

## Why Booz Allen Hamilton?

Booz Allen has unparalleled experience helping both commercial and federal government clients build and sustain strategic sourcing programs. Our team has worked with a range of federal agencies, including the Department of the Navy, Office of the Secretary of Defense, National Aeronautics and Space Administration (NASA), and Department of Agriculture, as well as Fortune 500 companies, including Airbus/EADS, Caterpillar, Dell, Exxon Mobil, General Electric, and Raytheon. Booz Allen has completed more than 400 sourcing engagements over a broad range of commodity categories with an average savings of 10–40 percent. Our unique qualifications include:

- **Federal Acquisition Expertise:** A service offering integrated with our federal government perspective and understanding of federal acquisition processes, policies, and data
- **Rapid Return on Investment:** A focus on working with government clients to identify quick wins that result in measurable sourcing savings, such as the 13–31 percent in commodity-specific savings identified across a Department of Defense (DoD) enterprise-wide sourcing initiative
- **Enduring Savings:** Deep experience and expertise orchestrating changes in strategy, process, organization, technology, and performance measures that deliver near-term results backed by longer term sustainable capabilities and impact
- **Best Practices:** Proven commercial best practices combined with the experience and expertise to successfully effect complex change in federal agencies
- **Category Benchmarks:** Well-developed and codified material commodity understanding and methodologies to support client teams online through our knowledge management system

## What are the benefits to using the GSA BPA?

- Pre-qualified vendor base
- Streamlined ordering procedures
- Pre-negotiated contractual terms and conditions
- Eliminated contracting and open market costs
- Expedient turnarounds on orders

## How do I purchase Booz Allen services under the Strategic Sourcing Total Solutions BPA?

1. **Develop Requirements:** Prepare a Statement of Work (SOW)
2. **Assess the Opportunity:** Contact Booz Allen to discuss your requirements and possible support options
3. **Issue and Award Task Order:** Contact your supporting Contracting Officer to pursue Direct Federal Agency Task Ordering

## Contract Reference Information

BPA Contract No.: GS-10F-A001 3  
MOBIS GSA Schedule Contract No.: GS-23F-9755H

See <http://contractvehicles.bah.com/bpa/index.asp> for contract details.

If you have any questions about the contract vehicle, please contact Booz Allen's Contract Administrator or GSA's BPA-level CO/ACO.

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Ready for what's next.

## About Booz Allen

Booz Allen Hamilton has been at the forefront of strategy and technology consulting for nearly a century. Today, the firm provides professional services primarily to US government agencies in the defense, security, and civil sectors, as well as to corporations, institutions, and not-for-profit organizations. Booz Allen offers clients deep functional knowledge spanning strategy and organization, technology, operations, and analytics—which it combines with specialized expertise in clients' mission and domain areas to help solve their toughest problems.

Booz Allen is headquartered in McLean, Virginia, employs more than 22,000 people, and has annual revenues of approximately \$5 billion. To learn more, visit [www.boozallen.com](http://www.boozallen.com).

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GSA Strategic Sourcing  
Total Solutions BPA

Maximizing strategic sourcing  
benefits with the GSA BPA and  
Booz Allen Hamilton

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strategy and technology consultants

# Realizing BPA Benefits

## What is the Strategic Sourcing Total Solutions BPA?

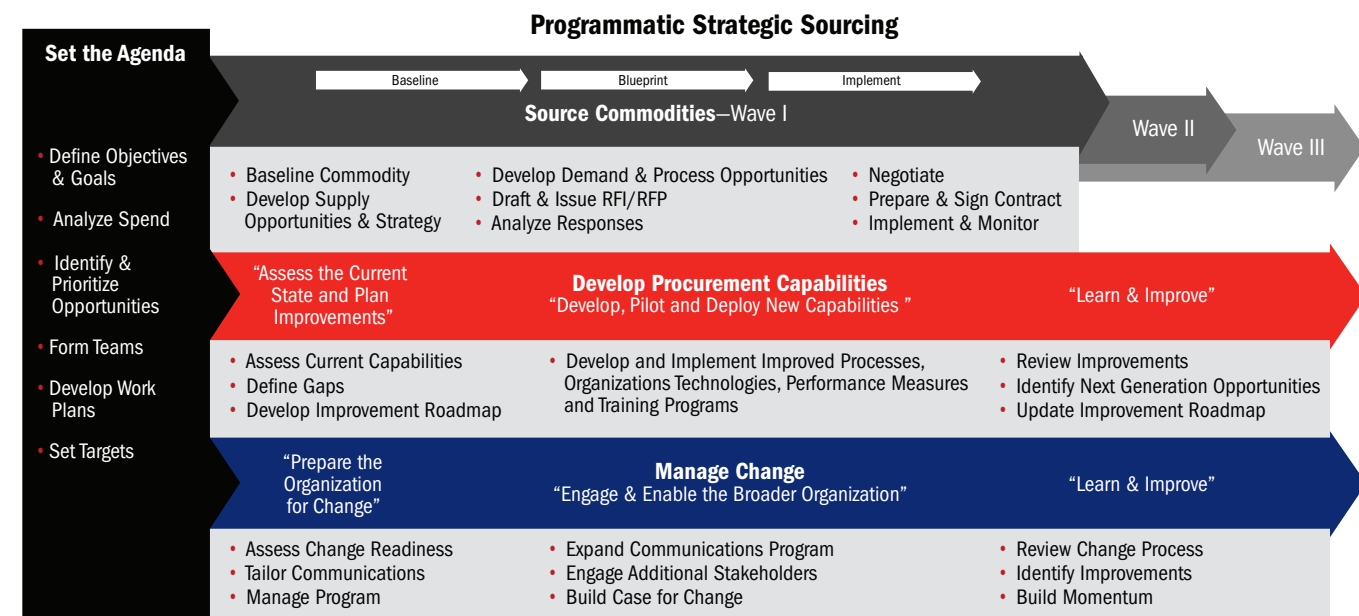
The Strategic Sourcing Total Solutions Blanket Purchase Agreement (BPA) is a General Services Administration (GSA) Multiple Award Schedule (MAS) contract open to all federal agencies for their use. GSA's Office of Customer Accounts and Research (formerly, Office of Marketing) awarded the BPA in response to customer agencies' requests for assistance and expertise in complying with Office of Management and Budget (OMB) requirements outlined in the May 20, 2005, Implementing Strategic Sourcing memorandum. The BPA leverages the Mission Oriented Business Integration Services (MOBIS) schedule and encompasses all support services required to "enable Federal agencies to implement procurement process improvements that will meet cost savings and best practice goals."

