

ANNUAL ASSESSMENT REPORT

20

A YEAR OF
GROWTH & RESILIENCE

24



INFORMATION TECHNOLOGY
Vendor Management Office

A GOVERNMENTWIDE IT CATEGORY ORGANIZATION

The ITVMO joins the Government-wide Acquisition Contracts (GWAC) Executive Agents from GSA, NASA, NIH, and DoD to provide meaningful acquisition intelligence for smarter, faster IT buying.

Report and Analysis based on FY2024 initiatives and data

SMARTER, FASTER IT BUYING



IMPRESSIONS

17

PUBLICATIONS

2,750

SUBSCRIBERS TO THE
ITVMO LISTERV

30.1%

OPEN RATE FOR ITVMO
CORRESPONDENCES

43,810

WEBSITE VIEWS

92

NEW RESOURCE CARDS
PUBLISHED

296

EVENTS + NEWS
HIGHLIGHTS PROMOTED

385

FOLLOWERS ON
LINKEDIN

9.44

LINKEDIN ENGAGEMENT
RATE (INDUSTRY
STANDARD 1-4%)

INITIATIVES

**Strengthening Vendor Relations
Though Better Contracting**

**Increasing Supply Chain &
Acquisition Knowledge Sharing**

**Breaking Down Barriers for
Small Businesses**

**Upskilling Acquisition
Professionals**

**Increasing Access to Data
and Tools**

OUTCOMES

- Thousands of contracts evaluated across all 24 CFO Act agencies
- Dozens of original equipment manufacturer (OEM) engagements

- Evaluated the risks and consequences of supply chain disruptions
- New whitepapers on supply chain opportunities for diversification

- Three Niche Market Studies on Cyber, AI, and LowCode/NoCode
- Increase in small business utilization (SBU) by \$1.6M

- Close to 900 continuing learning points (CLP)s awarded
- New, no-cost training pilots designed and hosted

- 45 new resource cards added to ITVMO.gsa.gov
- Launch of a new microsite improving insights into GenAI buying

MARKET IMPACT

78 Billion

ANNUAL IT SPEND FOR
FEDERAL PORTFOLIO

75 Unique

OEMS BEING SOUGHT FOR
AGENCY SOFTWARE NEEDS

39 Percent

GOING TOWARDS SMALL
BUSINESSES FOR IT NEEDS

174

UNIQUE
REPORTING
AGENCY
AUTHORITIES

\$30.6
B

FORECASTED
FOR FY25 SMALL
BUSINESS IT
PROCUREMENTS

\$32.4
B

FORECASTED
FOR FY25
OEM IT
PROCUREMENTS

Market Impact Sources:

- Federal Procurement Data System: Annual IT Spend; Percentage to Small Business
- Agency Integrated Data Collection (IDC) Reporting FY24 Q3: Unique Agencies; Forecasts for OEM Procurements; Unique OEMs sought
- FY25 Annual Government-wide IT Category Plan: Small Business Forecast

The IT Vendor Management Office (ITVMO) has been instrumental in governmentwide acquisition strategies, spearheading direct engagements by developing partnerships with OEMs, conceptualizing solutions for governmentwide challenges, negotiating resolutions, and establishing guidelines that will serve as the benchmark for software procurement across federal agencies.

- EXECUTIVE CHAIR, LAURA STANTON



Becoming the indispensable partner for agency buyers, **revolutionizing the way government procures, manages, and utilizes IT.**



Welcome to our **Annual Assessment**, a showcase of our achievements, progress, and commitment to excellence throughout the year. What's in this article:

- ITVMO Accomplishments
- Community & Customer Success Stories
- A Year in Review
 - Vendor Relations
 - Vehicle Solutions
 - Marketplace Trends
- What's Coming in Fiscal 2025



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A one-stop-shop, Acquisition Intelligence

Dear Agency Buyers, Vehicle Solutions, and Industry,

The federal government spends \$78.1 billion on IT, with a significant percentage of that dedicated to commercial software and cloud services (source: Fiscal 2023 FPDS Report). While significant portions of this expenditure are reported and managed through OMB-designated solutions, several challenges continue to hinder the optimal use of these resources:

- **Inconsistent pricing and terms:** Difficulty securing consistent and flexible pricing and terms across agencies.
- **Duplication of efforts:** Redundancies and inefficiencies in IT procurement across government entities.
- **Concentrated investments:** Vulnerability associated with heavy reliance on a limited number of vendors.
- **Fragmented data:** Lack of centralized and readily accessible IT procurement data.
- **Limited resources and expertise:** Agencies struggling with limited resources and expertise to manage IT procurement effectively.

The ITVMO exists to address these challenges head-on. We strive to become the essential partner for every federal agency, revolutionizing the way they procure, manage, and utilize IT solutions.

