What’s going on in GSA…
Feb 2020
SAME Space Coast Post
Small Business Industry Day & Federal Contracting Workshop

Trey Tackling
Region 4 Customer Service Director
U.S. General Services Administration
GSA Federal Acquisition Service
Region 4 CASE
(Customer Accounts & Stakeholder Engagement)
trey.tackling@gsa.gov
(904) 403-3359
SAVE THE DATE

APRIL 14-16, 2020
ATLANTA, GEORGIA
GEORGIA WORLD CONGRESS CENTER

Free for federal attendees
Earn up to 20 Continuous Learning Points (CLPs)

SIGN UP NOW

Visit: www.gsa.gov/FAST
GSA Overview

- GSA Multiple Award Schedules (MAS) – MAS Consolidation
- Other GSA Managed Contracts of Interest
  - BMO /OASIS
- Spend Under/Category Management
- GSA Public Building Service (PBS) and Forecast of Opportunities on the Acquisition Gateway
- FAST2020
GSA Customer Service Directors – Florida  gsa.gov/csd

Todd Cook
todd.cook@gsa.gov
(850) 283-8491
Panama City (panhandle)

Ekeitha Redd
ekeitha.redd@gsa.gov
(321) 318-4469
Orlando

Robb Back
robb.back@gsa.gov
(321) 307-5482
Tampa

Shaun Hartman
shaun.hartman@gsa.gov
(321) 258-2337
Patrick AFB/Cape

Trey Tackling
trey.tackling@gsa.gov
(904) 403-3359
Jacksonville (south GA)

Felix Peguero-Luna
felix.peguero-luna@gsa.gov
(954) 290-2287
Miami

GSA FAS Region 4 Industry Specialist:
Jan Zeigler
jan.ziegler@gsa.gov
(803) 310-0088
GSA MAS
(Multiple Award Schedule)
gsa.gov/schedules
What Is a Multiple Award Schedule?

- Federal Supply Schedule (FSS) a.k.a. “Multiple Award Schedule (MAS)” – collection of government-wide contracts for **commercial** products, services, and solutions

- Multiple Award IDIQ, 5 year award, three 5 year options

- Standing solicitation is now posted on Beta.SAM.gov. Vendors can apply 24/7/365

- Orders placed against Schedules are governed by FAR 8.4 – saves buyers time by streamlining acq procedures
GSA Schedule Facts

- Over 29 million supplies and services
  - Accessed via eLibrary and GSA Advantage websites

- Over 16,000 Schedule contracts
  - 80% are small businesses

- $44.26 Billion total annual spend (including VA Schedules) in FY19
  - $12.8B to small business
  - State and local GOV’s account for $763M
What Can I NOT offer on GSA Schedules?

- The bad news....

- Architect & Engineering (A&E) Services as defined in FAR Subpart 2.101 and subject to the Brooks Architect-Engineers Act (40 U.S.C. 1102)

- Construction – except minor repair and alterations can be provided as ancillary under GSA MAS 03FAC, Facilities Management.

- But....the good news.....
What Services can I offer Military Engineers on Schedule?

- Environmental Services
  - Consulting Services
  - Training
  - Waste/Recycling (inc. HAZMAT)
  - GIS Services
  - Remediation/Reclamation

- Facility Management Services
  - Janitorial
  - HVAC
  - Elevator
  - Locksmith
  - Fire Alarm/Suppression
  - Utility System Maintenance

- Professional Services
  - Consulting Services
  - Furniture Services
  - Energy Services
  - Transportation Services
  - Vehicle Buy/Lease Services
    - Cranes
    - Forklifts and aerial equip
    - Heavy Equip

*Note: For a comprehensive list of services, please visit GSA eLibrary: [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov)*
What Supplies can I offer Military Engineers on Schedule?

- Building & Industrial Materials
  - Generators/Light towers
  - Pre-engineered buildings (w/installation services)
  - Compressors and shop equip
  - Plumbing/Electrical Supplies
  - Warehouse Equip
  - Scaffolding
  - Storage Tanks

- Tools and Hardware

- Furniture and Furnishings

- Disaster Relief Products

- Hospitality, Cleaning & Chemicals

- Laboratory, Scientific and Medical

- Vehicles & Watercraft

- Law Enforcement, Security and Fire equip (to include wildland fire)

Note: For a comprehensive list of supplies, please visit GSA eLibrary: www.gsaelibrary.gsa.gov
GSA MAS Consolidation
(Multiple Award Schedule)
gsa.gov/mastransformation
MAS Consolidation

