



THE
COALITION
FOR COMMON SENSE
IN GOVERNMENT PROCUREMENT

2025

YEAR IN REVIEW



THE MOST EFFECTIVE VOICE FOR COMMERCIAL COMPANIES IN THE FEDERAL MARKET

The Coalition for Common Sense in Government Procurement (“the Coalition”) is the single most effective voice for commercial service and product companies selling in the Federal market. For nearly 50 years, we have brought together public and private sector leaders to work towards the mutual goal of common-sense acquisition. The Coalition provides our members with access to the latest in Federal compliance and policy information that is critical to a successful Government business.



OUR MISSION

The Coalition is a non-profit association of commercial contractors that promote “common sense” in Government procurement.

OUR VISION

Our vision is an efficient and effective Federal acquisition system that delivers best value to agency customers and the American taxpayer.



WHAT WE DO

PROMOTE

Common Sense in Government procurement

INFORM

Member companies about the Federal market

INVOLVE

Members in a dialogue with Federal acquisition leaders



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Dear Members,

The Coalition for Common Sense in Government Procurement (the Coalition) is pleased to present the 2025 Year in Review. Over the past year, the Coalition and its members have worked together to navigate a dynamic and evolving federal acquisition landscape, continuing our shared mission of advancing sound, efficient, and common-sense procurement policies.

In 2025, the Coalition focused on supporting its members during the first year of the current Administration, a period marked by significant policy activity and transformation across the federal marketplace. The Coalition remained actively engaged in key acquisition initiatives, including contributing recommendations through our Government Procurement Efficiency List (GPEL) and participating in discussions surrounding the Administration's Revolutionary FAR Overhaul (RFO). Our FAR 2.0 Working Group, in particular, played a critical role in analyzing proposed changes and providing timely, substantive feedback to ensure that regulatory updates supported a fair and competitive marketplace.

The Coalition also continued to inform members about key Executive Orders and other initiatives, such as the Cybersecurity Maturity Model Certification (CMMC) program and GSA Multiple Award Schedule (MAS), providing education, resources, and a forum for engagement with government stakeholders. We also advocated on important issues impacting the healthcare supply chain, such as proposed changes that could impact contracting across the Department of Veterans Affairs and the broader federal healthcare marketplace.

In addition to our policy work, the Coalition continued to provide opportunities for education, engagement, and collaboration. Through our training conference, forums, committee meetings, webinars, and ongoing member outreach, we remained focused on delivering timely insights and leading meaningful dialogue between government and industry. These efforts are central to our mission and to ensure that our members are well-positioned to navigate change and support the federal mission.

As always, we were proud to bring our community together in support of veterans through the Joseph P. Caggiano Memorial Golf Tournament. This annual event continues to reflect the strength and generosity of the Coalition community and our shared commitment to giving back. This year, we were proud and honored to surpass our \$35,000 fundraising goal to support a service dog, Waldron.

The Coalition's achievements this year would not have been possible without the continued engagement and support of our members. Your insight, participation, and leadership are essential to advancing a more effective and efficient acquisition system. I would like to extend my sincere appreciation to our Board of Directors, Board of Advisors, Committee and Subcommittee Chairs, and Keystone members for their support throughout the year.

We hope you enjoy the 2025 Year in Review. This publication highlights the Coalition's work over the past year and reflects the collective efforts of our membership. We look forward to continuing this important work together in the year ahead.

Sincerely,

A handwritten signature in black ink, appearing to read 'Roger Waldron'. The signature is fluid and cursive, with a long horizontal line extending to the right.

Roger Waldron
President

Market Intelligence & Presidential Transition

Presidential Transition Page

Beginning January 20, 2025, the Coalition launched a Presidential Transition Page to track the new Administration's leadership changes, executive orders, and policy priorities impacting government contractors. The resource compiled executive actions related to procurement consolidation, cost cutting measures, workforce policy, and regulatory reforms, along with guidance issued by GSA, VA, DoW, and OPM.

The page also featured analysis from member law firms, providing timely interpretation of executive actions and agency directives.

Transition Updates

Government Procurement Efficiency List (GPEL)

At the outset of the new Administration, the Coalition moved quickly to capitalize on the opportunity for meaningful acquisition reform by developing the Government Procurement Efficiency List (GPEL). Drawing on years of policy work and direct member input, the Coalition made 27 recommendations — including 13 governmentwide reforms and 14 Multiple Award Schedule (MAS)-specific recommendations — aimed at increasing efficiency, reducing barriers to entry, and modernizing the federal acquisition system.

FAR 2.0 Working Group

In response to the Administration's ambitious Revolutionary FAR Overhaul (RFO) initiative, the Coalition established a FAR 2.0 Working Group to support this effort. GSA issued FAR deviations under an accelerated timeline and the Work-

ing Group provided real-time analysis and recommendations on which regulations could be streamlined or removed.