Our Focus in FY2025:

- **Securing Best Value:** Negotiating the best terms and conditions for federal IT purchases.
- **Fostering Interoperability:** Promoting seamlessly integrated IT solutions across agencies.
- **Strengthening the Supply Chain:** Building a robust and secure IT supply chain.
- **Data-Driven Strategies:** Empowering agencies with data-driven acquisition strategies.
- **Enhanced Customer Experience:** Streamlining and improving the customer experience for federal agencies.

We are committed to working collaboratively with all stakeholders to optimize federal IT procurement and achieve greater efficiency and effectiveness. We invite you to explore our website at www.itvmo.gsa.gov and learn more about how the ITVMO can empower your agency's IT success.

Sincerely,

John Radziszewski

Director, Governmentwide ITVMO



Uniting Talents, Fueling Innovation

Our Executive Steering Committee



Leslie Field
OMB Office of
Federal Procurement
Policy



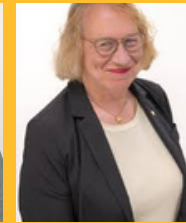
Clare Martorana
OMB Office of
Federal Chief
Information Officer



Jennifer Kuk
OMB Office of
Federal Chief
Information Officer



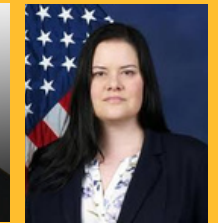
Laura Stanton
GSA Office of
Information
Technology Category



Joanne Woytek
NASA
Solutions for
Enterprise-Wide
Procurement



Brian Goodger
NIH IT
Acquisition and
Assessment Center



Sarah Mullins
DOD Army Computer
Hardware Enterprise
Software and Solutions

Our Team

Meet our dedicated team of professionals who have contributed their expertise, passion, and collaboration to drive our success.



John Radziszewski



Warren Blankenship



Kyra Stewart



Bill Spencer



Clarence Harrison



Heather Stier



Peng Chhour



Brittany Chapman

Our Awards





Delve into our performance evaluation factors that span customer satisfaction, efficiencies gained, and cost savings.

- Customer-focused**
Building loyalty and trust with buyers and suppliers.
- Convenience**
Improving the efficiency of IT procurements.
- Cost Savings**
Maximizing the value of agency IT investments.
- Compliance**
Helping the market adhere to policies/standards.

Strengthening Government-wide, Buying Power



Fostering Long-term Value Exceptional Customer Care

Fiscal 2023

3%

Engagement Rate

91%

Net Promoter Score

80%

Customer Renewal Rate

2:1

GOVT:IND
Membership

Fiscal 2024

 8.56%

Engagement Rate

 92.6%

Net Promoter Score

 157%

Customer Renewal Rate

5:1

GOVT:IND
Membership



We are proud to celebrate our significant milestones in customer satisfaction. Our NPS has increased by 1.2% over the past year, remaining in the 90th percentile (+20% over industry standards). We have successfully launched new customer services to include **Contract Review Service** and **Acquisition Training Pilots** to streamline our customer support process. Additionally, we have been recognized with NCMA's Most Innovation Product for our commitment to exceptional customer service.



Acquiring Efficiency Delivering Value

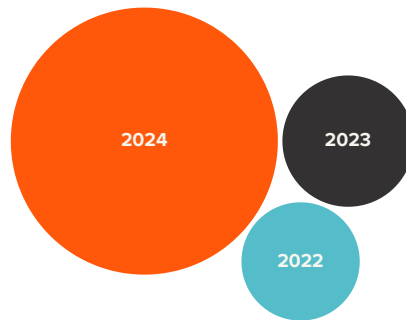
Increasing Customer Contacts



We are proud to announce that **57% of all service tickets were processed as Tier I, the fastest response time**, demonstrating our customer service commitment. This achievement has not only saved time and help federal agency buyers gain efficiencies. Only 4% were elevated to our Tier-3 experts.

There are no outstanding requests. **94 of 94 tickets are closed using ITVMO services and brokered solutions.**

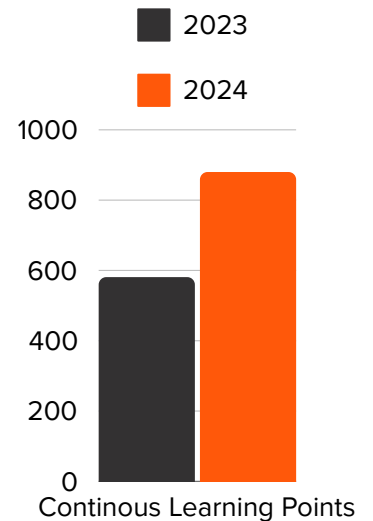
Growing Number of Users



43,810 Views | 2024
10,954 Views | 2023
8,597 Views | 2022

We're thrilled to announce that **our products have seen a remarkable 20% increase in website traffic over the past two years**, demonstrating growing interest and adoption. This surge in interest is further validated by our **recent recognition as 'Most Innovative Product' at the NCMA World Congress**. As we continue to expand our reach, we're excited to see how our products are being used in innovative ways across various industries.

