

Lunch & Learn: Take a Bite Out of GovCon

---

# The Federal Acquisition Service (FAS):

What you should know about the agency's restructuring

Presented by The Pulse™ | December 2023



# Legal Disclaimer

This presentation is confidential. The contents are not to be reproduced or distributed to the public or press. Each person who has seen/received a copy of this presentation is deemed to have agreed to not reproduce, distribute or resell the presentation, in whole or in part, without prior consent of The Pulse of GovCon.

# Let's Join Forces

to shred old GovCon practices and build a new federal ecosystem and community!



## INCREASE SUPPLIER DIVERSITY

Aid in improving your community by becoming more intentional about your diversity, equity, and inclusion (DEI) efforts.



## EXHIBIT YOUR CULTURE

Tell the GovCon ecosystem that your company is an engaged stakeholder who is connected, curious, and eager to learn more.



## PROVIDE OPPORTUNITY

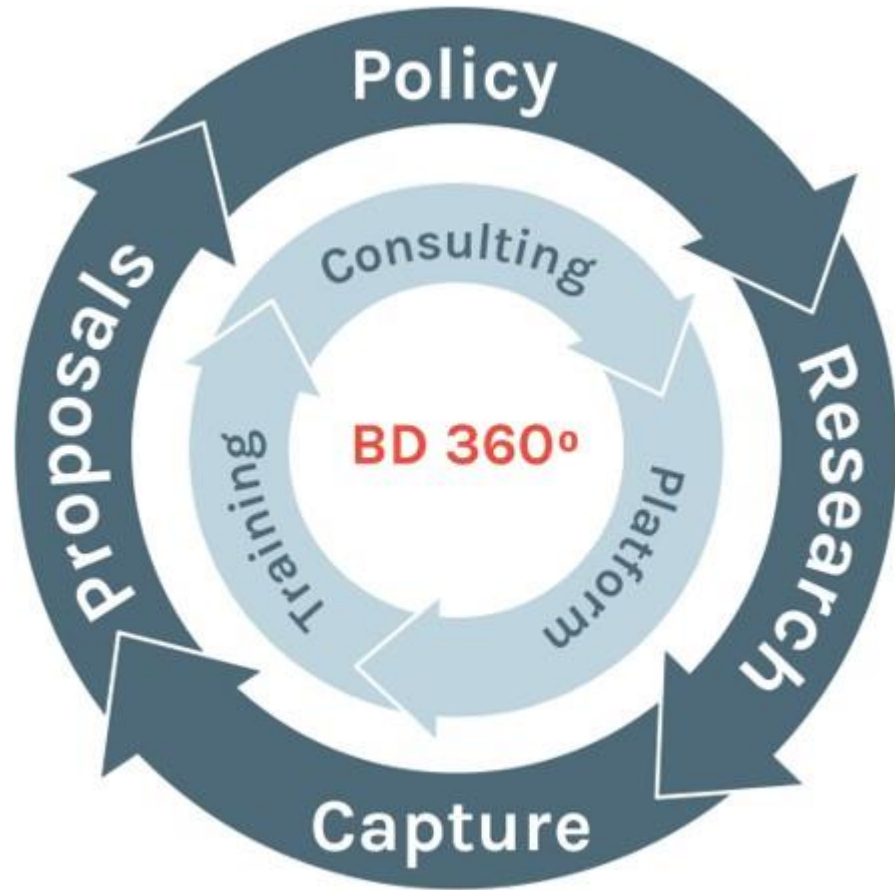
Connect with potential teammates, recruits, or partners without ever leaving your office.



# Special Thanks to Our Sponsors!



# About The Pulse of GovCon



The Pulse™ is a technological research and advisory firm that empowers Government Contractors through our **BD 360° Solution**.

- Educational Platform
- Dedicated Federal Consulting
- On-Demand and Customized Training

# Upcoming Free Lunch & Learn Sessions

**January 17th**

## **Fiscal Year 2023: A Year in Review**

Join us for a look back at contracting trends in FY23 and what that tells us about what to expect in FY24.

**February 14th**

## **For the Love of OTAs**

We are thrilled to welcome a special guest who will give us the good, the bad, and the ugly of Other Transactions Authority.

**March 12th**

## **Mergers & Acquisitions: Preparing for Sale**

Are you curious about selling your company? What is your strategy for growing? We are joined by an expert who will tell you all you need to know.