The Coalition submitted comments on eight individual deviations, including FAR Parts 4, 8, 11, 18, 19, 26, 30, 31, and 39. In addition, the Working Group facilitated direct engagement between members and RFO leadership, including an in-depth discussion with senior GSA officials. The Coalition matched the urgency of the reform effort, ensuring industry perspectives were incorporated throughout the RFO process.

Global Trade Item Number (GTIN) Comments

The Coalition submitted comments to GSA's Catalog Management Office regarding a potential mandatory requirement for Global Trade Item Numbers (GTINs) for commercial-off-the-shelf products listed on MAS contracts. The Coalition emphasized that GTINs are not widely used in the commercial marketplace and would be unworkable for highly configurable products such as furniture and IT solutions. The comments further urged GSA to pursue formal rulemaking before implementing any such requirement. GSA acknowledged the Coalition's feedback and has not moved forward with additional action.

Cybersecurity & Compliance

CMMC Implementation Support

The Coalition supported members through the implementation of the Cybersecurity Maturity Model Certification (CMMC) program with educational webinars and providing practical guidance on compliance expectations.

To further inform government decision-making, the Coalition distributed a CMMC Small Business Survey, enabling members to share direct feedback regarding implementation

challenges and readiness concerns. The results were shared with the Defense Logistics Agency (DLA) to inform the implementation of CMMC across their contracting programs.

VA & Healthcare Market

VA FSS Working Group

The Coalition’s VA FSS Working Group developed recommendations to enhance efficiency and transparency within the VA Federal Supply Schedule program. Members from the medical/surgical and pharmaceutical sectors collaborated to propose improvements in communication, audit processes, and contract administration.

In September, the VA FSS leadership team presented to members on the latest developments with the program in a “Chat with the VA FSS Service” webinar. Following discussions regarding potential changes to FSS contract terms, the Coalition also submitted comments recommending reforms to streamline the option renewal process and reduce documentation burdens. We appreciate the VA’s open dialogue with industry in support of the FSS program.

VA Prosthetics Working Group

The Prosthetics Working Group continued its collaboration with the Department of Veterans Affairs Prosthetic and Sensory Aid Services and the Strategic Acquisition Center to improve the contract addition process. Members developed recommendations addressing contract additions, payment timing, and consignment practices.

As a result, the VA established guidance enabling continuous open seasons for certain products, new technology additions at any time, and structured semiannual add periods to improve efficiency. These changes will help ensure veterans have timely access to innovative prosthetic solutions while streamlining processes for industry partners.

VA Labeler Code Comments

The Coalition submitted comments in response to a VA proposal that would have significantly altered certain drug labeler code requirements, potentially disrupting the federal pharmaceutical marketplace and limiting generic drug reselling under the VA FSS. The Coalition provided detailed feedback outlining market concerns and continues to engage with VA leadership on this issue.



COALITION BY THE NUMBERS

700+

Attendees at Flagship
Training Conference

30+

Government
Speakers

35+

Member Committee
Meetings & Webinars

62

New Member
Companies

\$18K+

Raised for Veteran
Charities

50+

Pages of Comments
Submitted to Federal
Agencies

48

FAR and Beyond Blogs

50+

Off the Shelf Interviews
with Government and
Industry Experts

MEMBER COMMITTEES



Coalition events and committee meetings provide members with business intelligence and opportunities to engage directly with Federal leaders on procurement policies and contract programs.

Member Committees

Coalition members work together through specific committees to stay up to date on the latest contract developments for their particular industry and provide feedback to the Government.

Cybersecurity & Supply Chain Committee

Chairs: Townsend Bourne, Sheppard Mullin; Amy Childers-Benson, SAIC; Michael Gruden, Crowell & Moring

The Cybersecurity and Supply Chain Committee promotes acquisition solutions that maximize the nation's cybersecu-

urity, retain competitive opportunity and a fair procurement process, and accelerate use of commercial innovation that protects Federal agencies from cyber or supply chain attacks.

Furniture/Furnishings Committee

Chairs: John DeVries, MillerKnoll; Kelly McGriff, HNI Corp; Jeff Wood, Global Furniture Group

The Furniture/Furnishings Committee addresses the acquisition of furniture in the Federal market through the GSA Schedules program, DoW, and agency Blanket Purchase Agreements.

MEMBER ACTIVITIES

General/Office Products Committee

Chairs: Jim Dunn, Grainger; Bill Murray, ODP Solutions; Andrew Sisti, The Gormley Group

The General/Office Products Committee focuses on issues related to the acquisition of a broad scope of products and services—such as hardware, office supplies, and solutions related to buildings and security through GSA contracts.