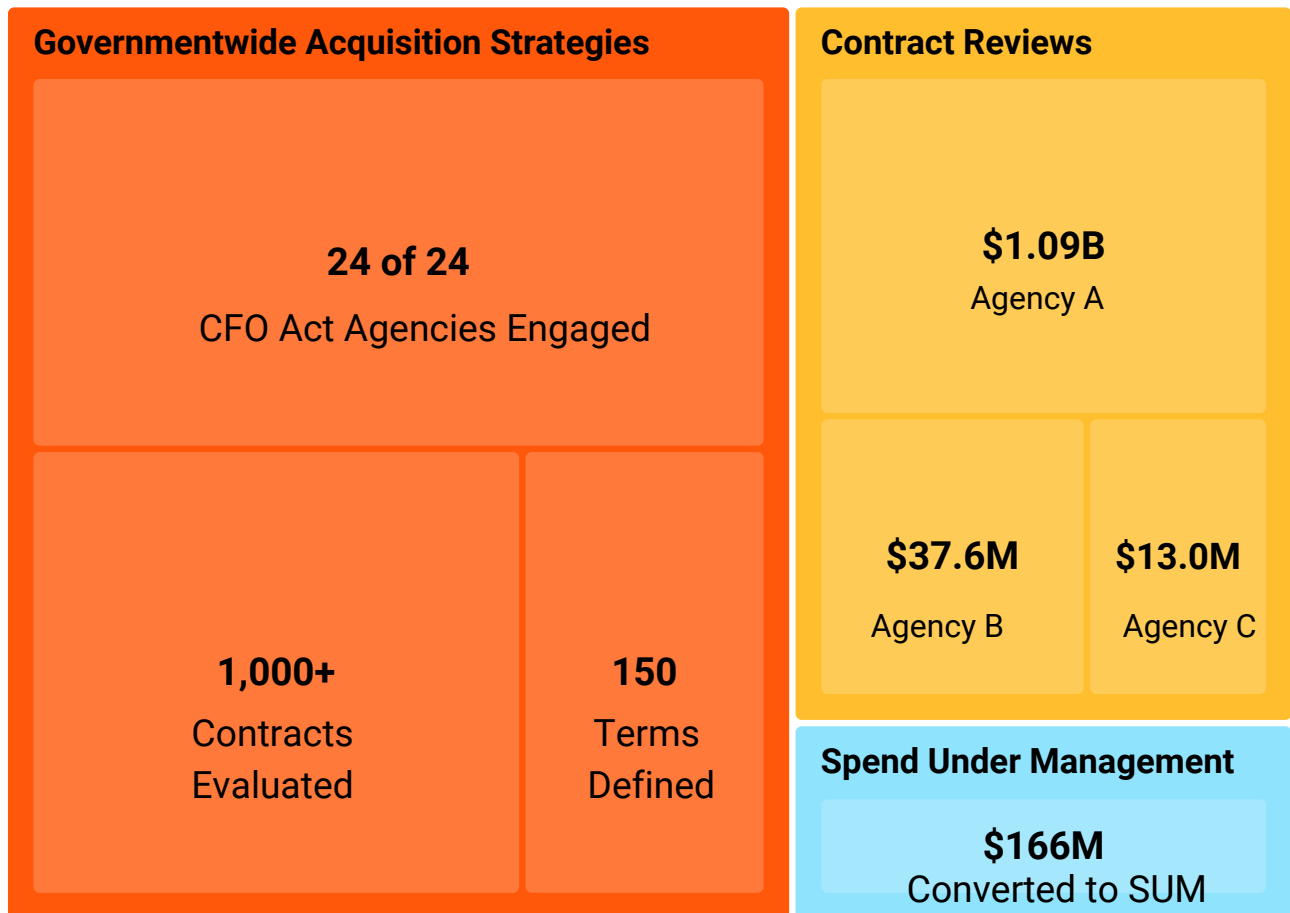
Upskilling More Practitioners



We're proud to announce that our commitment to continuous learning and professional development has yielded significant results. **In 2023 and 2024, we awarded a total of 1,461 continuous learning points** to our acquisition professionals, empowering them with the knowledge and skills needed to excel in their roles. This investment in our team has not only strengthened individual capabilities but has also enhanced our organization's overall performance and ability to deliver exceptional results.



Identifying Best-in-Class Terms Lowering Future Cost



Our expertise in contract licensing and acquisitions has been instrumental in identifying cost savings mechanisms for federal agencies in helping to lower future costs. Our involvement in **contract renewals for the VA, DOI, and DOE, valued at over \$1.15 billion**, demonstrates our ability to advocate for favorable terms with leading OEMs. With new efforts our teams have **evaluated over 1,000 contract terms for just one OEM**. We are helping agencies achieve substantial cost reductions while maintaining quality and performance standards.



Community-driven, IT Buyers Culture



Hear from our valued customers – from agency buyers, industry suppliers, and marketplace leaders as they share their success stories, highlighting how our products/services have made a positive impact on their businesses.





