

Strategic Services & Category Management (SSCM) Division EXPRESS Update

Mr. Mark Dillinger
Division Chief, SSCM
Army Contracting Command – Redstone Arsenal





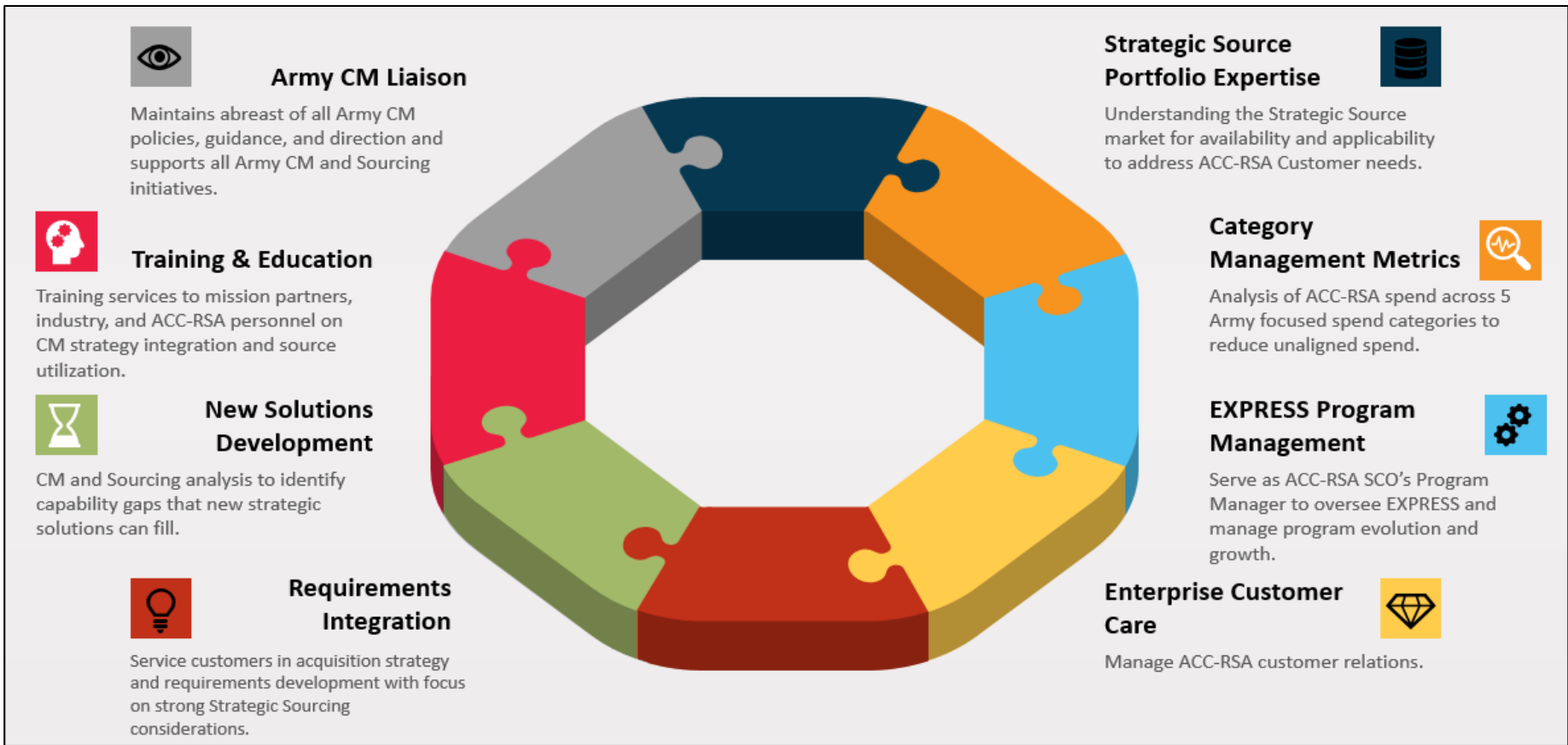
Agenda

- ✓ **SSCM Roles and Responsibilities**
- ✓ **Category Management Overview**
- ✓ **Strategic Sourcing and Acquisition Planning**
- ✓ **Strategic Sourcing Tiers Defined**
- ✓ **Examples of Strategic Sources**
- ✓ **How are Strategic Sources Selected (ACC-RSA)**