Visit [thepulsegovcon.com/event](https://thepulsegovcon.com/event) for registration links  
or email us at [pundits@pulsegovcon.com](mailto:pundits@pulsegovcon.com)!

# Who Are You Having Lunch With?



**Amanda Swanson Goff**  
Director of Research & Analysis, The Pulse™

 /aswansongoff

 amanda.s.goff@pulsegovcon.com



**Haley Boulanger**  
Research Analyst, The Pulse™

 /haleyboulanger

 haley.boulanger@pulsegovcon.com

# What's on the menu today?

The Federal Acquisition Service (FAS) is undergoing a significant restructuring.

That means big changes on how you do business with the federal government.

We're here to discuss what the forthcoming changes are and what impact these will have on industry. Let's dig in!



**Who is FAS?**



# Who is FAS?

Today FAS' primary mission is to modernize and simplify the buying and selling process for agencies, acquisition professionals, and suppliers through six main business areas listed below.

1. General Supplies and Services (GS&S)
2. Travel, Transportation, and Logistics (TTL)
3. Information Technology Category (ITC)
4. Assisted Acquisition Services (AAS)
5. Professional Services and Human Capital
6. Technology Transformation Services (TTS)

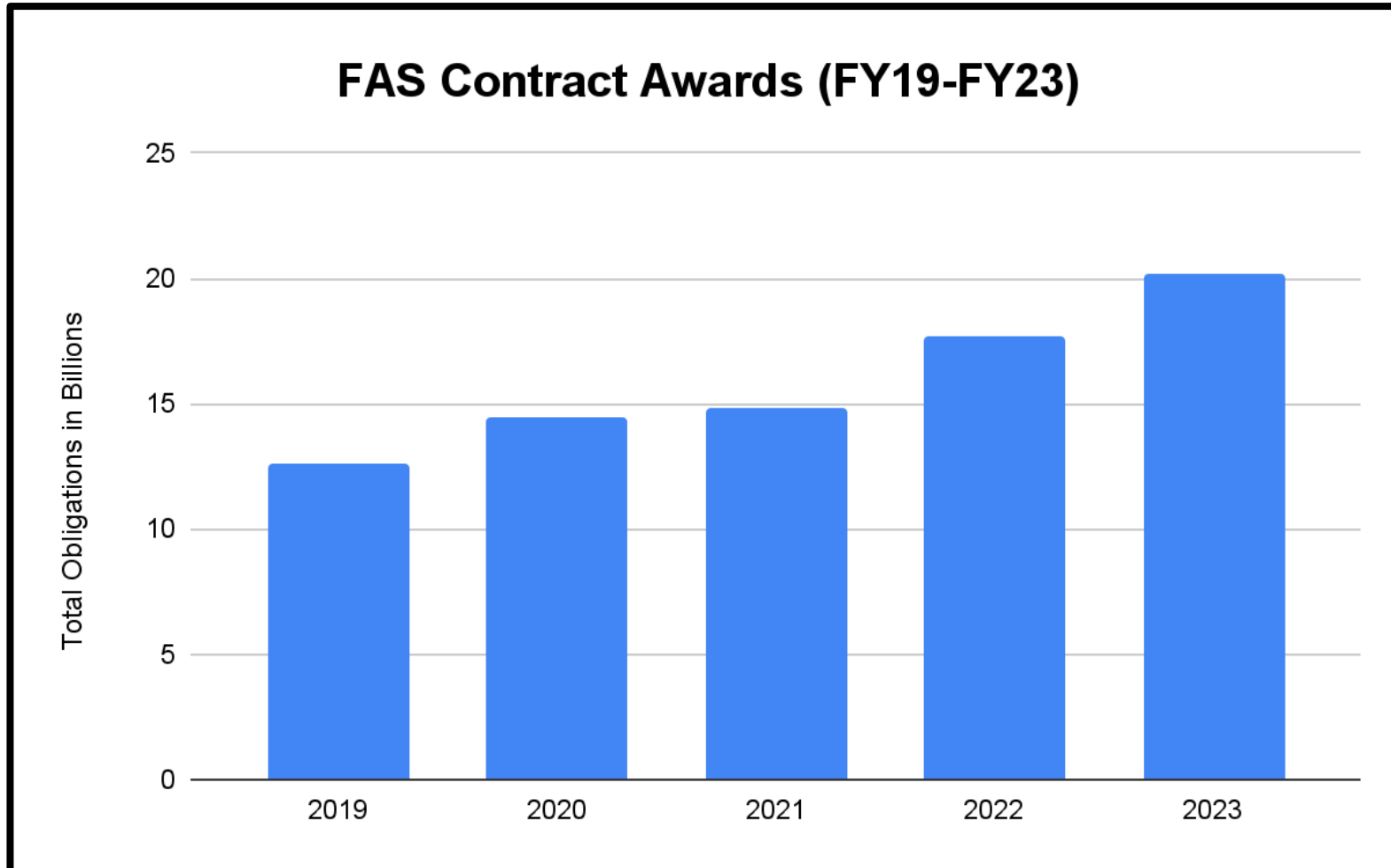
**DYK?** FAS helped government agencies acquire **\$84B** in goods and services in FY21.



