

The GSA logo consists of the letters "GSA" in a white, sans-serif font, centered within a solid blue square.

U.S. General Services Administration

Federal Acquisition Service

GSA Schedules

“Deal or No Deal”

March 26, 2009



U.S. General Services Administration

Federal Acquisition Service

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Customer Service Director

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Federal Acquisition Service

Agenda

- Overview
- Schedules
- Blanket Purchase Agreements (BPAs)
- Contractor Team Arrangement (CTA)
- Assisted Acquisition Services (AAS)
- Environmental Solutions
- Excess Property
- E-tools



Federal Acquisition Service





Federal Acquisition Service (FAS) – Our Mission

- Provide best value services, products, and solutions to our customers that increase overall Government effectiveness and efficiency.



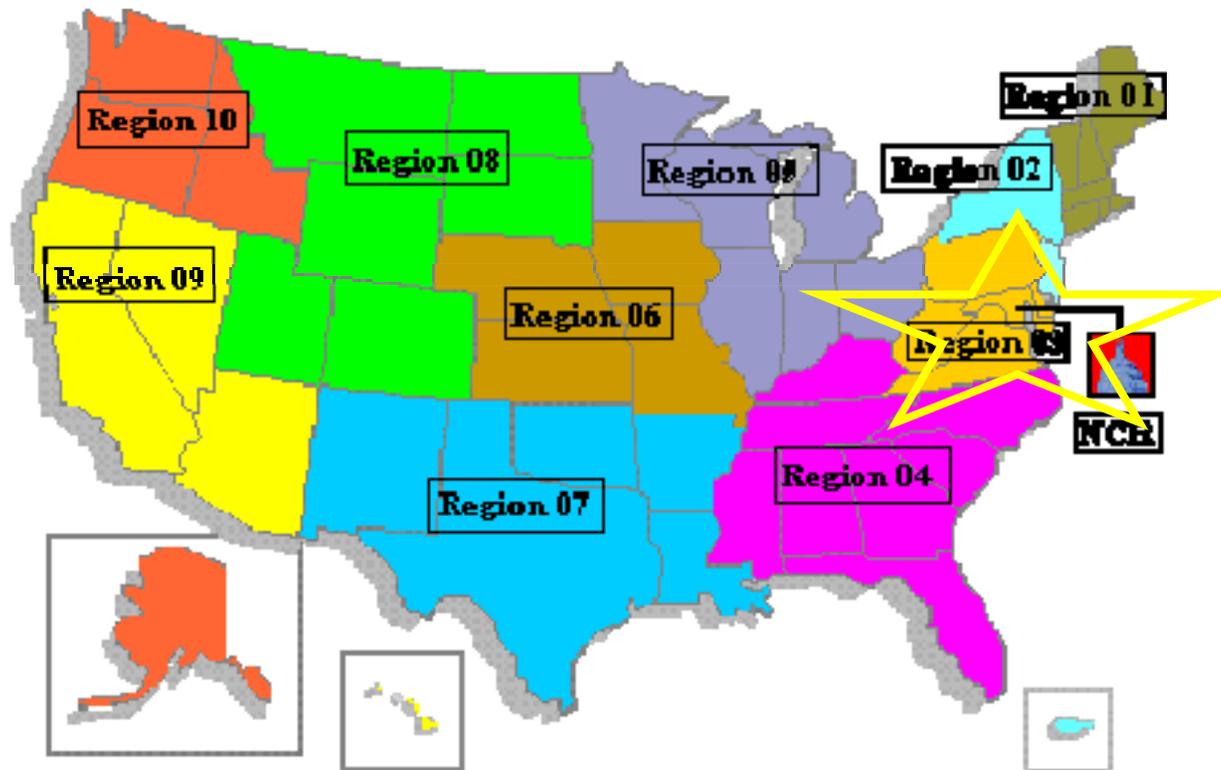
About the Public Buildings Service (PBS)

- Manages government owned and leased buildings
- Provides office space for over 1 million Federal employees



Federal Acquisition Service

Map of GSA's Regional Support – In addition, Europe, Africa, Middle East & Asia





GSA Mid-Atlantic Region FAS Territory

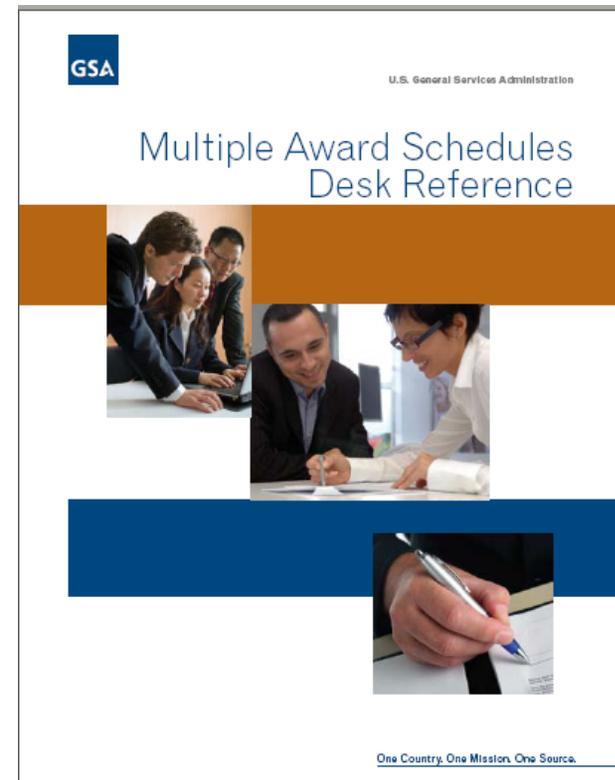
- Pennsylvania
- Delaware
- West Virginia
- Maryland
- Virginia
- Overseas (Europe, Middle East, Africa)



