



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

SSLC Shared Services Forum FM QSMO Program Update

Financial Management Quality Service Management Office (FM QSMO)

March 13, 2025

Recent Progress and Accomplishments



Expanded FM Marketplace Offerings

Added new providers for a total of 17 commercial vendors and 4 federal providers - currently showcasing over 120 solutions and services, including products and services offered by Treasury's Fiscal Service.



Supported Agency Use of the FM Marketplace

Agencies procured solutions and services through the FM Marketplace in FY 2024 with contract awards valued at more than \$183 million.



Migrated Web Content to the TFX Platform

Moved the FM QSMO web content, including the Marketplace Catalog, to the Treasury Financial Experience (TFX) platform to take advantage of additional functionality and features that enhance the user experience.



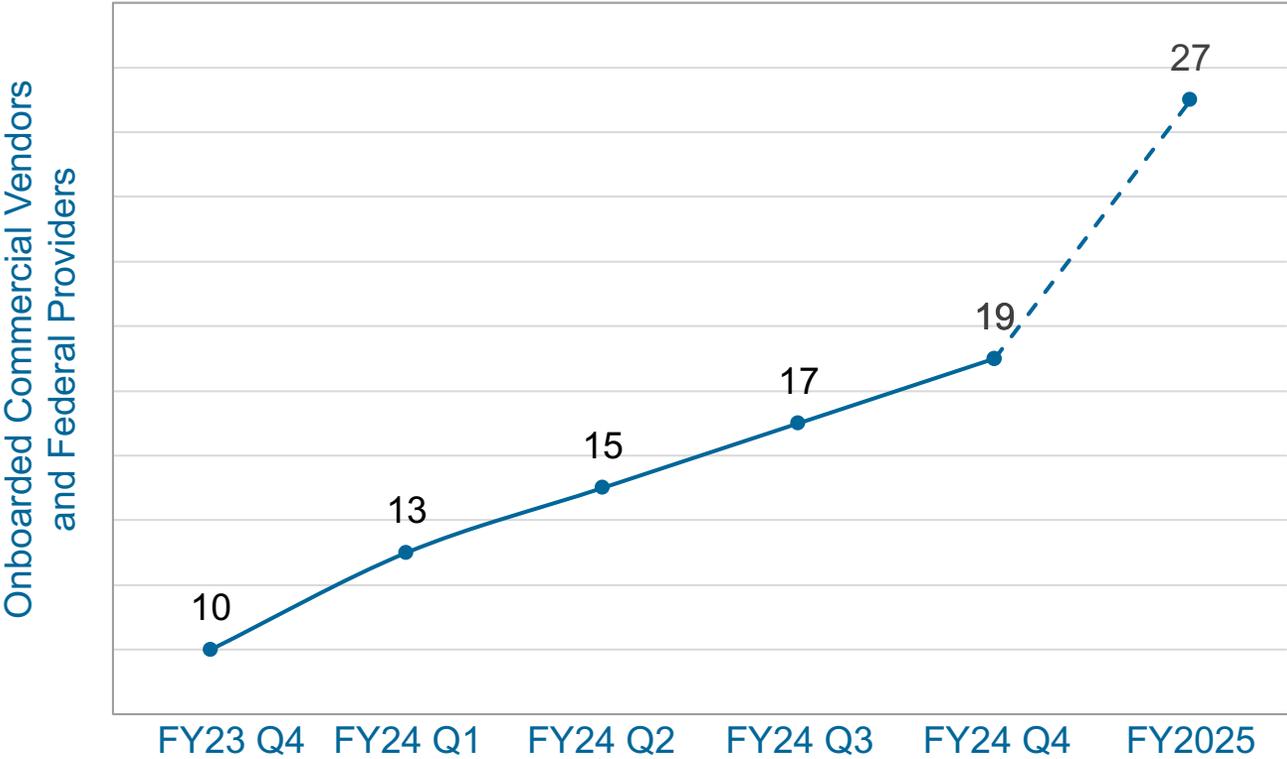
Finalized FY 2025 FMCF Updates

Collaborated with other functional areas, agencies and industry to finalize updates to the FFM business standards which were released during FY2025 Q1.



