



Marketplace Update for the Shared Services Leadership Coalition

Financial Management Quality Service Management Office (FM QSMO)

October 12, 2023

FM QSMO Recent Progress and Accomplishments



Continued Agency Engagement

FM QSMO continued working with agencies to understand the FM environment, agency needs, plans for financial system modernizations and opportunities to use the Marketplace.



Received Public Feedback on FY24 Standards

Concluded comment period for proposed updates to the FFM Business Standards, as part of the Financial Management Capability Framework (FMcF) in July.



Onboarded Commercial Vendors

To date nine vendors have completed the onboarding process, with additional vendors to follow. Onboarded the first Core FS solution in July.



Expanded Marketplace Offerings

The FM QSMO continued to grow the Catalog which now showcases over 60 solutions and services for agencies to explore.



Launched New Agency Resources and Tools

FM QSMO updated its website to include additional resources for agencies who are seeking services and solutions through the FM QSMO Marketplace and agencies who are planning financial system modernizations.



Agencies Face Modernization Needs

CFO Act agencies face critical financial system modernization needs and opportunities exist for improving compliance with financial management standards, leveraging technology and shared solutions, and reducing lengthy deployment delays and cost overruns.



¹ The summary statistics in this slide reflect data from the 24 CFO Act agencies as of FY2023. Most small and independent agencies are currently supported by a federal provider. There are several non-CFO Act agencies that own and operate their own core FS installations, which are not reflected in these statistics.

² Multiple agencies with early needs started efforts to modernize financial systems prior to the launch of the FM QSMO Marketplace. The FM QSMO is engaged with these agencies to ensure alignment with QSMO objectives and learn from their experiences.

Insights and Feedback

FM QSMO continues engagement with agencies, understanding agency FM modernization needs and continues to receive feedback on key areas where agencies can be supported by the FM QSMO and industry.

Upcoming Agency FM Product or Services Needs

-  **Budget Formulation & Execution Tools**
-  **Business Intelligence/Data Analysis Tools or Support**
-  **Project & Change Management**
-  **Core Financial Systems**
-  **Operations and Maintenance**

Key Drivers for Agency FM Modernization

-  **Compliance with New Federal Requirements**
-  **Migration to Cloud Services**
-  **Costs to Maintain Legacy Systems**

FM QSMO's Roles with Agencies

-  **Compliance Review**
-  **Expertise and Best Practice**
-  **Marketplace Promoter**

FM Standards in the Marketplace

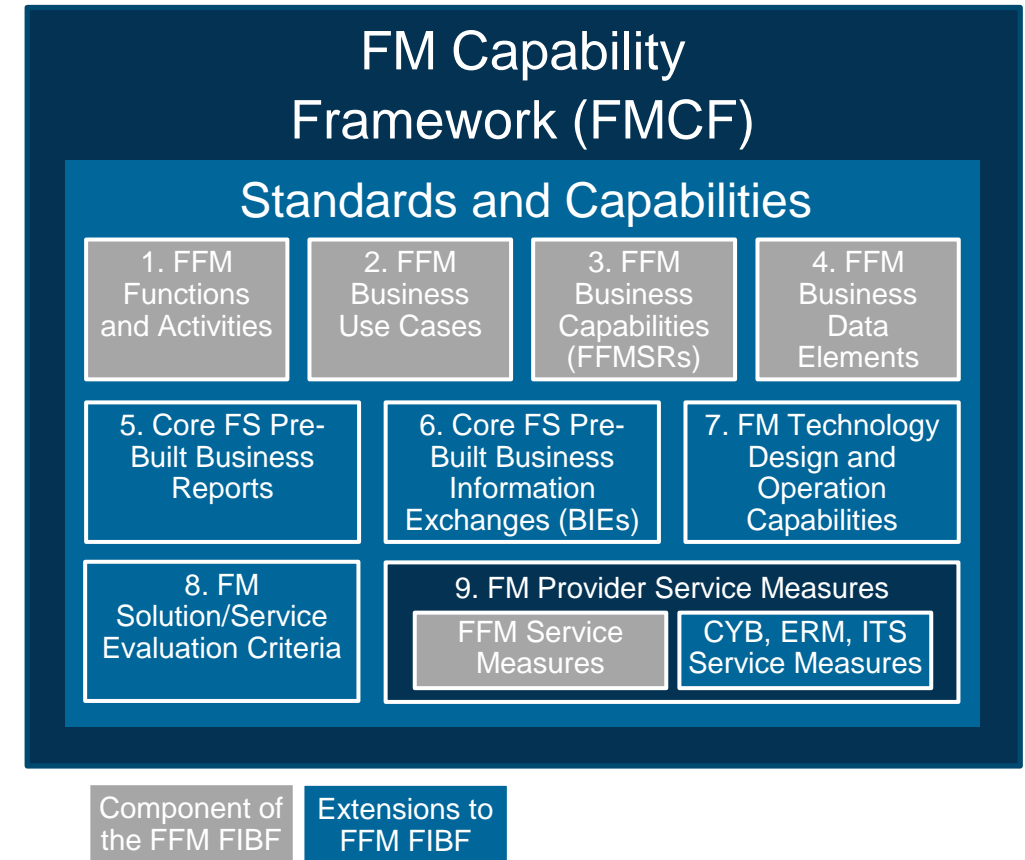
The Financial Management Capability Framework (FMCF) defines the standards and capabilities that are common across government and serves as the foundation for solutions and services in the FM QSMO Marketplace.