GWAC, MAC, & Enterprise Contracting Committee

Chairs: Heather Mori, CACI; Mike Pullen, CGI Federal; Krystyna Scanlon, Booz Allen Hamilton; Theresa Urban, GDIT

The GWAC, MAC, & Enterprise Contracting Committee (aka “GWAC Committee”) focuses on program, policy, and contractual issues impacting GWACs, MACs, and enterprise procurements representing over \$250 billion in annual purchases by the Federal Government.

Medical/Surgical Committee

Chairs: Chad Gibson, Johnson & Johnson Healthcare; Leonard Nall, GovHub; Shanavian Strickland, Medical Place

The Medical/Surgical Committee focuses on specific contracting programs and acquisition policies relevant to medical and surgical suppliers and medical devices. Examples include domestic sourcing, the Trade Agreements Act (TAA), and contract programs at the VA, DLA, and DHA.

Pharmaceutical Committee

Chairs: Frank Asper, Pfizer; J’Aime Conrod, Amneal; Brian Current, Golden State Medical Supply; James Kim, Polsinelli; Greg Madden, Orlaithe Consulting; Stephen Ruscus, BakerHostetler

The Pharmaceutical Committee focuses on Federal contracting programs with the VA and DHA on policy matters like Buy American and domestic sourcing, VA Schedule pricing, and enhancing transparency related to the VA Formulary, TRICARE, and other Federal programs covering pharmaceuticals.

Imaging Equipment Committee

Chairs: Scott Hammond, Ricoh; Scott Massey, Konica Minolta

The Imaging Equipment Committee focuses on issues unique to the Federal market for imaging manufacturers and resellers related to security, product certification, contract management, GSA Schedules, and leasing.

IT/Services Committee

Chairs: Jana Haas, NTT Data Services; Carol Monnin, Peraton; Hannah Patrick, Deloitte; Juvy Van Tuijl, Leidos

The IT/Services Committee informs members about the latest compliance, regulatory, and program issues impacting companies that provide IT hardware, software, and related products or professional services to the Federal Government through GSA’s MAS program.

Small Business Committee

Chairs: Jesse Acosta, The Jahnda Group; David Black, Holland & Knight; Jon Williams, PilieroMazza; Jim Wrigglesworth, Wrigglesworth Enterprises

The Small Business Committee focuses on small business-related acquisition rules, regulations, and programs, as well as Federal contracting opportunities for small businesses.

About our Members:

More than \$17 billion of Multiple Award Schedule (MAS) contract obligations

25% of Coalition members are small businesses

More than \$13 billion of Federal healthcare spending and 48% of the spending on the VA Federal Supply Schedules

More than 86% of Alliant 2 Unrestricted contract obligations

Coalition members supply more than 60% of the products on the MSPV formulary

More than 76% of OASIS Unrestricted contract obligations

8 of the top 10 largest GSA MAS contractors, including:

- 9 of the top 10 largest contractors in the IT Category
- Largest contractor in the Professional Services Category
- Largest contractor in the Industrial Products & Services Category
- Largest contractor in the Facilities & Construction Category
- Largest contractor in the Furniture Sub-Category

More than 89% of CIO-SP3 contract obligations



EVENTS & TRAINING



Member annual conferences and events offer opportunities to hear from and engage with acquisition leaders in the government and with industry colleagues.



Navigating Government Contracting in the New Federal Market Forum

In April, the Coalition hosted the “Navigating Government Contracting in the New Federal Market” forum at the Ritz-Carlton in Tysons, Virginia, to discuss the new Administration’s procurement priorities and initiatives, examine developments from its early months, and explore essential strategies for success in an evolving contracting environment.

We were honored to feature remarks and insights from Mike Lynch, GSA Deputy Administrator, and Tom Davis, former Congressman and current Partner at Holland & Knight.

The program also featured expert panelists from Holland & Knight, including:

- **Lauren Benny**, Partner
- **David Black**, Partner
- **Jeremy Burkhart**, Partner
- **Amy Fuentes**, Partner
- **Megan Mocho**, Partner
- **Chris Nagel**, Partner
- **Dan Sennott**, Partner
- **Tim Taylor**, Partner

We extend our sincere thanks to **Holland & Knight** for co-hosting this important forum to inform members on the Administration’s initial acquisition policies and initiatives.