Continued Marketplace Growth

The FM Marketplace experienced significant growth in FY 2024, both in terms of providers and diversity of offerings, which will continue in FY 2025 as interest from industry remains high and the FM QSMO continues to support participation.



FY 2024 Growth

Nine new providers were onboarded during FY 2024, including 8 commercial vendors and 1 federal provider.

Projected FY 2025 Growth

FM QSMO remains on track to meet the Fiscal Service goal of increasing the number of providers in the Marketplace by 200% by 2026.

FM QSMO anticipates onboarding additional Core FS solutions, fraud prevention, and payment integrity offerings in FY 2025.

Marketplace at a Glance

The [FM Marketplace Catalog](#) currently features over 120 solutions and services that can meet a variety of FM needs, available from 17 commercial vendors, 4 federal providers, and Treasury's Fiscal Service.



Agency Use of the Marketplace

Agencies are increasing their use of the Marketplace to meet financial management needs.

FY 2024 Activity

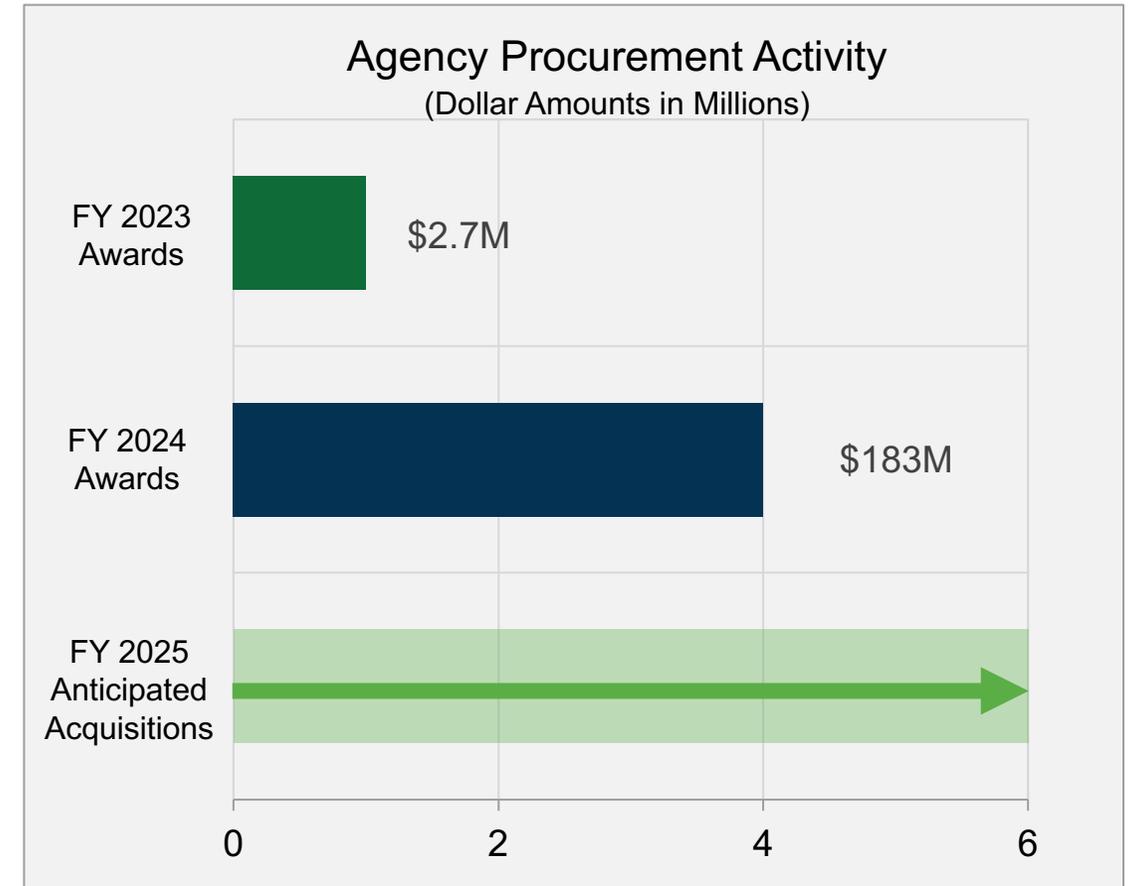
The U.S. Patent and Trademark Office (USPTO), U.S. Army, Treasury's Fiscal Service, and U.S. Citizenship and Immigration Services (USCIS) contract awards highlight agency use of the Marketplace in FY 2024.