The FMCF:

- Includes the Federal financial management (FFM) business standards and additional capabilities that support and complement the standards.
- Serves as contractual requirements of SIN 518210FM and the basis for evaluation of providers and proposed solutions/services.
- Can be used by agencies to benchmark current operations and systems, and identify, plan for, and support modernization opportunities.
- The FM QSMO and the Financial Management Line of Business (FMLoB) are responsible for maintaining the FMCF and will periodically update it to show changing policy or other requirements.

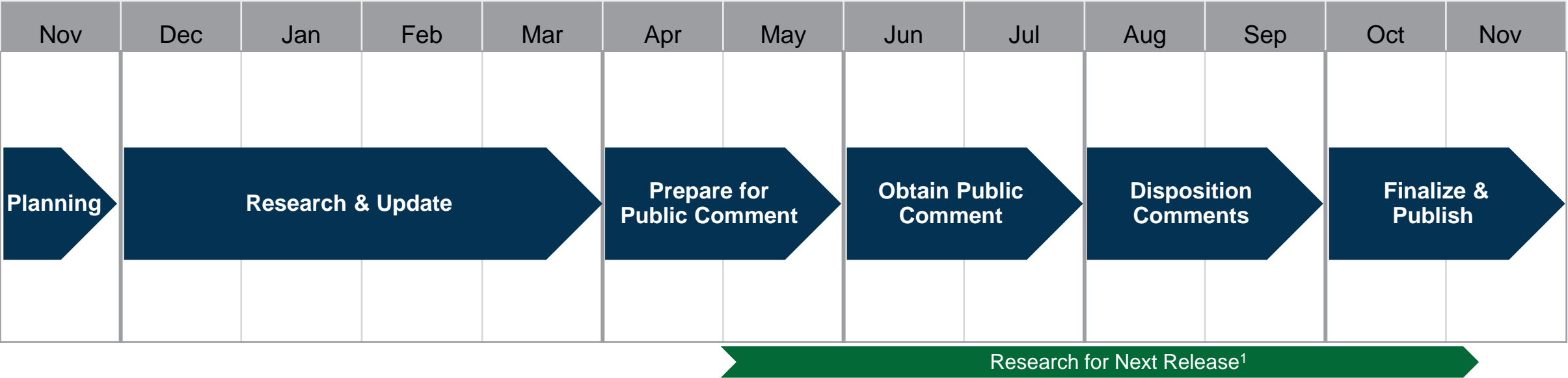
The *FMCF* can be accessed at:

<https://www.fiscal.treasury.gov/fmqsmo/financial-management-capability-framework.html>



Maintaining the FMCF

Updates to the FMCF will be released annually and generally follow the schedule below.



Vendor FMCF Compliance Requirements

- New vendors onboarded to the marketplace are required to comply with the current versions of the FMCF
- Existing vendors are required to maintain ongoing compliance with FMCF updates; FM QSMO will work with vendors to validate their compliance

¹ Research for future releases, may be conducted during subsequent phases.