## Products and Services FAS Supports:

- Facilities & Construction
- Human Capital
- Industrial Products & Services
- Office Management
- Professional Services
- Security & Protection
- Information Technology
- Transportation & Logistics Services
- Travel & Lodging

# FAS is everywhere.



Normally we look at agency activities as a funder - but for FAS, it's helpful to see their awarding activity instead.

More than \$20 billion of contract obligations were awarded by FAS in FY23 alone.

Who are the biggest users of FAS's buying services (FY19-FY23)?

1. DoD [\$50.6B]
2. GSA [\$16.9B]
3. DHS [\$5.1B]
4. HHS [\$2.3B]
5. EPA [\$1.0B]

**What does FAS look like  
now?**

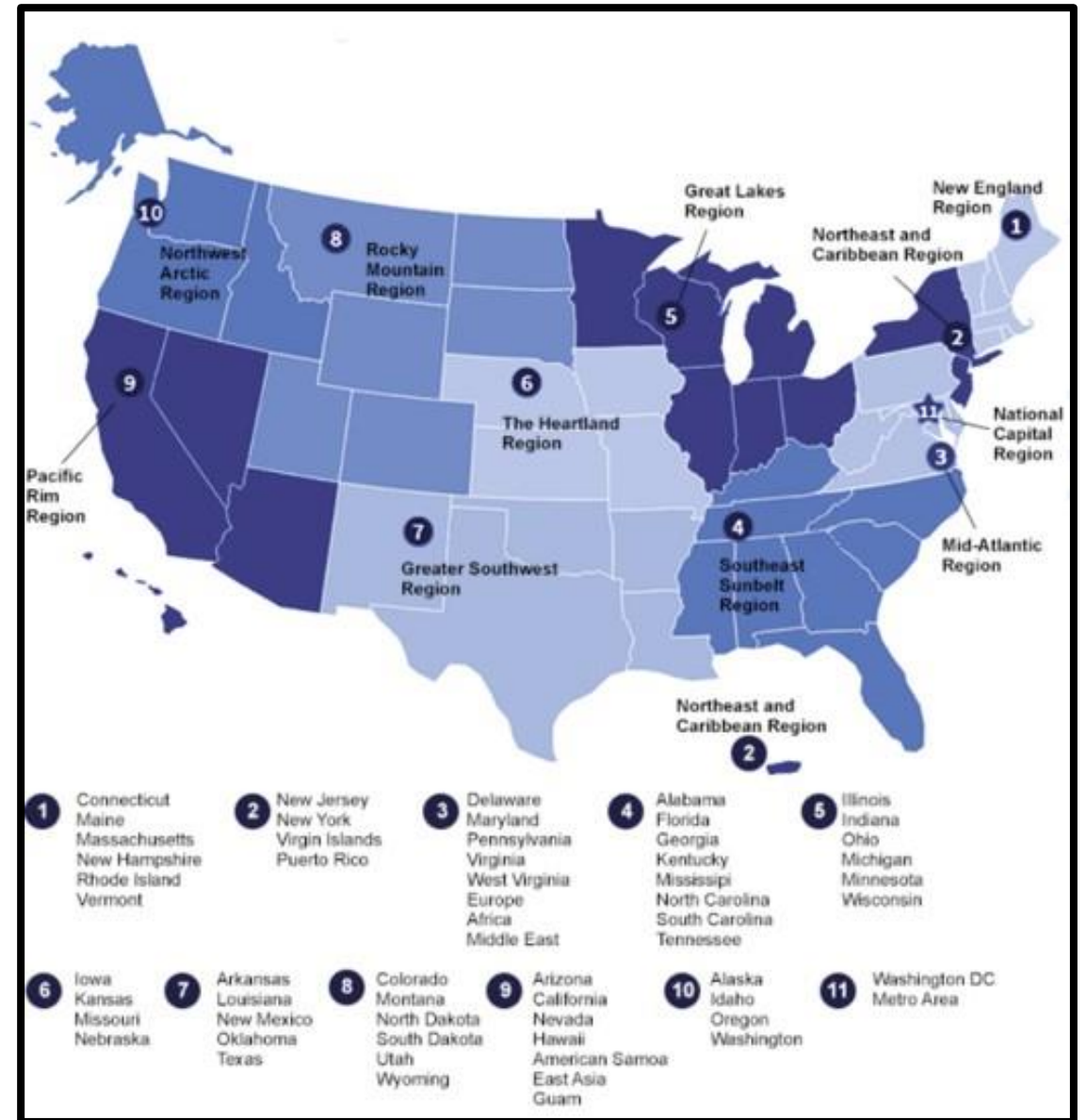
# The Existing Regional Structure

Currently, FAS is organized by **geographic region**.

Each regional office provides support to both government and industry for contract activities located therein.

The country is divided into 11 regions:

1. CT, ME, MA, NH, RI, VT
2. NJ, NY, VI, PR
3. DE, MD, PA, VA, WV, Europe, Africa, Middle East
4. AL, FL, GA, KY, MS, NC, SC, TN
5. IL, IN, OH, MI, MN, WI
6. IA, KS, MO, NE
7. AR, LA, NM, OK, TX
8. CO, MT, ND, SD, UT, WY
9. AZ, CA, NV, HI, AS, East Asia, Guam
10. AK, ID, OR, WA
11. DMV



# FAS Regional Organization: R9 Example



Each Regional Office is led by a Regional Commissioner and is typically divided into three divisions: AAS, CaSE, and PPM Zone.

