



BUREAU OF THE
Fiscal Service
U.S. DEPARTMENT OF THE TREASURY

**Financial Management Quality Service
Management Office (FM QSMO)
NoVa AGA Chapter Spring Training**

May 13, 2022

Financial Management Pain Points

- Maintaining Secure Systems
- Upgrading Software and Technology
- Managing Non-standard Data
- Implementing New Reporting Requirements

44%

of core financial systems will
require a significant
modernization within the
next 5 years*

*FM QSMO data is as of August 2021 and is in the process of being validated and updated.

Guiding Principles and Shared Goals for the Future

Guiding Principles

- Focus on customer experience
- Maximize the strategic value of data
- Deliver progress using agile processes

Shared Goals

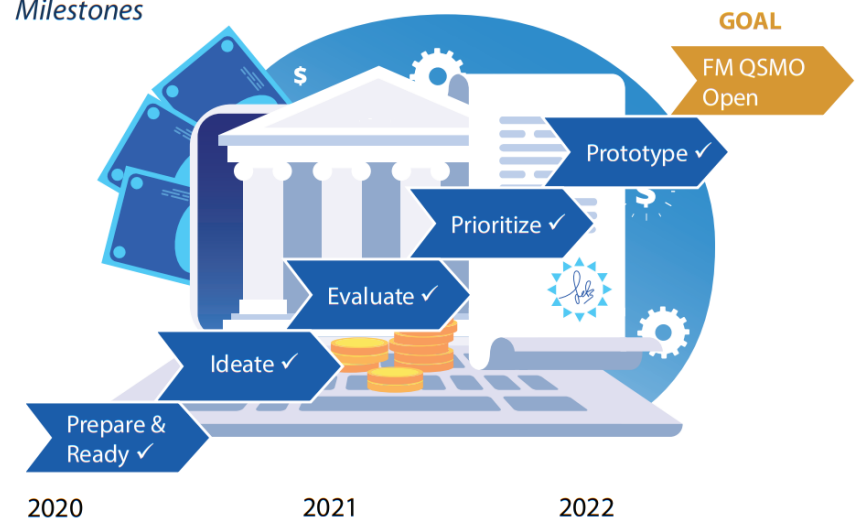
- Standardize processes and data
- Reduce operation and maintenance costs
- Modernize and automate processes
- Improve customer satisfaction

Financial Management (FM) Marketplace

Establish a marketplace of commercial and federal providers offering standards-based solutions by 2022.

