Tim Burke, Director

Office of Travel and Transportation Services Federal Acquisition Service General Services Administration

The mission of GSA FAS

making agencies more effective at what they do by providing expertise, management and optimal acquisition solutions.

DELIVERING BETTER VALUE AND SAVINGS





SERVING OUR PARTNERS

EXPANDING OPPORTUNITY FOR SMALL BUSINESS





MAKING A MORE SUSTAINABLE GOVERNMENT

LEADING WITH INNOVATION





BUILDING A STRONGER GSA

How We Get There

Goals

Customer Savings

FAS leverages the government buying power to achieve greater savings for agencies we serve

Internal Efficiency

FAS optimizes processes and technology to reduce costs and streamline delivery

Service Delivery

FAS skilled professionals are trusted to deliver customer – focused solutions and services

How We Measure Success

Measures

Generate customer savings

\$7.85B

Increase FSSI business volume

\$483.5M

Increase green business volume 5%

Direct cost as % of gross margin

<= 22.1%

Achieve plan vs actual operating costs

+ / - 5%

Notional

Increase agency participation in contract solutions to total federal contract spend

14%

Increase FAS customer loyalty score to

8.3

The FUTURE: Improving Acquisition through Strategic Sourcing

- > Executive Office of the President December 5, 2012
- ➤ M-13-02 establishes a broad strategic sourcing initiative
 - 24 CFO Act agencies to designate Strategic Sourcing Accountable Official (SSAO)
 - Interagency Strategic Sourcing Leadership Council (SSLC)
 - GSA implement at least 5 initiatives in FY13 & FY14
 - GSA to increase transparency of prices paid for better negotiations
 - GSA to promulgate requirements, regulations and best practices

The FUTURE STATE is ARRIVING March 2013 SSLC to submit to OMB

- Recommendation for the next 2 years identified 5-10 strategic sourcing initiatives
- Requires engagement of a large number of agency users to uncover customer demand for goods/services
- Characterized by data driven input from industry, vendors, and agencies focused on pricing, utilization and performance
- > Further characterized but not limited to:
 - Mandatory use policies for government-wide strategic sourcing solutions
 - Providing acquisition and management data to GSA and other executive agents in support of the new solutions

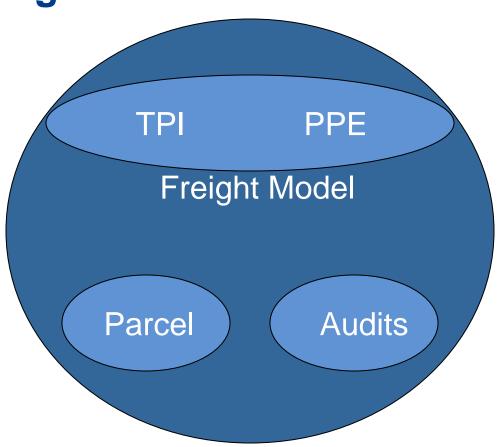
Benefits

- Strategically source lowest, commoditized rate for freight shipments utilizing commercial best practices
- Lower IT and Transportation shipping costs
- Data-driven visibility to support shipment optimization
- Opportunity to further develop a community of practice
- Reduced payment cycle time
- Vendor management, allowing agencies to focus on core mission and providing industry a single procurement channel

GSA as a shared services provider for multimodal freight, parcel and audits through a Strategic Sourcing acquisition model and technology platform.



One GSA Transportation in Different Stages of Transformation



Characteristics

- Leveraged acquisitions,
- Managing supplier relations,
- Vendor performance,
- > Customer-focused services,
- Replace or upgrade technology solutions,
- Compliance with pre and post-payment audit requirements, and
- Capture business intelligence that helps drive internal controls and industry best practices.

Optimize GSA's Value to agencies and the taxpayer

Sourcing – Leveraging Cost Savings Expertise – Knowledge sharing for Best Practices

One GSA Transportation Value

Whole of Government

Transportation Solutions

Service Delivery – Acquisition and Product

Development

Shared Service – Business Model

Optimizing GSA One Transportation Value through Strategic Sourcing

Transformation **Modernization FY13** Data Standardization

- Cost Optimization
 - Operational Excellence

Tech & Services

Modernization

Policy Alignment

Transparency

FY14-FY15

- Extend consolidation
- Policy Integration
- · Demand Management
- Accountability / Compliance

Optimization

FY16+

- Standardization
- Increased leverage of global spend
- Agency's Spend Performs at Best Practice levels

Strategic Goals M-12-13

- Drive cost efficiency
- Consolidate spend
- · Reduce contract duplication
- Use shared service delivery model
- Track performance
- Optimize use of technology

The Community

- Collaboration
- Cooperation
- Continuation.....