- Consolidates 24 Schedules to one single schedule
- Minimal impact on buyers
- Period of Performance does not change
- Companies with more than one Schedule will get special attention in Phase III – beginning August 2020
- SINs were consolidated from 881 to 317 NAICS based SINs
- There are now 12 Categories and 83 Subcategories
- Received (and listened to) over 1,000 industry comments
- Current Schedule holders must accept the updated T&C to transition NLT 7/31/20 or contract items will no longer appear in GSA.
## Overview of MAS Consolidated Schedule

MAS Consolidated Structure (12 Large Categories)

<table>
<thead>
<tr>
<th>Facilities</th>
<th>Furniture and Furnishings</th>
<th>Human Capital</th>
<th>Industrial Products and Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Information Technology</td>
<td>Miscellaneous</td>
<td>Professional Services</td>
<td>Office Management</td>
</tr>
<tr>
<td>Scientific Management and Solutions</td>
<td>Security and Protection</td>
<td>Transportation and Logistics</td>
<td>Travel</td>
</tr>
</tbody>
</table>
MAS Consolidation

Phase 1
(Complete)

- Develop the New Schedule
  - Create a new solicitation for the single schedule
  - Review every term and condition
  - Map duplicate Special Item Numbers (SIN) across the current solicitations
  - Use Category Management to better organize offerings
  - Release new schedule and close existing schedules to new offers

Phase 2

Mass Modifications
- Complete mass modification for all existing contract holders (simply to update terms and conditions)
- Contracts retain current schedule contract number
- Vendors may select SINs that were previously on separate schedules

Phase 3

Multiple Contract Consolidation
- Consolidate multiple contracts into a single contract for those contractors

To learn more, visit http://www.gsa.gov/mastransformation
MAS Solicitation on beta.SAM

Contract Data Reporting for FPDS Users
Attention: The FPDS contract award reporting functions will be migrating to the beta.SAM.gov Data Bank by the end of the second quarter of fiscal year 2020. FPDS reports users should visit the current site to learn more.

More alerts

MAS Consolidation

99--Multiple Award Schedule

Note: There have been new actions to this contract opportunity. To view the most recent action, please click here.

4TZSMD20R86001

General Information

Contract Opportunity
General Information
Classification
Description
Attachments/Links
Contact Information
History
Award Notices
What you think matters!
Provide Feedback
# MAS Solicitation on beta.SAM

<table>
<thead>
<tr>
<th>Contract Opportunity</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>General Information</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Classification</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Description</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Attachments/Links</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contact Information</td>
<td></td>
<td></td>
</tr>
<tr>
<td>History</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Award Notices</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**What you think matters!**

Provide Feedback

| 11 - Security and Protection |  |  |
| 10 - Scientific Management and Solutions |  |  |
| 09 - Professional Services |  |  |
| 08 - Miscellaneous Services |  |  |
| 07 - Information Technology |  |  |
| 06 - Industrial Products and Services |  |  |
| 05 - Human Capital Services |  |  |
| 04 - Furniture and Furnishings |  |  |
| 03 - Facilities Management Services |  |  |
| 02 - Office Management Services |  |  |
| 01 - Solicitation          |  |  |

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>14 - Regulations Incorporated by Reference</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>13 - Travel Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>12 - Transportation and Logistics Services Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>11 - Security and Protection Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>10 - Scientific Management and Solutions Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>09 - Professional Services Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>08 - Miscellaneous Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>07 - Information Technology Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>06 - Industrial Products and Services Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>05 - Human Capital Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>04 - Furniture and Furnishings Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>03 - Facilities Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>02 - Office Management Category Attachment</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
<tr>
<td>01 - Solicitation</td>
<td>Jan 29, 2020</td>
<td></td>
</tr>
</tbody>
</table>
GSA Schedules Consolidation and Modernization

To learn more visit:
gsa.gov/mastransformation
or email maspmo@gsa.gov

Additional training and information is available here:
Interact.gsa.gov
https://www.youtube.com/watch?v=gPydy_f-p-w&feature=youtu.be
gsa.gov/mascategoryrequirements
OASIS
(One Acquisition Solution for Integrated Services)
gsa.gov/oasis
OASIS (One Acquisition Solution for Integrated Services)