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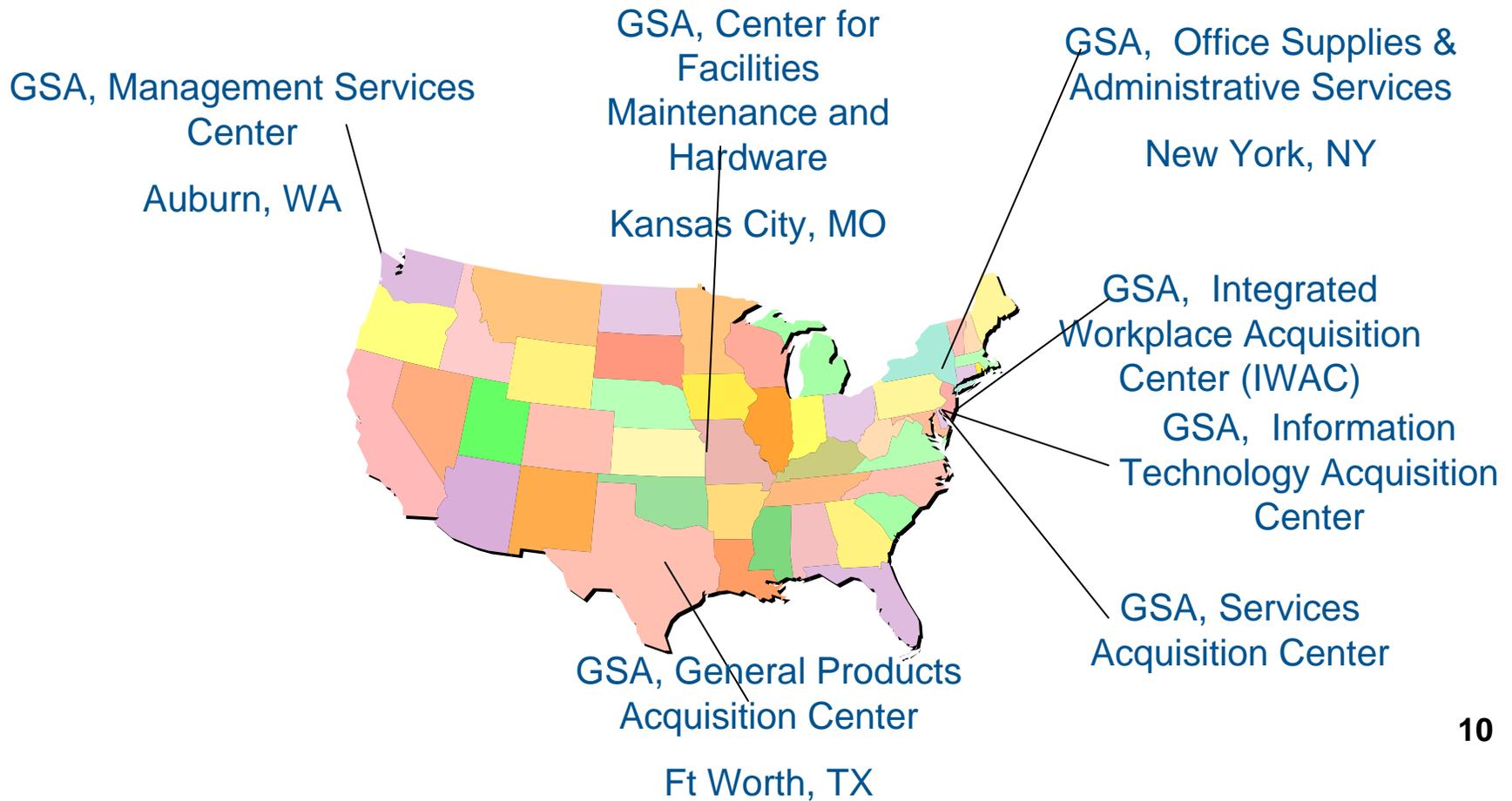
What Is a Schedule?

The Multiple Awards Program is a powerful provider of commercial solutions. Federal Supply Service awards competitive, indefinite delivery, indefinite quantity contracts to those companies who give the Government the same or better discounts than their best customers....and those discounts are passed on to you!





Federal Acquisition Service





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The Multiple Awards Schedules (MAS) Program provides....

- Widely accepted commercial acquisition vehicle offering millions of products & services
- Listing of similar products and services available through GSA
- Bridges commercial buying practices, offering a direct relationship with industry
- Ordering is quick and convenient



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What is the Multiple Awards Schedules (MAS) Program?