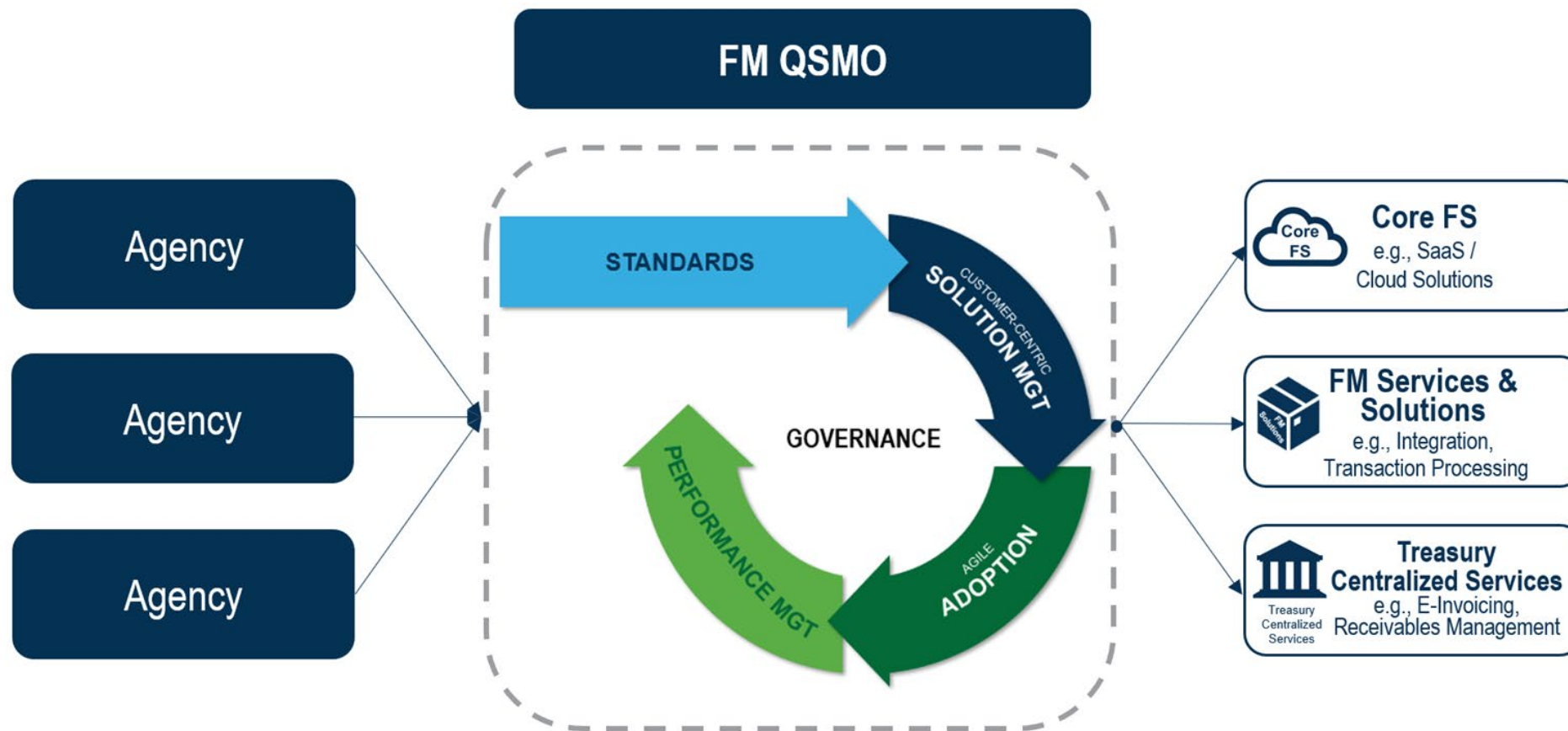
Establishment of FM Marketplace

Milestones



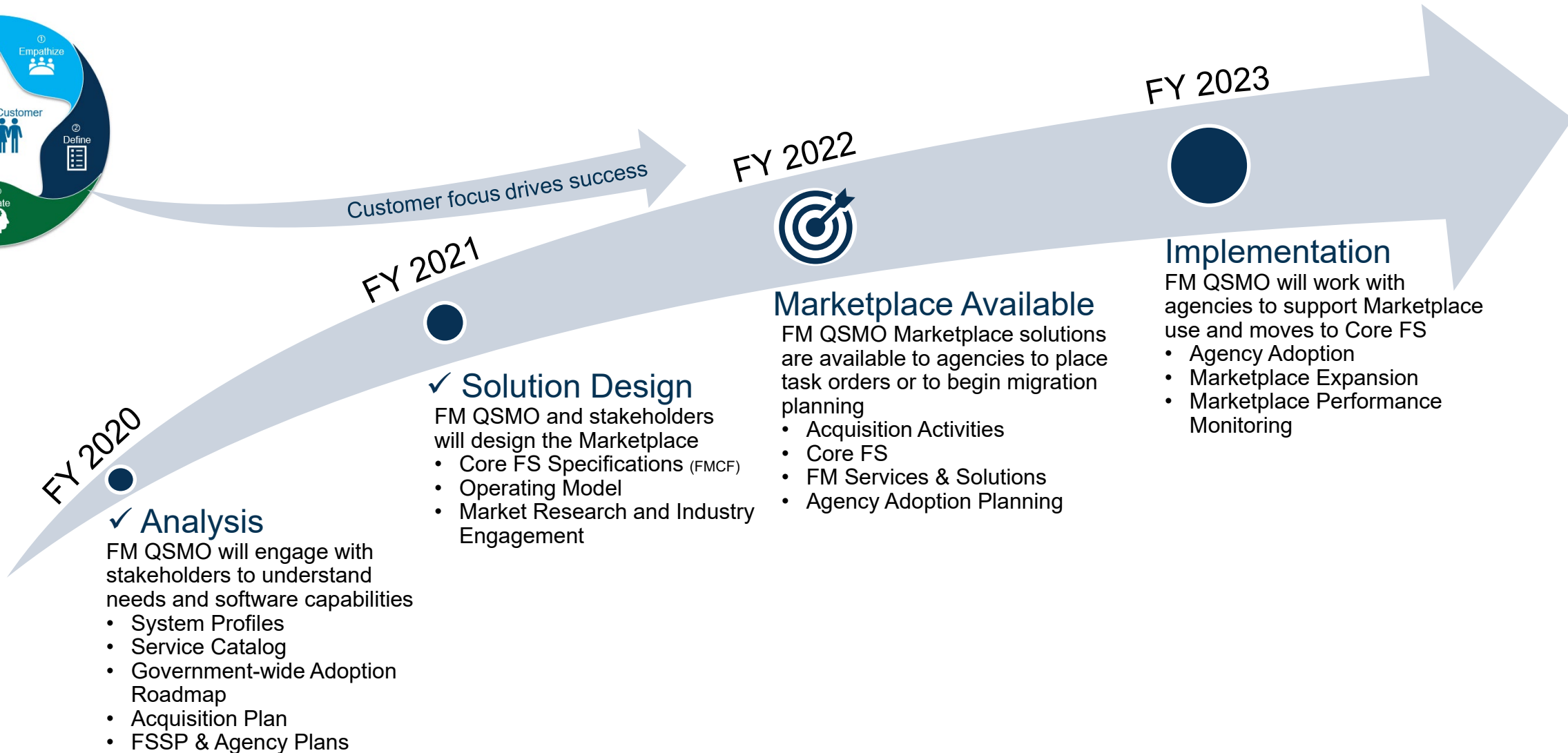
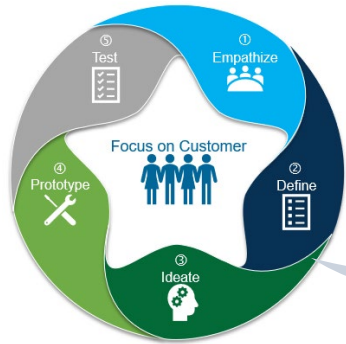
Quality Service Management Office, or QSMO, is a Treasury initiative designated by the Office of Management and Budget that will establish a marketplace of financial management services for federal agencies that promotes automation, standardization, best practices, and policy compliance.

FM QSMO's Approach to Financial Management



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.