Several agency migrations to federal providers and interest in Treasury services also took place in FY 2024.

Projected FY 2025 Use

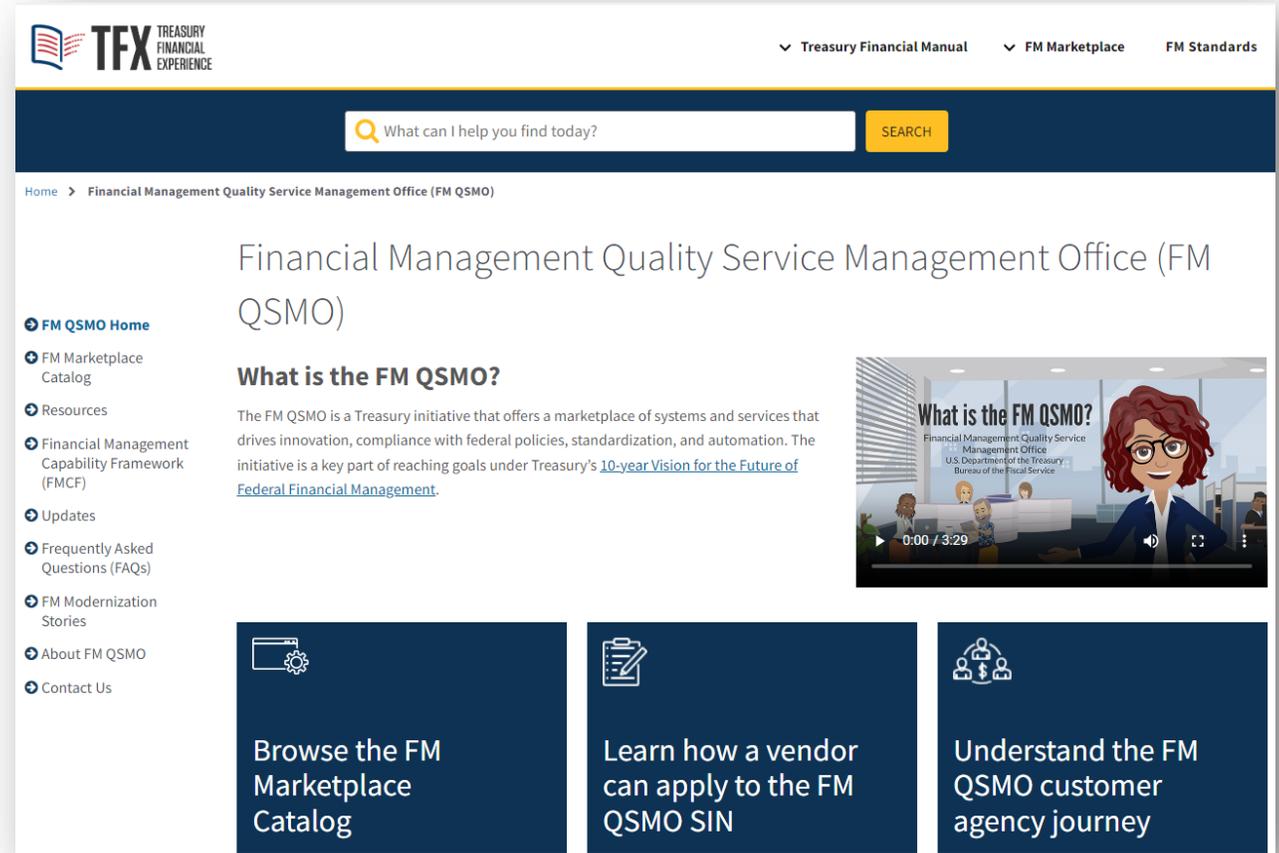
The FM QSMO is engaged with several agencies that are working to conduct acquisitions through the Marketplace in FY 2025 and/or inquiring about federal providers.



