

OneGov is GSA's enterprise acquisition strategy focused on delivering greater value, security, and accountability for agencies.

Launched publicly on April 29, 2025, the initial focus areas include major software vendors. It aims to buy as one government, consolidating purchasing power to secure better pricing, stronger terms, and improved vendor performance.

01

Direct
Contracting
via MAS

02

Best
Pricing

03

Full
Catalog of
Offerings

04

Verifiable
Data

Strategic Goals

Unify IT buying across agencies to reduce duplication and increase value.

Modernize acquisition models to reflect how commercial IT is delivered today.

Strengthen strategic partnerships with industry to foster innovation and accountability.

Standardize terms and performance expectations to improve security, transparency, and mission outcomes

Benefits

Billions in savings in FY26.

Visibility and **accountability** via direct OEM contracts.

Improved **security**, data protection, support, and response.

Improved **efficiency** and reduced administrative burden for agencies.

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Centers for Medicare and Medicaid Services and Amazon Web Services (via GDIT)

- With support from GDIT, CMS transitioned to the OneGov cloud acquisition model using Amazon Web Services.
- New applications moved to the cloud in under 60 days, generating millions in taxpayer savings.
- Savings are now reinvested into digital modernization for seniors and vulnerable populations.



Department of the Treasury + ID.me

- Treasury partnered with GSA to establish a \$1B+ BPA with ID.me for digital identity services.
- The MAS IT team added ID.me to Schedule and awarded the task order in under 45 days.
- This is a direct, permanent-pricing agreement—improving security, reducing duplication, and standardizing access across government.



Department of Transportation + Google Workspace

- DOT used OneGov to award an \$89M enterprise license for Google Workspace tools.
- Initial users onboarded in just 22 days, with rollout expanding across its 50,000+ workforce.
- The agreement simplified procurement terms and supports collaboration and IT modernization.

\$1.18B

Cumulative savings achieved to date

22

of active offers

Expanding Agency Awareness: Conducting targeted outreach to CIO, CAO, and procurement communities; integrating updates into IT Buyers CoP sessions, OEM briefings, and quarterly IT Category touchpoints.

- Leveraging GSA's AI platform to **analyse FPDS data to understand spend type and product categories and contract expirations** of the 24 CFO Act agencies across OneGov discount OEMs to appropriately target agencies that could make use of the discounts

Limited Time Offers:

- Unbundled deals allow for increased agency utilization
- Extended availability of deals increases agency access
- Include products that are currently used by agencies

Direct Contracts:

- Need to define channel participation clearly
- OEMs lack infrastructure to immediately assume reseller duties
- Opportunity for increased OEM support through policy alignment

Contractor Participation in OneGov

Contractor Team Arrangements (CTA)

- Teaming allows contractors to use their individual GSA Schedules to develop a solution for the government. Under a GSA Schedules CTA
- CTA does not create a separate legal entity
- CTA member must have a GSA Schedule contract
- CTA member is responsible for its portion of the work per the terms and conditions set forth in its GSA Schedule contract.

Order-Level Materials (OLM)

- MAS contracts incorporated FAR 52.208-90, Government Supply Sources (Nov 2025) (Deviation), to allow contractor use of MAS and promote maximum competition at the order level
- Purchasing contractor must report the contract number of the selling contractor in TDR reporting.

Participating Dealers

- Authorized entities under a prime contractor's contract that sell directly to government agencies while adhering to MAS terms
- Dealers must be approved by the Contracting Officer and formally added to the contractor's schedule
- Prime contractor is responsible for tracking and reporting all sales made by participating dealers

Long-term value, simplified acquisition, stronger buying posture



Strong Start

Year One Momentum

- 20+ agreements executed in <12 months
- Time-limited discounts drove fast adoption
- Proved speed, savings, and scale are possible
- Agencies saw early, tangible results

Maturity Strategy

Quality over Quantity

- Shift from number of deals to long-term value
- Prioritizing OEMs with broad, enterprise impact
- Identifying targets through usage + spend data
- Direct contracts increase accountability and standardization

Looking Ahead

Scaled Durable Outcomes

- Moving away from limited-time discounts as a primary driver
- Savings to come from structural efficiency and consolidated demand
- Working with OMB on mandatory-use policies to scale adoption

Long-term value, simplified acquisition, stronger buying posture

Negotiated Limited-Time Offers

ANTHROPIC



box

Meta



OpenAI



ChatGPT



tenable



snowflake



elastic



Grok

servicenow



Adobe



docuSign

ORACLE

Google

aws



Microsoft



paloalto
NETWORKS

Gemini

CORAS



Copilot



perplexity



BROADCOM

COHEsITY

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How Can We Help?

RESOURCES

- For updates and more information visit: itvmo.gsa.gov/onegov
- Who should use the offers: [Current Agreements](#)
- Get in touch:
 - ◆ itvmo@gsa.gov for general inquiries
 - ◆ cloudinfo@gsa.gov for deal specific inquiries