Roadmap and Current Priorities

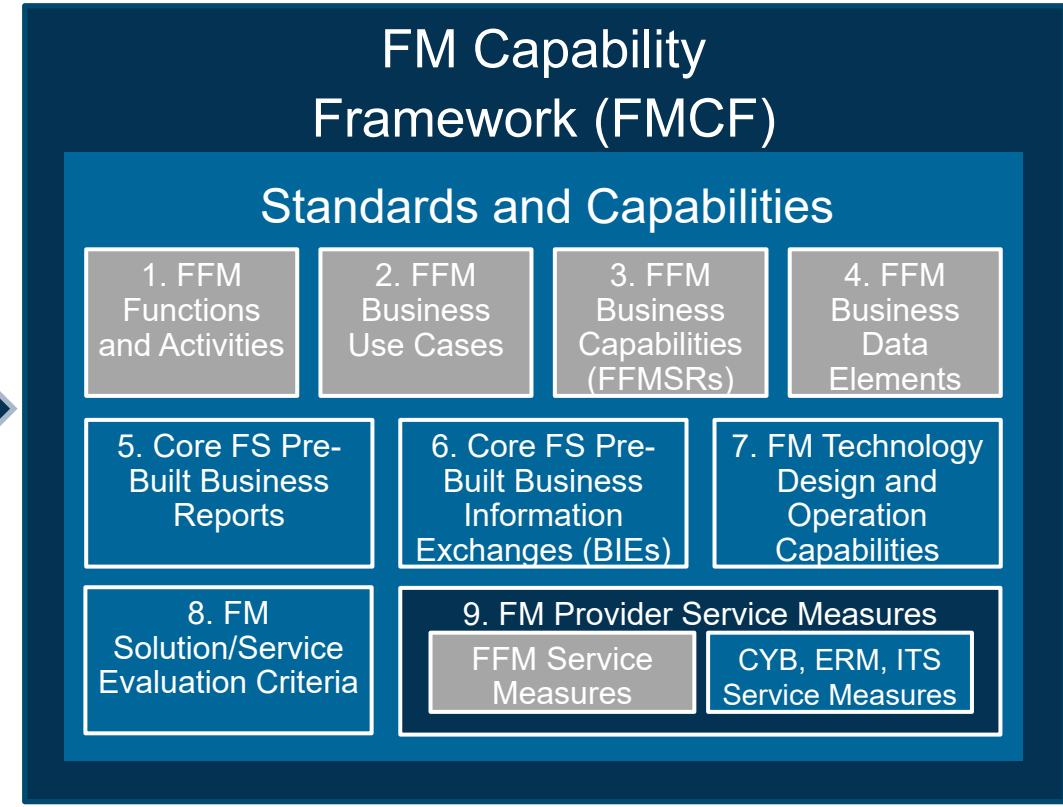
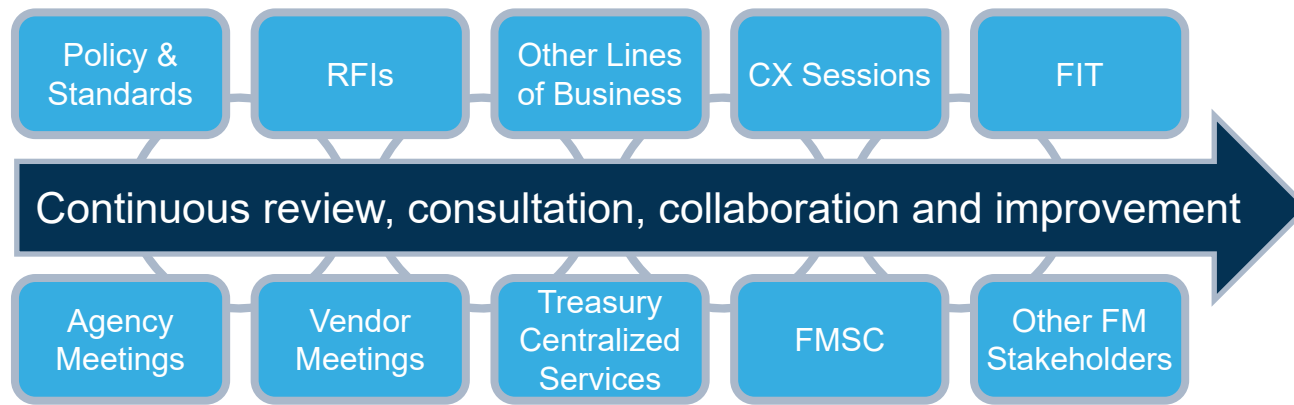


What's New

- **Financial Management Capability Framework (FMCF)**
 - Resources now available on the FM QSMO website
- **Update to the Marketplace Acquisition Approach**
 - Partnership with GSA to create a new Special Item Number
 - FM QSMO evaluation process
 - Agency ordering process
- **Agency Engagement Highlights**
 - Modernization planning
 - Customer experience workshops and focus groups

Leveraging Standards to Build the FMCF

The FM QSMO developed the FMCF by utilizing policy and standards as a foundation and then engaging with numerous stakeholders to understand their needs, requirements, capabilities and pain points.



