

FEDLINK Strategic Sourcing Initiative

Blane Dessy

Executive Director, FEDLINK

Library of Congress

(202) 707 – 4801

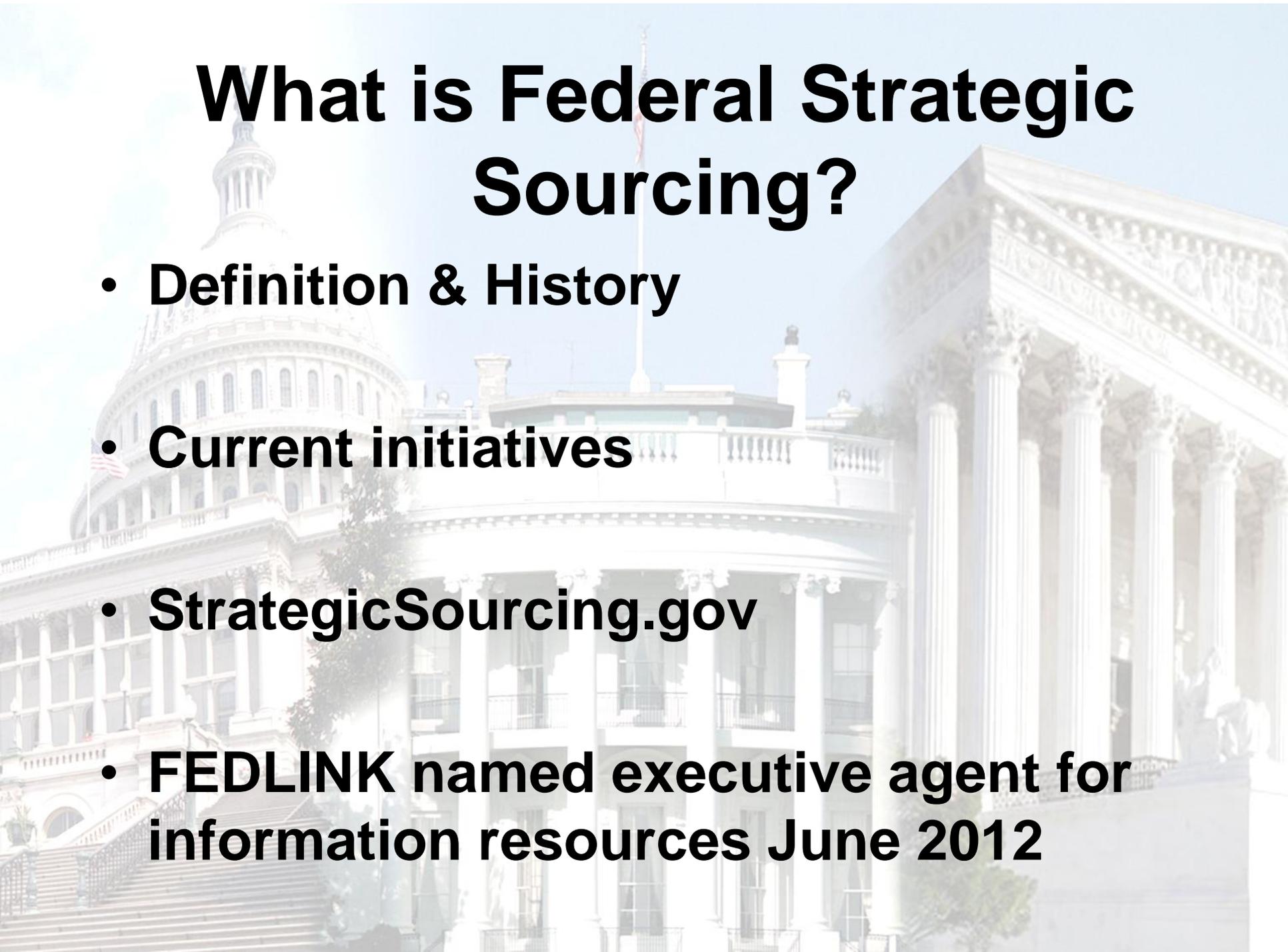
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FEDLINK

What is Federal Strategic Sourcing?

The background of the slide features a faded, light-colored image of the United States Capitol building on the left and the Supreme Court building on the right. The Capitol's iconic dome is prominent on the left, while the Supreme Court's classical portico with columns is on the right. The overall tone is light and professional.