- Contractors promote their own products and services directly to the customer
- Contractors keep track of sales and submit .75% Industrial Funding Fee to GSA
- No Head-to-Head competition for obtaining a MAS contract, contracts are awarded with “most Favored Customer Pricing”
- Customer competes individual purchases and makes a best value determination

A grey starburst graphic with a black outline, containing text about sales figures.

FY 06 Sales: \$35.1 Billion

FY 07 Sales: \$35.9 Billion

FY 07 Sales: \$36.9 Billion



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Small Business Procurement –

- **All small businesses should have the maximum practicable opportunity to participate in providing goods and services to U.S. Government (Small Business Act)**

- **The Small Business Administration's (SBA's) statutory government-wide procurement goals*:**
 - **23% of an agency's prime contracts for small businesses**
 - **5% for small disadvantage businesses (prime & subcontracts)**
 - **5% for women-owned small businesses (prime & subcontracts)**
 - **3% for HUBZone businesses (prime and subcontracts)**
 - **3% for service-disabled veteran-owned small businesses (SDVOSBs)**
 - **(prime & subcontracts)**



Are you eligible to use? ADM4800.2E

The answer is YES if you are...

- An Executive agency
- A Federal agency
 - Includes cost-reimbursable contractors authorized in writing by a Federal agency.
- A mixed-ownership Government corporation
- The District of Columbia



PRIORITY SOURCES OF SUPPLY

- Agency inventories
- Excess agency inventories
- Federal Prison Industries
- Products available from the Committee for Purchase from People Who are Blind or Severely Disabled
- Wholesale supply sources (such as FAS's stock program)
- **Federal Supply Schedules**
- Commercial sources



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Multiple Award Schedules...

An excellent “acquisition value”

- ✓ All applicable laws and regulations have been applied
- ✓ Synopsis is not required FAR 6.102(d)(3)
- ✓ Schedule orders and BPA's are considered competitive.
(Don't seek competition outside the Schedules.)
- ✓ Competition requirements have been met. Simply compare 3 schedule sources, if over \$3,000, and make best value determination



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Multiple Award Schedules...

An excellent “acquisition value”

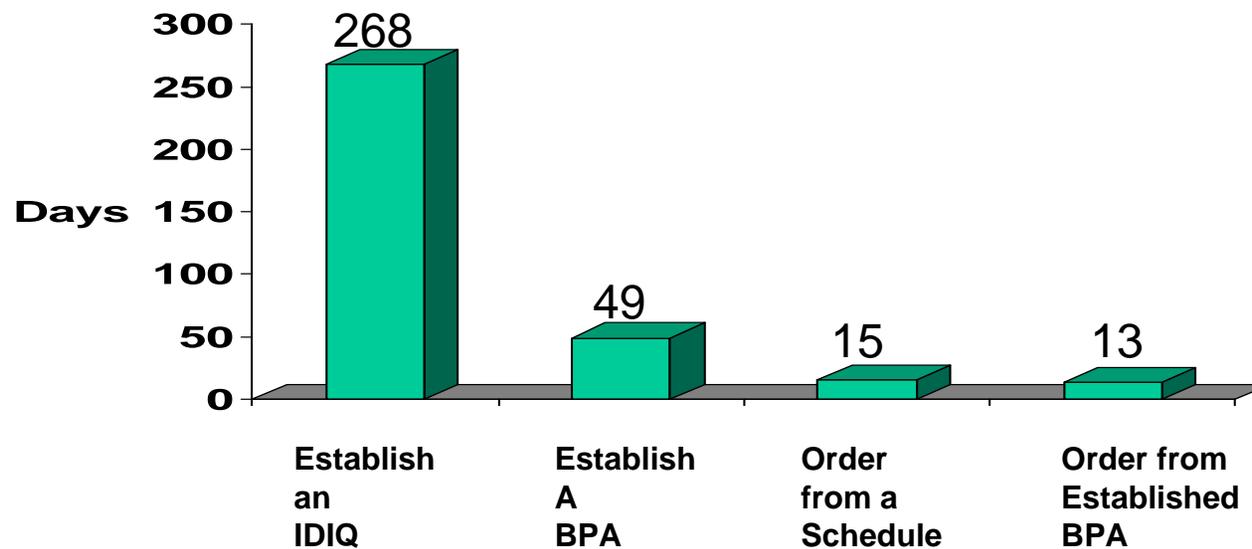
- ☑ No “separate” price determination needed - Prices already determined fair and reasonable FAR 16.505(b)
- ☑ 100% commercial products and services
- ☑ New technology and products continually added
- ☑ “Evergreen” contracts ensure constant contract coverage
- ☑ Worldwide Coverage
- ☑ Volume Discount Pricing
- ☑ **No Order Limitation**



