



U.S. General Services Administration

Federal Acquisition Service

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Federal Acquisition Service

Transition

- A nation at war and facing first Administration change since 9/11
- Near-term and long-term economic challenges
 - Financial Turmoil
 - Economic Slowdown
 - Long-term fiscal imbalance as backdrop
- Personnel and Performance Challenges

FAS Strategy Map

VISION:

Excellence in the business of government, delivering service, innovation, and value.

MISSION

Provide best-value services, products, and solutions to our customers that increase overall government effectiveness and efficiency.

TRUSTED PARTNERSHIPS THAT ENABLE CUSTOMER MISSION SUCCESS **Customer**

- Provide best-value service and product offerings on time
- Provide integrated and seamless customer support
- Serve as the customer's trusted advisor

RESPONSIBLE ENTREPRENEURSHIP **Stakeholder**

- Effectively manage stakeholder relationships
- Serve as leaders in government-wide initiatives and uphold government policy

BUSINESS PROCESSES AND TECHNOLOGY THAT ENABLE EFFECTIVENESS AND EFFICIENCY **Internal Processes and Technology**

- Develop consistent, effective, and efficient business processes
- Create and maintain processes for collaborative customer and stakeholder relationships
- Align systems with defined business processes

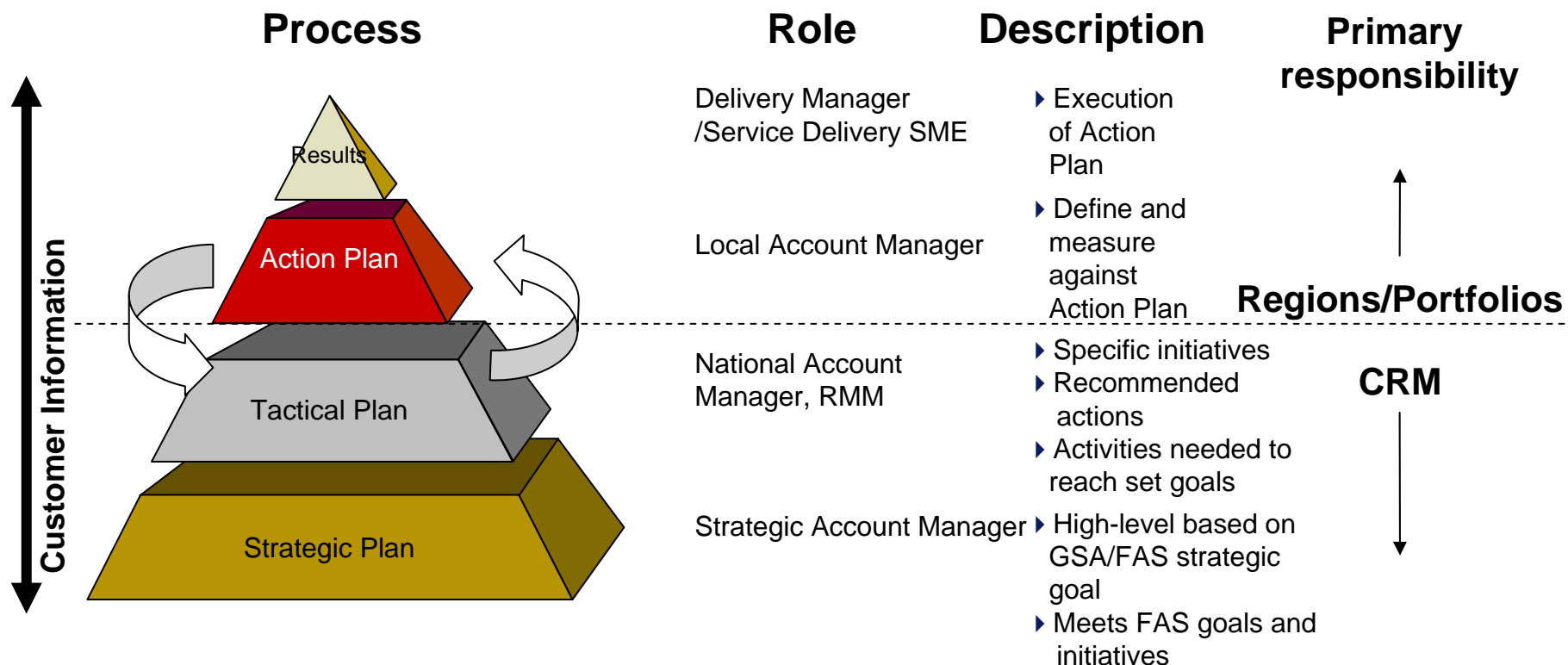
ENGAGED PROFESSIONALS WITH A UNIFIED MISSION **Human Capital Management**

- Recruit, develop, and retain a skilled workforce
- Encourage responsible innovation and entrepreneurship
- Ensure a unified FAS team