2024 SUCCESS STORY | MICROSITE

In a move to drive the Nation's AI agenda forward, the ITVMO was sought as the one-stop-shop for IT acquisition intelligence by the Office of IT Category at GSA to design and launch a cutting-edge website housing a comprehensive resource guide for purchasing generative AI, along with an intuitive dashboard for streamlined navigation. The decision to host this pivotal guide on itvmo.gsa.gov was deliberate. The site's modern design perfectly aligns with the guide's tone, catering to both government and industry stakeholders.

This collaborative effort not only embodies the spirit of government efficiency and innovation but also paves the way for accelerated AI adoption across sectors, empowering agencies to harness the transformative potential of generative AI with confidence and clarity. The guide has already been promoted on GSA's LinkedIn and [news account*](#), [blogged by Laura Stanton*](#) and picked up by [FedScoop*](#) doubling the traffic to itvmo.gsa.gov.

The Challenge

Complexity & Diverse Channels. The procurement and utilization of generative AI pose multifaceted challenges for government agencies including legal, ethical, security and interoperability complexities. As AI continues to dominate the marketplace there has been a flood of misinformation being disseminated, making it critically important to have a dependable, single source to serve as a host for this guidance.

The Solution

One-Stop-Shop. The ITVMO was sought as the go-to for distributing govwide procurement guidance. A microsite for collaborators was created to publish the Federal guide developed by GSA, with priority on customer experience to assist agencies in navigating the complexities of generative AI procurement and utilization. Distributed from a trusted govwide website that is the one-stop-shop for marketplace data, tools, and resources.

The Impact

Cross-Organizational Collaboration. Promotion of a single authoritative source for AI procurement buying. The microsite has already been promoted by other federal programs and the press. We have seen web traffic double in under 24-hours, including new unique views of ITVMO pages in addition to the AI guide. Amplifying ITVMO's visibility and its role as the trusted source for accurate, reliable acquisition intelligence.



2024 SUCCESS STORY | DATA PROCESS IMPROVEMENTS

In May 2023, the ITVMO was asked to take on a stewardship role for the Integrated Data Collection (IDC) process in partnership with OMB's Office of Federal Procurement Policy and Office of Federal Chief Information Officer. The IDC is a reporting mechanism to capture governmentwide data.

The ITVMO as a central broker for IT and acquisition intelligence, serves as a trusted advisor and agency advocate to buy smarter, faster. Using Customer Experience best practices, the ITVMO enhanced the IDC process by:

- Briefing agencies on new data requests, instructions, and process changes.
- Transitioning to quarterly and required reporting.
- Implementing Office Hours and De-Briefing Meetings to include Q&A sessions.
- Introducing a new Validation Report.
- Enhancing knowledge sharing across agencies

The Challenge

New Requirements. The complexity of data requests, variations in agency capabilities, and the diverse nature of IT procurement activities often result in data inconsistencies, inaccuracies, and gaps in the information provided. These hurdles require robust support programs and continuous engagement to improve data reliability and boost agency capacity.

The Solution

Guidance and Support. The ITVMO developed a comprehensive, reliable support capability to assist agencies with evolving federal data requests. The ITVMO capability includes structured and targeted support mechanisms, including quarterly milestones, office hours and debriefing meetings, and a validation report - ensuring agencies are well-equipped to comply with new reporting requirements leading to improved data quality and transparency.

The Impact

Data Analytics. Following the launch of ITVMO's support initiatives, all 26 required agencies achieved full compliance and exceeded the expected 3 submissions with an average of five submissions. The results were a 60% increase in total submissions (greater transparency) and a 140% increase in the number of identified planned OEM procurements. Overall a 30% greater transparency in projected software spending.



2024 SUCCESS STORY | ANNUAL SUMMIT

the ITVMO, in collaboration with ACT IAC and its broader Federal and Industry partners, hosted its second annual ITVMO Summit in person on June 11, 2024. This year's theme, "Revolutionizing Government Acquisitions through Digital Transformation: Uniting Technology, People, Process, and Partners," aimed to promote the sharing of knowledge on practices for radically transforming Federal IT acquisitions. The ITVMO Summit had two primary goals:

- To foster robust collaboration between government agencies and industry, increasing access to and sharing valuable resources.
- To raise awareness of the ITVMO's role as a trusted advisor and advocate, providing acquisition intelligence through creating and brokering use cases, best practices, and technical insights on emerging technologies, governmental policies, small business opportunities, and evolving procurement practices.

The Challenge

Collaboration Across IT Marketplace

The evolving IT landscape and emerging acquisition policies are reshaping the marketplace.

- Missed opportunities for collaboration
- Lack of transparency and open communication
- Misinformed requirements and decisions

The Solution

Creating a Valuable Experience

The ITVMO has built a reputable forum for knowledge sharing and collaboration that:

- Provides value to a diverse audience
- Encourages the exchange of ideas and best practices
- Facilitates networking that leads to meaningful connections

The Impact

Meaningful Connections Innovative Insights

Over 350 registrants with close to 200 in person, representing 50% government and 50% industry.

