

The [FM Marketplace](#) should be the first stop for agencies to obtain compliant financial management solutions and services from trusted providers. The Marketplace offers several benefits to agency customers and OMB directs agencies to engage with the FM QSMO to determine a path for using the Marketplace.

## Benefits of Marketplace Use

### Choice and Flexibility



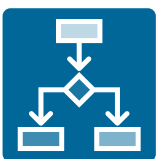
The Marketplace features over 100 solutions and services from commercial vendors, federal providers, and Treasury’s Fiscal Service to support a variety of FM needs.

### Standards-based Offerings



The FM QSMO pre-vets providers and offerings to ensure embedding of baseline standards and compliance with federal FM requirements and capabilities.

### Streamlined Procurements



Agencies follow a familiar acquisition process, using SIN 518210FM of the GSA Multiple Award Schedule (MAS) to obtain commercial offerings.

### Alignment with Other Initiatives



The Marketplace aligns with other government-wide initiatives (e.g., Category Management, Small Business/DEI, Competition, IT Modernization).

### Best Available Pricing



The Marketplace drives economies of scale through centralized federal FM spend and common solutions and offers protections of the GSA price reduction clause.

### Ongoing Compliance



The FM QSMO validates continued compliance of offerings with changing policy, new FM requirements, and updates to baseline standards.

### Emerging Technology & Innovation



Providers can introduce innovative solutions through the Marketplace to meet emerging agency needs and support strategic goals (e.g., cloud, RPA, AI, payment integrity).

### Performance Management



Performance monitoring of the Marketplace through periodic evaluation by the FM QSMO to ensure quality and customer satisfaction.

## Authoritative Guidance on Marketplace Use



### [OMB Memorandum M-19-16](#)

Once a QSMO has been designated for a particular mission support function, agencies shall not issue new solicitations for new or modernized technology or services for these functions, outside a QSMO marketplace, unless they have developed a business case demonstrating that a separate procurement will result in better value.



### [GSA Investment Planning Guidance](#)

If QSMO marketplace solutions do not meet an agency’s needs, they must seek OMB approval of an exception by preparing a business case demonstrating that a separate procurement will result in better value, considering price, timeline, and other factors as needed. There is no need to develop a business case if an agency uses a QSMO marketplace.



### [OMB Circular A-123, Appendix D](#)

Agencies should meet financial management information technology needs through the FM Marketplace of standards-based solutions. Agencies planning to modernize their financial management systems should engage with the FM QSMO.



### [OMB Circular A-11](#)

Agencies making any investments towards a functional area covered under a QSMO are subject to review and approval by that QSMO. Agencies must engage with the QSMO to discuss goals, business needs, and timelines. Deviations from using a QSMO marketplace require an approved business case.

## Exceptions to Marketplace Use

For investments and acquisitions related to core financial systems (e.g., financial system software/solutions, version upgrades, O&M support, cloud migrations), if the FM Marketplace does not meet an agency's needs, an Investment Action Plan (IAP), also referred to as exception, waiver, or business case, must be approved by OMB before proceeding outside the Marketplace. An IAP is not required if an agency is using the Marketplace.

### What is an IAP?

An IAP is a document prepared by an agency that:



Contains an overview of the investment, and details on business, operational, and financial needs;



Addresses why the agency is not able to use the FM Marketplace and explains the proposed alternative acquisition strategy;



Includes concurrence from the FM QSMO; and



Is submitted to OMB for approval.

### When is an IAP required?

An IAP is required if an agency is planning to obtain the following outside of the FM Marketplace:



New core financial systems;



Support for legacy core financial systems (e.g., version upgrades, O&M support, cloud migrations); or



New federal provider relationships (CFO Act agencies only).

For additional information about IAPs and the corresponding review/approval process, please reference the previously cited authoritative guidance.

## Consult with the FM QSMO



Agencies planning for a financial management investment or acquisition should consult with the FM QSMO to help connect their needs to available offerings and discuss options for using the Marketplace.

If an agency doesn't see what they need in the Marketplace, it could be timing. Since launching the Marketplace in early FY 2023, the FM QSMO has added more than 100 offerings from commercial vendors, federal providers, and Treasury's Fiscal Service. The catalog is continuously expanding and will offer an increasingly diverse variety of financial management solutions and services as additional providers are onboarded.

By consulting with the FM QSMO, agencies can find out about new providers and additional solutions and services that are in the pipeline. This also assists in identifying opportunities for future Marketplace growth.

### Contact Us & Learn More:

If you have questions about the benefits of the FM Marketplace, guidance on agency use, or the exception/IAP process, please email the FM QSMO at [fmqsmo@fiscal.treasury.gov](mailto:fmqsmo@fiscal.treasury.gov).

View available providers and featured offerings by exploring the [FM Marketplace Catalog](#).

Learn [How to Obtain Solutions and Services](#) from the FM Marketplace.