FINANCIAL MANAGEMENT THAT ENHANCES OUR ABILITY TO SERVE **Financial**

- Maintain fiduciary responsibility and financial solvency

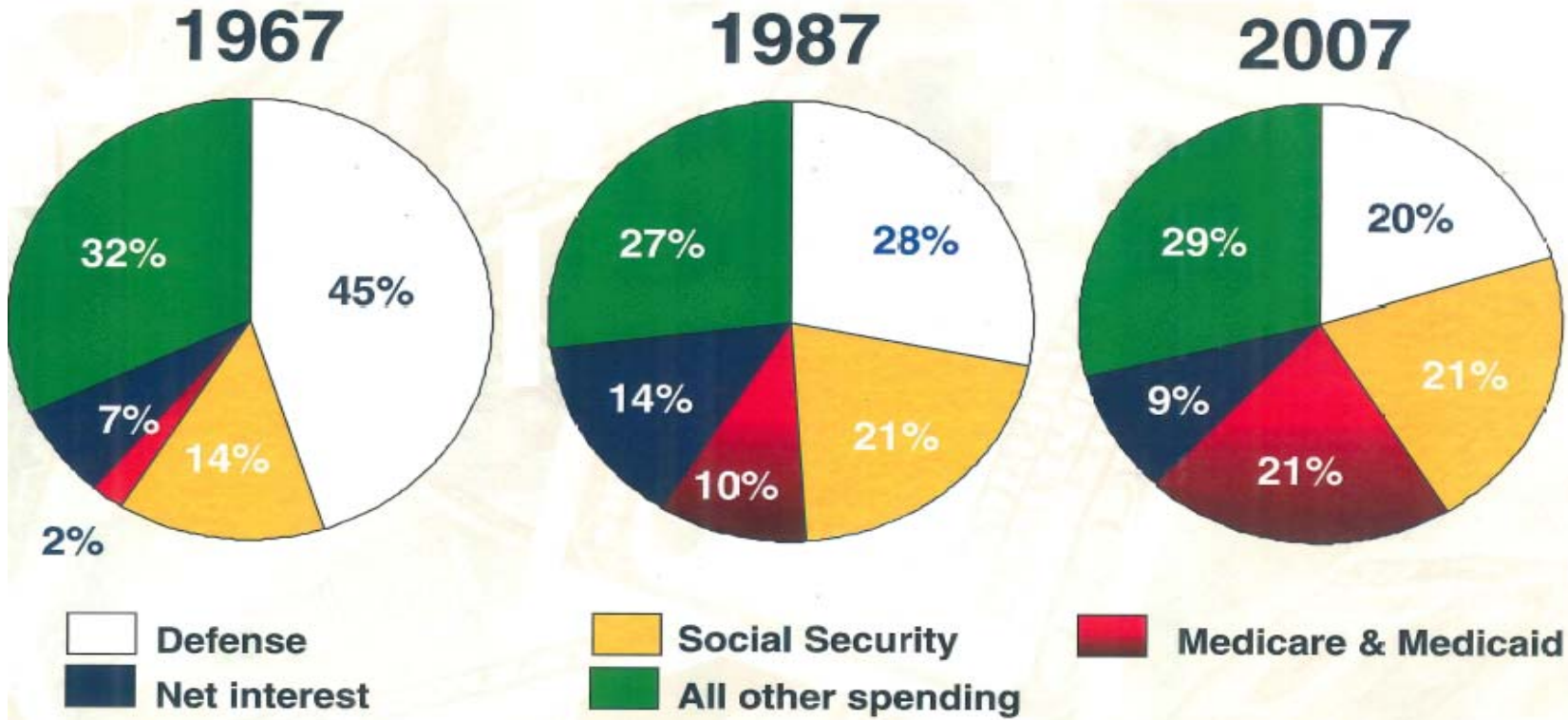
Strategic, tactical and action plans interact with each other in a continuous loop





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Composition of Federal Spending



Source: GAO analysis of data from the Office of Management and Budget.



7 Strategic FAS Customer Accounts

- Department of Defense
- Department of Army
- Department of the Navy
- Marine Corps
- Department of Air Force
- Department of Veteran Affairs
- Department of Homeland Security