- 100% rated event as very good or excellent and content informative
- IT acquisitions insights gained
- Significant demand for the event next year



Driving Change, Insights into the Evolving Federal IT Marketplace



Stay informed about the forces shaping the Federal IT Marketplace. Join us as we explore emerging trends from leading-edge technologies to policy to acquisition system improvements.



Leading Edge Technologies

Explore emerging technologies that are shaping how agencies execute their missions.



Policy & Regulations

Stay ahead of the curve with insights into emerging regulations and compliance requirements.



Acquisition System Improvements

Strategic initiatives strengthening and continuously refining our Federal IT Acquisition System.



Federal IT Marketplace

Revolutionizing Federal IT & Acquisitions

More at <https://itvmo.gsa.gov/resources/>

Cloud Buying

- Cloud Acquisitions Guide
- Tactical Cloud Buyers Guide
- FinOps Case Study -- Army
- FinOps Case Study -- OPM
- FinOps Case Study -- U.S. Coast Gaurd

As agencies spending on public cloud services continues to grow, they want to ensure they are leveraging the government’s scale to purchase cloud IaaS in the most effective manner, at the best prices possible.

Cloud IaaS purchasing is complex and different from typical IT product or service procurement so additional guidance is essential and can better prepare recommendations for enhancing public-sector cloud acquisition efficiency.

More at <https://itvmo.gsa.gov/services/it-buyers-training-and-support/>

Artificial Intelligence

- Generative AI Buyers Guide
- AI Use Cases (via AI.gov)

EO 14110, Safe, Secure, and Trustworthy Development and Use of Artificial Intelligence (AI) was released October 2023. In Fiscal 2024, the marketplace made advancements in providing guidance and looking how agencies will procure AI.

More at <https://itvmo.gsa.gov/genai/>

Zero Trust

- ZT Training Pilot

EO 14028, National Cybersecurity and OMB M-22-09, Federal ZeroTrust (ZT) Strategy identified new requirements for agency safety and security of information technology. In Fiscal 2024, the ITVMO worked with its partners to increase access to ZT buying practices.

More at <https://itvmo.gsa.gov/resources/>



Effective vendor relationship management is essential for the success of any organization. By cultivating strong partnerships with vendors, the federal government can improve efficiency, reduce costs, and enhance the quality of services we deliver to the Nation. Understand how we are working with leading original equipment manufacturers and small businesses to strengthen our supply chain resilience and provide best-in-class IT products and services.

Maximizing Value, Partnering for Success



Vendor Relationship Management

Effective vendor relationship management involves understanding the roles and contributions of each type of vendor and working collaboratively to achieve mutual success. By leveraging the strengths and expertise of OEMs, VARs, VADs, and small businesses, government agencies can procure the best products and services to meet their mission objectives.