Spring Training Conference: *The New Federal Market*

The Spring Training Conference, held on June 25–26 in Falls Church, VA, focused on “The New Federal Market” and the evolving procurement landscape during the first six months of the Administration. Over the two days, attendees explored key governmentwide developments shaping the federal marketplace, followed by a second day dedicated to the healthcare sector. Sessions examined how early efforts to increase efficiency and rightsize contracting programs are reshaping acquisition strategies, shifting market dynamics, and creating new opportunities and challenges for federal contractors. Agenda topics included:

- The New FAS: Procurement Consolidation
- The New Federal Market: Acquisition Policy Reform
- The New Federal Market: OneGov
- The New VA Office of Acquisition, Logistics, & Construction
- DoW and the New Federal Market

The conference featured over 20 government and industry speakers, including:

- **Larry Allen**, Associate Administrator, Office of Governmentwide Policy and Chief Acquisition Officer, GSA
- **Jeff Koses**, Senior Procurement Executive, GSA

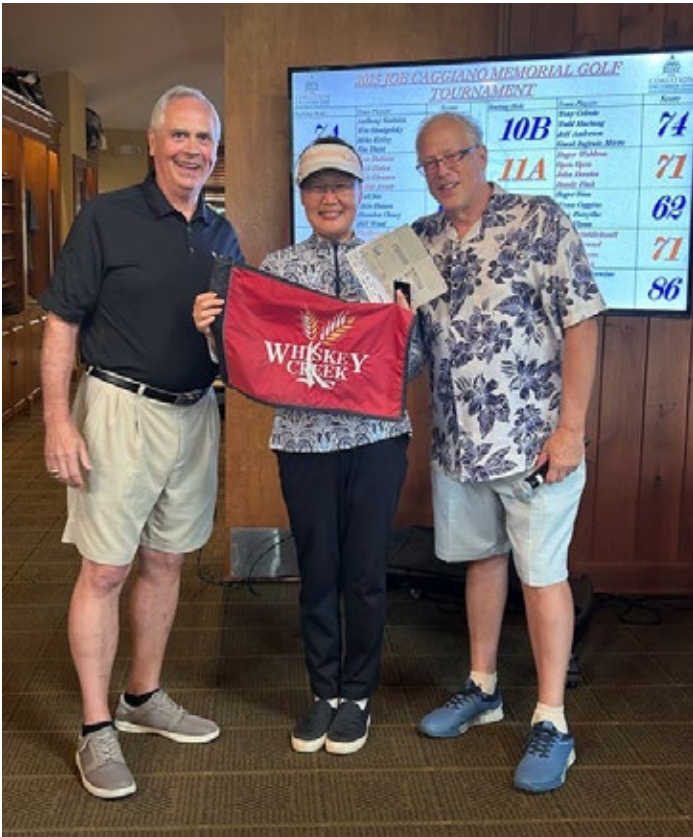
- **John Tenaglia**, Principal Director, Defense Pricing, Contracting, and Acquisition Policy (DPCAP), DoW
- **Mathew Blum**, Deputy Administrator, Office of Federal Procurement Policy, OMB
- **Joseph Maletta**, Acting Senior Procurement Executive and Executive Director, Office of Acquisition and Logistics, VA
- **Christopher Parker**, Associate Executive Director, Strategic Acquisition Center and Acting Associate Executive Director, National Acquisition Center, VA
- **Tom Emmendorfer**, Executive Director, Pharmacy Benefits Management Services (PBM), VA

Thank you to all of the Federal agencies that participated in the training conference, including GSA, DoW, OMB, VA, DHA, and DLA.

The Coalition also extends a heartfelt thanks to our Spring Training Conference sponsors for their generous support which allows us to provide invaluable opportunities for learning, networking, and collaboration between government and industry. These sponsors include *Platinum Sponsors: AvKARE and Google Cloud; Gold Sponsor: Grainger; Silver Sponsors: The Gormley Group and Sheppard Mullin; Bronze Sponsor: ImmixGroup; Reception Sponsor: SAIC; Lunch Sponsor: Medical Place; Breakfast Sponsor: DiSorb Systems; Lanyard Sponsor: AvMEDICAL; Mobile App Sponsor: Veterans Healthcare Supply Solutions; WIFI Sponsor: Recon Supply; and Media Sponsors: Federal News Network and Set-Aside Alert.*



EVENTS & TRAINING



12th Annual Joseph P. Caggiano Memorial Golf Tournament

In August, the Coalition hosted the 12th Annual Joseph P. Caggiano Memorial Golf Tournament, continuing a cherished tradition of honoring our friend and colleague Joe Caggiano while supporting veterans. Joe, a U.S. Navy veteran and a respected leader in the federal contracting marketplace, dedicated his career to advancing the procurement community and supporting those who served our country. The tournament remains a tribute to his legacy and steadfast commitment to veterans.

Thanks to the extraordinary generosity of our members and sponsors, this year's tournament raised \$12,000 for Paws for Purple Hearts, fully funding a new service dog that can assist veterans facing mobility challenges and trauma-related conditions. We are especially honored that Paws for Purple Hearts named the service dog "Waldron" after Coalition President Roger Waldron. Members of the Paws for Purple Hearts team, along with service dog Tomberg, joined us for the day and provided a powerful demonstration of how service dogs transform veterans' lives.

