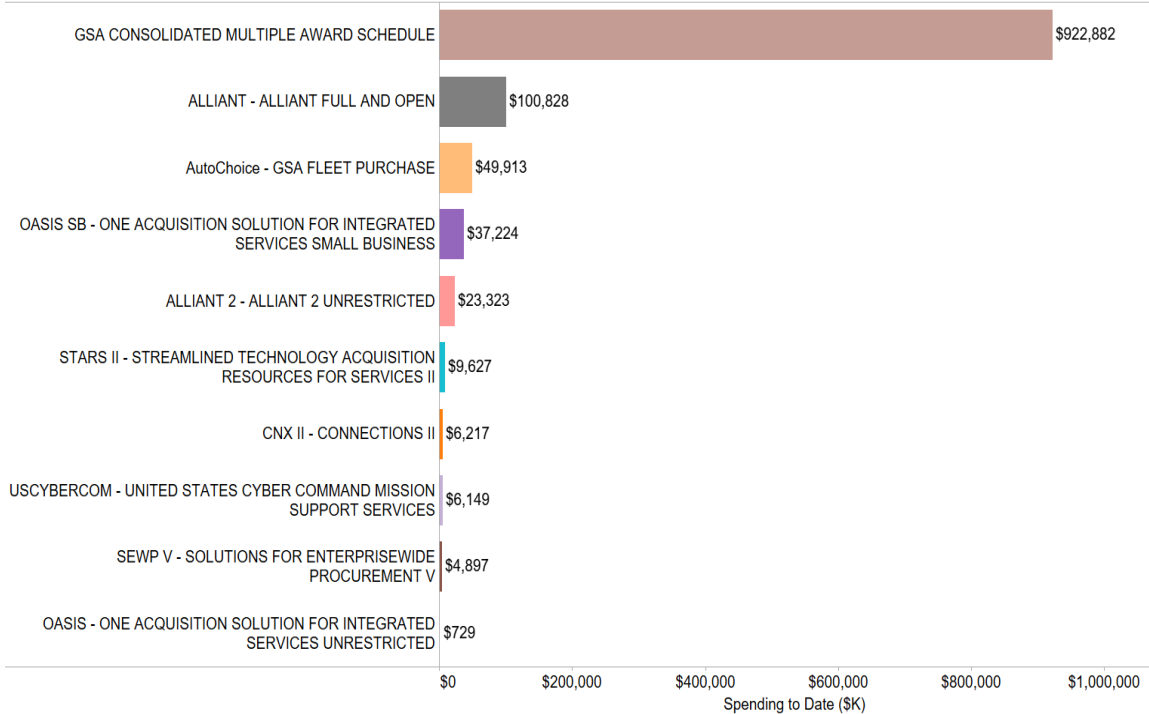
Source: Federal Procurement Data System, GovWin IQ