New Web Platform for the FM QSMO

FM QSMO content was migrated to the Treasury Financial Experience (TFX) platform in late FY 2024. The migration enhances the user experience by:

- Introducing left navigation bars and quick links
- Enabling search and filtering capabilities for commercial vendors and offerings in the FM Marketplace Catalog
- Streamlining access to resources and FAQs using collapsible menus
- Improving the website layout for readability and to support user understanding of the FM QSMO and the Marketplace



Access the *FM QSMO Website* at:
<https://tfx.treasury.gov/fmqsmo>

Marketplace Benefits and Guidance Resource

The FM QSMO developed a new resource that can be helpful in addressing the common question “Why use the FM Marketplace?”

The *FM Marketplace Benefits and Guidance on Agency Use* resource:

- Highlights the benefits of using the Marketplace
- Identifies authoritative guidance on agency use
- Explains the process for seeking exceptions/waivers
- Encourages consultation with the FM QSMO

Access the *FM Marketplace Benefits and Guidance on Agency Use* at:
<https://tfx.treasury.gov/fmqsmo/resources>

The screenshot displays the 'FM Marketplace Benefits and Guidance on Agency Use' resource page. The page is organized into several sections:

- Benefits of Marketplace Use:** This section is divided into six sub-sections:
 - Choice and Flexibility:** The Marketplace features over 100 solutions and services from commercial vendors, federal providers, and Treasury's Fiscal Service to support a variety of FM needs.
 - Streamlined Procurements:** Agencies follow a familiar acquisition process, using SIN 518210FM of the GSA Multiple Award Schedule (MAS) to obtain commercial offerings.
 - Best Available Pricing:** The Marketplace drives economies of scale through centralized federal FM spend and common solutions and offers protections of the GSA price reduction clause.
 - Emerging Technology & Innovation:** Providers can introduce innovative solutions through the Marketplace to meet emerging agency needs and support strategic goals (e.g., cloud, RPA, AI, payment integrity).
 - Standards-based Offerings:** The FM QSMO pre-vets providers and offerings to ensure embedding of baseline standards and compliance with federal FM requirements and capabilities.
 - Alignment with Other Initiatives:** The Marketplace aligns with other government-wide initiatives (e.g., Category Management, Small Business, Competition, IT Modernization).
 - Ongoing Compliance:** The FM QSMO validates continued compliance of offerings with changing policy, new FM requirements, and updates to baseline standards.
 - Performance Management:** Performance monitoring of the Marketplace through periodic evaluation by the FM QSMO to ensure quality and customer satisfaction.
- Authoritative Guidance on Marketplace Use:** A timeline of key guidance documents:
 - Apr 2019:** OMB Memorandum M-19-16: Once a QSMO has been designated for a particular mission support function, agencies shall not issue new solicitations for new or modernized technology or services for these functions, outside a QSMO marketplace, unless they have developed a business case demonstrating that a separate procurement will result in better value.
 - Mar 2021:** GSA Investment Planning Guidance: If QSMO marketplace solutions do not meet an agency's needs, they must seek OMB approval of an exception by preparing a business case demonstrating that a separate procurement will result in better value, considering price, timeline, and other factors as needed. There is no need to develop a business case if an agency uses a QSMO marketplace.
 - Dec 2022:** OMB Circular A-123, Appendix D: Agencies should meet financial management information technology needs through the FM Marketplace of standards-based solutions. Agencies planning to modernize their financial management systems should engage with the FM QSMO.
 - Aug 2023:** OMB Circular A-11: Agencies making any investments towards a functional area covered under a QSMO are subject to review and approval by that QSMO. Agencies must engage with the QSMO to discuss goals, business needs, and timelines. Deviations from using a QSMO marketplace require an approved business case.
- Exceptions to Marketplace Use:** A section detailing when an IAP is required, listing scenarios such as new core financial systems, support for legacy core financial systems, and new federal provider relationships.
- Consult with the FM QSMO:** A section encouraging agencies to consult with the FM QSMO for guidance on procurement and investment decisions.