In addition, the tournament raised \$6,000 for The George Washington University Government Procurement Law Program through the Coalition’s Endowed Scholarship Fund, which supports veterans pursuing legal studies in government procurement. We were honored to welcome Professor Steve Schooner at the tournament to share some remarks.

The day also delivered memorable moments on the course, including a historic first for the tournament! **Elisa Rhee** of GDIT scored the first hole-in-one in tournament history, an incredible achievement that added excitement to an already special event.

This success would not have been possible without the incredible support of our sponsors. Their commitment ensures that we can continue this meaningful tradition while making a real difference for veterans. These sponsors include *Title Sponsor: The Gormley Group; Golf Towel Sponsor: Red One Medical; Beverage Cart Sponsor: ManTech; Longest Drive/Closest to the Pin Sponsor: The George Washington University Law School; Hole Sponsors: A-G Associates, ADS, Arcfield, Bosma Enterprises, CACI, CGI Federal, The Center for Procurement Advocacy, Etherton & Associates, GDIT, Grainger, Harvey Ernest – RIVERGROUP, Ingram Micro, Marriott Falls Church Fairview Park, Miller & Chevalier, SHI, Solventum, The Rendely Family, The Sisti Family, The Waldron Family, and Wrigglesworth Enterprises.*



Updates on the Revolutionary FAR Overhaul

In September, the Coalition hosted a discussion with GSA’s **Larry Allen**, Associate Administrator of the Office of Governmentwide Policy and Chief Acquisition Officer, and **Jeff Koses**, Senior Procurement Executive on the Revolutionary Federal Acquisition Regulation (FAR) Overhaul (RFO) initiative and its objectives to accelerate the procurement process, provide greater flexibility to contracting officers, and incentivize innovation across the federal marketplace.

The discussion provided timely updates on key RFO deviations, with particular attention to the “Commercial Item Six-Pack” covering FAR Parts 4, 8, 12, 38, 40, and 51. Members learned about reforms designed to streamline System for Award Management registration, clarify contract vehicle priorities, modernize Federal Supply Schedule ordering procedures, and consolidate do-not-buy product lists into a unified master list. These changes reflect a broader shift toward more efficient, outcome-based procurement.

We are grateful to **CGI Federal** for hosting the discussion at their Ballston Innovation Center and for supporting meaningful government–industry engagement.

EVENTS & TRAINING



Annual Holiday Reception

In December, the Coalition hosted its annual Holiday Reception at the Tower Club in Tysons Corner, bringing together members and colleagues from across the procurement community to celebrate another impactful year. The evening provided an opportunity to reflect on shared accomplishments throughout 2025 and look ahead to a new year.

We were honored to welcome Larry Allen, GSA Associate Administrator for Governmentwide Policy and Chief Acquisition Officer, as our guest speaker. His insights on key acquisition policy developments in 2025 and the outlook for federal procurement in 2026 offered attendees valuable perspective for the year ahead.

The Coalition extends its sincere appreciation to our *Holiday Reception sponsor*, **SAIC**, for their generous support in making the celebration possible.

Member Meetings and Webinar Series

Throughout the year, the Coalition hosts committee meetings and webinars to inform members on current topics and trends in government procurement and the Federal market. In 2025, the Coalition hosted over 35 member committee meetings and webinars. Below is a sample of just some of the topics that were covered:

Member Meetings

- Cybersecurity Landscape Update
- The Latest on Transactional Data Reporting
- The Revolutionary FAR Overhaul
- Multiple Award Schedule Compliance Vigilance and Essentials
- Chat with the VA FSS Service
- Overview of the FAS Catalog Platform
- Policy Updates from the VA Office of Small and Disadvantaged Business Utilization

Webinar Series

- *Understanding the Impact of the DEI Executive Orders for Federal Contractors*
- *What the DOGE Means for Federal Contracting*
- *The Trump Administration and Acquisition Reform: Where Are We Headed?*
- *A Practical Guide to Understanding CMMC Certification for Contractors*
- *Impact of the Tariff Policy Changes on Government Contractors*

Thank You to Our Government Speakers

Larry Allen, Associate Administrator,
Office of Government-wide Policy,
GSA

Chanel Bankston-Carter, Executive
Director, OSD BU VA

Leslie Beavers, Principal Deputy Chief
Information Officer, DoW

Mathew Blum, OFPP Deputy Adminis-
trator, OMB

Pete Burr, Acting Assistant Commis-
sioner, Office of Assisted Acquisition
Services, GSA

Michael Burrell, Section Chief, MAS
Office of General Supplies, GSA

Sharon Chang, FSS Director, VA

Tom Emmendorfer, Executive Direc-
tor, Pharmacy Benefits Management
Services (PBM), VA