- **Definition & History**
- **Current initiatives**
- **StrategicSourcing.gov**
- **FEDLINK named executive agent for information resources June 2012**

Federal Strategic Sourcing Initiative

- **FSSI encourages cross-government collaboration and adoption of industry best practices. This allows the government to aggregate requirements, streamline processes and leverage its buying power. As a result, best value and repeatable processes are created that can be used in any acquisition environment to drive down the cost of commonly purchased commodities.**
- **The primary goals of FSSI are:**
 - **Strategically source across federal agencies**
 - **Establish mechanisms to increase total cost savings, value, and socioeconomic participation**
 - **Collaborate with industry to develop optimal solutions**
 - **Share best practices**
 - **Create a strategic sourcing community of practice**
- **History: GSA, in partnership with the Department of Treasury, launched FSSI in November 2005**

Current Strategic Sourcing Initiatives

The background of the slide features a faded, light-colored image of the United States Capitol building on the left and the Supreme Court building on the right. The Capitol building's iconic dome is prominent on the left side, while the Supreme Court's classical portico with columns is on the right. The overall image is semi-transparent, allowing the text to be clearly visible.

- Domestic Delivery Services
- Office Supplies
- Print Management
- SmartBuy
- Wireless Services
- Information Resources (FEDLINK)

GSA StrategicSourcing.Gov

A fact-based and analytical process for optimizing the government's supply base while reducing Total Cost of Ownership and improving mission delivery

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Quick Links

- About Strategic Sourcing
- Strategic Sourcing Solutions
- About FSSI
- FAQ
- News and Events
- Points Of Contact

News & Events

- The Business Opportunity of the GSA's FSSI
- To save money, federal agencies to start buying in bulk
- OMB, GSA to reteach feds' printing behavior

Strategic Sourcing Metrics

- Overall
- Wireless Services
- Domestic Delivery Services

Wireless TEMS

FY12 Data through June

- Savings through FSSI **\$19.0 million**
- Spend through FSSI **\$78.2 million**
- Percent Saved **24%**
- Participating Agencies **5**
- Small Business Utilization **100%**



Domestic Delivery Services

FY12 Data through June

Office Supplies

FY12 Data through June

What is the federal information marketplace?

The background of the slide features a composite image of two prominent US government buildings. On the left is the United States Capitol building, showing its iconic dome and neoclassical architecture. On the right is the United States Supreme Court building, characterized by its grand portico with tall columns and a pediment. The image is semi-transparent, allowing the text to be clearly visible over it.

- **Approach to understanding**
- **Categories**
- **Historical spend**
- **Projected spend**

Approach to Understanding



- **Report by Federal Research Division, Library of Congress**
- **Federal Procurement Data System 1979-2011**
- **Add FEDLINK procurements**
- **Identify Product Service Categories**