# Leading FAS Budget Accounts, FY 2020



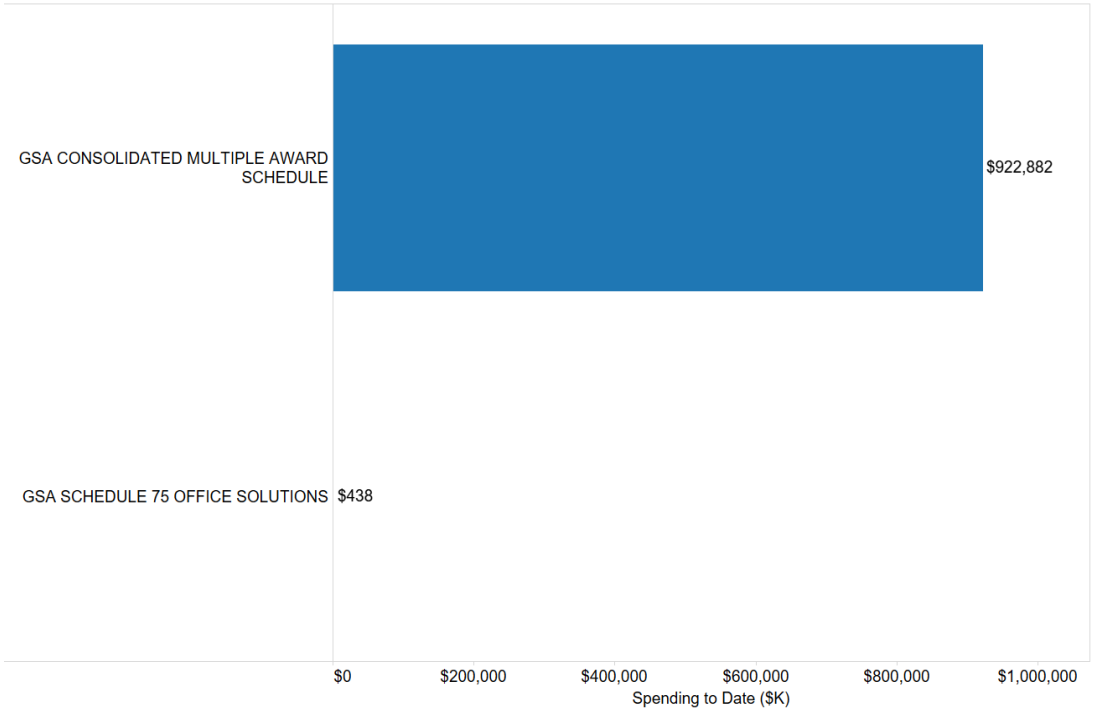
Source: Federal Procurement Data System, GovWin IQ

# Leading FAS Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

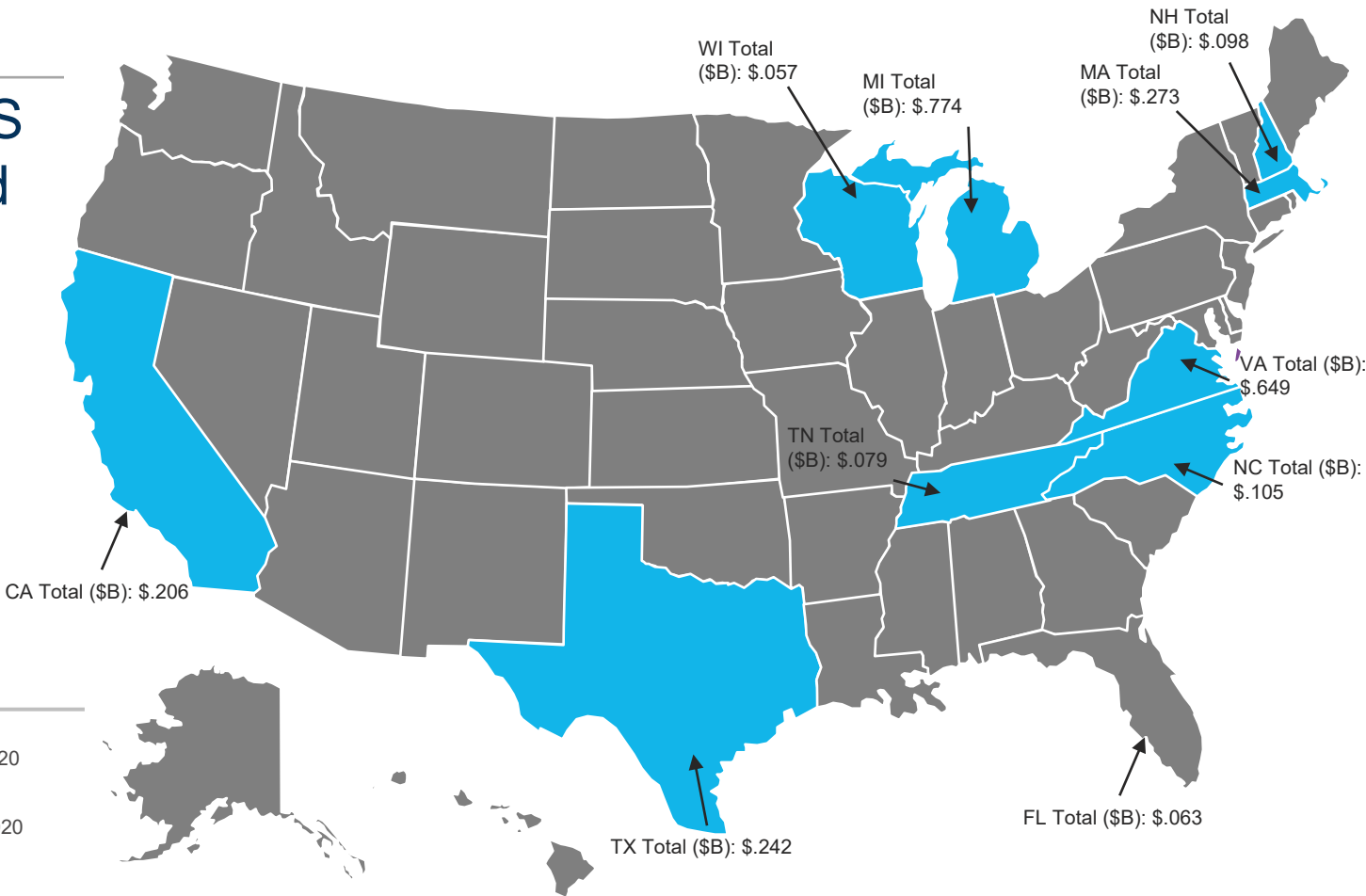
# Leading FAS Spending GSA Schedules, FY 2020