- OASIS is a GSA managed Prof Svs contract but **NOT** a GSA Schedule
  - FAR 16.505 ordering procedures apply **NOT** FAR 8.4
- OASIS has both unrestricted and small business contracts
  - **8(a) subpools coming!**
  - $8.34B awarded on OASIS in FY19
  - On ramping and off ramping seasons
- OASIS is split into 6 pools
  - Pool 1: Engineering/Environmental Services
  - Pool 3: Marine Engineering and Naval Architecture
  - Pool 4-6: R&D
- Allows maximum flexibility for contract types:
  - Firm-Fixed-Price  Labor – Hour  Hybrid
  - Cost-reimbursement  Time and Material
BMO
(Building Maintenance and Operations)
gsa.gov/bmo
BMO (Building Maintenance and Operations)

- BMO is a GSA managed contract that spans many areas of expertise and includes the primary services required to provide a **total solution to maintain and operate federal buildings and assets**
  - FAR 16.505 ordering procedures apply NOT FAR 8.4

- BMO has both unrestricted and small business contracts
  - On ramping and off ramping seasons

- Allows maximum flexibility for contract types:
  - Firm-Fixed-Price  Labor – Hour  Hybrid
  - Cost-reimbursement  Time and Material
## BMO Scope of Services

<table>
<thead>
<tr>
<th>Operations and Maintenance</th>
<th>Facility Support Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>HVAC Maintenance</td>
<td>Janitorial</td>
</tr>
<tr>
<td>Plumbing and Pipefitting</td>
<td>Landscaping/Grounds Maintenance</td>
</tr>
<tr>
<td>Elevator Maintenance</td>
<td>Pest Control</td>
</tr>
<tr>
<td>Electrical Maintenance</td>
<td>Waste Management Recycling Services</td>
</tr>
<tr>
<td>Fire Alarm System Maintenance Repair</td>
<td></td>
</tr>
<tr>
<td>Roofing Services</td>
<td></td>
</tr>
<tr>
<td>Building Management Services</td>
<td></td>
</tr>
<tr>
<td>Architectural and Framework Building Maintenance Services</td>
<td></td>
</tr>
<tr>
<td>Commissioning Services</td>
<td></td>
</tr>
<tr>
<td>Elevator Inspection Services</td>
<td></td>
</tr>
<tr>
<td>Other Facility Mgmt Related Services</td>
<td></td>
</tr>
</tbody>
</table>
Geographic Coverage:

**Phase I**
- Zone 1: DC, VA, MD, PA, DE, NY, NJ, & WV
- Zone 2: MA, CT, NH, VT, ME, & RI
- Zone 3: FL, GA, NC, & SC
- Zone 4: TX & OK
- Zone 5: CA & NV
- Zone 6: MO, IL, IA, NE, & KS
- Zone 7: IN, KY, MI, & OH
- Zone 8: AL, AR, LA, MS, & TN
- Zone 9: MN, ND, SD, & WI
- Zone 10: ID, MT, OR, WA, & WY
- Zone 11: AZ, CO, NM, & UT
- Zone 12: AK
- Zone 13: HI
- Zone 14: PR

**Phase II**

**Phase III**
So why should I be interested in becoming a GSA contract holder if I’m in industry?

...or...

Why utilize GSA contract vehicles if I’m a federal buyer?
Leverage Existing Solutions for Common Requirements:

Agencies should consider government-wide contracts for common goods and services to save money, avoid wasteful and redundant contracting actions, and free-up acquisition staff to accelerate procurements for high-priority mission work. To the maximum extent practicable, especially for the acquisition of common goods and services, agencies shall use existing contract solutions such as:

- Federal Supply Schedules (GSA MAS Schedules);
- Government-wide acquisition contracts;
- Multi-agency contracts;
- and any other procurement instruments intended for use by multiple agencies, including "Best in Class" (BIC).
## Spend Under Management / Category Management

March 2019: OMB Memo Issued to agencies – Mandates Increased Spend Under Management & Reduced open market spend.

<table>
<thead>
<tr>
<th>Tier 0</th>
<th>Tier 1</th>
<th>Tier 2</th>
<th>Tier 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spend not aligned to CM Principals</td>
<td>Agency-Wide Mandatory Solutions</td>
<td>Multi-Agency Solutions</td>
<td>Government-wide Best-in-Class (BIC) Solutions</td>
</tr>
<tr>
<td>Contract dollars not fitting into any other Tier</td>
<td>Agency-wide contract dollars with mandatory use or mandatory consideration policies &amp; data sharing standards</td>
<td>Obligated dollars on agency-wide contracts satisfying rigorous standards for strategy, data, tools &amp; metrics</td>
<td>Contract dollars obligated on Best-In-Class contracts</td>
</tr>
<tr>
<td>OMB encourages Agencies to shift to higher tier solutions</td>
<td>Example: Air Force NETCENTS-2 or Seaport NexGen</td>
<td>Example: GSA Multiple Award Schedules</td>
<td>Example: OASIS, ALLIANT2, 8(a) STARSII, VETS 2</td>
</tr>
</tbody>
</table>