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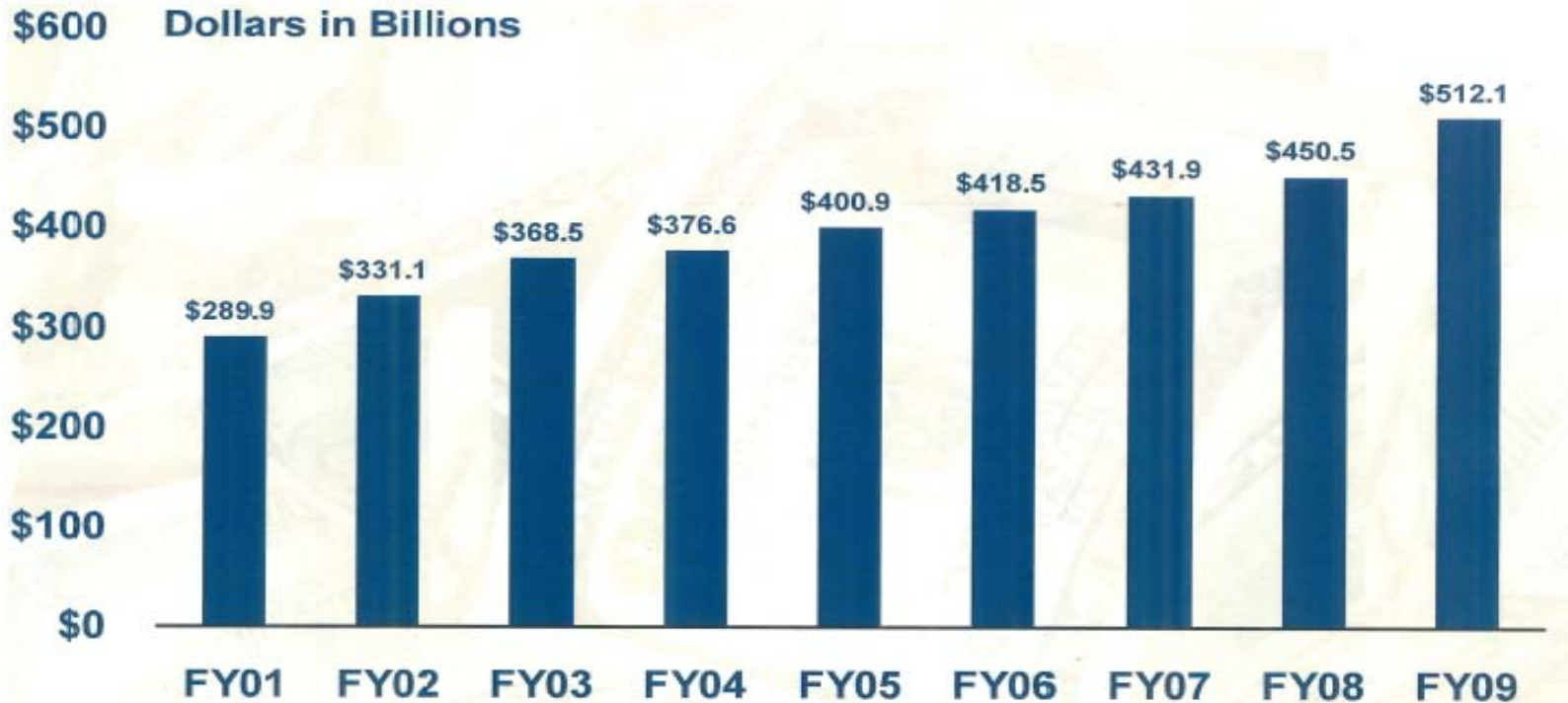
GSA/FAS/DoD Relationship

- A strong working relationship continues between GSA and DoD. New leaders will continue to build upon current efforts and working groups will continue
- Current FAS Business Volume for 2008 \$ 51 billion
- DoD represent 51% of FAS business
- FY 2007 Business Volume was \$ 48 billion
- DoD 2007 represented approx 52% of FAS business



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DOD Budget Authority FY 2001-2009 (Excluding Global War on Terror)



Source: DOD. Note: amounts in nominal dollars.



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Opportunities to Improve DoD's Business Operations

- Overall (Management) Approach to Business Transformation
- Business System Modernization
- Personnel Security Clearance Program
- Support Infrastructure Management
- Financial Management
- Supply Chain Management
- Contract Management



New Schedules Program Office

- Develop and maintain the strategic vision, policy guidance and implementation guidance, key common shared eTool requirements and overall process improvements for the Program
- Partner with the business portfolios as well as the Department of Veterans Affairs through a Governance Council to foster collaboration, synergy and mutual goals



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FY 08 Program Overview

- MAS Program achieved approximately \$37 billion in sales, up 3% from \$35 billion in 2007
- In 2007 & 2008 Services comprised of 65% of total sales
- In 2007, as well as in 2008, 36% or \$13 billion of program sales went to small businesses--exceeding the government-wide goal of 23% by 13%



Cooperative Purchasing

- Schedule 84 – Cooperative Purchasing made available to contractors September 26, 2008
- 43% of the eligible contractors have already signed up for this new authority. State and Locals entities have placed orders against Schedule 84 and are taking advantage of this new authority to get solutions needed to meet their mission critical needs
- In FY 09, the MAS Program experienced a 20% increase in sales under the Disaster Recovery authority



Thoughts on Impact of the Election

- Currently, the federal budget deficit continues to grow. Consequently, GSA expects that in the next few years, those federal agencies' budgets will be tightening



Closing Thoughts

- GSA must continue to be a leader across the government
- We are committed to providing best value to our customers to ensure they meet their missions
- We are dedicated to partnering with industry to create innovative solutions
- We are focused on creating a first class workforce to meet the acquisition challenges of the 21st century