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Administrative Savings

Using the MAS Program SIGNIFICANTLY reduces acquisition time





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Ordering Procedures

Services that require a Statement of Work	Services and Products, No Statement of Work required
<p>Under the \$3,000 micro-purchase threshold</p> <p>Place the order directly with contractor for the service that best meets your needs</p>	<p>Under the \$3,000 micro-purchase threshold</p> <p>Place the order directly with contractor that best meets your needs</p>
<p>Over the \$3,000 micro-purchase threshold</p> <ul style="list-style-type: none">➤ Prepare a Statement of Work➤ Send your RFQ and SOW to at least 3 Schedule contractors➤ Evaluate and make a Best Value selection	<p>Over the \$3,000 micro-purchase threshold</p> <ul style="list-style-type: none">➤ Review at least 3 Schedule contractors' pricelists➤ Select the Best Value



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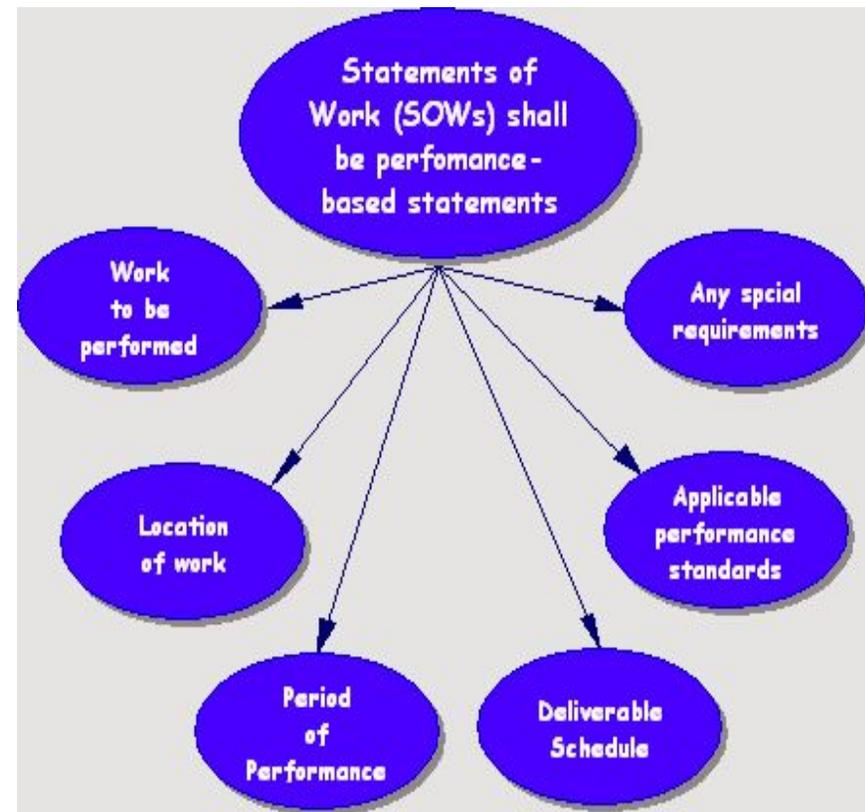
Ordering Procedures (cont.)

Services that require a Statement of Work	Services and Products, No Statement of Work required
<p>Over the maximum order threshold</p> <ul style="list-style-type: none">➤ Prepare a SOW➤ Send your RFQ and SOW to more than 3 Schedule contractors and seek price reductions➤ Evaluate and make a Best Value selection	<p>Over the maximum order threshold</p> <ul style="list-style-type: none">➤ Follow the procedures for micro-purchases threshold over \$3,000➤ Review additional price lists or use GSA Advantage![®]➤ Seek price reductions from Schedule contractors that represent Best Value

Federal Acquisition Service

Statement of Work

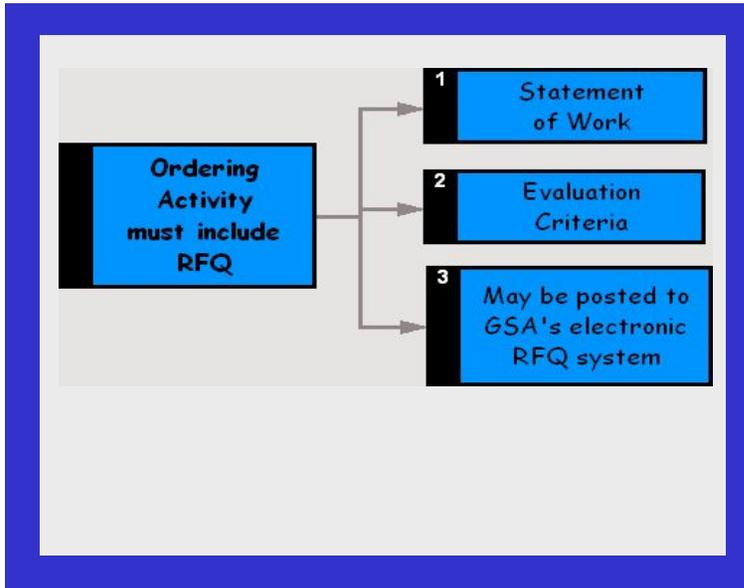
- To the maximum extent practicable, agency requirements shall be performance-based statements (see Subpart 37.6).
- Seven Steps to Performance-Based Services Acquisition:
<http://www.arnet.gov/Library/OFPP/BestPractices/pbsc/home.html>





Federal Acquisition Service

e-Buy is powerful!