Source: Federal Procurement Data System, GovWin IQ

# FY 2020 Total FAS Federal Reported Spending: \$3.0B

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



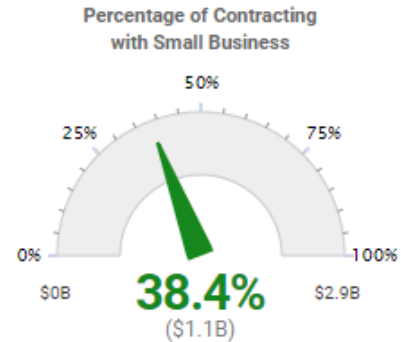
 Top 10 States by Spending FY 2020

 States outside of Top 10 by FY 2020 spending



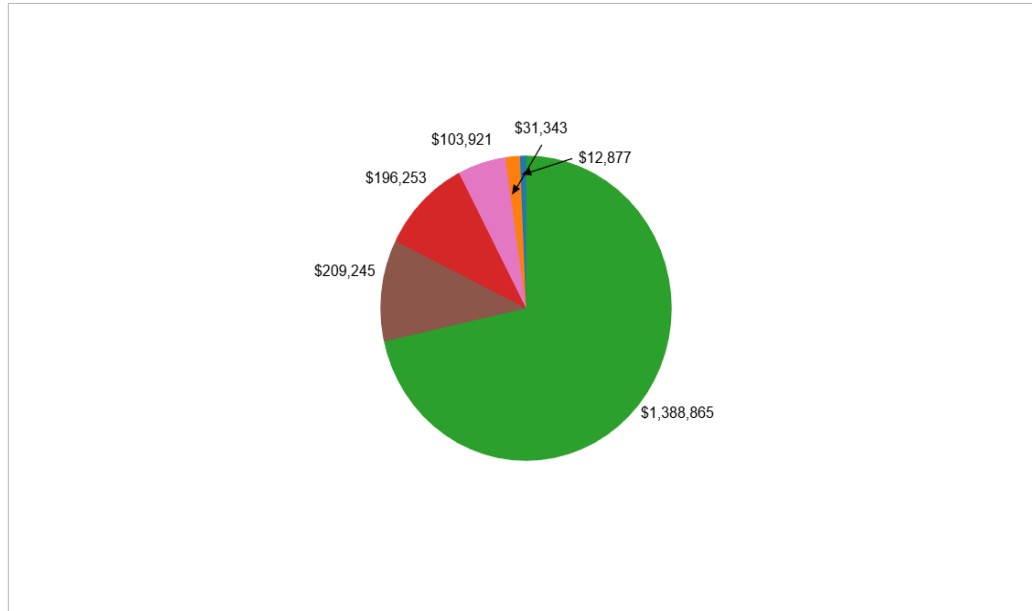
# FAS Small Business Contracting Goals FY 2021

Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$94.7M	3.3%	5.0%
Women Owned	\$109.7M	3.8%	5.0%
Certified HUBZone Small Business	\$41.3M	1.4%	3.0%
Service Disabled Veteran Owned	\$227M	7.9%	3.0%
<i>Source: FPDS</i>			



*Source: Small Business Dashboard*

# FAS Total Small Business Spending by Socioeconomic Status, FY 2020\*



**Socioeconomic Status**

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

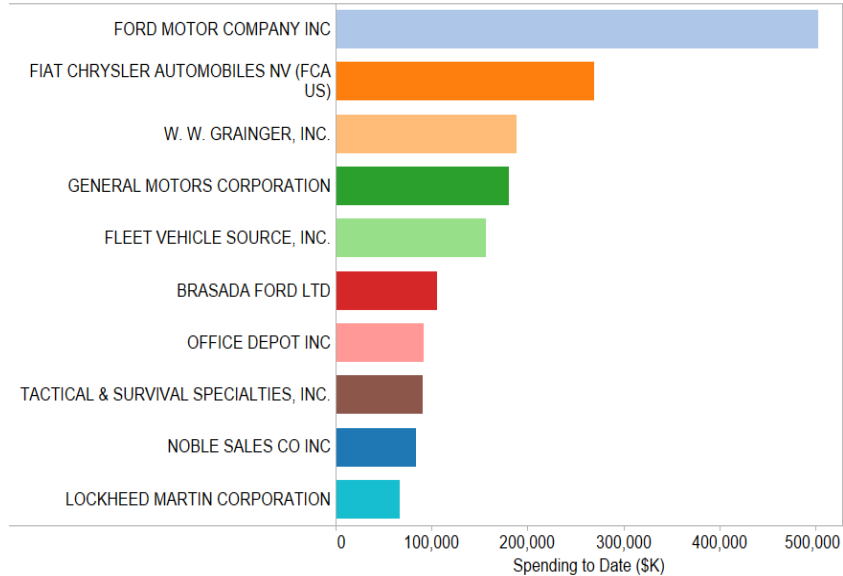
Source: Federal Procurement Data System, GovWin IQ

# 07

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## Account Competitive Landscape