Larry Hale, Deputy Assistant Commis-
sioner, Office of Information Technol-
ogy Category, GSA

Craig Hilliard, Division Chief, Medical/
Surgical Prime Vendor (MSPV) Sup-
plies, VHA

Jennifer Jackson, Director of Opera-
tions, Office of Program Operations,
General Supplies and Services, GSA

Dan Keefe, Director, Medical Supply
Operations, DLA Medical Troop
Support

Christina Kingsland, Acting Assistant
Commissioner, Office of Travel, Trans-
portation and Logistics, GSA

Jeff Koses, Senior Procurement
Executive, GSA

Josh Ladwig, FSS Division Chief,
Contract Support Division, VA

Jeffery Lau, Deputy Assistant Com-
missioner, Office of General Supplies
and Services, GSA

Diana Lawal, FSS Chief, Pharmaceuti-
cal/Dental B Division, VA

Mark Lee, Assistant Commissioner
Office of Policy and Compliance, GSA

Mike Lynch, Deputy Administrator,
GSA

Joseph Maletta, Acting Senior
Procurement Executive and Executive
Director, Office of Acquisition and
Logistics, VA

Brian Mason, IST Chief/Contracting
Officer, ECAT Med/Surg Program,
Medical Troop Support, DLA

Abin Mathai, IST Chief, Dressing,
Tools, and Instruments, Medical Troop
Support, DLA

Tom Meiron, Assistant Commissioner,
Office of Centralized Acquisition
Services, GSA

Ed Norton, Chief of Pharmacy Opera-
tions, DHA

Christopher Parker, Associate Exec-
utive Director, Strategic Acquisition
Center and Acting Associate Exec-
utive Director, National Acquisition
Center, VA

Greg Rollins, Deputy Assistant
Commissioner, Office of Policy and
Compliance, GSA

William Robert Satterfield, FSS Chief,
Services Division, VA

Adam Soderholm, Director, Center
for Professional Services, Office of
Professional Services and Human
Capital Categories, GSA

Larry Stubblefield, Deputy Associate
Administrator, Office of Government
Contracting and Business Develop-
ment, SBA

John Tenaglia, Principal Director,
Defense Pricing, Contracting, and
Acquisition Policy, DoW

Kristen Wilson, Strategic Acquisition
Data Management Lead, OMB

Deborah Zuckwerth, FSS Chief,
Medical/Surgical B Division, VA

2025



YEAR IN ACTION



PROCUREMENT POLICY

The Coalition is recognized across the acquisition community as a thought leader in Federal Procurement policy. Federal agencies and Congress look to the Coalition for input and recommendations on current and future acquisition programs.

Letters, Testimonies & Regulatory Comments

Procurement regulations at the Federal level are constantly evolving with the priorities of Congress and the Administration. The Coalition provides information to members about the latest rules and regulations related to their Federal business. We also submit public comments on behalf of our members that include specific recommendations to the Government. The following is a list of some of the topics and programs the Coalition provided industry input on in 2025:

- Federal Government's Revolutionary FAR Overhaul Initiative
- Department of Veterans Affairs Acquisition Reform Legislation
- Controlled Unclassified Information Proposed Rule
- Organizational Conflicts of Interest Proposed Rule
- Global Trade Item Numbers
- Commercial Item Clauses



COMMON SENSE IN ACQUISITION OUTREACH

FAR and Beyond Blog

FAR and Beyond is a weekly procurement blog written by Coalition President, Roger Waldron that is recognized by Government and the private sector as a “must read, in the know” commentary on the latest in Federal acquisition. Topics covered in 2025 included:

- The Government Procurement Efficiency List
- Acquisition Reform through Best Value and the Schedule
- An Acquisition Reset: Deregulating to Deliver Best Value Mission Support for the American People
- Optimizing the Multiple Award Schedule Program
- Commercial Opportunity for the VA Medical Supply Chain
- The Appetite for Procurement Reform has Never been Greater, so What’s on the Menu?
- A Revolutionary Overhaul of the FSS Ordering Procedures
- Time to Retire the Best-in-Class Regime?
- The Next Steps in the Revolutionary FAR Overhaul



The *FAR and Beyond* blog is featured weekly in the *Friday Flash* newsletter and on the Coalition website.

Off The Shelf Radio Show

In 2025, Off the Shelf was recognized as one of the Top 3 Procurement Podcasts in the United States by Million Podcasts.

