

# Furnishings Commodity Council Fact Sheet

The Furnishings Commodity Council is part of the Enterprise Sourcing Group. We are a cross-functional team utilizing strategic sourcing to bring value and cost efficiency to Air Force furnishings procurement. The team includes functional experts from ESG as well as subject matter experts from each MAJCOM. The MAJCOM representatives advise the team on the key furnishing requirements for each MAJCOM and assist with new program implementations. The FCC is executing the SAF/AQC approved plan to strategically source furnishing for the enterprise.

## History

The Air Force currently uses a tactical approach to purchasing furniture; this approach is fragmented and does not leverage overall enterprise-wide buying power. The result is multiple, decentralized processes and procurement strategies that increase overall costs for the Air Force. In many cases, the supporting processes are also inefficient and unresponsive for users. In order to overcome these obstacles, in 2009, the Secretary of the Air Force mandated that the MAJCOMs begin building a strategic sourcing capability. This mandate also resulted in the creation of the ESG. ESG focuses on CONUS cross-installation spend categories (e.g. furniture, medical services, facility services, etc.) while the MAJCOMs focus their efforts on MAJCOM specific sourcing opportunities. Both ESG and the MAJCOMs have sourcing targets.

## Strategic Sourcing

Strategic sourcing is an institutional procurement process that continually improves and re-evaluates organizational purchasing activities, to improve quality and reduce acquisition costs.

This project was established so that the Air Force could begin to reduce the Total Cost of Ownership by employing the following strategic sourcing techniques:

- Leverage Air Force buying power including rationalizing the supply base
- Increase warranty usage and lifecycle management effectiveness
- Implement robust reporting tools to analyze spend
- Implement more advanced e-procurement capabilities
- Standardize the furnishing requirements and centralize contract vehicles

The desired outcomes of strategic sourcing include the following:

- Increased value for the Air Force
- Reduced cost for required goods and services
- Reduced administration for the CONS
- Improved standardization of products and services
- Improved lifecycle management
- Improved spend reporting

## Goals

To reshape Air Force furnishings acquisition and management to reduce the TCO, generate savings from more efficient business processes, and leverage spend.

## FCC Initiatives (spirals)

*Dormitory Furnishings\** - Awarded May 2011.

This spiral includes beds, mattresses and box springs, linens, bedroom case goods, upholstered pieces, kitchen furnishings, appliances, laundry room accessories, day room furnishings and accessories, outdoor furniture, window treatments, artwork and installation. These components are available individually or as a Packaged Room.

*Seating\** - Awarded July 2011. This spiral includes wood and non-wood upholstered seating, comprised

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of desk, conference, side and other seating applications for both executive and task oriented environments.

*Systems and Modular Furnishings* - This spiral includes panel systems furniture along with all work surfaces and storage components, freestanding modular furniture and moveable walls, as well as related design and installation services.

*Filing and Storage* - This spiral includes all freestanding filing and storage cabinets, both lateral and vertical. This category consists of files and storage units not attached to, nor acquired with, panel systems.

*Case goods* - This spiral includes freestanding wood and metal desks, tables and accessories associated with conference rooms, lobby areas, break rooms and other common spaces.

*Flooring* - This spiral is expected to include broadloom carpet and carpet tiles only.

*Services* - This spiral includes comprehensive furniture management services, including all ancillary services not included in the initial design and installation of a furniture purchase (e.g. reconfiguration of existing cubicles).

## Industry Impact

In the short term, it means we need your support in providing input to your MAJCOM representative in terms of current environment, including current or future projects that involve large furnishings purchases, and general requirements. Your assistance in providing this information will ensure that your future furnishing needs are taken into consideration as we outline requirements.

Without your support strategic sourcing will not work. In the long term, we need your support in

utilizing the contract vehicles that are ultimately awarded. Additionally we will need your feedback on this and future initiatives so that the FCC can continually improve the Air Force's enterprise level furnishing program.

## Contact Information

### ESG Point of Contact

[Furnishings.cc.wpafb.af.mil](http://Furnishings.cc.wpafb.af.mil)

### Fact Sheet Point of Contact

[88abw.pa@wpafb.af.mil](mailto:88abw.pa@wpafb.af.mil)

*\* The Seating and Dorm Furnishings spirals were started by Air Mobility Command (AMC) prior to the standup of the ESG FCC. AMC transferred administration of those contracts to ESG FCC post-award.*