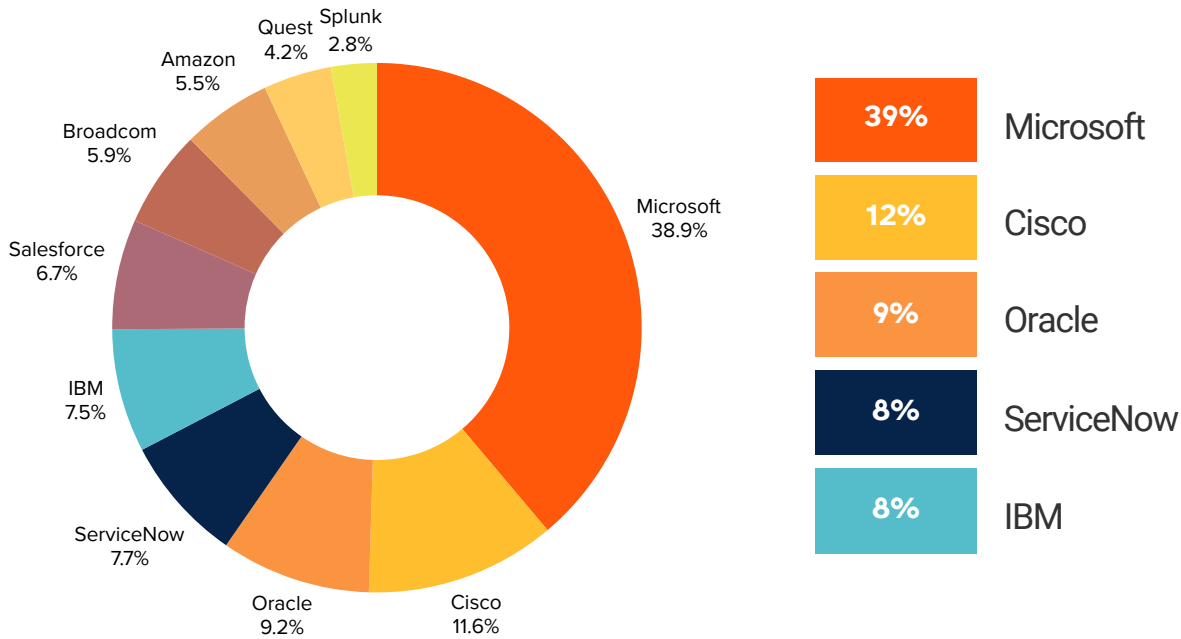
ITVMO Vendor Engagement Approaches

- Governmentwide Acquisition Strategies
 The ITVMO evaluates hundreds to thousands of contracts across the agencies for a select OEM to identify best-in-class terms and conditions.
- OEM Assessments
 The ITVMO uses a grassroots approach to identify common buying challenges for leading OEMs and works alongside the OEM to produce value-add guidance and buying tools.
- Small Business (SB)/Small Disadvantaged (SDB) Support
 The ITVMO partners with SB/SDB advocates like the Small Business Administration and Office of Small and Disadvantaged Businesses to increase access to marketplace tools for supporting agency missions.
- Reseller Strategies
 The ITVMO seeks out opportunities to build relationships with leading Value-Added Resellers (VAR) and Value-Added Distributors (VAD) to improve how business is done.
- New Entants
 The ITVMO works across the marketplace to promote and support execution of the Administration’s priorities for new businesses gaining entry to the marketplace and succeeding.



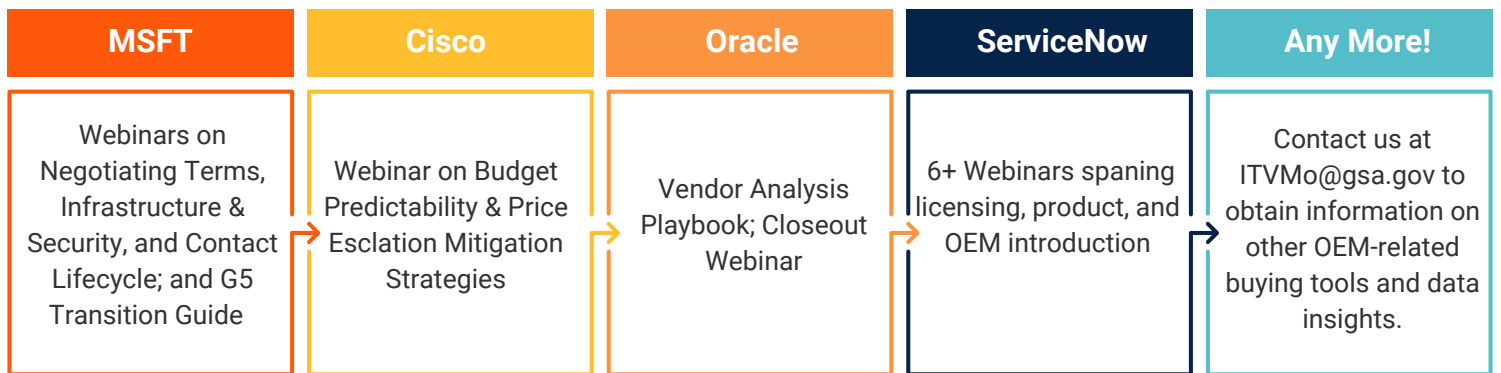
Software OEM Analysis

Leading OEM Vendors Based on Agency Spend



Source: Federal Procurement Data System FY2024 Agency Spend Obligations (as of 10/31/2024)

ITVMO Published Acquisition Intelligence on Leading OEMs



More at <https://itvmo.gsa.gov/services/oem/>



Small Business Niche Market: Low Code/No Code

- SB Valuation-----\$138M
- # SBs-----182
- Utilization-----58%

Small Business Niche Market: Cybersecurity

- SB Valuation----- \$1.3B
- # SBs----- 629
- Utilization----- 47.2%

Small Business Niche Market: Artificial Intelligence

- Small Business-----\$154.7M
- #SBs-----258
- Utilization-----62%

IT GOVERNMENT-WIDE Category Management

Small Business in Low Code/No Code

The Federal Government spends almost \$236M annually on Low Code/No Code capabilities. Low Code/No Code is a visual-based application development platform which converts the development environment from text based to a model-driven, drag-and-drop interface. As such, Low Code development is more accessible to users who are not professional developers. There are a number of Low Code/No Code development platforms on the market and procurement of Low Code/No Code is growing steadily within the federal government. This provides opportunities to establish acquisition practices that maximize use of small business suppliers.

