



Private Sector Perspectives on Federal Financial Systems Modernization and Shared Services



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The AGA Corporate Partners Advisory Group (CPAG) Mission Statement

The mission of the CPAG is to bring industry and government executives together to:

- Exchange information
- Support professional development
- Improve communications and understanding
- Solve issues and build partnership and trust

Thereby enhancing AGA's focus on advancing government accountability

Who Are CPAG Members

AGA Corporate Partners are a network of:

- Public accounting firms
- Major system integrators
- IT companies
- Management consulting firms
- Financial services organizations
- Education & training companies

How Has AGA CPAG Been Involved in the Federal Financial Systems

- We have provided thought leadership and commercial best practices for 10 years
- We have developed a good working relationship with OMB and Treasury for the past 4 years
- Our members have provided constructive input and feedback on policy development
- The FSS is our way of annually reviewing the status of policies and programs
- We will establish a standing CPAG committee to follow-up on FSS identified issues and challenges

What are the Private Sector Issues and Concerns With the New Directions

- OMB's commitment to the Shared Services policy
- Treasury's leadership and management of the program implementation
- Budget resources to fund the FSSPs and agency system migrations and operations
- The roadmap and timeline for Financial Management (FM) System Modernization
- Market changes to the acquisition of FM products and services
- Investments by companies in product and service offerings

How Can the Private Sector Support Financial Systems Modernization

- Continue the dialogue with OMB and Treasury on Government-wide policies and initiatives
- Provide business operations and advisory services to the Federal FSSPs and COEs
- Provide systems integration and implementation services to the Federal FSSPs on Agency ERP migrations
- Provide Federal Agencies with transition advisory services, program management, financial operations support

What are the Needs of FSSPs Moving Forward That Provide Opportunities for the Private Sector

- Strategy & Performance Management
- Budget Formulation & Execution
- Cost Management & Pricing
- Business Development & Marketing
- Customer Service & Support
- Workplace Management & Augmentation
- Financial & Operational Auditing

- Systems Migration Planning
- Systems Integration & Management
- Application Hosting & Support
- Transaction Processing & Reporting Services
- Technology Infrastructure & Support
- System Controls & Security
- Systems Operations & Maintenance

What are the Federal Agency Systems Migration and Operational Needs & Opportunities for the Private Sector

- Strategy & Planning
- Capital & Operating Budgeting
- Market & Alternatives Analysis
- Proposal & Pricing Reviews
- Governance & Inter-Agency Agreements
- Auditing & Management Assessments

- Program & Performance Management
- Workforce & Business Process Change
- Data & Systems Migration
- Business Intelligence & Analytics
- Transaction Processing & Operational Support
- Internal Controls & Security

What are the Products and Services in Key Technology Areas That Will Enable Modernization

- Enterprise Resource Planning (ERP) Systems
- Transaction Processing Applications
- Cloud Computing
- Big Data
- Cybersecurity
- Mobility

What Does the Private Sector Need to Do Moving Forward to Realize Federal Market Opportunities

- Fine-tune their business models to adapt and support Federal needs at all levels
- Review their product and service pricing approach based on market changes
- Continue to bring Commercial best practices to the Federal marketplace
- Develop new and creative solutions for financial management functions and related application systems
- Provide innovative and proven new technologies to modernize Federal systems