FM QSMO Marketplace Catalog

The **FM QSMO Marketplace Catalog** serves as a storefront for providers to showcase standardized offerings evaluated by the FM QSMO to support financial system modernizations, sustain current operations, and fulfill a variety of other financial management needs.

Currently the Catalog includes solutions and services that offer choice and flexibility to agencies:

- Nine (9) commercial vendors – Carahsoft, cBEYONData, CGI Federal, Creal Consulting, Deloitte, eMentum, HIC, Kilda Group and Savantage Solutions;
- Three (3) federal shared service providers – ARC, ESC, and IBC; and
- Featured products and services provided by Fiscal Service that promote efficiency, streamline processes, and support expansion of electronic alternatives (e.g., Pay.gov, IPP)

The *FM QSMO Marketplace Catalog* can be accessed at:
<https://www.fiscal.treasury.gov/fmqsmo/marketplace-catalog.html>



Expanding Catalog Offerings

The growing online Catalog currently showcases over 60 solutions and services for agencies to explore, identify, research, and ultimately obtain to fit their unique missions and needs. The Catalog includes commercial vendors, federal providers, and featured products and services from Treasury's Fiscal Service.

Receivables **Accounting Operations** eCommerce Tools
Transaction Processing Implementation Support **E-Invoicing** Business Process Mapping
Business Intelligence Dashboards Reporting Budget Management Business Operations
Forecasting Financial Audit Remediation Improper Payment Detection Migration Support
Collections Lease Compliance **Core FS** Integration Support Secure Payments
Operations and Maintenance Investment Planning Project Management FM Document Workflows
Data Analysis **G-Invoicing** Change Management Data Management Disbursements
Risk Assessment Enterprise Risk Management



Addressing Common Questions

The FM QSMO continues to welcome engagement with interested agencies and vendors to provide information and clarity on the Marketplace.

Is there a fee associated with joining or using the Marketplace?

No

Does the Marketplace only provide financial management systems?

No

Can an agency conduct its own acquisition using the FM QSMO SIN?

Yes

Do providers with multiple offerings need to submit all solutions at once?

No

Are agencies required to engage with the FM QSMO prior to soliciting?

Yes

Is there a path forward if the Marketplace does not meet an agency's need?

Yes

What is the average timeline for a provider to join the Marketplace?

3 to 4 months

Can agencies participate in the FM QSMO SIN Evaluation Process?

Yes

Marketplace Benefits

The FM QSMO Marketplace offers several benefits to agencies and participating providers:

Benefits to Agencies



Trusted Source

As the first stop for agencies seeking FM solutions and services, customers benefit from FM QSMO pre-vetting of providers and offerings and can focus on their unique requirements.



Standards-Based Offerings

Ensuring baseline standards are embedded into marketplace offerings helps agencies plan modernizations, comply with federal policies and support improved data accuracy and reporting.



Choice and Flexibility

The Marketplace includes a wide range of offerings from commercial vendors, federal providers, and Treasury's Fiscal Service promoting choice and flexibility to fulfill many FM needs.



Performance Management

The FM QSMO periodically evaluates implemented offerings using provider service measures to ensure quality and customer satisfaction.

Benefits to Vendors



Vendor Showcase

Industry can showcase their capabilities, offerings, FM expertise and industry best practices through an agency-trusted Marketplace



Better Way of Doing Business

The Marketplace will be the first stop for agencies seeking FM solutions and services. Vendors receive consistent information on applying emerging standards into products and services



Diverse & Inclusive Marketplace

Businesses of all sizes and categories have equal opportunity to join the Marketplace



Innovation Platform

Vendors can introduce new and innovative solutions that meet emerging agency needs and priorities through the Marketplace

Looking Ahead – Continued Priorities

Agency Outreach & Marketplace Adoption



Partner with federal agencies to understand FM needs, support modernization planning and promote Marketplace use

Provider Outreach & Participation



Engage with industry and encourage participation to ensure a robust portfolio of offerings, including Core FS Solutions

FMCF Management



Maintain the FMCF to ensure alignment with FFM environment changes and incorporate stakeholder feedback

Marketplace Operations & Delivery



Manage a marketplace that provides access to standards-based solutions that promotes flexibility and choice to agencies

Stay Connected



Learn

Visit the FM QSMO website for information on the Marketplace and to access helpful resources for both agencies and providers.