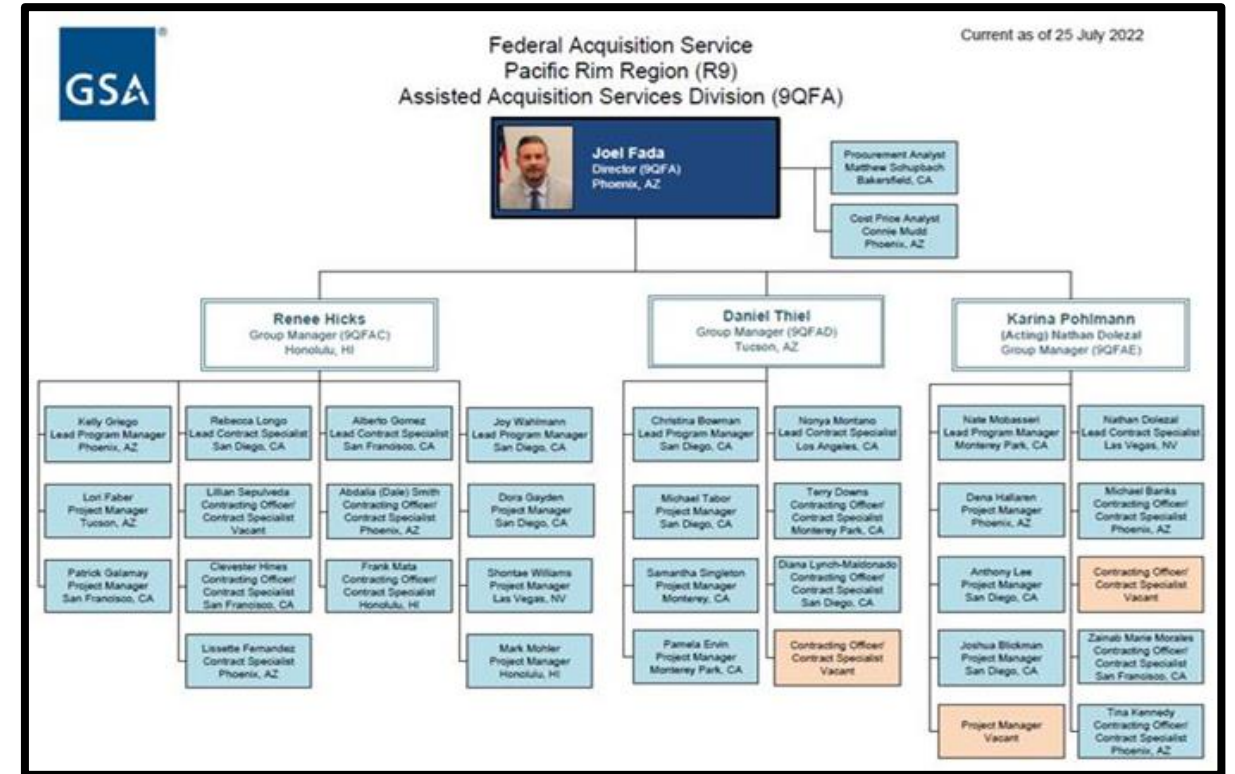
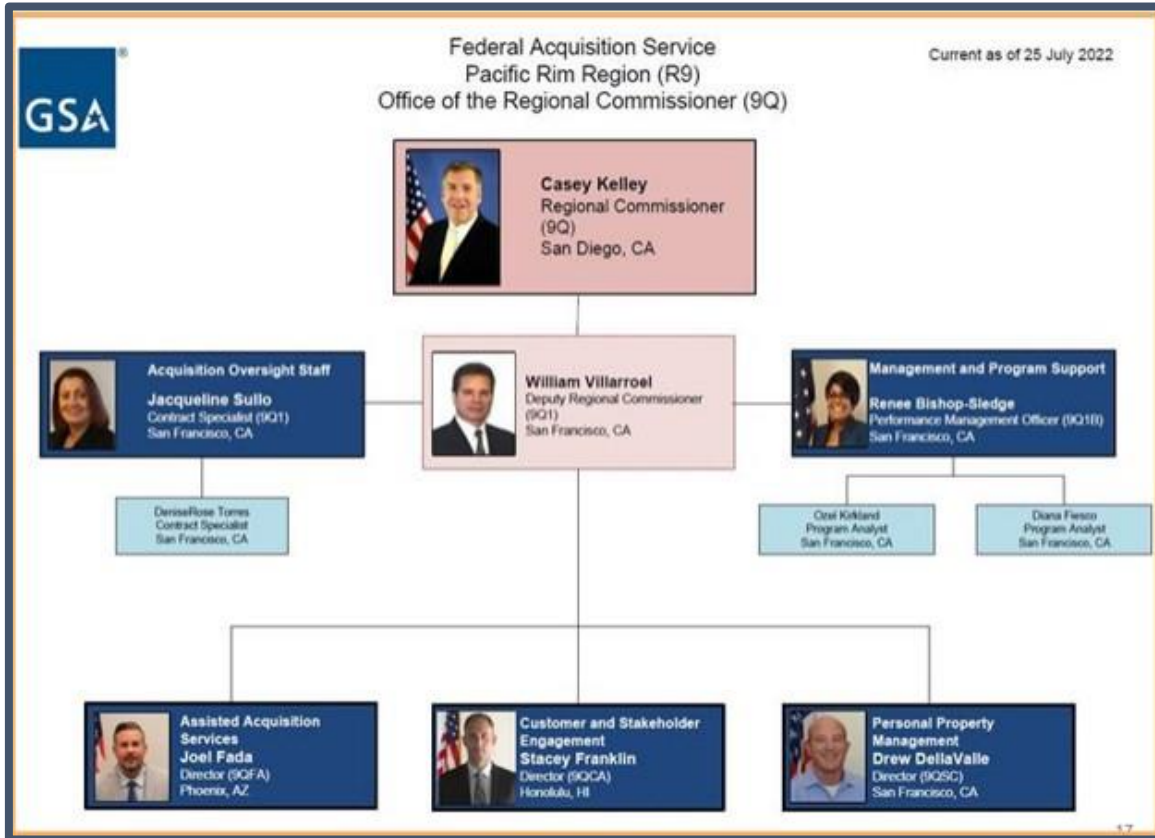
To demonstrate how a FAS regional office is organized, here is an overview of **FAS Pacific Rim Region (R9)**.

FAS R9 provides products, services, and solutions to Federal, State, and Local agencies in Arizona (AZ), California (CA), Hawaii (HI), and Nevada (NV) and overseas in U.S. territories and military bases across the Pacific Rim employing 90 professionals and managing a \$17.2M annual budget.

FAS R9 is responsible for:

- 11 time zones
- 99 military bases
- 440+ Contracting Offices

# FAS Regional Organization: R9 Example



This information was created by The Pulse of GovCon, LLC based on publicly available information. This information is not to be distributed, reproduced, or resold.

