

Commercial Platforms Proof of Concept:

Meet the E-Marketplace: Overstock Pro

March 2021

What is the Commercial Platforms program?

Congress directed GSA, through the FY18 NDAA Section 846, to **modernize the buying experience for routine commercial items** through partnerships with multiple e-commerce platforms.

How will this program help you?



Modernize

Modernize the commercial product buying experience



Streamline

Streamline commercial product purchasing to allow agencies time to focus on mission oriented acquisition



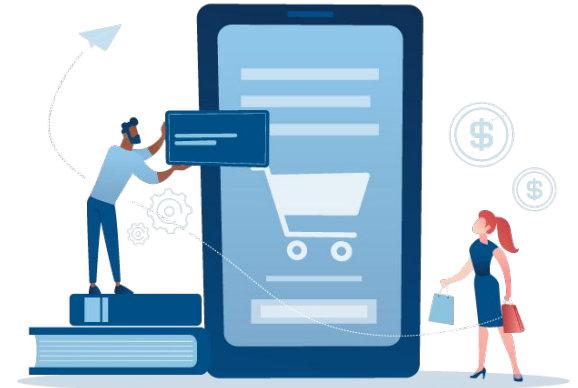
Analyze

Increase visibility and analysis of online spend to allow for better buying decisions

Starting with a Proof of Concept

Why a Proof of Concept?

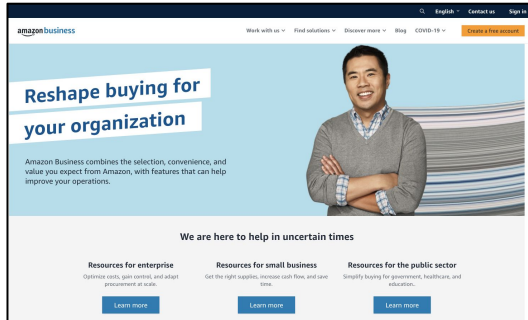
The proof of concept represents an initial starting point for implementation of the Commercial Platforms program. This allows GSA to **start small, test, refine, and ultimately grow** the program based on lessons learned. The proof of concept enables GSA to demonstrate the viability of a **government-wide approach** to online buying so we can smartly scale the program in the future.



Proof of Concept Scope

- Provides access to **multiple e-marketplace platforms**
- Available to a limited audience of authorized GSA SmartPay® Purchase Card (GPC) holders from **participating agencies**
- Allows for purchases of **routine commercial items**, within the micro-purchase threshold (Note: cardholders are required to stay within their micropurchase authority, per agency guidance.)
- **Collection of spend data and analyze trends** for use by partner agencies

Access to multiple e-marketplace platforms...

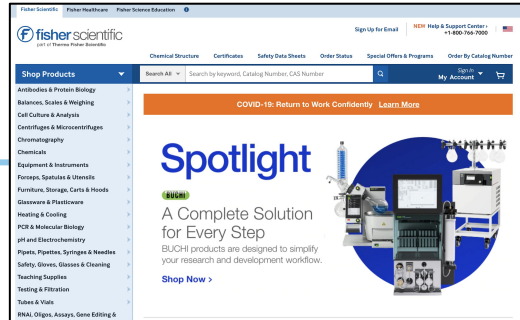


amazon business

Amazon Business

combines the selection, convenience, and value you expect from Amazon, with features that can help improve your operations and modernize legacy processes.

www.amazonbusiness.com

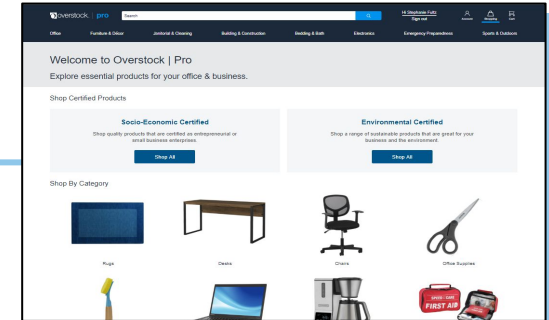


fisher scientific
part of Thermo Fisher Scientific

Fisher Scientific

The Fisher Scientific Channel offers multiple categories including laboratory equipment and instruments, lab consumables and chemicals, safety, PPE and maintenance.

www.fishersci.com



overstock | pro

Overstock Pro

is an online retailer that offers a great value on a broad range of quality products in office management, furniture, facilities, construction, industrial equipment, and electronics.


www.overstockbusiness.com

For more information and to access the platforms visit:

gsa.gov/commercialplatforms

A few things to remember....

As with all micro-purchases, before you begin your research on the platforms, be sure to check the following:

- Is it already available through an existing agency contract or source?
- Is it permissible within your agency's current policies?
- Is it prohibited by laws or regulations? (see [ordering procedures \[pdf\]](#)  for items that cannot be purchased).

And, remember, you **must follow** existing [purchase card policies](#) and agency specific policies before purchasing (see [FAR 13.2](#) and [13.301](#) and consult your agency champion for additional guidance).

A Streamlined Ordering Process

1. Easy Access to Mandatory Sources and Small Business Suppliers



Small Business



2. Supply Chain Risk Management Implementation

- **Restricting sales** to any excluded vendor listed on SAM.gov
- **Incorporation of Section 889, Part A and B**, in the e-marketplace contracts, for the platform providers themselves as offerors
- **Leveraging existing commercial practices to combat counterfeiting** and better manage supply chain risk through proactive tools and processes
- **Ongoing monitoring of post-purchase spend data** to identify suspect purchases and ensuring proper education of buyers (and platforms) to prevent in the future

A Streamlined Ordering Process (Cont.)

3. Enhanced Market Research Capabilities

- Access to a **wide range of product categories** and detailed product information
- **Easy to use product filters** highlighting environmental attributes, small business, mandatory sources, and more
- **Competitive pricing** across thousands of suppliers
- **Product reviews** from consumer buyers
(NOTE: Please do not post product ratings/vendor reviews, however, you are welcome to consider the existing reviews during market research)



A Streamlined Ordering Process (Cont.)

4. Simplified Order Placement and Closeout

- Automatic Tax Exemption
- Document competitive review/price reasonableness
- Speedy Delivery
- Simplified Order Tracking
- Easy Reconciliation
- Dedicated Customer Service

Enrollment Emails (What to look for)

Amazon Business - you should already have an account with Amazon Business. If not, please contact your AOPC for guidance.

Fisher Scientific - an email from your AOPC with instructions on how to set up your account

Overstock Pro - an email from email@transaction.overstockbusiness.com
(expires in 30 days)

- **Can't find your email?** Please add email@transaction.overstockbusiness.com and email@transaction.overstockgovernment.com to your contact list and call or email the Overstock concierge to resend your activation email
 - Email: concierge@overstockgovernment.com
 - Phone: 1-866-596-5845