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About Us

Over 20 Years of Federal Proposal Success

As a small business ourselves, we understand the unique challenges that small businesses face, so we aim to be efficient and make the process as transparent and approachable as possible.

Our **EXPERIENCE** is your **Success**



Over 20 Years of Experience



2,500+ Businesses Helped



\$20 Billion in Contracts Earned



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GSA Schedule Consolidation – The Facts You Need to Know



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What is a GSA Schedule?

- A GSA Schedule Is a Catalog of Contractors That Have Been Awarded a Contract by GSA That Can Be Used by All Federal Agencies
- It Mirrors Commercial Buying Practices
- Past Performance-Based Contract
- Facilitates Government Procurement
 - Over 10,000,000 Commercial Items and a Multitude of Services Can Be Purchased From Over 15,000 Companies Worldwide

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Multiple Award Schedule Overview

- Govt. Wide Acquisition Contract (GWAC) with optional Worldwide Scope
- Open Season Solicitations
- 5 Year Period of Performance (Three 5 Year Renewals)*
- No Selling Caps
- No FedBizOpps Posting Requirements
- 3 Requests For Quotations (RFQs) then **Best Value** Award
- Pricing is Already Determined “Fair and Reasonable”
- Federal Spot Discounting Permissible With No Repercussions
- 0.75% Industrial Funding Fee (IFF)
- Quarterly or Monthly Reporting Only (GSA is **not** involved in orders)



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GSA Consolidated 24 Multiple Award Schedules Into ONE

- Benefits of Simplification

- Improve Customer Service with Easier Small Business Access to Schedules
- Single Storefront and Set of Terms and Conditions for Purchasers
- Less Administrative Burden and Easier Compliance for Contractors
- Reduce Duplication of Product and Services under Different Schedules/SINs

- Major Change

- Move from Special Item Number to NAICS Codes



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Phased Approach



Phase One

Develop the New Schedule **COMPLETE**

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

Phase Two

Mass Modifications **MUST BE COMPLETED BY JULY 2020**

- Complete mass mods 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 Three

Multiple Contract Consolidation **MID TO LATE 2020**

- Consolidate multiple contracts into a single contract for those contractors

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New Multiple Award Schedule (MAS) Structure

- Part of the GSA's Federal Marketplace Strategy
- 12 Large Categories
 - Follows Category Management
- 83 Subcategories
 - Ease in understanding the right fit
- 318 Special Item Numbers
 - Now based in NAICS
 - Compared to over 900 previously

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Large Categories

1. Office Management
2. Facilities
3. Furniture & Furnishings
4. Human Capital
5. Industrial Products and Services
6. Information Technology
7. Miscellaneous
8. Professional Services
9. Scientific Management Solutions
10. Security and Protection
11. Transportation and Logistics Services
12. Travel

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SIN Examples

- Large Category: IT
 - Subcategory: IT Services
 - SINs:**
 - 54151HACS – Highly Adaptive Cybersecurity Services
 - 54151HEAL – Health Information Technology Services
 - 54151S – Information Technology Professional Services
- Large Category: Professional Services
 - Subcategory: Business Administrative Services
 - SINs:**
 - 541611 – Management and Financial Consulting, Acquisition and Grants Support, and Business Program and Project Management Services
 - 561450 – Business Information Services



Past Performance Requirements

- Minimum Technical Requirement
 - Two years in business running revenue
 - Relevant Project Experience for Services:
 - Must have completed one (two for any IT SIN) project per Special Item Number within the last two years or ongoing project must have base year completed
 - Tasks must be of a similar complexity to the work solicited under each SIN
- Minimum Pricing Requirement
 - A pricing structure consistent with your commercial practices and **supporting documentation** for EACH proposed service/product

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Past Performance Requirements

- CPARs
 - Provide 3 or more reports
 - Completed within 3 years of offer SUBMISSION, 3 distinct orders/contracts, and features work similar in scope to products/services in Solicitation
- Open Ratings (if Obtained Prior to Discontinuing Service)
 - Provide 6-20 customer references
 - Submit final report and order form before 1-year expiration date
- Past Performance Narrative (if Open Ratings not possible)
 - Provide Past Performance Narrative, including a list of relevant customer references
 - Narrative should explain lack of references required to order the ORI Past Performance Evaluation and list all customer references (up to 5) for work similar in scope

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GSA's Pricing Goal

- Offeror acknowledges GSA's pricing goal is to obtain equal to or better than the offeror's Most Favored Customer pricing under the same or similar terms and conditions. Pricing that is not determined by the Government to be highly competitive will not be determined to be fair and reasonable and will not be accepted.



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What's the Plan?



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Getting Started...

- Download the Appropriate Solicitation
 - www.beta.sam.gov (FBO resides here now)
 - <http://www.gsaelibrary.gsa.gov>
- Determine Appropriate Special Item Number(s) (SIN)
- Analyze RFP and Attachments
- Determine Eligibility to Prime GSA Schedule
- Allocate Resources for the GSA Schedule Proposal Process

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MAS Consolidation Resources

- Website
 - <http://www.gsa.gov/mastransformation>
- Multiple Award Schedule GSA Interact Page
 - <https://interact.gsa.gov/groups/multiple-award-schedules>
- Email
 - MASPMO@gsa.gov
- RFP for Review
 - <https://beta.sam.gov/opp/9c6569ce85314504b780b8778abde405/view>





Questions?

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Thank You!



Guest Speaker: Courtney Fairchild
Global Services President & CEO

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