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Administration

PRODUCTS SERVICES TECHNOLOGY POLICY ABOUT GSA

Home > About GSA > e-Tools > Supply & Procurement > e-Buy > e-Buy

e-Buy

e-Buy, a component of GSA Advantage!®, is an online Request for Quotation (RFQ) tool designed to facilitate the request for submission of quotations for a wide range of commercial supplies and services that are offered by GSA Schedule and Governmentwide Acquisition Contract (GWAC) contractors.

For federal agencies (buyers), e-Buy maximizes their buying power by leveraging the power of the Internet to increase Schedule and GWAC contractor participation to obtain quotations that result in best value purchase decisions.

For Schedule and GWAC contractors (sellers), e-Buy provides greater opportunities to offer quotations and increase business volume for supplies and services provided under their Schedule contracts and GWACs.

Last Reviewed 11/21/2005

VISIT THIS WEBSITE NOW

GSA e-Buy
...Your RFQ Resource

Welcome

GSA's latest e-Business innovation, e-Buy, is an electronic Request for Quote (RFQ) / Request for Proposal (RFP) system designed to allow Federal buyers to request information, find sources, and procure RFQs/RFPs, online, for millions of services and products offered through GSA's Multiple Award Schedule (MAS) program.

Federal buyers can use e-Buy to obtain quotes or proposals for services, large quantity purchases, big ticket items, and purchases with complex requirements.

What is e-Buy? Why should I use e-Buy? What are the benefits of e-Buy? View a Tutorial

<p>Federal Government Buyers</p> <p>Please enter your GSA Advantage! Membership (Your e-Kit Password).</p> <p>User ID: <input type="text"/></p> <p>Password: <input type="password"/></p> <p><input type="button" value="Login"/></p> <p>Register for a User ID and Password</p> <p>Forgot my User ID and/or Password.</p>	<p>Multiple Award Schedule Contractors</p> <p>Please enter your Contract Number and Password as provided in the Vendor Support Center.</p> <p>Contract Number: <input type="text"/></p> <p>(Example: 45107000 or 5229F23194)</p> <p>Password: <input type="password"/></p> <p><input type="button" value="Login"/></p> <p>Forgot Your Password?</p> <p>Please contact the VEC at 1-877-684-6848 or email us at vec@gsaadvantage.gov.</p>
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Use e-Buy for . . .

- Request for Quotes (RFQ)
- Request for Information (RFI)
- Determining sources of supply
- Receiving quotes on Blanket Purchase Agreements
- Large quantity or high dollar purchases where you are seeking a discount from contract pricing
- Purchases with complex requirements
- Services

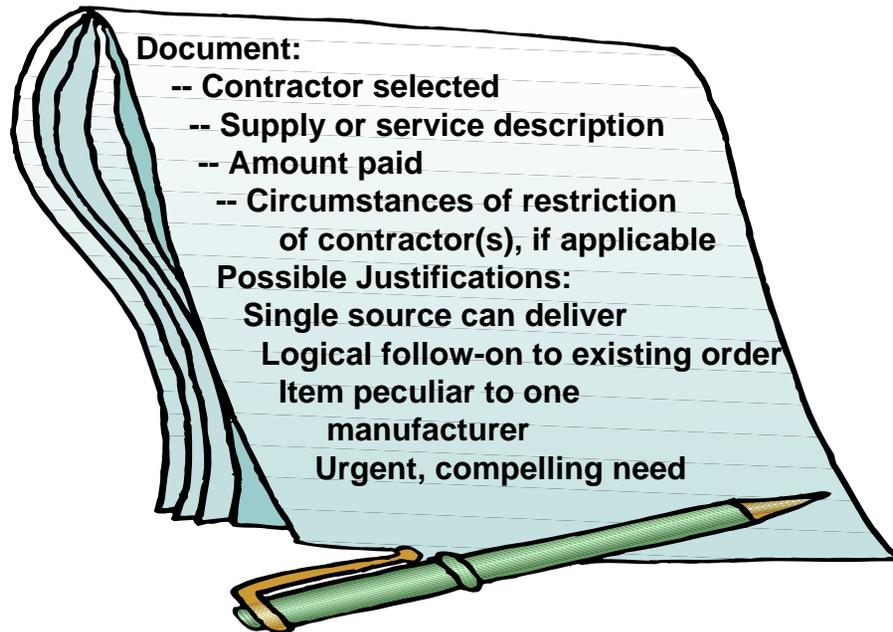
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Best Value Determination

- Past performance
 - Special features of the supply or service required for effective program performance
 - Trade-in considerations
 - Probable life of the item selected as compared with that of a comparable item.
 - Warranty considerations
 - Maintenance availability
 - Environmental and energy efficiency considerations
 - Delivery terms
- “Best Value” definition is found at FAR 2.101.**

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Documentation



- For services also document:
- Evaluation methodology;
 - Tradeoff rationale;
 - Price reasonableness; and
 - Rationale for other than firm-fixed price order or performance-based order.

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Blanket Purchase Agreements

A BPA is a simplified method of filling anticipated repetitive needs for services and supplies. They are “accounts” established with Schedule contractors by customers.

