

Category Management

What is CM:

An OMB-sponsored initiative that enables the Federal Government to buy *smarter and more like a single enterprise*. It involves managing *large categories* of spend comprised of commonly purchased products and services

Key Principles:

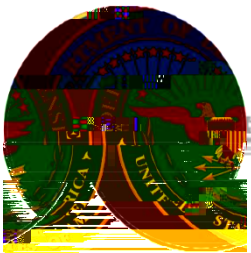
Optimize existing contract vehicles

Improve data collection and analysis to drive improvements in category spend

Leverage industry / commercial intelligence and key partner relationships

Maximize customer insights to bring more spend under management

Grow and share expertise across the Federal enterprise



Comparing Category Management & Strategic Sourcing



Government-Wide Category Structure

1. IT \$49.9B (Kim Luke, OMB)

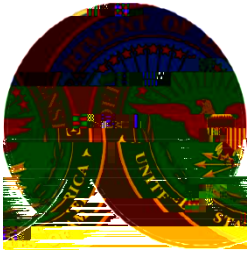
- 1.1 IT Software
- 1.2 IT Hardware
- 1.3 IT Consulting
- 1.4 IT Security
- 1.5 IT Outsourcing
- 1.6 Telecommunications

2. Professional Services \$61.9B (Tiffany T. Hixson, GSA)

- 2.1 Business Administration Services
- 2.2 Legal Services
- 2.3 Management Advisory Services (Excludes R&D 17.0)
- 2.4 Marketing and Distribution
Public Relations and Professional Communications
Services
- 2.5 Real Estate Services
- 2.6 Trade Policy and Services
- 2.7 Technical and Engineering Services (non-IT)
(Excludes 1.0)
- 2.8 Financial Services
- 2.9 Social Services

3. Security and Protection \$5.5B (JACLYN SMYTH, DHS)

- 3.1 Security Animals & Related
Services
- 3.2 Security Systems
Security Services



Category Management Product Support Codes

TRANSPORTATION AND
LOGISTICS SERVICES

FUELS

LOGISTICS SUPPORT SERVICES

9110 (FUELS, SOLID)
9130 (LIQUID PROPELLANTS AND FUELS, PETROLEUM BASE)
9135 (LIQUID PROPELLANT FUELS AND OXIDIZERS, CHEMICAL BASE)
9140 (FUEL OILS)

35,356,738	37,788,543	33,543,546	33,639,213	34,419,171
9,800,915,820	17,250,649,243	12,219,588,224	9,146,080,338	6,902,109,313
60,437,897	32,725,565	19,780,925	19,704,023	12,201,351
4,044,692,554	3,626,250,522	2,011,240,877	3,003,619,898	1,932,023,280

Category Management

Transportation and Logistics Services

Category total spend: \$26.8B (Based on Federal Procurement Data System)

Category Subcategories and Estimated Spend:

Packaging Delivery & and Packaging - \$729m

Logistics Support Services - \$6,325m

Transportation of Things - \$5,989m

Motor Vehicles (non-combat) - \$2,548m

Transportation Equipment - \$630m

Fuels - \$11,147m

Year One Focus = Consolidate Package Delivery Services

What This Means to You

CM is an OMB initiative that impacts all Federal agencies

across the Federal enterprise

Aggregating demand will simplify doing business across the Federal enterprise

CM will facilitate better buying power