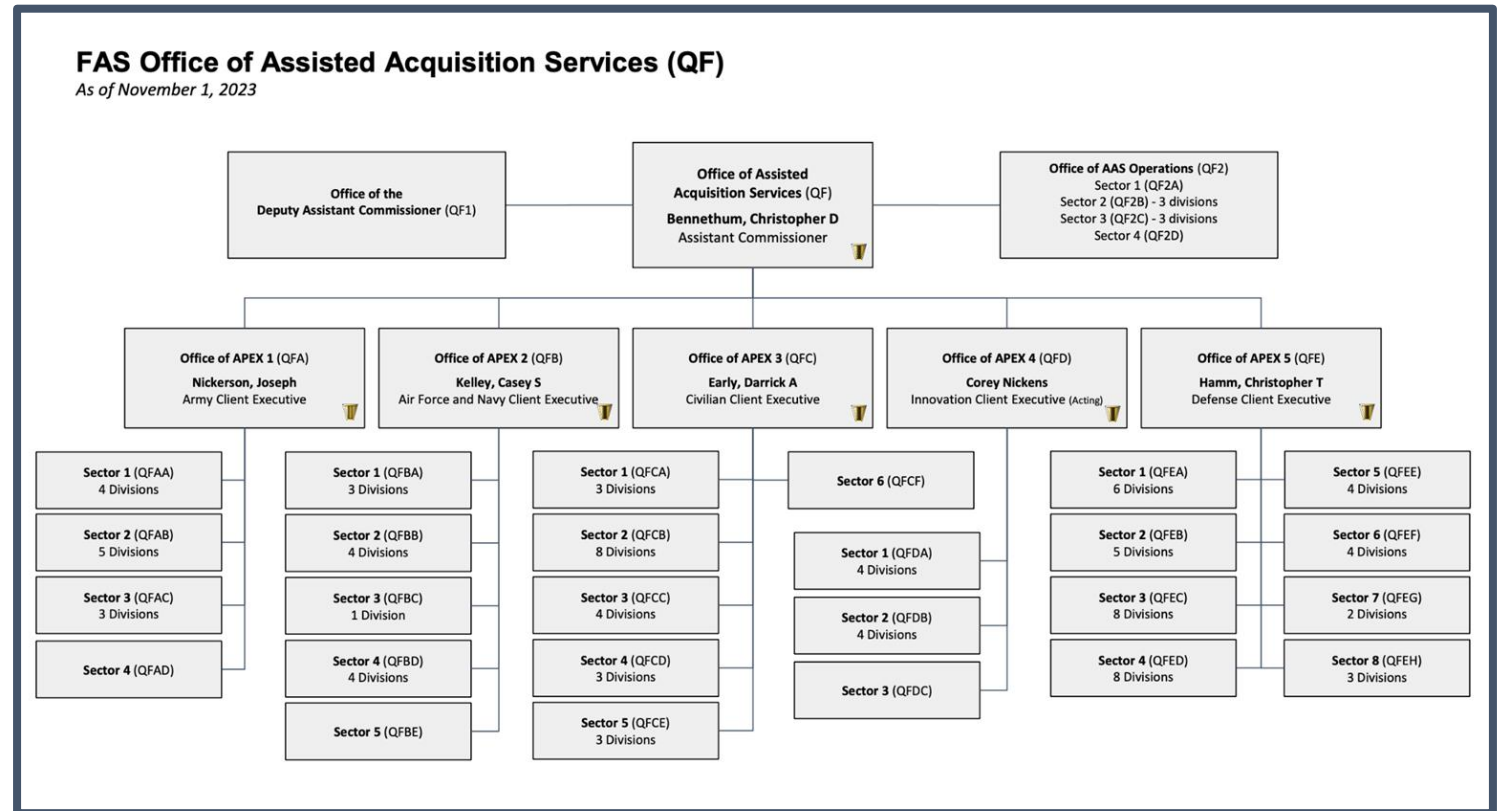
**What will FAS look like  
going forward?**



# So long regions, hello apexes.

FAS will no longer be organized in regions, but rather **5 client-focused apexes**:

- Army
- Air Force & Navy
- Civilian
- Innovation
- Defense





# Same faces, new roles around FAS.

1. **Tom Howder**, from Deputy Commissioner to acting Commissioner.
2. **Erv Koehler**, from the Office of Customer and Stakeholder Engagement to head of the Office of General Supplies and Services.
3. **Bill Toth**, from Director of the Office of Fleet Management to Koehler's replacement as Assistant Commissioner of the Office of Customer and Stakeholder Engagement.
4. **Charlotte Phelan**, from the Office of Travel, Transportation and Logistics to the head of the Office of Enterprise Strategy Management.
5. **Crystal Philcox**, from the Office of Enterprise Strategy Management to the head of the Office of Travel, Transportation and Logistics.
6. **Bob Noogan**, from head of the Office of General Supplies and Services to senior advisor for workplace programs.