At the bottom of the page, there is a footer with the text: 'Page 1 of 2 of the FM Marketplace, guidance on agency use, or the exception/IAP process, please view available providers and featured offerings by exploring the FM Marketplace Catalog. Learn How to Obtain Solutions and Services from the FM Marketplace. September 2024 Page 2 of 2'.

2024 CFO Act Agency Financial System Environment

The federal financial system environment continues to change year over year and CFO Act agencies¹ continue to face a critical need to modernize their core financial systems.



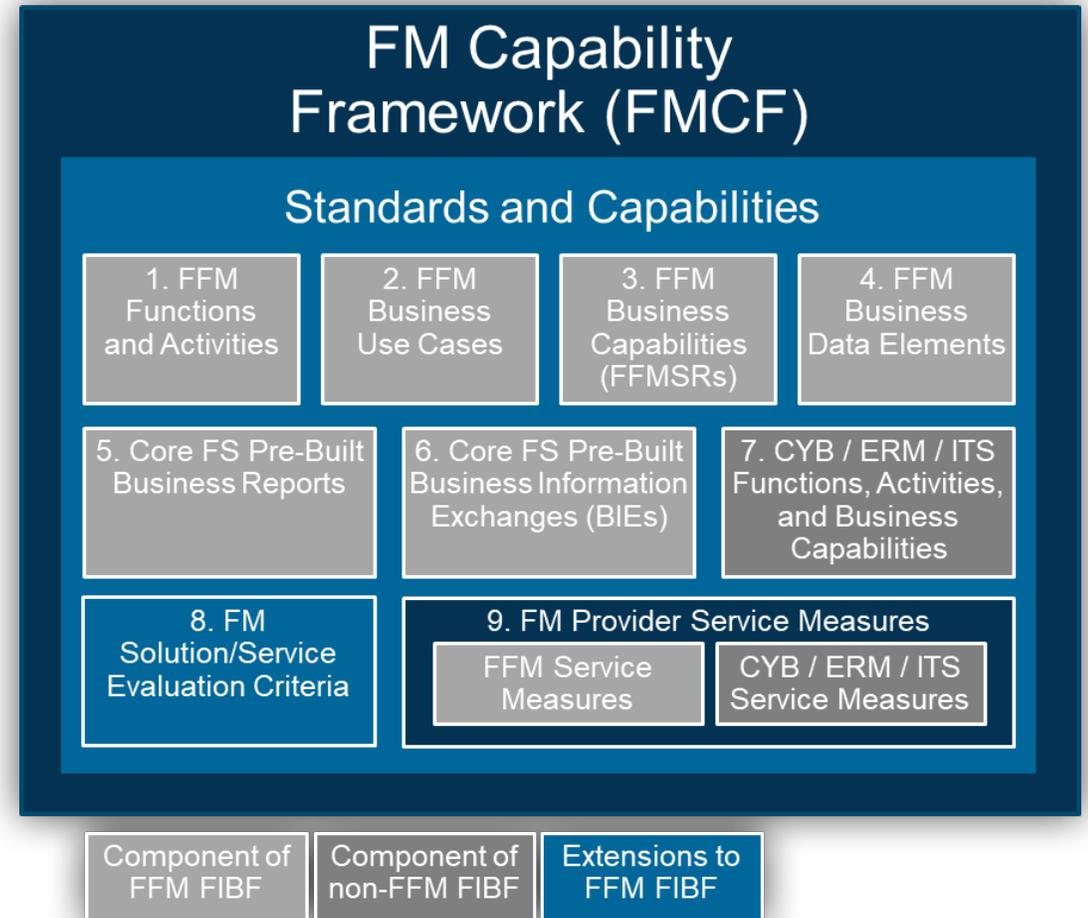
¹ The summary statistics in this slide reflect data from the 24 CFO Act agencies. Most small and independent agencies currently are supported by one of the current FSSPs. There are also a few non-CFO Act agencies that own and operate their own core FS installations. Those are not reflected in these statistics.