The Value:

- Leverage agency requirements
- Obtain a wide variety of items
- Obtain commercial services/products for one or more offices
- Establish long-term supplier relationships

Power Tip: Contractors may offer additional discounts based on the potential volume of the business that may be generated by a BPA

Federal Acquisition Service

Setting up a BPA

- Define agency requirement
- Estimate quantities and delivery requirements
- >\$3,000, follow FAR 8.4 ordering procedures
- Make “Best Value” determination
- Review the BPA at least annually to ensure that it remains the best value selection

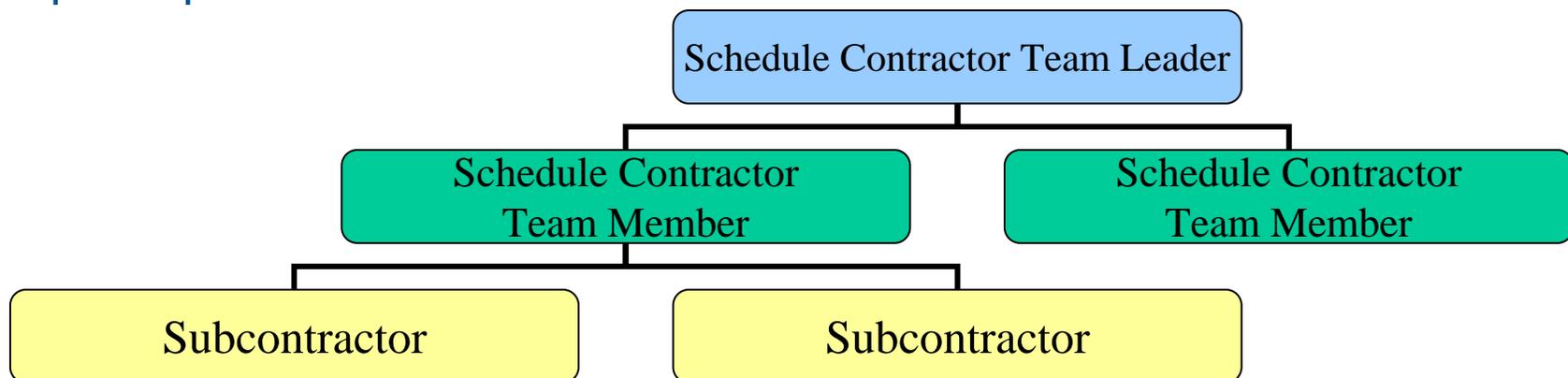
Single or Multiple??

Single when you can clearly define the tasks to be ordered and a firm-fixed price or ceiling price can be determined.

Multiple when you determine more than one BPA is required to meet your ordering needs

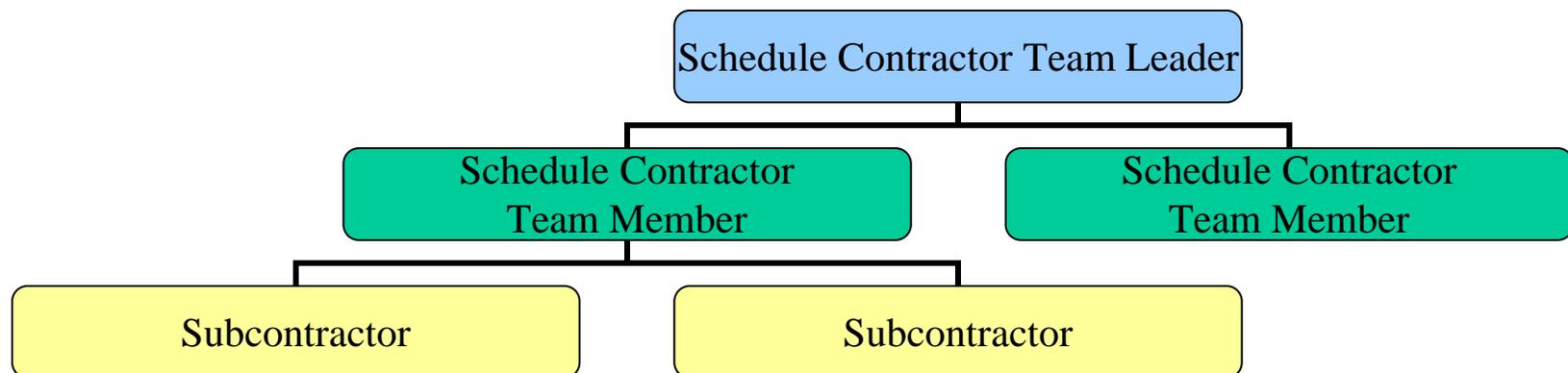
Contractor Team Arrangements

Teaming allows Schedule contractors to deliver an end-to-end solution from multiple industries. Schedule contractors may propose a team solution or you may solicit for a team solution. These arrangements also enhance the ability of small business concerns to participate.



Contractor Team Arrangements

- Orders placed under a Contractor Team Arrangement are subject to the terms and conditions of the Schedule contract holders
- They independently abide by the T&C of their individual contracts
- One Contractor can be designated by the team as the Team Leader





Contractor Team Arrangements

Orders should include...