# New leadership in 2024.

Sonny Hashmi, who has served as the FAS Commissioner for the last 3 years, announced this month that he is leaving GSA for industry.

Hashmi achieved a 36% increase in FAS awards during his tenure and reportedly saved \$6 billion by improving competition and pricing processes.

The Deputy Commissioner, Tom Howder, will fill the role in the interim.



**What else is happening at  
FAS?**

# SCRIPTS is on the horizon.

At the end of October, GSA released a draft RFQ for its **Supply Chain Risk Illumination Professional Tools and Services (SCRIPTS)** Blanket Purchase Agreement (BPA). SCRIPTS is a ten-year, multiple award vehicle on GSA's Multiple Award Schedules (MAS).



# TMF Reform Act was Introduced

The Modernizing Government Technology (MGT) Reform Act, introduced in September would:

- Adjust investment repayment rules to be more transparent
- Extend the TMF Board an additional five years to 2030
- GSA receives operational funding from agencies until December 2030

While this reform is not as drastic as other changes, it still refocuses on TMF's purpose, and GSA has skin in the game. We anticipate that this bill will receive more attention if/when the budget problems are resolved.

**What does all of this mean  
for you?**

# Start Building New Relationships

It's time to take a look at the contracts you have and the contracts you want. Where do they fall in the new structure?

It's time to make some new friends and start building relationships with key personnel in relevant apexes for your business.





# Train Your Team!

Success in government contracting relies heavily on having a reputation of reliability and knowledgeability.

If your team is pestering the wrong folks at FAS, it will both make enemies out of friends and give the impression that you don't know your customer. Everyone **must** be on the same page about the reorganization.





# Stay Alert

These high-level changes will inevitably adjust as everyone settles into their new roles and the changes trickle down, so periodically check GSA's [News Releases](#) and [Blog](#) for updates.

You don't want to be the contractor that's a step behind!



# Upcoming Free Lunch & Learn Sessions

**January 17th**

## **Fiscal Year 2023: A Year in Review**

Join us for a look back at contracting trends in FY23 and what that tells us about what to expect in FY24.

**February 14th**

## **For the Love of OTAs**

We are thrilled to welcome a special guest who will give us the good, the bad, and the ugly of Other Transactions Authority.

**March 12th**

## **Mergers & Acquisitions: Preparing for Sale**

Are you curious about selling your company? What is your strategy for growing? We are joined by an expert who will tell you all you need to know.

Visit [thepulsegovcon.com/event](https://thepulsegovcon.com/event) for registration links  
or email us at [pundits@pulsegovcon.com](mailto:pundits@pulsegovcon.com)!

# Let's Join Forces

to shred old GovCon practices and build a new federal ecosystem and community!



## INCREASE SUPPLIER DIVERSITY

Aid in improving your community by becoming more intentional about your diversity, equity, and inclusion (DEI) efforts.



## EXHIBIT YOUR CULTURE

Tell the GovCon ecosystem that your company is an engaged stakeholder who is connected, curious, and eager to learn more.



## PROVIDE OPPORTUNITY

Connect with potential teammates, recruits, or partners without ever leaving your office.



# Special Thanks to Our Sponsors!





# Questions?

**Amanda Swanson Goff**  
**Director of Research & Analysis**  
**[amanda.s.goff@pulsegovcon.com](mailto:amanda.s.goff@pulsegovcon.com)**

**Haley Boulanger**  
**Research Analyst**  
**[haley.boulanger@pulsegovcon.com](mailto:haley.boulanger@pulsegovcon.com)**

[thepulsegovcon.com](http://thepulsegovcon.com) | [Twitter: @ThePulseGovCon](https://twitter.com/ThePulseGovCon) | [LinkedIn: /thepulsegovcon/](https://www.linkedin.com/company/thepulsegovcon/)