Example: Open market
PBS
(Public Building Service)
gsa.gov/pbs
PBS is responsible for ALL Federal buildings (8,681 assets, 370M SF of workspace)

- Design & Construction
- Project Management
- Portfolio Management
- Space Acquisition (Leasing)
- Procurement
- Facilities Management

So where do I find a forecast of opportunities for PBS....?
Acquisition Gateway

- Forecast of Contracting Opportunities
- Solution finder
- eBuy Open (GOV only)
- Many add. GOV acquisition resources

https://hallways.cap.gsa.gov

CAP – Online access to everything available in a particular product/service category.
Conduct Market Research:
Solutions Finder, Prices Paid Portal, and CALC Tool (Contract Awarded Labor Category)

Manage your Acquisition Package:
Project Center, Document Library, eBuy Open

Join the Community:
Community Discussions, Connections Finder

Discover Guidance by Category
The ten hallways

Find providers by goods or services:
Furniture Finder, Guardfinder, Laptop Desktop Finder, F&C Training and Education App, Top Facilities Maintenance Requests

Additional Resources:
Category Management Hub, Gov-Wide CM Dashboards, Green Procurement Compilation, TechFAR HUB, and Forecast of Small Business Contracting Opportunities

OVER 26K+ GOVERNMENT USERS IN 104 GOV AGENCIES HAVE ACCOUNTS IN THE GATEWAY
Acquisition Gateway – hallways.cap.gsa.gov

4K OPPORTUNITIES!!

FORECAST OF
CONTRACTING OPPORTUNITIES

Welcome to the FORECAST OF CONTRACTING OPPORTUNITIES

The goal of this tool is to provide a nationwide dashboard of upcoming federal contracting opportunities. All projected procurements are subject to revision or cancellation. Final decisions on the extent of competition, small business participation, estimated value, or any aspect of the procurement action will not be made until each procurement is posted to beta.SAM.gov. Forecast data is for planning purposes only and is not a commitment by the Government to purchase the described products and/or services. Questions regarding a projected procurement should be addressed to the point of contact listed in the record. If you have any questions about the tool itself, contact us at forecasthelp@gsa.gov.

Develop Cross Functional Training Course #5

Listing ID: 20653
Organization: OGP-Office of Government-wide Policy
Place of Performance: Washington, DC
Award Status: Awarded
Estimated Contract Value (Min.): Below 150K
Period of Performance: 2020-04-30 to 2021-04-29
Contract Type: Firm Fixed Price

Agency: General Services Administration
Region: CO-Central Office
NAICS Code: 611430
Estimated Contract Value (Max.): Below 150K
Estimated Award Date (FY-QTR): 2020 - 2nd
Acquisition Strategy/Type of Set-Aside: Small Business
Type of Awardee: Small Business

Develop Cross Functional Course #5

Develop Cross Functional Course Training

Some content is only available for Federal users. Please sign in to unlock complete access.
# Acquisition Gateway – hallways.cap.gsa.gov

## Courts Alterations, Columbus Courthouse

Design and construction services for court alterations, Courthouse and Post Office, Columbus, GA.

<table>
<thead>
<tr>
<th>Listing ID: 20289</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organization: PBS - Public Buildings Service</td>
</tr>
<tr>
<td>Place of Performance: Columbus, GA</td>
</tr>
<tr>
<td>Award Status: Solicitation Issued</td>
</tr>
<tr>
<td>Estimated Contract Value (Min.): 251K to 500K</td>
</tr>
<tr>
<td>Estimated Contract Value (Max.): 251K to 500K</td>
</tr>
<tr>
<td>Period of Performance:</td>
</tr>
<tr>
<td>Contract Type: Firm Fixed Price</td>
</tr>
<tr>
<td>NAICS Code: 236220 Commercial and Institutional Building Construction</td>
</tr>
</tbody>
</table>

