MOBILIZING AGENCY COLLABORATION IN 2020

Laurie Neider, FEDLINK Executive Director
Lennel Galloway, FEDLINK Business Manager
Program Stability

• Modernization
• Feasibility Study
• Customer Base Opportunities
• New Business
Digital Deployments

• Direct Express
• Procurement Action Lead Times (PALTs)
• Vendor Directory Update
• FEDLINK Marketplace
Joint Engagement Planning

• Working Groups in 2020
• Award Nominations (Deadline: Monday, January 13, 2020)
• Customer Service Survey
• FEDLINK Spring Expo June 3-4, 2020
Current Status

- 206.9 million in Acquisition Services
- $40 million in savings in vendor volume discounts.
- $46.6 million in cost avoidance
- 206 member agencies
- 1,491 IAA amendments
- 4,285 service requests/delivery orders
### Transfer Pay Market Breakdown

<table>
<thead>
<tr>
<th>Transfer Pay Products &amp; Services Allocation</th>
<th>FY2016</th>
<th>FY2017</th>
<th>FY2018</th>
<th>FY2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic Resources</td>
<td>52%</td>
<td>50%</td>
<td>53%</td>
<td>56%</td>
</tr>
<tr>
<td>Serials</td>
<td>22%</td>
<td>25%</td>
<td>29%</td>
<td>23%</td>
</tr>
<tr>
<td>Books</td>
<td>10%</td>
<td>8%</td>
<td>10%</td>
<td>7%</td>
</tr>
<tr>
<td>Preservation &amp; Other Services</td>
<td>15%</td>
<td>17%</td>
<td>8%</td>
<td>14%</td>
</tr>
</tbody>
</table>
Forward Motion

• System Improvements
• Money Move Changes
• Statement Changes
• Book Lot 1 and Credit Cards
Tactical Advantages

• IAA Approval Process and Timelines
• Working with Vendors
Questions

• Account Information
  Call the FEDLINK Hotline at (202) 707-4900

• Program Information
  Email fliccfno@loc.gov

• FEDLINK Website
  www.loc.gov/flicc