SSCM Roles and Responsibilities





Category Management Overview

- In March 2019, the Office of Management and Budget published a memorandum for Heads of Executive Department and Agencies, providing guidance on implementing category management.
 - *Category Management (CM) is a federal initiative led by Office of Management and Budget (OMB) to provide a structured approach to create categories for common goods and services to enable the Federal Government to eliminate redundancies, increase efficiencies and effectiveness, achieve cost savings, and enhance warfighter capabilities.*
- In February 2020, the Army officially implemented category management.
- In July 2021, AFARS 5137.590-6 was officially revised to *“Describe the use of Category Management procedures when planning for this acquisition [...]”*
 - *“Discuss review of existing Spend Under Management (SUM) contracts...”*
 - *“If a SUM contract was not utilized, provide rationale for utilizing a Tier 0 contract.”*

Five Key Category Management Actions

Guidance

Agencies shall undertake the following five key category management actions to better position themselves to bring spending under management and leverage common contract solutions and practices:

1. Annually establish plans to reduce unaligned spend and increase the use of BIC solutions for common goods and services, consistent with small business and other statutory socio-economic responsibilities;
2. Develop effective vendor management strategies to improve communications with contractors, especially those that support mission-critical functions;
3. Implement demand management strategies to eliminate inefficient purchasing and consumption behaviors;
4. Share data across the Federal Government to differentiate quality and value of products and services in making buying decisions; and
5. Train and develop the workforce in category management principles and practices.





Strategic Sourcing Defined and Benefits

- **OMB Definition:** The collaborative and structured process of critically analyzing an organization's spending and using this information to make business decisions about acquiring commodities and services more effectively and efficiently. It is a proven best practice and reflects how DoD acquires goods and services.

- **Benefits:**
 - Increased collaboration and communication
 - Enhanced supplier relationships and market expertise
 - Improved holistic views of Defense-wide requirements
 - Increased workforce skills, efficiency, and effectiveness
 - Increased understanding of small business spend and markets
 - Standardized business processes
 - Maintained workforce balance
 - Reduced number of duplicative business arrangements
 - Reduced duplication of effort





Strategic Sourcing Tiers Defined

- **Tier 0:** Not aligned with category management principles. These are open-market contracts put into place without taking that enterprise-wide approach within the agency for an acquisition
- **Tier 1:** Mandatory-use or mandatory-consideration agency-wide contract solutions. There is an additional Tier 1-Small Business, available for agencies that have an OMB-approved strategy that outlines how they will work with small businesses.
- **Tier 2:** Contracts that multiple agencies can use. Spending managed at government-wide level through multi-agency or government-wide solutions.
- **Tier 3:** Considered Best in Class (BIC) solutions. BIC solutions are managed at the category level and the designation goes to large IDIQ contract solutions with multiple vendors.





Examples of Strategic Sources

Tier 0	Tier 1	Tier 2	Tier 3
<p>Not aligned with category management principles. Categorized as unmanaged spend.</p>	<p>DOJ's ITSS-5: Information Technology Support Services</p>	<p>GSA Multiple Award Schedules Program – ALL SINS</p>	<p>GSA OASIS</p>
	<p>EPA's Comprehensive Infrastructure Support Services (CISS)</p>	<p>Army EXPRESS (Professional Services)</p>	<p>Army CHESS</p>
	<p>Navy's SEAPORT NxG</p>	<p>The Ability ONE Program</p>	<p>NASA SEWP</p>
	<p>Homeland Security's 9mm Readily Identifiable Training Ammunition (DHS RITA)</p>	<p>U.S Customs and Border Protection OPTICS</p>	<p>GSA VETS 2</p>





How Strategic Sources are Selected (ACC-RSA)

- The SSCM provides guidance to ACC-RSA customers/stakeholders and gives recommendations for Strategic Sourcing.
- Areas of consideration for Strategic Sourcing recommendations:
 - Project Scope & NAICS
 - Labor Categories
 - Market Research Results
 - Historical Data
 - Funding Source and Contract Type
 - Commercial vs Non-commercial requirements
 - Schedule
 - Assisted vs Non-Assisted Acquisition
- Industry Participation
 - Responses on RFIs and Sources Sought
 - Industry Days (making SS recommendations)
 - Capability Briefs showing Strategic Sources





Contact Information

Mr. Mark Dillinger
Division Chief, Strategic Services and Category Management (SSCM)
Army Contracting Command – Redstone Arsenal (ACC-RSA)
mark.w.dillinger.civ@army.mil
(256) 714-9923

SSCM/EXPRESS Public Website

<https://acc.army.mil/contractingcenters/acc-rsa/sscm/ssra/index.html>