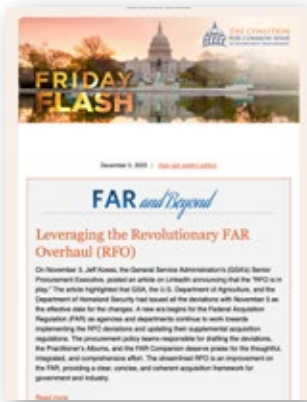


Off the Shelf is a weekly radio show and podcast hosted by Roger Waldron on the *Federal News Network*. It features interviews with Federal contracting experts from both inside and outside of Government on the issues that matter most in acquisition policy. You can listen to the program on *Federal News Radio 1500 AM* on Tuesdays at 11 am EST, on most podcast streaming options, or visit FederalNewsNetwork.com. Here is a sample of some of the *Off the Shelf* interviews covered in 2025:

- **A NASA SEWP Update** - Joanne Woytek, SEWP Program Director
- **Key Procurement Trends in 2025** - Alan Thomas, founder of Alpha Tango Strategies
- **Leadership Changes During Challenging Times** - Christine Harada, Former OFPP Senior Advisor
- **The Future of Interagency Contracting** - Brian Friel, Founder of BD Squared
- **The Restructuring of Federal Procurement** - Emily Murphy, CEO and Founder of Government Procurement Strategies

COMMON SENSE IN ACQUISITION OUTREACH

- **Grading the FAR Overhaul** - Jessica Tillipman, Associate Dean for Government Procurement Law at The George Washington University Law School
- **Policy Changes that are Shaping Government Procurement** - Larry Allen, GSA Associate Administrator for the Office of Governmentwide Policy and Chief Acquisition Officer
- **The Latest Trends in the Federal Generic Pharmaceutical Market** - Ben Hall, Chief Executive Officer of Golden State Medical Supply
- **The Keys to Effective Implementation of Artificial Intelligence** - Nelly Wilson, Google Global Head of AI Services for Weather and Climate



TUESDAY TRACKER

The *Tuesday Tracker* provides members with a weekly update of the latest policy information relating to Federal Procurement and is especially focused on regulatory and legislative updates. This publication includes a Regulatory Tracker that lists the current and upcoming FAR, GSAR, and DFARS cases that are relevant to Federal Procurement.



FRIDAY FLASH

Recognized by Government and private sector procurement leaders as a highly informative publication, the *Friday Flash* is the Coalition's weekly newsletter providing members with the latest law, policy, and business information pertaining to Federal Procurement. The newsletter includes regulatory updates and discussion, market intelligence from GSA, VA, DoW, OMB, and GAO, as well as the weekly *FAR and Beyond* blog from Coalition President, Roger Waldron. With over 2,000 subscribers, the *Friday Flash* is the Coalition's most popular publication and resource on procurement policy and contracting developments for our members.

MARKET INTELLIGENCE

In June, the Coalition published its seventh annual Federal Market Report for fiscal year (FY) 2024. The Federal Market Report is a go-to resource that provides insights into contract compliance, as well as trends on the GSA and VA Schedules, governmentwide contract vehicles, small business spending, the Federal healthcare market, and more.

In fiscal year (FY) 2024, the Federal Government spent more than \$755 billion on contracts, a three percent decrease from the previous year. The Government also spent more than \$51 billion through the GSA Schedule Program, which according to GSA makes the Schedule the largest purchasing program in the world.

Here are some of the significant developments from FY24:

- Spending through the Schedule Program exceeded \$51 billion, marking an eight percent increase. This is the third largest year-over-year increase within the last decade and the largest figure since 2011, indicating healthy growth in Schedule utilization.
- Spending through the VA Schedules increased by over 12 percent, exceeding \$21 billion.
- BPA spending increased by 6 percent, surpassing \$27 billion in total obligations and accounted for 52 percent of spending through the GSA Schedule Program. This is the fourth consecutive year in which the market share for BPAs exceeded 50 percent.
- FY24 marked the fourth consecutive year in which over 50 percent of all Federal contract spending was obligated using IDIQs.
- Spending through the MSPV Program significantly increased by 43 percent for a total of \$781 million.



2025 Board of Directors

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Carolyn Alston
Jon Etherton

Ed O'Hare
Alan Thomas
Joseph Pastel

2025 Board of Advisors

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Brian McManus, Amazon Business
Troy Mizell, AvMEDICAL
Leo Alvarez, Baker Tilly
Brian Friel, BD Squared
Michael Bell, Booz Allen Hamilton
Matt See, CACI
Robert Burton, Crowell & Moring
Roger Sion, Deloitte
Theresa Urban, GDIT
Wes Schmigelsky, Grainger
Kelly McGriff, HNI
Tony Celeste, Ingram Micro
Ken Nelson, Johnson & Johnson

Robert Sadler, LMI
Chip Taylor, ManTech
Keela Seawright, Medical Place
John DeVries, MillerKnoll
Sharlene D'Angelo, Northrop Grumman
Jana Haas, NTT
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Bryan Leblanc, Raytheon
Amy Benson, SAIC
Aaron Wasserman, SAP
Robert Fravel, Seqirus
Richard "Curt" Curtis, Solventum
Bill Gormley, The Gormley Group

