



# acquisition management

Multiple drivers such as legislative mandates and e-government initiatives affect the decisions of today's federal acquisitions professionals. CGI's comprehensive service and software solutions help agencies transform the business of federal acquisition management throughout the procurement value chain to deliver efficient, effective support for mission-critical operations.

## achieving performance excellence

### ACQUISITIONS EXPERTISE

CGI is a leading provider of procurement solutions to both the private and public sectors. We understand the business of federal acquisitions and have developed solutions to specifically address the unique needs of the marketplace.

Our industry capabilities and know-how make us an ideal partner—not just to deliver the solutions agencies need, but to provide process improvements and procurement thought leadership as well.

- Over 15 years in the federal acquisitions market
- Procurement application implementations for 124 clients, including 23 federal civilian agencies
- Products and subject matter experts support 50,000 users worldwide and handle \$48 billion in contract transactions
- Analyzed over \$430 billion of purchased expenses across more than 120 clients
- \$2.4 billion of recurring annual cash savings on \$14.2 billion in annual spending across more than 190 direct and indirect expense categories—an average 17% reduction in costs

Numerous internal and external drivers affect the decisions that federal acquisitions professionals make today. Legislative mandates, e-government initiatives and the President's Management Agenda require agencies to deliver results while meeting the increased complexities of new systems and policy reforms. Internally, agencies continually strive to deliver on mission-critical tasks while invoking procurement best practices and providing excellent customer service.

A variety of challenges keep agencies from managing their spending life cycles to maximize cost savings: disparate, disconnected systems; scarce resources or process expertise; inability to monitor savings or compliance; insufficient leverage across decentralized organizations or suppliers; lack of focus on “back office” functions and indirect expenses.

### CGI helps acquisition professionals create and sustain cost savings

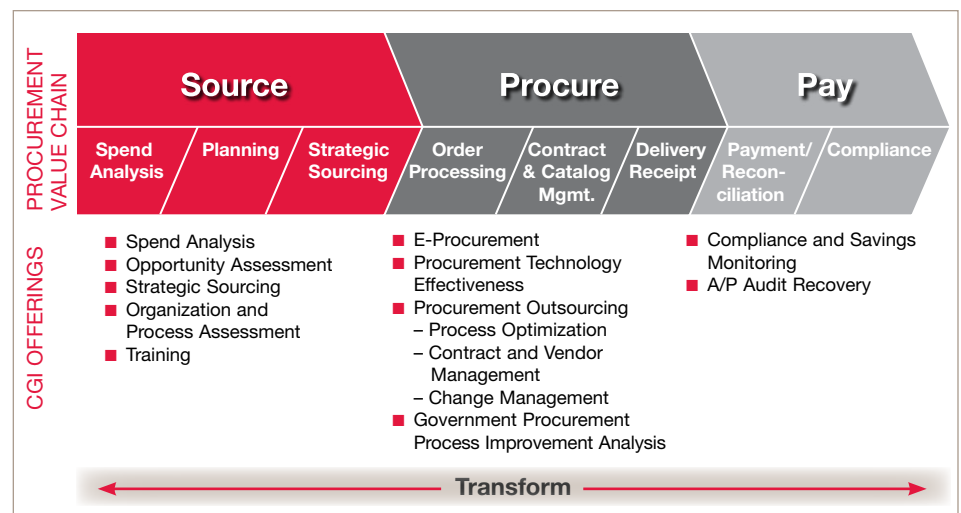
CGI helps today's acquisition managers address the myriad of challenges across the full procurement lifecycle. Our comprehensive software and services solutions help clients identify, create, and sustain measurable and recurring cost savings. Drawing on more than 30 years of technology expertise and public sector industry experience, we combine high performance software solutions built specifically for government with deep subject matter expertise into services that address all components of the procurement value chain, spanning the entire acquisition lifecycle.

Our acquisition solution set specifically targets current acquisition marketplace trends: expanding strategic sourcing initiatives and analysis; adoption of reverse auctioning, strain on the acquisition workforce; emphasis on contract oversight and performance; increasing reliance on government-wide acquisition contracts (GWACs); and focus on collaboration and relationship management.



