

US GOVERNMENT PROCUREMENT

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INFRASTRUCTURE

- SCOPE
- PROCESSES
- ACQUISITION WORKFORCE
- ACQUISITION TOOLS
- LEGISLATION OF INTEREST



Scope Federal Marketplace

- \$556B
 - @ \$18B in PCard
- 11 million transactions
- 28,700 Contracting Specialists
- 135,000 Acquisition Professionals
- GSA Schedules
 - \$38B
 - 13K vendors
 - 18K contracts
 - 70% US small businesses



ATTRIBUTES OF THE US PROCUREMENT SYSTEM

- COMPETITION
- TRANSPARENCY
- INTEGRITY

COMPETITION

- **Price (Best Value)**
- **Past Performance**
- **Increased Competition**

TRANSPARENCY

- **Requirements**
- **Data**
- **www.iae.gov**

INTEGRITY

- **COMPETITION + TRANSPARENCY = INTEGRITY**
- **Mandatory Disclosures**
- **Personal Conflicts of Interest**
- **Organizational Conflicts of Interest**
- **Suspension and Debarment**



ACQUISITION WORKFORCE

- **Under staffed**
- **Under skilled**
- **Silver Tsunami**

ACQUISITION TOOLS

- **Vision – Single Portal**
- **Status quo**
 - **Multiple solutions**
 - **No standards**
 - **Incomplete**

Buy American Act

- Price preference
- For Federal Procurements, doesn't generally apply to countries that have a trade agreement with the US
- American Recovery and Reinvestment Act



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