



FOR IMMEDIATE RELEASE

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Major Milestone for Federal Shared Services

The Financial Management Quality Services Management Office (FM QSMO) in the Department of the Treasury announced last week that CGI Federal has become the first commercial service provider admitted into the Financial Management Shared Services marketplace (see [FM QSMO announcement](#) here). As a commercial shared services provider, CGI will be competing with three other government providers for the business of providing FM services to government customer agencies. More commercial providers are expected to be approved for entry into the FM marketplace in the months ahead.

“This is a significant milestone for the Federal shared services community,” observed John Marshall, Founder and CEO of the Shared Services Leadership Coalition (SSLC). “Hats off to the FM QSMO for being ‘first to market’ in allowing direct industry participation. This is a goal SSLC has been advocating since our inception in 2015. We hope the three other QSMOs will open their markets to commercial providers soon.”

“CGI is proud to be the first commercial provider accepted into the financial management marketplace,” said Stephanie Mango, President of CGI Federal. “We thank the FM QSMO team for their positive evaluation and look forward to the opportunity to serve Federal agencies wishing to modernize and improve their financial management capabilities.”

The government has attempted to enable public-private competition in shared services delivery before, but the rules governing competition have been cumbersome and perceived by some in industry to favor government providers. The absence of government funding for modernization investments and lack of a predictable level of agency demand have also impeded progress.

“The industry will be watching to see how competitions will be managed and whether sufficient agency demand and funding will be available for the marketplace to work as envisioned,” Marshall added. “A lot of work remains to make sure the rules of engagement are fully thought through and transparently implemented. Shared services have tremendous potential to improve government efficiency and effectiveness while creating better jobs for government employees. This should be a ‘win-win-win’ for employees, service providers and taxpayers alike.”

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