### Acquisition transformation solutions

Offering a comprehensive set of services and software coupled with deep experience and technology capabilities, CGI helps federal acquisitions staff perform procurement tasks efficiently and effectively while providing a framework to build upon over the long term.



CGI's solutions are developed specifically for the federal government acquisition professional. We tailor each client engagement to deliver targeted services and solutions that can be implemented quickly to meet specific agency business goals. By blending strategic services, industry expertise, and best-in-class technology, we offer a unique combination of functional breadth and technical flexibility.

### Services

CGI consultants—including spend management professionals with experience across over 150 supplier industries—possess expertise in both the business and technology of the federal environment. To each engagement we bring a passion for excellence, an innovative approach tailored to each agency's specific needs and circumstances, and an unwavering commitment to client satisfaction.

CGI's professionals provide focused expertise in government acquisitions and strategic consulting to analyze and identify existing business problems. Using industry best practices and our proven ISO 9001-certified project management methodology, CGI offers targeted solutions to improve acquisitions performance:

- \_ Process evaluation and analysis
- \_ Strategic sourcing and spend analysis
- \_ Organizational development and change management
- \_ Application hosting
- \_ Systems integration

### Spend management

CGI is a pioneer and leader in applying spend management techniques—the improvement of all of the source-to-pay functions—in the public sector. Our spend management services and solutions cover the various aspects of spend management, such as spend analysis, strategic sourcing, compliance and savings monitoring, organizational assessment and process monitoring, and training. The focus is helping agencies use their funds to maximize mission support. Specifically, CGI helps agencies drive down costs by identifying, creating, and sustaining hard-dollar cost savings with quality and process improvements.

Spend analysis and the resultant reports provide agencies with access to enterprise-wide spend data that can be used to better leverage agency buying power. In addition to “hard-dollar” savings, our solutions create “soft-dollar” savings through process and quality improvements and improved spend and supplier management. Our clients' hard dollar savings have averaged around 17% across over 600 projects in a wide variety of government and industry sectors. On a spend of \$100M, that translates to \$17 million in annual, recurring savings.

### Software

As a leading IT and business process services provider, CGI offers high-powered technology and software solutions as an integral means of satisfying clients by solving their business and acquisition management problems. For example, we deploy proprietary, patent-pending spend segmentation technology to combine, clean, and analyze spend data and map it to sourcing commodities. This technology provides insight at a consolidated, enterprise-wide level into how much an agency is spending by expenditure category and by vendor. This information helps agency procurement professionals prioritize their spend management decisions.

## PROJECT SPOTLIGHT

### ***U.S. Department of Justice (DOJ):***

The Department of Justice is replacing multiple disparate legacy procurement systems with Momentum Acquisitions as part of its Unified Financial Management System (UFMS) program. UFMS will enhance the Department's accountability, accuracy, and transparency as it relates to financial management and procurement performance, internal controls, and standard business processes. Momentum Acquisitions was deployed at many of the seven components in Fiscal Year 2009 including the Bureau of Prisons, the Bureau of Alcohol, Tobacco, Firearms and Explosives, the Drug Enforcement Administration, and the Federal Bureau of Investigations, a pilot site within the Offices, Boards, and Divisions.