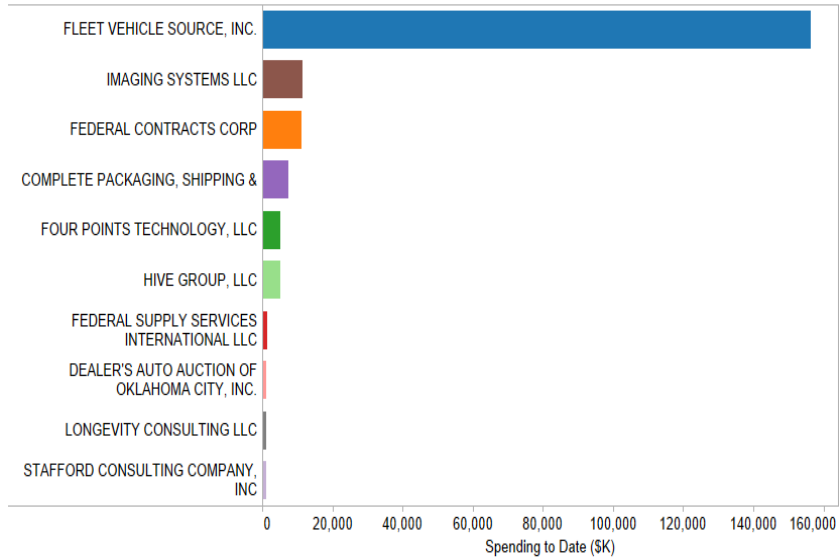
# Leading FAS Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
FORD MOTOR COMPANY INC	\$502,641	17%
FIAT CHRYSLER AUTOMOBILES NV (FCA US)	\$269,150	9%
W. W. GRAINGER, INC.	\$188,371	6%
GENERAL MOTORS CORPORATION	\$180,143	6%
FLEET VEHICLE SOURCE, INC.	\$156,350	5%
BRASADA FORD LTD	\$105,579	4%
OFFICE DEPOT INC	\$91,610	3%
TACTICAL & SURVIVAL SPECIALTIES, INC.	\$90,326	3%
NOBLE SALES CO INC	\$83,620	3%
LOCKHEED MARTIN CORPORATION	\$66,371	2%
<b>Grand Total</b>	<b>\$3,020,083</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

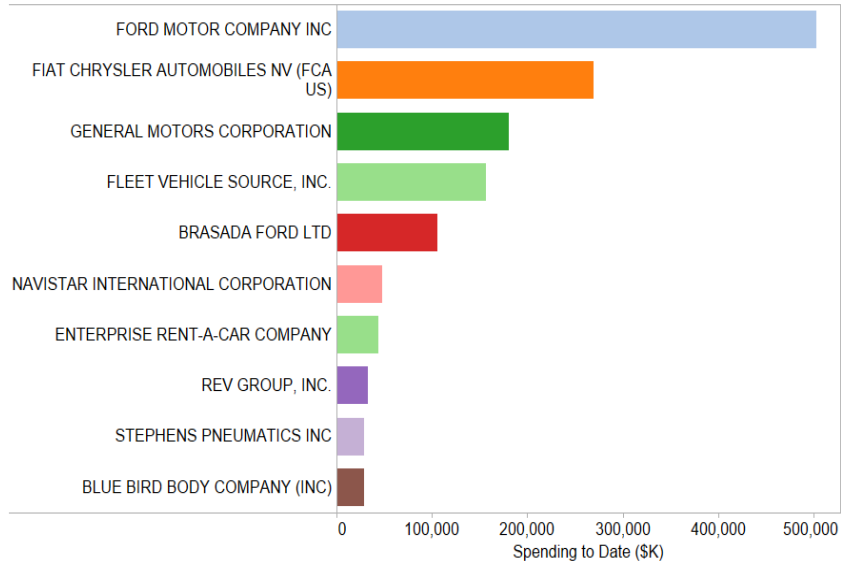
# Leading FAS Prime Service Disabled Veteran Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
FLEET VEHICLE SOURCE, INC.	\$156,350	75%
IMAGING SYSTEMS LLC	\$11,432	5%
FEDERAL CONTRACTS CORP	\$11,251	5%
COMPLETE PACKAGING, SHIPPING &	\$7,534	4%
FOUR POINTS TECHNOLOGY, LLC	\$5,305	3%
HIVE GROUP, LLC	\$5,159	2%
FEDERAL SUPPLY SERVICES INTERNATIONAL LLC	\$1,401	1%
DEALER'S AUTO AUCTION OF OKLAHOMA CITY, INC.	\$1,200	1%
LONGEVITY CONSULTING LLC	\$1,179	1%
STAFFORD CONSULTING COMPANY, INC	\$1,152	1%
<b>Grand Total</b>	<b>\$209,245</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