<https://www.fiscal.treasury.gov/fmqsmo/>



Explore

Visit the FM QSMO Marketplace Catalog for information on approved providers and available services and solutions.



<https://www.fiscal.treasury.gov/fmqsmo/marketplace-catalog.html>



Connect

Contact the FM QSMO via our webpage. You can request to meet with the FM QSMO, join our mailing list or provide feedback.

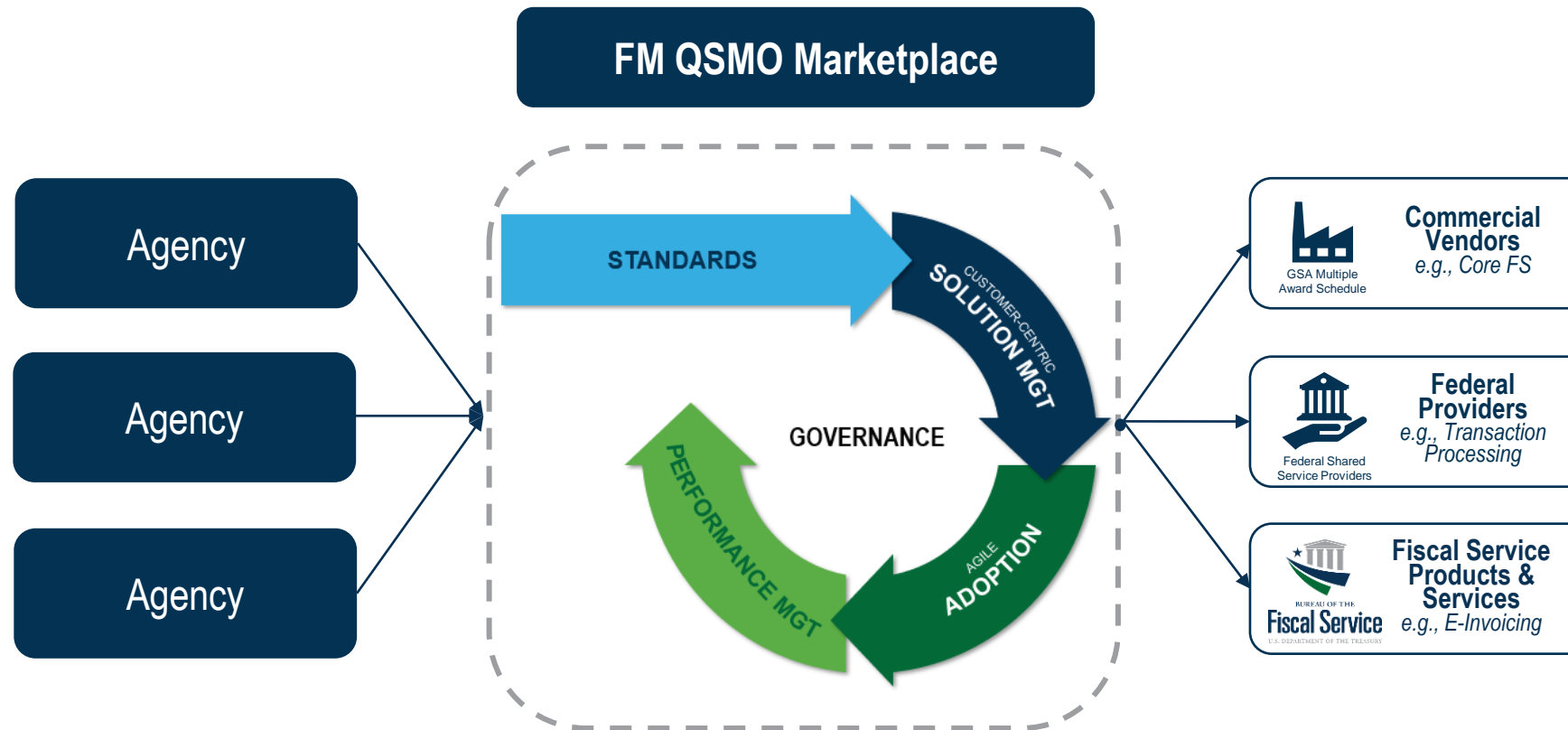


<https://www.fiscal.treasury.gov/fmqsmo/contact.html>

Appendix

Marketplace Delivery Approach

The FM QSMO acts as the broker between agencies and commercial and federal solutions. Solutions are centrally coordinated, standards are embedded in solutions, and there is a unified effort to achieve goals.



