



IGSA PILOT SAVINGS PROGRAM



MARINE CORPS LOGISTICS BASE, BARSTOW CA

Functional Category of Services	Savings	Term
Environmental Management - Water Analysis	\$63,365.	10 Yrs
Procurement and Supply - Propane purchase base wide	\$132,577.	10 Yrs
Utilities – Public Safety Personnel Uniforms	\$27,707.	10 Yrs
Engineering Feasibility Study–Domestic Wastewater Connect	N/A	Complete

SUCCESSSES

- **Financial: *It's about the money***
 - Tangible & intangible savings or cost avoidance
 - Invoicing/Payment works well
 - Base is the recipient partner
- **Mutual Understanding: *Champions***
 - Improved Economy of Scale
 - **Just another purchasing option**
- **Common Approach / Written agreement: *Business Performance Office / Agreement Managers are our best friend!***
 - Business case can be a moving target
 - Developing agreements beyond a 'purchase order'
 - Key to agreement development & approval process

PILOT PROGRAM – Authority expires Sep 30, 2025

- **Financial: *It's about the savings***
 - **Making equal to not less than 25% of savings to CO**
 - **FY22: \$6,927 fire alarm notification system project**
 - **FY23: \$11,500 high volt electric equipment & tools**
 - **FY24: \$00.00**
- **Sustainment, Restoration & Modernization Projects**
 - Supports Base facilities requirements when savings helps fund improvements
- **Pilot program provides mutual benefit: *Further benefits base & Service***
 - Incentivizes partnerships
 - Opportunities are diverse and varied moving forward
 - Ensured value to all parties

IGSA 25% Savings Pilot

Results

Sec. 2861 of the FY21 NDAA authorized services to establish the IGSA pilot program to provide up to 25% of the realized IGSA cost savings to the installation through FY25.

- The Army selected Redstone Arsenal and White Sands Missile Range as the two Installations for the Pilot.

Installations IGSAs & Savings Projects Costs

- WSMR: Solid Waste Services IGSA with the South Central Solid Waste Authority
 - SRM Project: Bridge Repair (\$238K)
- Redstone Arsenal: Utilities Maintenance with Huntsville Utilities
 - SRM Project: Water Treatment Plant Renovations (\$350K)

IMCOM IGSA Portfolio:

- 179 Approved IGSA Concepts
- ~\$94.8M annual savings
- ~\$948M savings over 10-Year Term
- ~\$41M Cost Avoidance

IGSA portfolio now averaging ~25% cost reduction

NWS EARLE – IGSA INCENTIVE PILOT



- Authority: Sec. 2861 of the FY21 NDAA authorized services to establish the IGSA pilot program to provide up to 25% of the realized IGSA cost savings to the installation as (ST) dollars through FY25. NWS Earle in Colts Neck, New Jersey was selected by Department of the Navy.
- The IGSA with Monmouth County covers **five** services: Snow & Hazard Tree Removal (FX), Traffic Signal Maintenance & Roadway Repair (ST), and Mosquito Control (FX, added FY23).
- IGSA savings stretch shrinking local project funding (< \$1.5M annually) and pilot refund is sufficient to program small unfunded projects.

IGSA Pilot Reporting Results (FY22-24, \$297K)

- FY22 reported \$481K savings, returned \$125K.
- FY23 reported \$247K savings, returned \$66K.
- FY24 reporting \$424K savings, returning \$106K.

Discussion Points: FY18 BCA & savings calculation guidance, support personnel, invoice / payments, partner capacity, command climate, & quality control.