Categories

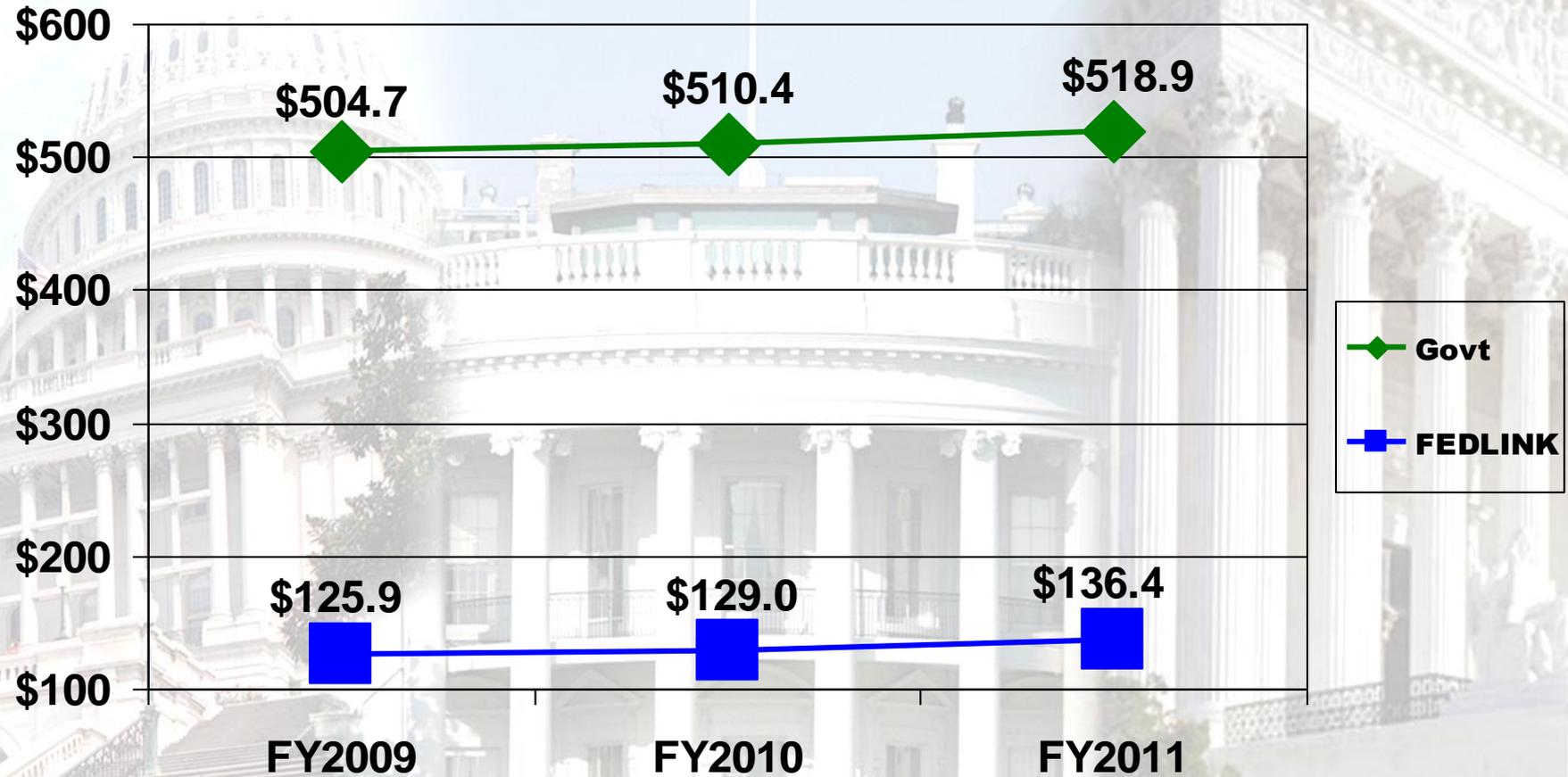


- Automated news services, data services, or other Information services
- Books and pamphlets
- Library services
- Maps, atlases, charts, globes
- Information retrieval
- Newspapers and periodicals
- Microfilm processed
- Drawings and specifications
- Digital maps, charts, geodetic products
- Technical representation services
- Aeronautical maps, charts, geodesic products
- Sheet and book music
- Hydrographic maps, charts, geodesic products
- Topographic maps, charts, geodesic products
- Books, maps, other publications

Federal Information Product Spending

FY 09 – 11 Highlights

(in millions)



Projected Spend

- **Vendor price increases the norm**
- **Federal budgets shrinking**
- **Direct savings, e.g. Reed Elsevier (Lexis-Nexis, Science Direct, etc.) 2007-2011 ca \$212.4M reported in FPDS; 5% = \$10.6M**
- **Cost avoidance up to 92% of agency time in procurement and payment processing**

First Steps - Electronic Resources

The background of the slide is a faded, light-colored image of the United States Capitol building in Washington, D.C. The building's iconic dome is visible on the left side, and the neoclassical facade with its columns and pediment is prominent on the right. An American flag is seen flying on a tall pole in the center background.

- **Legal and STEM commodity councils July 2012 forward**
- **OMB MAX Data Call October 1-17**
- **Fedbizopps early September**
- **Vendor discussions e.g. FEDLINK Expo October 24-25**



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The MAX Federal Community is used by OMB and Federal agencies to share information and collaborate. It is part of the Budget Formulation and Execution Line of Business (BFELoB).

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Apportionment

OMB Circular A-11 requires all executive branch agencies to use OMB's web-based apportionment system to send apportionment requests to OMB. Agency budget offices use the apportionment application to: help prepare apportionment requests; send requests to OMB; and, run reports against previously approved

Timeline

- **FY12: Identify requirements and desired terms and conditions**
- **FY13: Analyze data, identify first customer base, issue RFPs, make awards**
- **FY14: Evaluate results, expand customer base and expand commodities**