## Booz Allen's Strategic Sourcing Approach

Strategic Sourcing is a programmatic approach to maximizing the current and future mission benefits of your supply base while minimizing total costs. Booz Allen understands OMB goals for strategic sourcing and is committed to helping federal agencies fulfill and exceed OMB expectations. Based on our experience with leading organizations, we have found that the benefits of Strategic Sourcing are identified, captured, sustained, and grown through a highly interdependent four-stage approach.

### Set the Agenda

Every organization faces a distinct combination of mission goals and imperatives, environmental constraints, and culture. The first steps of Strategic Sourcing center on identifying and prioritizing opportunities and building an investment action plan tailored to create best mission value.



### Source Commodities

At the heart of Strategic Sourcing is the creation of new, higher value supply agreements and relationships that are achieved by improving demand, supply, and process practices to deliver best value. Booz Allen's sourcing approach balances market knowledge and analytics with pragmatic operations experience to create supply agreements that not only promise value but also deliver it in operations.

### Develop Capabilities

Without adequate internal capabilities, an organization cannot capture, sustain, or grow the benefits identified in commodity sourcing. Effective processes, appropriately skilled staff, clear roles and responsibilities,

aligned measures, and useful technology are all critical parts of the procurement "system" that need to be addressed to create lasting value.

### Manage Change

Agencies don't change, people do. With effective change management, you can create a pull and momentum for change that will enable you to turn your sourcing plans into operational realities.

## What services are included in the BPA?

Booz Allen has successfully performed all aspects of the contracted scope. The table below lists the capabilities that we will leverage to support strategic sourcing practices.

Contract Scope	Booz Allen Capability
<b>Strategic Advisory Services:</b> Expert facilitation services and subject matter expertise in support of senior executives to set the vision and plan for the strategic sourcing function within an agency and across the government.	<ul style="list-style-type: none"> <li>Strategic Planning and Facilitation</li> <li>Concept of Operations</li> <li>Organizational Structure, Skills, and Governance Alignment</li> </ul>
<b>Data and Analytical Support:</b> Analysis or reporting of the data to provide increased visibility into federal spend activity.	<ul style="list-style-type: none"> <li>Spend Data and Spend Analysis Support</li> <li>Special Studies and Analysis</li> <li>Opportunity Identification</li> <li>Business Case Analysis</li> </ul>
<b>Program Management Support:</b> Overall planning and management of strategic sourcing programs.	<ul style="list-style-type: none"> <li>Overall Program Governance and Management</li> <li>Business Process Improvement Planning</li> <li>E-Procurement</li> <li>Performance and Compliance Management</li> </ul>
<b>Commodity Procurement Strategy Development, Execution, and Management:</b> Analysis and strategic activities associated with the acquisition of specific commodities in support of strategic sourcing goals.	<ul style="list-style-type: none"> <li>Requirements Definition</li> <li>Market and Commodity Profiling</li> <li>Total Cost of Ownership Assessment and Cost Modeling</li> <li>Socio-Economic Impact Analysis</li> <li>Strategy Development &amp; Execution</li> <li>Facilitation of Strategy Execution</li> <li>Supplier Management</li> </ul>
<b>Training and Communication:</b> Strategic sourcing process training, off-the-shelf and customized, for individuals and teams within one or multiple agencies.	<ul style="list-style-type: none"> <li>Change Management</li> <li>Communications Strategy Development</li> <li>Training Design and Implementation</li> </ul>

MOBIS SINs:

874-1 Consulting Services

874-3 Survey Services

874-2 Facilitation Services

874-7 Program Integration & Project Management