Component of the FFM FIBF Extensions to FFM FIBF

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

Acquisition Approach Update

The FM QSMO, in partnership with GSA's Federal Acquisition Service, is establishing a new Special Item Number (SIN) under the existing Multiple Award Schedule (MAS) contract vehicle. The new FM QSMO SIN will be available May 16, 2022. GSA's Interact web site contains details on the MAS refresh and new SIN.

Multiple Award Schedule

- GSA MAS is a long-term government-wide contract vehicle providing access to commercial products and services
- GSA MAS is broken into Large Categories, Subcategories, and SINs to organize relevant vendors and offerings
- GSA will award to MAS vendors that offer financial management IT solutions and services to Federal customers

FM QSMO IT SIN

- Once established, the SIN will be available for continuous vendor onboarding
- Capability requirements of the FM QSMO Marketplace (the FM Capability Framework) will be contractual requirements
- Vendors are not competing against each other for entry into Marketplace
- Small and disadvantaged businesses may easily enter the Marketplace
- FM QSMO will conduct technical evaluations of vendor proposals applying to the SIN
- FM QSMO will evaluate Core FS vendor offerings to ensure FMCF compliance, including capability demonstrations
- Core FS Solutions must have achieved FedRAMP Ready, in Process, or Authorized designation

FM QSMO IT SIN Scope

The FM QSMO IT SIN will provide access to FM QSMO-approved commercial IT offerings, including Core FS, planning and implementation services, and support for legacy financial systems.

Scope of the FM QSMO IT SIN Includes:

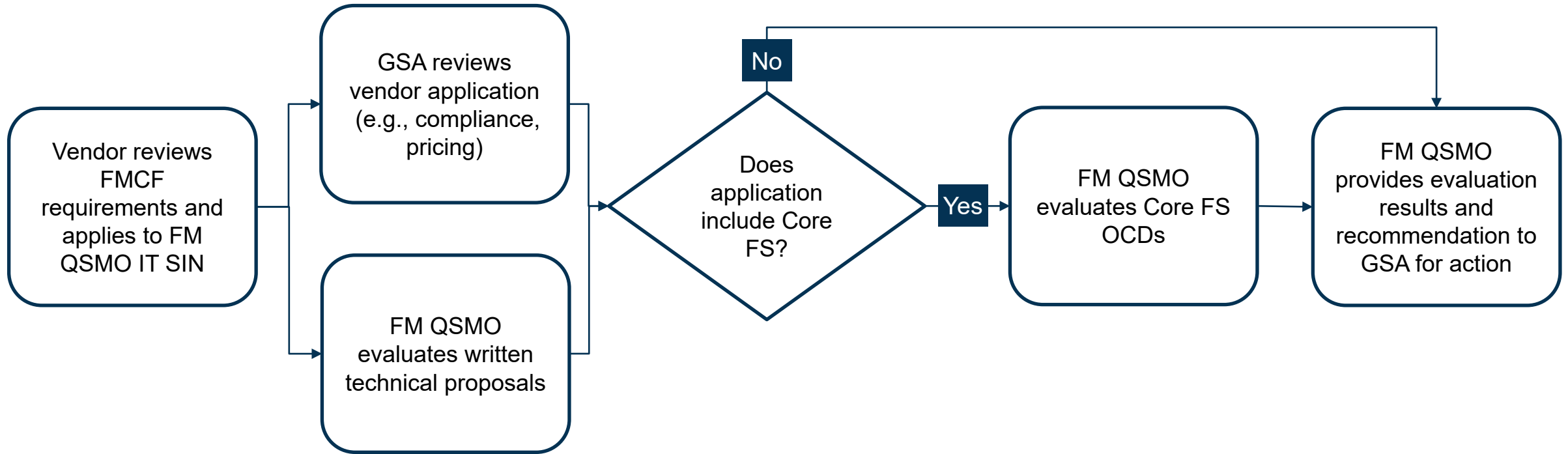
- Core FS solutions pre-configured to Federal FM standards and business needs
- Integrations or interfaces to common business systems (Acquisition, Grants, Travel)
- FM IT Planning, Migration, and Integration support
- Support for legacy financial systems, including software license maintenance, on-premise operations, and hosting
- Complementary IT solutions and services such as
 - Business Intelligence, Reporting, and Analytics
 - Service Centers
 - Innovative technology (e.g., robotics, blockchain, machine learning, AI)

Out of Scope:

- The FM QSMO IT SIN does not include FM professional services not directly related to IT
- Agencies may acquire professional services and solutions *not* in the FM QSMO IT SIN on the same contract as FM QSMO IT SIN services and solutions. Examples: Professional services; non-FM IT solutions such as acquisitions or property management solutions.