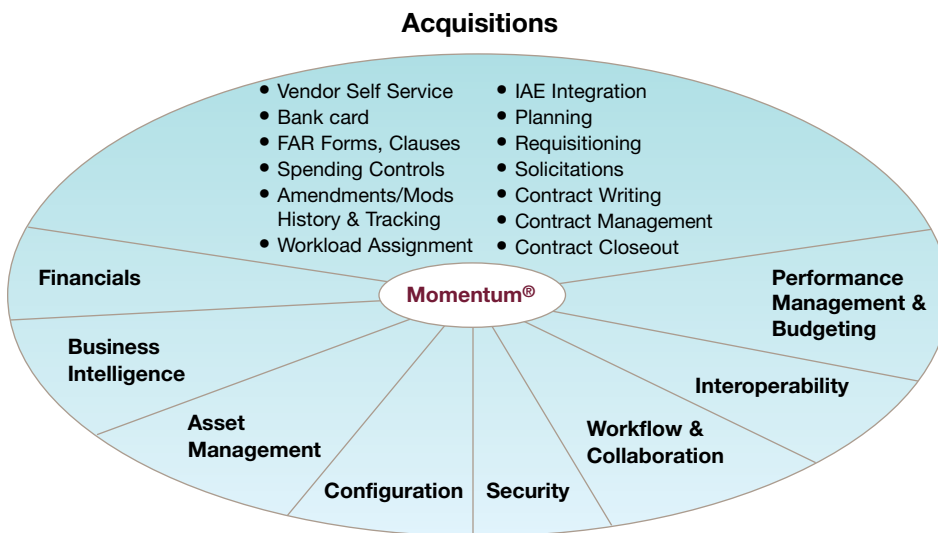
### ***U.S. Customs and Border Protection (CBP):***

In 2008 CBP sought a best-in-class strategic sourcing program and partnered with CGI to establish a process tailored for the CBP environment. As part of this effort CBP sought to obtain increased visibility into their spend to develop a data-driven category selection process for sourcing, and conduct a training assessment to determine staff understanding of the strategic sourcing process. As a result, training modules were developed for managers, procurement professionals, and requisitioners and additional courses were developed to provide knowledge transfer of the strategic sourcing process to new CBP sourcing staff and commodity teams. CBP sourcing staff have been hired and have been focused on analyzing FY08 and 09 spend data. Four sourcing categories have been initiated and two completed.

## Federal acquisitions software

Implementation and deployment of our federal-specific Momentum® Acquisitions software solution provides robust functionality for the federal government acquisition specialist. Momentum Acquisitions supports the entire procure-to-pay lifecycle, including requisitioning, creating requests for quotations, generating award documents for simplified acquisitions and complex contracts, and purchase card buys.

Momentum is pre-loaded with standard Federal Acquisition Regulation (FAR) forms and clauses; in addition, agencies can create and maintain their own agency-specific forms and clauses without customizing the baseline software. Momentum's out-of-the-box integration with FPDS-NG enables timely reporting and reduces duplicate data entry. Integrated Vendor Self Service (VSS) functionality allows agencies to post electronic solicitations to a vendor portal and supports vendor submission of electronic bids and invoices.



Momentum Acquisitions operates independently as a procurement application. Or agencies can take advantage of its ability to seamlessly integrate with Momentum's financial capabilities for an enterprise-wide ERP solution. Like Acquisitions, federal-certified Momentum Financials was built specifically for federal government operations and information needs.

Through integration of FedBid<sup>SM</sup> with Momentum, CGI streamlines simple commodity buys using reverse auctioning. With a single click in Momentum, federal buyers have efficient access to FedBid, the leading online marketplace for the federal government acquisition of commercial items. Automatic sharing of purchasing information allows agencies to efficiently compete and pay the lowest prices for needed commodities.

## CORPORATE PROFILE

At CGI, we're in the business of satisfying clients. For 30 years, we've operated based upon the principles of owning clients' problems and delivering quality services to solve them. We define success by exceeding expectations and helping clients achieve business results.

A leading IT and business process services provider, backed by the resources and best practices of a global organization that is almost 25,000 strong, we can count as federal clients: 16 of the 24 CFO Act agencies; 66 independent commissions; all 94 court districts in the Judiciary Branch; and 11 Legislative Branch organizations.

We've partnered with more than 100 federal agencies to deliver strategic financial management solutions and are a leader in running back-office government operations. CGI offers practical support for today's operations, combined with strategic solutions to position agencies and organizations for the rapidly changing environment of the future.

## Business solutions through information technology®

CGI  
12601 Fair Lakes Circle  
Fairfax, Virginia 22033

703-227-6000  
info@cgifederal.com

For more information, visit  
[www.cgifederal.com](http://www.cgifederal.com)

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