

SHARED SERVICES FORUM | JULY 9, 2026

# Building an Acquisition QSMO

A Government-wide Approach to Procurement Modernization

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# Why The Acquisition QSMO?

The Acquisition QSMO is a key element of a gov-wide push to consolidate and modernize how agencies buy.



## OMB Memorandum 19-16

*Centralized Mission Support Capabilities*

- Act as government-wide storefronts for specific mission-support functions
- Define standard business and data rules, vet providers, and offer high-quality shared solutions



## Executive Order 14240

*Eliminating Waste and Saving Taxpayer Dollars by Consolidating Procurement*



## 2025 President's Management Agenda

*Directing agencies to operate as one entity*

## A Proven Model

Government already is successfully using the QSMO model to strengthen shared services in areas such as:

Grants

HR

Financial Mgmt

Cybersecurity (CISA)

**OMB has pre-designated GSA to stand-up the Acquisition QSMO - the fifth QSMO.**

# The Opportunity

Today's federal procurement marketplace is fragmented, costly, inefficient, and opaque.

229+

independent contract writing  
systems in use across the  
federal government

## Systems Challenge

Scattered, siloed data across duplicative contract writing systems drives up modernization costs and cuts transparency into acquisition programs.

## Services Challenge

Non-standard, duplicative acquisition support services across agencies – with limited visibility into what's already available.

## Cost to Taxpayers

Agencies unknowingly pay different, higher rates for the same goods and services because the acquisition workforce can't operate as one entity.

# Phased Approach and Timeline



## Phase 1

### Kickoff & Governance

Executive charter/MOU, OMB commitment, steering committee, decision rights

**COMPLETE**

Charter finalized May 2026



## Phase 2

### Current State Assessment

System inventory (BDR), policy gap mapping, risk and dependency register

**IN PROGRESS**

BDR sent to agencies Jul 8; OMB kicking off data standards



## Phase 3

### Target Operating Model & Migration Blueprint

Requirements, target model, phased migration roadmap, change management plan

**UPCOMING**

Map current landscape; publish findings and implementation plan

**Target:** Full QSMO designation by Q1 FY27, following OMB’s review of the 3-year implementation plan.

# Get Engaged



## If You're a Federal Agency...

- Respond to the Budgetary Data Request (BDR), distributed by OMB earlier this week: it's how we baseline your current environment
- Raise your hand to engage with the QSMO early on (joining GSA and OMB)
- Bring us your adoption concerns directly - [AcquisitionQSMO@gsa.gov](mailto:AcquisitionQSMO@gsa.gov). We're building the migration plan around real needs - not making assumptions



## If You're Industry...

- Watch for opportunities to help shape the marketplace; standards and evaluation criteria will be identified or defined
- Solutions that demonstrate interoperability and align to the Federal Integrated Business Framework will be best-positioned
- Engage through official channels as opportunities are released. Today's conversation is just the beginning

## STILL BEING SHAPED, YOUR INPUT WANTED

What does a well-run marketplace of pre-vetted providers need?

How do we move from duplicative systems without compromising mission delivery?

What is most important to you as we stand up the Acquisition QSMO marketplace?

# Questions + Discussion

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