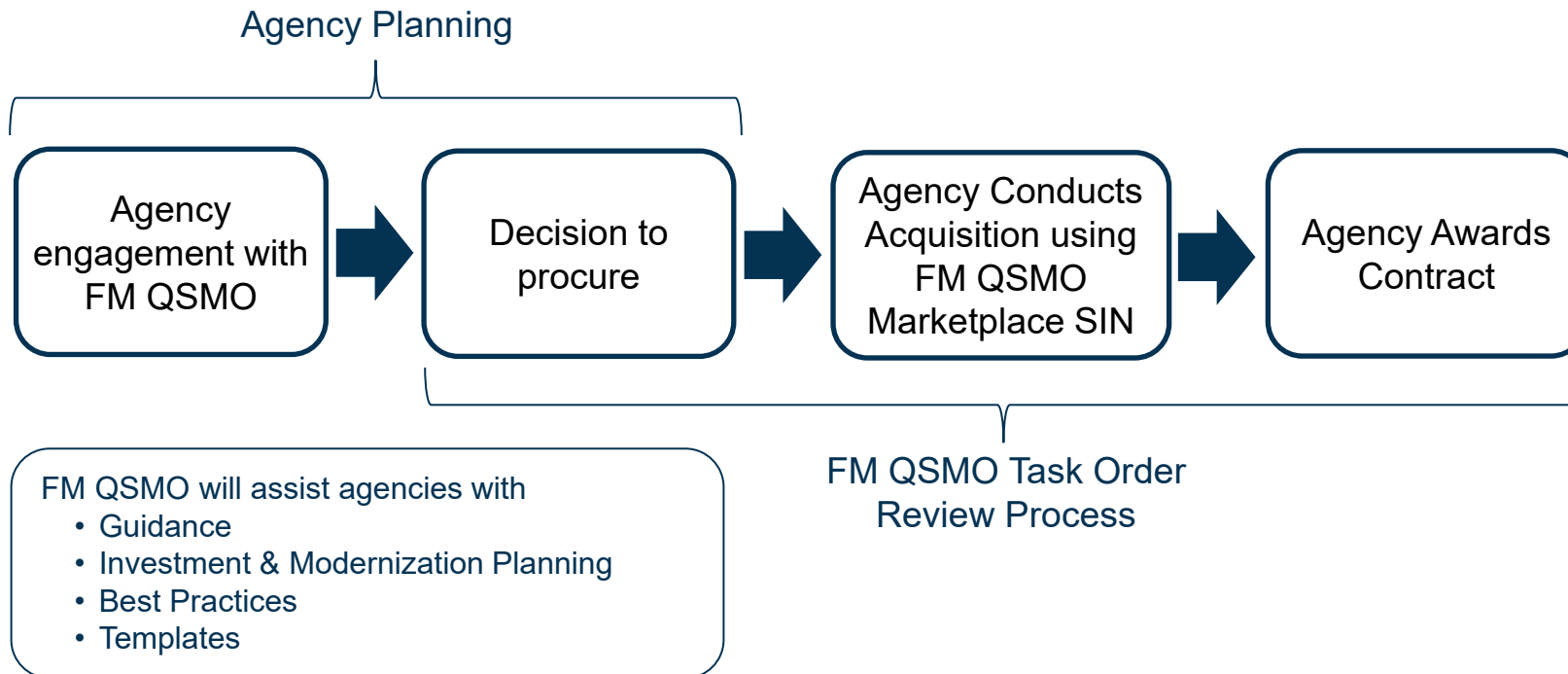
Vendor Evaluation Process

FM QSMO will evaluate vendors' written technical proposals for all Marketplace offerings; FM QSMO will also conduct Operational Capability Demonstration (OCD) evaluations for proposed Core FS solutions.