2025 Healthcare Board of Advisors

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Nicole Johnson, AstraZeneca
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Johnnie Robles, Becton Dickinson
Kerrie Bartley, Boehringer Ingelheim
John Zieger, Bristol Meyers
Jordan Beacorn, Concordance
John Chadwick, Cook Medical
Wendy Tommelleo, First Nation Group
George Jones, Genentech

Sonia De La Rosa, GSMS
Ken Nelson, Johnson & Johnson
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Shanavian Strickland, Medical Place
Hannah Zerphey, Orlaithe Consulting
Francis Asper, Pfizer
Chad Jacobson, Red One Medical
Tammy Anderson, Sanofi
Robert Fravel, Seqirus
Curt Curtis, Solventum
Glenn Dumont, Stryker

Management And Staff



Roger Waldron
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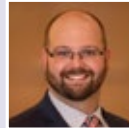
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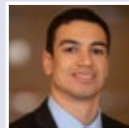
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2025 KEYSTONE MEMBERS



amazon business

Booz | Allen | Hamilton

CACI
EVER VIGILANT

CGI

Deloitte.

GDIT

GRAINGER
FOR THE ONES WHO GET IT DONE

IN-CRAM
PUBLIC SECTOR



SAP

solventum

2025 EXECUTIVE MEMBERS

Allsteel

HermanMiller

HON.

Johnson & Johnson

MANTECH
ALWAYS ADVANCING

NORTHROP
GRUMMAN

ORACLE

Peraton

Seqirus

2025 NEW MEMBERS

ABT Global
AlphaTango Strategies
Amp AI
Applied Medical Distribution Corp.
ABT Global
AlphaTango Strategies
Amp AI
Applied Medical Distribution Corp.
Arista Networks Federal
Assisted Building Solutions
Atlantic Trading
Bailek
BD Squared
Biogen
BNL Consulting
Caris Life Sciences
City Electric Supply

Competitive Choice, Inc.
Copper River Strategies
CyberExcellence
Dearborn One, LLC
Elliott Investment Management
Evernorth Federal Services
Ferguson
Flatwater Group
Fox Rothschild LLP
Government Expo
Granite Government Group
Haworth
HCS
HumRRO
Keeper Security
Klas Government Inc.
Koniag Government Services

Kuykendall Associates
Mayer Brown
Mohawk
Mono Machines LLC DBA Supply
Chimp
Nalu Tech Solutions
Nanosonics
OSC Solutions
Paratus Solutions LLC
PolyNovo
Ponderosa Packaging
Price Reporter
Professional Executive Services
Protega Pharmaceuticals
Regeneron Health Care Solutions
REI Systems
Tactile Medical

TEVA Pharmaceuticals
The Armstrong Company
The DaVinci Company
The Tools Man, Inc.
Veterans4You
Vinson & Elkins
World Wide Technology
Remund Group
Renco Manufacturing Group
Retractable Technologies
RiskShield LLC
RJY Group, LLC
Smartronix
Sterile Services Co
Steve Sizemore Consulting
Yulista



2026 INITIATIVES

In 2026, the Coalition remains dedicated to advancing common sense in government procurement. Our annual priorities and initiatives are driven by the collective interest of our members. Here are just some of the initiatives the Coalition will be focused on in 2026:

Supporting “Common-sense” acquisition policies that increase the efficiency and effectiveness of the Federal procurement system

Updating members on the key decisions and decision makers affecting contractors during year two of the Trump Administration

Briefing members and providing input on the FAR Rewrite

Educating members on the consolidation of multiple contract vehicles at GSA including NASA SEWP, and OASIS+

Updating members on contract consolidation and the OneGov Strategy

Providing member recommendations on fair and reasonable pricing and evaluation policies to the GSA and VA Schedules programs

Supporting the enhancement of healthcare for veterans and the warfighter through improved partnership and shared services between the VA, DHA, DLA, and industry

Informing members of the latest developments regarding Federal agency acquisition of AI and emerging technologies





Support The Coalition for Common Sense in Government Procurement Endowed Scholarship Fund Today

Help us support the endowed scholarship fund by contacting Matt Cahill at 202-315-1054 or mcahill@thecgp.org.



We sincerely appreciate your ongoing support for The Coalition for Common Sense in Government Procurement Endowed Scholarship Fund at The George Washington University (GWU). This scholarship fund provides financial support to qualified veterans concentrating their studies to the field of U.S. Government Procurement and pursuing a law or master's degree at GWU.

If you are able to assist the Coalition and GWU in funding this scholarship for a deserving veteran, we would greatly appreciate your tax-deductible donation. Thank you in advance for your corporate and individual support of this important cause!