Federal Contracting	Worldwide Industry
FY23 Total \$: \$236M	Total \$: \$26.9B
# Businesses: ~240	CAGR: 26.12%
Small Business: \$138M	# Businesses: ~450*
# SBs: 182	US-based Businesses: 53%
SB Utilization%: 58%	2030 Market Size: \$187B*

Insights for Federal Buyers

1. Low/No Code platforms are experiencing a surge in popularity, with industry analysts projecting these platforms will dominate the development landscape and will account for more than 60% of all application development activities. In this quickly changing market, stay open to new entrants and emerging technology platforms.
2. Almost 60% of Low Code/No Code spending is on Best-in-Class contracts, which have high small business utilization; consider contracts such as NASA SEWP and MAS IT first.
3. NAICS code selection influences which small businesses are able to participate in a procurement. The most common Low Code/No Code NAICS code is 541519. This code includes an exception for IT VARs, which has a size standard of >150 employees.

Sources: FPDS-NG, System for Award Management (SAM), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#)

IT GOVERNMENT-WIDE Category Management

Making the Most of Small Business in Cybersecurity

The Federal Government contracts ~\$2.8B annually for cybersecurity. The designing of people, policies, processes and technologies to protect organizations, their critical systems and sensitive information from digital attacks. As threats to networks increase, spending on cybersecurity has, and is expected to, see double digit growth in coming years. When we breakdown the cybersecurity category and compare federal spending to commercial sector, opportunities to better utilize small business are seen.

Federal Contracting	SAM Registrations	Worldwide Industry
FY23 Total \$: \$2.8B	Total \$: ~\$219B	# Businesses: ~37.5k
# Businesses: 871	4,251 (2,965 active)	Small Business: \$99.6B
Small Business: \$1.3B	# SBs: 629	# SBs: ~36k
# SBs: 629	4,047 (2,903 active)	SB Utilization %: 45.5%
SB Utilization %: 47.2%		

Insights for Federal Buyers

1. Awards have been made to ~20% of active businesses in SAM asserting to provide cyber.
2. Federal government utilizes small businesses at a rate consistent with commercial, and has made many strides in increasing small business utilization in recent years.
3. Agencies heavily use Government-wide contracts, especially Multiple Award Schedule 70 (S21M), SEWP (S22M), and NITAC (S20M), to acquire cybersecurity. These contracts also have some of the highest small business performance.
4. Large businesses are the primary manufacturers of cyber products, but small businesses are frequently used for services such as integration and managed security, e.g. auditing, monitoring, end point, consultancy, etc.

Insights for Federal Buyers

1. Government-wide contracts (BC and Tier 2) have the highest small business performance. MAS in particular has several [top performing small business vendors](#) who have not won tasks (SBO). Consider a multi-agency contract or MAS award if other award contracts cannot meet the need via small businesses.
2. Small businesses excel in providing cyber services, but services have the lowest SBU of subcategories (38%). Consider managed services or integration services for set aside contracts where appropriate.
3. For purchase of products through resellers, consider small businesses 1st. While large businesses are often utilized, small businesses have a proven record and are some of the top cyber resellers in the federal government.

Sources: FPDS-NG, System for Award Management (SAM), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#)

IT GOVERNMENT-WIDE Category Management

Small Business in Artificial Intelligence

The Federal Government spends more than \$250 million annually on Artificial Intelligence (AI), machine-based systems designed to make predictions, recommendations, or decisions based on human-defined objectives. [Executive Order 14176](#) and [OMB Memorandum](#) on Government, Innovation, and Risk Management for Agency Use of Artificial Intelligence, offer guidance on use of AI and recognize its utility in the federal business environment. There are many types and applications of AI however, and while some AI can be procured directly (e.g., Generative AI), the government more frequently procures AI as part of an IT solution (e.g., Machine Learning integrated in an IT system). While this reference sheet provides a starting point for market research, it is important to do additional research in the specific application of AI being procured. For Generative AI, the class of AI models that emulate input data to generate synthetic content, additional research can be found on [ITVMO site on Generative AI](#).

Federal Contracting	Worldwide Industry
FY23 Total IT \$: \$249.1M	Total \$: \$184.05B
# Businesses: 215	CAGR: ~42%
Small Business: \$154.7M	# Businesses: ~40k
# SBs: 258	US-based Businesses: 25%
SB Utilization %: 62%	2030 Market Size: \$1T+

Insights for Federal Buyers

1. The global AI market is projected to grow from \$184 billion in 2023 to ~\$1 trillion by 2030. The Federal government buys from less than 1% of AI businesses. Make sure market research is current when starting new procurements.
2. NAICS code selection influences which small businesses are able to participate in a procurement. The most common AI NAICS code is 541519. This code includes an exception for IT VARs, which has a size standard of >150 employees.
3. Best in Class (BC) contracts (MAS IT, NASA SEWP, NIH NITAC) have better SBU (68%) than unmanaged contracts (1%). Consider BC or SAM as preferred contracts.
4. Consider small businesses 1st as resellers, consultants, and developers. While large businesses are among the top vendors, small businesses have a proven record.

Sources: FPDS-NG, System for Award Management (SAM), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#), [SAM Online Data Browser and Management Tools](#)

The ITVMO works to provide actionable information to small businesses, contract vehicles, and agencies on how small businesses can meet the sophisticated and emerging information technology needs of the federal government. Through speakers, web content, data analysis, and white papers, the ITVMO offers practical guidance to educate small businesses, agencies, and policymakers.