- The appropriate contract numbers
- A list of services or products to be provided
- The agreed-upon pricing

Power Tip: A copy of the Teaming Agreement should be available for your review. It should spell out who is responsible for doing which tasks, pricing, etc.

Federal Acquisition Service

How are **incidental** items handled under schedules?

GSA has not negotiated or evaluated prices for these items.

You must comply with the requirements for full and open competition!!



Summary

- Multiple Awards Schedules provides:
 - Widely accepted commercial acquisition vehicle offering millions of products & services
 - Listing of similar products and services available through GSA
 - Bridges commercial buying practices, offering a direct relationship with industry
 - Ordering is quick and convenient



Assisted Acquisition Services (AAS)

- GSA AAS works closely with every major Federal, Civilian and DoD government agency to offer Assisted Acquisition Services on a fee-for-service basis for “cradle to grave” acquisition support.



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GSA Mid-Atlantic Region Assisted Acquisition Services (AAS)

- Total Personnel (Including Contractors) = 50
- Warranted Contracting Officers = 11
- Unlimited Warranted Contracting Officers = 8
- Contract Specialists = 14
- Information Technology Specialists = 17



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Assisted Acquisition Services (AAS) - Areas of Expertise:

- **Information Technology Solutions**
 - Everything from PC purchases to staffing and managing an entire IT operation

- **Professional Services**
 - Professional Engineering, Environmental, MOBIS, LOGWORLD, etc.

- **Network Services**
 - Telecommunication services from telephone purchases to satellite services



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Assisted Acquisition Services (AAS) include:

- Statement of Work (SOW) development
- Acquisition Strategy and Options including Acquisition Plans
- Request for Proposal (RFP) development
- Conduct the Acquisition
- Write Technical Evaluations
- Provide legal support, if necessary
- Act as Contracting Officer Technical Representative (COTR) Milestones, Schedules and Costs
- Provide Project and Financial Management
- Develop and Track Task Orders in our web based ordering system ITSS



Task Order Lead Time / Average Value

- Task Order lead-time is generally 2-4 months from funding receipt to task order award

- Average Value of Task Orders:
 - FY-07 = \$2.2M per task order per year

- FY-07 AAS Revenue \$340M



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What Contracts are used for AAS Services?

➤ **Competed GWAC Contracts**

- 8(a) STARS
- Millennia
- Millennia Lite
- ANSWER
- Commits NexGen
- VETS
- ALLIANT Small Business

➤ **Telecommunications Technology Contracts**

- Connections Contract
- Networx Contract
- State-wide Contract. Provide local dial-tone services to the Mid-Atlantic Regions 5 states.



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What Schedules are used for AAS Services?

- **GSA Schedules:**
 - IT 70 (Information Technology)

- **GSA Professional Services Schedules:**
 - Management Organization & Business Improvement Services (MOBIS)
 - Logistics Worldwide (LOGWORLD)
 - Professional Engineering Services (PES)
 - Financial & Business Solutions (FABS)
 - Advertising & Integrated Marketing Solutions (AIMS)
 - Language Services
 - Energy Management Services
 - Environmental Services

- **Through other GSA Schedules:**



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Benefits of AAS include:

- One-stop shopping
- Adherence to acquisition excellence
- Pre-awarded contract vehicles
- Access to thousands of best-in-class industry partners with proven technical and acquisition expertise
- Performance-based contracting solutions
- Maximized competition to deliver best value
- Offices close to the customer
- FAS AAS employees are dedicated to customer satisfaction



Smarter Solutions for a Better Environment

- Energy Efficient Products
- Safer Paints, Cleaning, and Chemical Products
- Environmental Compliance Services
- Waste and HAZMAT Management Services
- Energy Management Services
- Alternative Fueled Vehicles (AFV)



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Utilization and Donation

GSA GSAXcess®
U.S. General Services Administration

User Guides FAQ Program Links Contact Links

• GSAXcess® HelpDesk

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Enter Access code and Password then click 'Login' button

Your new entry to report and acquire excess and surplus property, formerly accomplished in FEES.

Welcome to GSAXcess.gov, the entry site for the Federal Excess Property Utilization Program and the Federal Surplus Property Donation Program operated by the General Services Administration. You must login to use GSAXcess® to search for available property or report property. This site is not intended for the general public.

If you are interested in public sales of Government property, please visit [GSA Auctions®](#).

If you have procedural questions about Property Disposal, email them to [Ask The Expert](#). For systems questions contact the [GSAXcess® HelpDesk](#).

Recipient of 2004 [Miles Romney Achievement Award](#) for Innovation in Personal Property Management.

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Password **Login**

Change Password? Enter Access Code, Password and Click [here](#).

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GSAXcess® HelpDesk 1-866-333-7472.

