MARINES
THE FEW. THE PROUD.

Marine Corps Installations East-
MCB Camp Lejeune
Office of Small Business Programs

2019 Marketplace
Doing Business With Marine Corps Installations East

... the best solutions often come in smaller packages
What We Buy

Professional support services
(project management, consulting, etc..)
IT Services
Furniture
Cellular Service
Chemicals
Tactical Training Support
Aircraft maintenance components

We don’t buy construction or products & services related to medical support
We generally don’t buy experimental, proof of concept items
The Environment

- Requirements generally are immediate or for the near future
- FY18 MCIEAST had 2000+ actions; 90% of them < $250K
- We have a mandated timeline of 30 days for requirements up to $250K from in office acceptance to contract award.
- Quick response times are the norm
- We buy from strangers we’ve never met and have no prior relationship with

Most solicitations receive < 10 bids

- Keys to success are the 4 P’s: profile, proposal, past performance, price
Contact Info

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EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C.  20503

DEPUTY DIRECTOR
FOR MANAGEMENT

March 20, 2019

M-19-13

MEMORANDUM FOR THE HEADS OF EXECUTIVE DEPARTMENTS AND AGENCIES

FROM: Margaret M. Weichert
Deputy Director for Management

SUBJECT: Category Management: Making Smarter Use of Common Contract Solutions and Practices
Strategic Sourcing vs Category Management

- **Strategic Sourcing** – “A structured and collaborative process of analyzing an organization’s spend and using the information to make business decisions about acquiring commodities and services more **efficiently and effectively**”

- **Category Management** – “A structured approach to create common categories of products and services that enable the Federal Government to eliminate redundancies, increase **efficiency and effectiveness**, and boost (customer) satisfaction with the products and services we deliver

[Office of Federal Procurement Policy (OFPP)]
Why Category Management?

• >500 different departments spending separately what amounts in total to ~$500 Billion annually
  – much of that spend is duplicative
  – exact duplicates are bought at different price points

  Strategic Sourcing initiatives did not solve these problems

• What if the Federal Gov’t spent as one entity?
Critical Early Step in Category Management

- Annually establish goals to reduce unaligned spending and increase the use of “best-in-class contracts (BIC)s” for common goods and services, **consistent with statutory socio-economic responsibilities**
  - **Tier 0** Unaligned... purchasing in a decentralized manner
  - **Tier 1** Spending managed at the agency-wide level with supporting mandatory-use policies and strong contract management practices
  - **Tier 2** Spending managed at Government-wide level through multi-agency or Government-wide solutions\(^8\) that are not BIC solutions but reflect strong contract management practices
  - **Tier 3** Spending managed at the Government-wide level through use of BIC solutions
Benefits of Category Management

- Reduced cost
- Reduced time
- Supports competition and socio-economic programs
- Includes use of required sources such as AbilityOne & Federal Prison Industries
- Provides data for analytics
The Challenge

• “The Federal Acquisition System will-
  • **Satisfy the customer in terms of cost, quality, and timeliness of the delivered product or service.**
  • Minimize administrative operating costs.
  • Conduct business with integrity, fairness, and openness.
  • **Fulfill public policy objectives.** (FAR Part 1.102)

• “**Contracting with public, commercial funds involves unique trade-offs and conflicting goals... “**

  Michael Fischetti, NCMA