Agency Ordering Process

Agencies will be able to acquire FM QSMO Marketplace services and solutions under a new Special Item Number (SIN) within the Information Technology Category of GSA's Multiple Award Schedule contracts.



Marketplace Acquisition Solution Benefits

ACCESS

Access to commercial offerings in the Marketplace

CHOICE

Choice of multiple standards-based solutions

EFFICIENCY

Streamlined and cost-effective procurements

CONTROL

Agencies retain buyer control

STANDARDS

Solutions comply with common capabilities

ALIGNMENT

Aligns with other government-wide initiatives (e.g., Category Management, Competition, Innovation, Diversity, Equity and Inclusion)

Agency Engagement Highlights

FM QSMO is proactively working with CFO Act agencies and FSSPs to understand plans for financial system modernizations, facilitate lessons learned exchanges and support agencies with large-scale financial system modernization efforts underway.



Agency Modernization Planning

Engaging with agencies who have emerging financial system modernization needs to support Marketplace planning; supporting current agency efforts to modernize legacy core financial systems and address critical needs;

- Updating government-wide financial system data to inform modernization needs



Federal Shared Service Providers

Collaborating with legacy Federal Shared Service Providers (FSSPs) who have confirmed future roles as providers in the Marketplace; promoting ongoing information exchange across the FSSP FM community

- Working with FSSPs on Marketplace catalog data elements to enable interested agencies to compare services available



Best Practices & Lessons Learned

- Making connections across agencies to share experiences
- Compiling lessons learned and best practices based on agency feedback



Customer Experience

- Held focus groups for agency stakeholders on the usability and features of the Marketplace catalog
- Planning workshops to seek feedback on processes and tools

What's Next



Vendor Onboarding

GSA will create an FM QSMO IT Special Item Number (SIN) under its Multiple Award Schedule vehicle. Vendors can submit proposals on a rolling basis beginning in May, and the FM QSMO will perform technical evaluation of applications to ensure compliance with Federal FM standards and capabilities. Vendors may offer support for legacy financial systems under the FM QSMO IT SIN.



Marketplace Availability

FM QSMO is developing an online marketplace catalog to help agency customers select FM solutions and services. The catalog will include Federal Shared Service Providers and Treasury Centralized Services. As commercial vendor offerings are approved by FM QSMO and GSA they will become available for agencies to procure, beginning in 4th Quarter FY 2022.

Questions?