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- Excess Personal Property Transfers to Federal Agencies
- Property Donations Through State Agencies for Surplus Property
- Area Property Officers
- National Utilization Officer Contacts
- Personal Property Management Offices
- GSAXcess® Browser Troubleshooting Guide

www.gsa.gov/gsaxcess



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Computers for Learning



Federal Acquisition Service

Federal Property Sales

GSA Auctions®
General Services Administration
Government Site for Auctions

★ FAQs ★ Abbreviations ★ About GSA Auctions® ★ Terms & Conditions ★ Pricing Guides ★ Contact Us ★ Credit Card Form

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Welcome to GSA Auctions® -
Your Official Link to Government Surplus, Seized and Forfeited Property

Browse Today's Auctions

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- ★ [Aircraft and Aircraft Parts](#) (1)
- ★ [Boats and Marine Equipment](#) (8)
- ★ [Communication Equipment](#) (20)
- ★ [Computer Equipment and Accessories](#) (75)
- ★ [Construction Equipment](#) (9)
- ★ [Electrical and Electronic Equipment and Components](#) (10)
- ★ [Fire Trucks and Fire Fighting Equipment](#) (3)
- ★ [Furniture](#) (53)
- ★ [Hand Tools & Shop Equipment](#) (6)
- ★ [Household/Personal](#) (13)
- ★ [Industrial Machinery](#) (13)
- ★ [Jewelry & Exotic Collectibles](#) (27)
- ★ [Lab Equipment](#) (41)
- ★ [Medical, Dental, and Veterinary Equipment and Supplies](#) (21)
- ★ [Miscellaneous](#) (171)
- ★ [Motorcycles & Bicycles](#) (1)
- ★ [Office Equipment and Supplies](#) (22)
- ★ [Photographic Equipment](#) (16)
- ★ [Trailers and Tractors](#) (320)
- ★ [Vehicles](#) (123)
 - [Cars, SUVs, Vans, Buses and Ambulances](#) (20)
 - [Trucks, Truck tractors, and Ground Effect Vehicles](#) (85)
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Item Name: YTB 817 MIDWAY TUG,
Sale No. 41FBPI05277001,
Sale Ends 5/17/05.
Click on the picture to see the Item Description.


Platinum Mens Watches,
Sale No. W1FBPI05038307,
Sale Ends 05/16/2005.
Click on the picture to see the Item Description. **To view other jewelry for sale please see Sale No. W1FBPI05038**



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Government Vehicle Sales

U.S. General Services Administration
Federal Supply Service

GSA Fleet Vehicle Sales

GSA Home

Home > GSA FLEET VEHICLE SALES

* The General Public and Dealers are Welcome!*

GSA Fleet Vehicle Sales

Not all vehicles available at all locations.
[170 veh. at Albuquerque on 2/14!!](#)
[Large selection of specialty veh. incl. 15+ buses!!](#)

Welcome to the official web site for the auction of GSA Fleet vehicles. All the information you need to purchase pre-owned vehicles at one of our Government auctions is available to you on this site. You can view our vehicle auction sales schedule, search for an upcoming auction in your area, look for specific vehicle models and more.

Typical Vehicles	
	Lumina, Astro, Pickup
	Stratus, Caravan, Pickup

Search for upcoming GSA Fleet Auctions	
From:	To:
<input type="text" value="02/13/2003"/>	<input type="text" value="02/13/2003"/>
<input type="button" value="Search"/>	<input type="button" value="Reset"/>

www.autoauctions.gsa.gov



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Valuable Websites References

Website	Description
www.gsa.gov	GSA Home Page – access many key resources from this site such as e-Tools (Schedule e-Library, GSA Advantage ! ®, e-Buy, FedBizOpps, etc.), FSS Center (online training), and much more.
www.gsa.gov/cmls	The Centralized Mailing List Service (CMLS) ensures that customers and vendors can easily access catalogs and brochures about product and service offerings, how-to manuals, quick-reference sheets, and GSA Schedules guides. CMLS will ship the publications free of charge within three business days of the order being placed.
www.gsaadvantage.gov	GSA Advantage ! ® is the online shopping and ordering system that provides access to thousands of contractors and millions of services and products.
www.ebuy.gsa.gov	e-Buy , a component of GSA Advantage ! ®, is an online Request for Quotation (RFQ) and Request for Information (RFI) tool.
www.gsaelibrary.gsa.gov	Schedules e-Library is the online source for the latest contract award information for GSA, Department of Veterans Affairs (VA) Schedules and Government-wide Acquisition Contracts (GWACs).
www.arnet.gov	A complete source for acquisition information.



Available Training

- *GSA Advantage!*®
- GSA e-Buy
- Multiple Awards Schedule Overview
- Cooperative Purchasing Overview
- GSA Global Supply
- Using GSA Schedules for Customers
- Online Training



U.S. General Services Administration

Federal Acquisition Service

Question & Answers



The GSA logo consists of the letters 'GSA' in a white, sans-serif font, centered within a blue square. This square is positioned in the top-left corner of a larger dark brown rectangular area that occupies the left side of the slide. The dark brown area also features a photograph of two hands shaking, with one hand being darker-skinned and the other lighter-skinned, symbolizing partnership or agreement.

GSA

U.S. General Services Administration

A solid red horizontal bar spans across the width of the slide, positioned above the main thank-you text.

**Thank you
for your interest in the
Federal Acquisition Service.**

**For more information,
contact us at:
215-446-5094**