² Based on known de-support dates for current software products (e.g., PeopleSoft, Oracle EBS, and SAP ECC).

FMCF FY 2025 Updates

Annual updates to the FMCF were released and shared with the FM community during Q1 of FY 2025. The process included the following:

- ✓ **Research, Analysis and Collaboration**
 - Assessed impact of changes and recommend updates to FMCF components, including input from other lines of business and standard setting agencies
- ✓ **Public Comment Period**
 - Posted proposed updates on Regulations.gov for feedback and comments
 - Held office hours for agencies and industry
- ✓ **Feedback Analysis**
 - Reviewed feedback, briefed the Business Standards Council (BSC), and requested concurrence from OMB
- ✓ **Annual Update**
 - Finalized components and related documents



Access the *Financial Management Capability Framework* at:
<https://tfx.treasury.gov/fmqsmo/fmcf>

FM Standards Community Engagement

It's important to engage with the financial management community to share information, seek feedback, facilitate cross-agency collaboration and leverage lessons learned across agencies.



Stakeholders

- Federal agencies
- Industry
- Federal Shared Service Providers
- Business Standards Council (BSC)
- FM Working Group
- Governmentwide FM Initiatives (e.g., G-Invoicing, GSDM, PAM, CSNG)
- OMB
- GSA OSSPI
- Shared Services Governance Board (SSGB)



Collaboration Channels

- Engagement opportunities include:
 - Agency-specific work sessions
 - Industry-specific work sessions
 - Governmentwide system administrator discussions
 - FM Working Group meetings
 - FIBF functional area touchpoints
 - OMB OFFM meetings
- Post standards on Regulations.gov
- Communicate to stakeholders via mailing lists, FM QSMO newsletters, conferences and forums



Contact us directly at FMLoB@fiscal.treasury.gov to request a meeting, join our mailing list or provide feedback

Looking Ahead

In FY 2025 the FM QSMO is continuing to facilitate growth, support expanded use, and ensure continuous improvement of the FM Marketplace and maturation of the FM standards.



Continued Growth

- Increase the number of FM solution and service providers to advance choice and flexibility
- Onboard additional Core FS solutions
- Targeted engagement with industry to address emerging needs



Expanded Use

- Support agency use of the Marketplace to meet current FM needs and modernization timelines
- Continue monitoring upcoming agency acquisitions to identify opportunities for Marketplace use
- Increase engagement with the federal acquisition community



Continuous Improvement

- Continue maturing the FM standards to address new requirements and meet emerging needs
- Optimize and improve Marketplace resources
- Routinely solicit feedback, and monitor customer experience and provider performance

Stay Connected



Learn

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



<https://tfx.treasury.gov/fmqsmo>



Explore

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



<https://tfx.treasury.gov/fmqsmo/marketplace-catalog>



For questions related to the FM Marketplace, contact us at FMQSMO@fiscal.treasury.gov