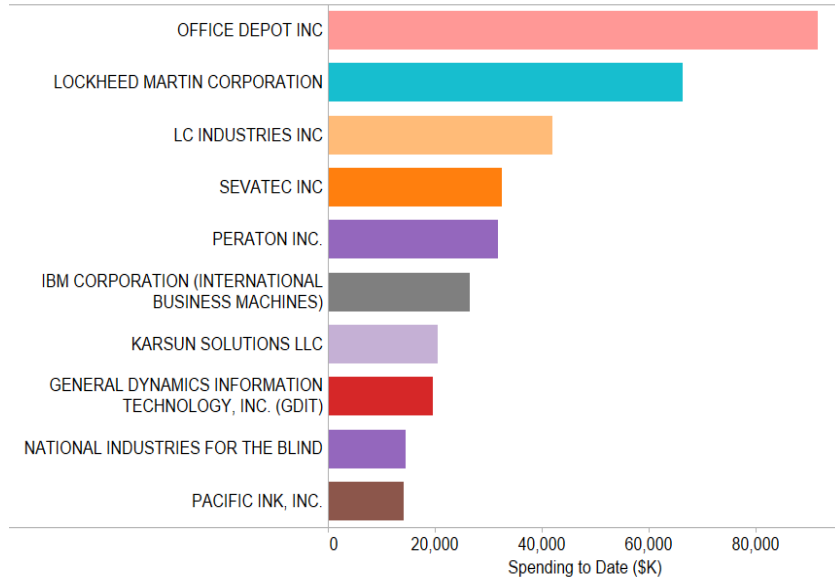
# Leading FAS Prime Land Vehicles & Equipment Contractors, FY 2020



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%
<b>Grand Total</b>	<b>\$1,646,276</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

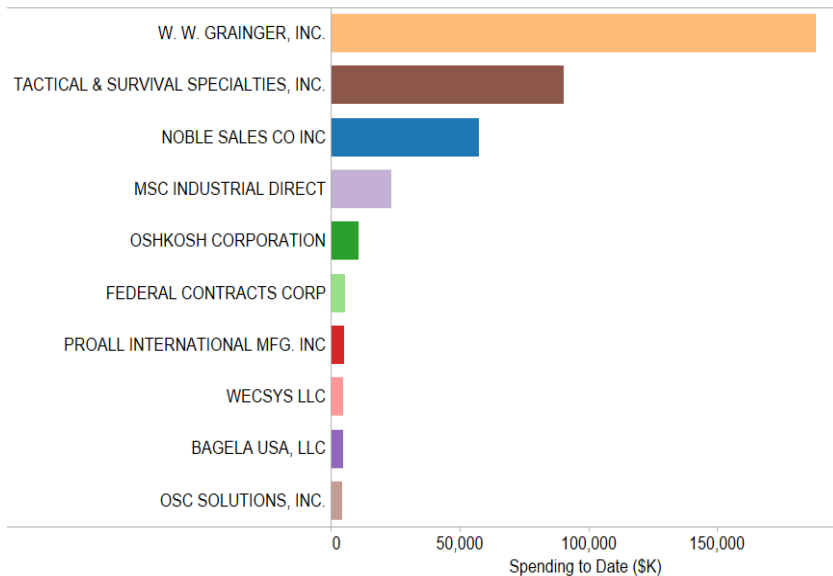
# Leading FAS Prime IT Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
OFFICE DEPOT INC	\$91,610	16%
LOCKHEED MARTIN CORPORATION	\$66,371	11%
LC INDUSTRIES INC	\$41,953	7%
SEVATEC INC	\$32,510	6%
PERATON INC.	\$31,764	5%
IBM CORPORATION (INTERNATIONAL BUSINESS MACHINES)	\$26,470	5%
KARSUN SOLUTIONS LLC	\$20,507	4%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	\$19,709	3%
NATIONAL INDUSTRIES FOR THE BLIND	\$14,618	3%
PACIFIC INK, INC.	\$14,270	2%
<b>Grand Total</b>	<b>\$585,604</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# Leading FAS Prime Machinery, Equipment & Tools Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
W. W. GRAINGER, INC.	\$188,331	43%
TACTICAL & SURVIVAL SPECIALTIES, INC.	\$90,326	21%
NOBLE SALES CO INC	\$57,487	13%
MSC INDUSTRIAL DIRECT	\$23,669	5%
OSHKOSH CORPORATION	\$10,753	2%
FEDERAL CONTRACTS CORP	\$5,444	1%
PROALL INTERNATIONAL MFG. INC	\$5,221	1%
WECSYS LLC	\$4,990	1%
BAGELA USA, LLC	\$4,956	1%
OSC SOLUTIONS, INC.	\$4,480	1%
<b>Grand Total</b>	<b>\$433,767</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ



# 08

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## Procurement

# FAS – Procurement

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- » All FAS 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

# FAS – Procurement (Cont.)

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- » FAS's [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.
- » AAS provides custom acquisition, project and financial management support services, specializing in mission-critical, complex and sensitive projects. From information technology and professional services to facilities maintenance and international disaster response, we can help secure the right solution for almost any government need.
- » AAS Provides services in the following areas:
  - » IT Services
  - » IT Security
  - » Integrated IT Consulting/Outsourcing
  - » Research and Development
  - » Facilities Maintenance
  - » Professional Engineering Services
  - » Financial and Business Services

# FAS – Procurement (Cont.)

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- » Telecommunications
  - » IT Software and Hardware Support
  - » Logistics Support
  - » Telecommunications
  - » Advertising and Integrated Marketing Services
  - » Language Services
- » The [Office of General Supplies and Services \(GSS\)](#) is responsible for acquisition services and comprehensive supply chain management, including excess/surplus federal property. The GSS operates within four business lines: Acquisition Operations, Supply Operations, Enterprise Supply Chain Solutions, and Personal Property Management; and one internal support office: Business Management.

# FAS – Procurement (Cont.)

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- » Also part of the FAS is the National Customer Service Center (NCSC) which is the source for information on any of the products or services available from GSA. The NCSC is a full-service center providing assistance and information to make acquisitions simple and efficient. Areas of assistance include:
  - » Current Pricing
  - » Order Status
  - » Tracing Shipments
  - » Billing Inquiries
  - » Problems with GSA Orders
  - » Schedules information
  
- » Information concerning any of the procurement activities of the FAS can be obtained from the Office of Acquisitions at the following mailing address:

Federal Acquisition Service  
National Customer Service Center  
1500 East Bannister Road 6FR  
Kansas City, MO 64131  
(800) 488-3111  
fax (816) 926-6952

# FAS – Procurement Forecast

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- » The [GSA Forecast of Contracting Opportunities Tool](#) provides information on planned federal contracting opportunities. The tool assists with acquisition planning by helping vendors learn about potential prime contracting opportunities early in the process. Users can easily filter the data by agency, location (place of performance), NAICS Code, contract type, and more.

# GSA - Office of Small and Disadvantaged Business Utilization (OSDBU)

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- » [GSA's Office of Small Business Utilization \(OSBU\)](#) advocates for small, minority, veteran, HUBZone, and women business owners. Its mission is to promote increased access to GSA's nationwide procurement opportunities.
- » 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.
- » OSBU's outreach activities make it possible for the small business community 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
  - » Round tables
  - » Procurement conferences

# GSA - Office of Small and Disadvantaged Business Utilization (OSDBU)

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- » Information concerning any of the small business activities of the GSA and FAS can be obtained from the Office of Small Business Utilization at the following mailing address:

General Services Administration  
Office of Small Business Utilization  
1800 F Street, NW, 7th floor, 3rd Wing (7300)  
Washington D.C. 20405

- » Small Business Specialist can be contacted by phone according to the region the support: [Regional Small Business Support Contacts](#)



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# Thank You!