Email the FM QSMO at FMQSMO@fiscal.treasury.gov

or Reed Waller at reed.waller@fiscal.treasury.gov



Visit us at www.fiscal.treasury.gov/fmqsmo

Appendix

Standardizing What Is Common

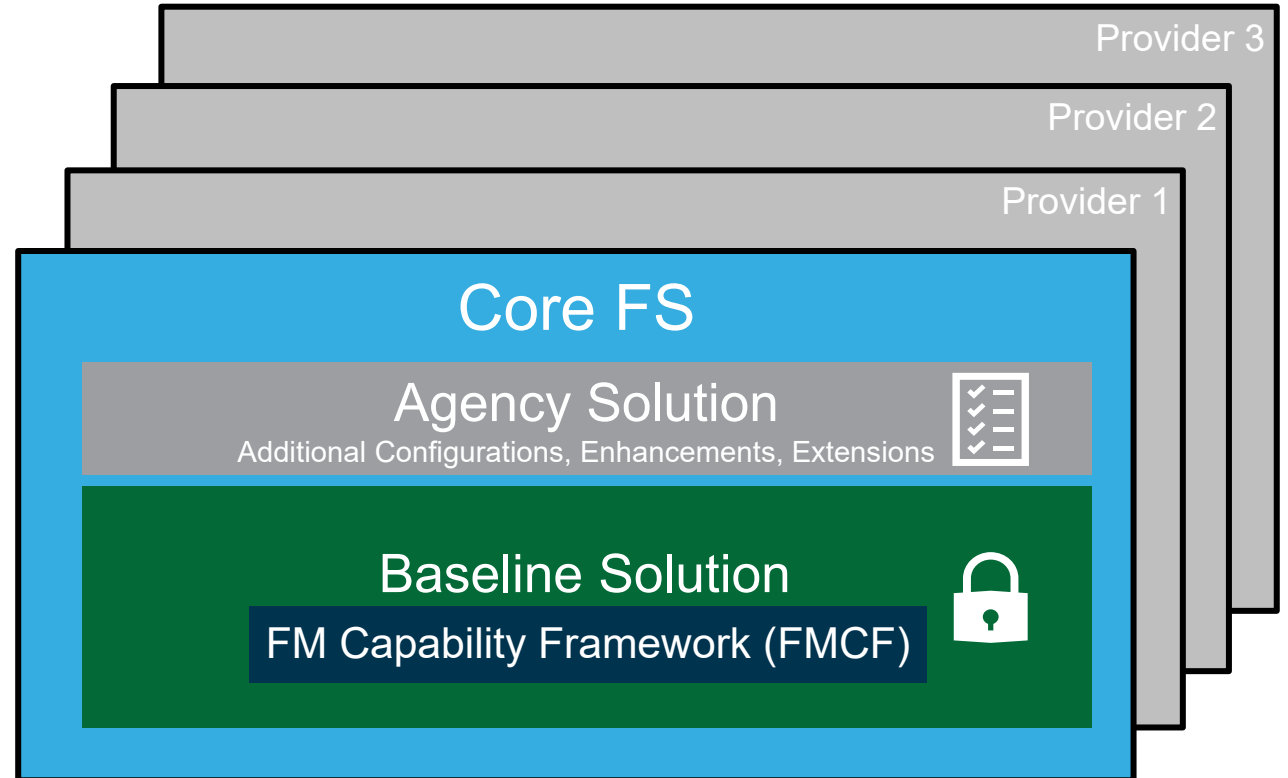
Marketplace Core Financial Systems (Core FS) will include a Baseline Solution that standardizes what is common and enables agencies the flexibility to further configure to meet agency needs.

Baseline Solution

A combination of configuration, enhancements and extensions designated as the starting point for all Federal agency implementations of the Core FS. The Financial Management Capability Framework (FMCF) defines what is included in the Baseline Solution.

Agency Solution

A combination of configurations, enhancements and extensions above and beyond the Baseline Solution, controlled by the customer Agency.



Accomplishments

Accomplishments of the **FM QSMO** points of interest

“The Treasury FM QSMO’s true collaboration with Agencies allows for imaginative, creative and thoughtful discussions on the development of the FM marketplace...tailoring the design based on agency feedback, needs and cost savings.”
- Feedback from a CX Workshop Participant



15 CX Workshops, **417** Participants, **4.1** out of 5 Satisfaction Rating

Utilized Human Centered Design Thinking to conduct workshops with agency stakeholders in needs assessment and FM QSMO Marketplace design



29 Agency Financial System Profiles, **61** Installations

Launched 2 government-wide data calls to obtain/update financial system data to understand the current environment (including DoD)



4 Core FS Vendor Updates, **2** Industry Days

Hosted major industry and vendor events to provide updates on the FM QSMO and respond to questions from participants



3 Agency Modernization Partnership Agreements, **3** Approved FSSP Joint Business Cases

Created FM QSMO Modernization Partnership Agreements with DHS, DOC and DOI. Collaborated with legacy Federal Shared Service Providers (FSSPs) to define future Marketplace roles and early adoption commitments



Finalized a Marketplace Acquisition Approach

In partnership with GSA, will establish a new Information Technology Special Item Number (SIN) category that will provide access to commercial offerings in the Marketplace, a choice of multiple standards-based solutions, and streamlined, cost-effective procurements