

## Abstract

- This study evaluates whether Category Management (CM) principles can improve procurement of PSC R706 logistics support services across three U.S. Marine Corps contracting offices. Between FY2020–FY2025, the Marine Corps obligated approximately \$1.32 billion under PSC R706, yet procurement practices remained decentralized. Using procurement data and interviews with contracting professionals, the study found inconsistent use of enterprise contracting vehicles, varying NAICS coding practices, and heavy reliance on firm-fixed-price contracts. While some CM-aligned behaviors existed, they were informal and shaped by operational demands. Findings suggest effective CM implementation requires stronger governance, improved data integration, and better coordination while preserving operational flexibility.

## Methods

Metric	1 <sup>st</sup> MLG-ECP	3 <sup>rd</sup> MLG-ECP	MCIEAST
Total Actions	53	46	42
IDIQ Usage	Limited	Heavy	Limited
Contract Type	FFP	FFP	FFP
Total Obligations	\$1.5M	\$3.18M	\$8.4M
Acquisition Profile	Decentralized	Enterprise-Oriented	High-Value/Base-Centric

- Quantitative Analysis:** Procurement data from SAM.gov was analyzed to examine PSC usage, NAICS code selection, contract types, obligation values, PIID trends, and enterprise vehicle utilization across Marine Corps contracting offices between FY2020 and FY2025.
- Qualitative Analysis:** Semi-structured interviews were conducted with contracting professionals from the MCIEAST Regional Contracting Office, 1st Marine Logistics Group Expeditionary Contracting Platoon, and 3rd Marine Logistics Group Expeditionary Contracting Platoon

## Results & Impact

- Operational Environment Shapes Contracting Behavior
- Enterprise Vehicle Usage Is Inconsistent and Opportunistic
- Category Management Behaviors Exist Informally
- Structural Barriers Limit Standardization

## Future Research

- Expand analysis beyond the three highest-spend contracting offices
- Evaluate additional PSC service categories across the Marine Corps
- Examine how emerging data systems and governance structures could support enterprise-wide Category Management implementation