---

## USMS Entry Screening Station

Design & Build of Entry Screening Entry

<table>
<thead>
<tr>
<th>Listing ID: 17195</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organization: PBS-Public Buildings Service</td>
</tr>
<tr>
<td>Place of Performance: Phoenix, AZ</td>
</tr>
<tr>
<td>Award Status: Evaluation Stage</td>
</tr>
<tr>
<td>Estimated Contract Value (Min.): 2.1M to 5M</td>
</tr>
<tr>
<td>Estimated Contract Value (Max.): 2.1M to 5M</td>
</tr>
<tr>
<td>Period of Performance:</td>
</tr>
<tr>
<td>Contract Type: Firm Fixed Price</td>
</tr>
<tr>
<td>NAICS Code: 236220 Commercial and Institutional Building Construction</td>
</tr>
</tbody>
</table>

---
### USAO Alterations and SPR

<table>
<thead>
<tr>
<th>Listing ID</th>
<th>20428</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td>Design/Build General Construction Services</td>
</tr>
<tr>
<td>Agency</td>
<td>General Services Administration</td>
</tr>
<tr>
<td>Organization</td>
<td>PBS-Public Buildings Service</td>
</tr>
<tr>
<td>Region</td>
<td>09-Pacific Rim Region</td>
</tr>
<tr>
<td>Place of Performance</td>
<td>Sacramento, CA</td>
</tr>
<tr>
<td>NAICS Code</td>
<td>236220 Commercial and Institutional Building Construction</td>
</tr>
<tr>
<td>New Requirement or Exercise of Option or Recompete or Current Contract</td>
<td>New Requirement</td>
</tr>
<tr>
<td>Base and All Options/Exercised Options</td>
<td></td>
</tr>
<tr>
<td>Base and All Options Value/Exercised Option Value</td>
<td></td>
</tr>
<tr>
<td>Award Status</td>
<td>Planning</td>
</tr>
<tr>
<td>Estimated Contract Value (Min.)</td>
<td>1.1M to 2M</td>
</tr>
<tr>
<td>Estimated Contract Value (Max.)</td>
<td>1.1M to 2M</td>
</tr>
<tr>
<td>Task/Delivery Order Dollar Amount</td>
<td></td>
</tr>
<tr>
<td>Current Fiscal Year Projected Obligation</td>
<td></td>
</tr>
<tr>
<td>Estimated Award Date (FY-QTR)</td>
<td>FY20</td>
</tr>
<tr>
<td>Estimated Solicitation Date</td>
<td>2020-01-13</td>
</tr>
<tr>
<td>Link to Solicitation</td>
<td></td>
</tr>
<tr>
<td>Period of Performance</td>
<td>2020-03-16 to 2020-06-16</td>
</tr>
<tr>
<td>Ultimate Completion Date</td>
<td>2020-07-16</td>
</tr>
<tr>
<td>Current Completion Date</td>
<td></td>
</tr>
<tr>
<td>Acquisition Strategy/Type of Set-Aside</td>
<td>8(a) Sole Source</td>
</tr>
<tr>
<td>Contract Type</td>
<td>Firm Fixed Price</td>
</tr>
<tr>
<td>Procurement Method</td>
<td>8(a) Sole Source</td>
</tr>
<tr>
<td>Extent Competed</td>
<td>Not Available for Competition</td>
</tr>
<tr>
<td>Contractor Name</td>
<td>TBD</td>
</tr>
<tr>
<td>Awarded Contract Order/Document Number</td>
<td></td>
</tr>
<tr>
<td>Type of Awardee</td>
<td>8(a) (Part of Small Disadvantaged Business)</td>
</tr>
<tr>
<td>Award Type</td>
<td>Definitive Contract</td>
</tr>
<tr>
<td>Point of Contact Name</td>
<td>Deborah Tyson</td>
</tr>
<tr>
<td>Point of Contact Email</td>
<td><a href="mailto:deborah.tyson@gsa.gov">deborah.tyson@gsa.gov</a></td>
</tr>
<tr>
<td>Small Business Specialist/Small Business Technical Advisor</td>
<td>Pamela Smith-Cressel</td>
</tr>
<tr>
<td>Additional Information</td>
<td></td>
</tr>
<tr>
<td>Last Modified Date</td>
<td></td>
</tr>
</tbody>
</table>
Multiple Award Schedules Training

SAVE THE DATE

APRIL 14-16, 2020
ATLANTA, GEORGIA
GEORGIA WORLD CONGRESS CENTER

Free for federal attendees
Earn up to 20 Continuous Learning Points (CLPs)

FAST 2020
FEDERAL ACQUISITION SERVICE TRAINING CONFERENCE

Register Online Today!
Visit: www.gsa.gov/FAST

Advancing Acquisition