Participating in the Marketplace – GSA MAS Schedule

GSA, in partnership with FM QSMO, established a new Special Item Number (SIN) [518210FM](#) under the Multiple Award Schedule (MAS) contract vehicle to provide access to commercial information technology offerings of the FM QSMO Marketplace.

FM QSMO SIN Highlights:

- GSA serves as the contracting authority for the SIN.
- FM QSMO manages the technical evaluation of vendors and vets proposed offerings for compliance with the FMCF.
- The SIN remains open for continuous vendor onboarding.
- Agencies benefit from FM QSMO pre-vetting of solutions and services and can focus on their unique requirements.
- FM QSMO reviews proposed agency acquisitions and provides guidance, suggestions, and other resources.

The scope of the FM QSMO SIN includes:

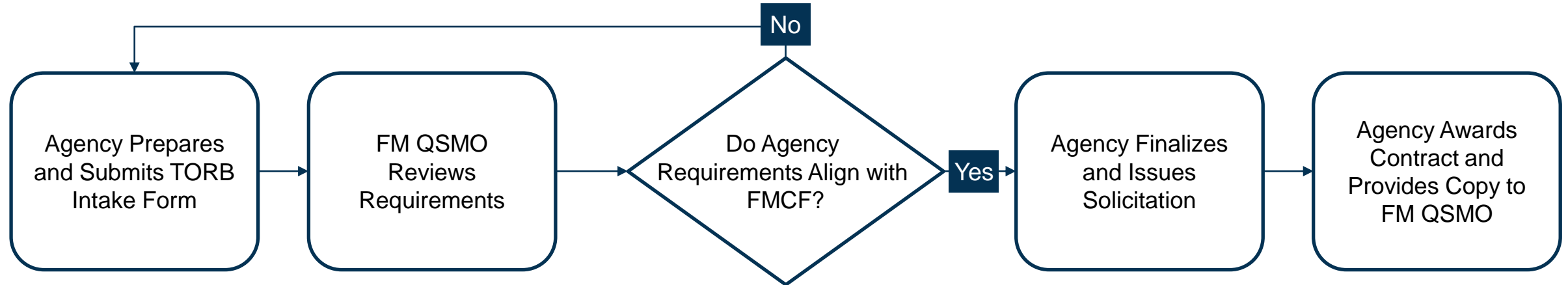
- **Core FS Solutions** – partially pre-configured FM software suites offered in a cloud environment.
- **Additional FM Solutions** – capabilities that augment those provided in the Core FS such as reporting tools, business information exchanges, analytics and intelligence.
- **FM Adoption and Transition Services** – services to identify, select, migrate to FM offerings such as planning, data conversion, IV&V, integration support.
- **FM Technology Operations Support** – support and assistance with implementations and operations such as development, testing, service desk, O&M, and legacy financial system support.

Obtaining Commercial Offerings through the Marketplace

Agencies acquire commercial services and solutions available in the FM QSMO Marketplace using the FM QSMO SIN (518210FM).

Agencies use the FM QSMO Task Order Review Board (TORB) Intake Form to submit proposed acquisitions for review. The FM QSMO reviews requirements to ensure alignment with the FMCF, provide guidance and suggestions, and connect agencies with other resources.

The FM QSMO TORB process only applies when obtaining solutions and services from commercial vendors, not offerings from federal providers.



Additional Information can be found in the *Agency Acquisition Guide* available on the FM QSMO Resources web page:

<https://www.fiscal.treasury.gov/files/fmqsmo/sin-518201fm-agency-acquisition-guide-2022.11.23.pdf>