- Engaging with industry groups to develop sharable content to support successful acquisition opportunities for small businesses.
- Supporting and working with agencies to solve common challenges and identify opportunities for small business acquisitions.
- Developing data analysis relevant to policy makers supporting market equity and small business needs.

Small Business Utilization

Breaking Down Barriers for Small Businesses

More at <https://itvmo.gsa.gov/services/small-business-support/#sbd>



Driving Down Costs, Compliant, Effective Buying Solutions



Understand what vehicles exist today, what is “best-in-class,” and what vehicles are coming in 2025.



Vehicle Analysis Report

More at <https://itvmo.gsa.gov/it-vehicles/>

Vehicle	Best-in-Class	Agency	Highlights
8a STARS IIII	✓	GSA	Sole source 8a ordering; Access to over 1,000 SBs; Earns SDB credit
Alliant 2	✓	GSA	Range of contract types from FFP, T&M, LH, cost, and hybrid
CHESS	✓	Army	Commodity end-user products; no governmentwide fee any time
EIS	✓	GSA	Choose from 9 providers; comprehensive telecom & network services
MAS Hardware/Software	✓	GSA	Sole source 8a ordering; evergreen contract
MAS Wireless	✓	GSA	Evergreen contract; Access to compliant vendors, including SBs
SEWP V	✓	NASA	Customizable storefronts; 25+ years in SCRM practices; 106 SBs
CIO-CS	✓	NIH	100% EPA Score; Access to OEMs, VARs, and 42 SBs
CIO-SP3	✓	NIH	137 labor categories supported; average 45-day award
CIO-SP3 Small Business	✓	NIH	337 SBs across 5 socioeconomic categories; efficient ordering
VETS2	✓	GSA	Only GWAC exclusively for SDVOSB; free scope reviews
COMSATCOM	✓	GSA	Includes both transponded capacity and subscription services

COMING SOON Vehicles	Best-in-Class	Agency	Highlights
CIO-SP4		NIH	CIO-SP3/CIO-SP3 SB extended through 10/29/24 pending CIO-SP4
SEWP VI		NASA	Ammendment 7 published on 9/2024, pending award of SEWP VI
Polaris		GSA	Solicitation updated 9/2024, pending award of Polaris

Why Buy From Best-in-Class Vehicles:

Value-Add

Reduces contract duplication, helping agencies to operate more efficiently.

Sustainability

100% Sustainability Check, in compliance with EPA Standards.

Supply Chain

Compliance with FCC Covered List and NDAA Section 889 Parts A & B.

Equity

Increased accessibility to SBs covering all socioeconomic categories.

Cyber

Compliance with EO 14028, Nation's Cybersecurity and corresponding OMB Memorandums.



Gain insights into our strategic direction, growth prospects, and upcoming initiatives as we look towards an exciting future.

Envisioning Tomorrow, Embracing Opportunities



Fiscal 2025 Strategic Initiatives

VISION: Become the indispensable partner for every federal agency, revolutionizing the way they procure, manage, and utilize IT solutions by 2030.

MISSION: Provide meaningful acquisition intelligence to inform smarter, faster IT buying decisions.

CATEGORY MANAGEMENT	01.	Optimize Federal IT procurement through advanced cost avoidance and strategic sourcing methodologies to drive efficiency, effectiveness, and accountability across the category.
	02. Build a robust and engaged IT Buyers Community with government and industry to enhance knowledge sharing and collaboration within the federal IT procurement ecosystem.	COMMUNITY EXPERIENCE
	03.	Forge strategic alliances with leading software (SW) OEMs to increase knowledge sharing and inform agency acquisition strategies.
VEHICLE SOLUTIONS	04. Improve utilization of the Government-wide IT BIC Vehicles and compliant IT products through better market awareness and customer experience.	
	05.	Build strong relations with leading VARs by partnering with the VARs to define best value and improve the efficiency and effectiveness of governmentwide IT operations.
	06. Bolster the SW supply chain resilience and market diversity by increasing small business utilization by over 40% of the Federal IT market share and seller, buyer, and supplier adherence to SCRM regulations.	SUPPLY CHAIN & EQUITY
	07.	Capitalize federal category management and transactional data by aggregating and converting into acquisition intelligence to secure best-value acquisitions across agencies.





Gratitude, Collaboration, and Continued Success



We express our sincere appreciation to all stakeholders, including customers, industry suppliers, employees, and investing partners, for their unwavering support and dedication.



JOIN IT BUYERS COMMUNITY US

**First ITVMO
Procurement
Hackathon**

November 2024

**End of Year
Buyers Event**

December 2024

**ITVMO
Summit**

April 2024

The IT Buyers Community creates a whole-of-government community experience -- moving from an agency-vendor to a government-partner relationship. **Contact us at ITVMO@gsa.gov for how to get involved.**

More at www.itvmo.gsa.com



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