

GSA

Multiple Award Schedule (MAS) & GSA GWAC Program

Presentation to the
Acquisition Advisory Panel
July 12, 2005

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Acquisition Management Center
Federal Supply Service

A SCHEDULE IS...

GSA

Federal Supply Schedule
General Services Administration

GSA
871 II
Energy Management
Services
Helping you achieve energy efficiency
And obtain power at competitive rates

Multiple Award
Variable Contract Periods
5 Years from Date of Award

<http://pub.fis.gsa.gov/>
[http://www.northwest.gsa.gov/fis/
services/asm.htm](http://www.northwest.gsa.gov/fis/services/asm.htm)

- A Commercial Catalog
- Multiple Awards for Varying Requirements
- Volume Discount Pricing
- The **Multiple Award Schedule (MAS) Program** is also known as the **Federal Supply Schedule Program** or the **GSA Schedules Program**

AUTHORITY FOR MAS



- Established under--
 - 41 U.S.C. 251, et seq. - Title III, Administrative Services Act of 1949
 - 40 U.S.C. 501, et seq. - Services for Executive Agencies
- Meets CICA "competitive procedures" under--
 - 41 U.S.C. 259(b)(3)(A)



IN AWARDING MAS CONTRACTS



- GSA uses commercial item IDIQ contracts using FAR Part 12
- Determines contractor responsibility IAW FAR 9.1
- Negotiates and approves an acceptable Subcontracting Plan
- Negotiates and awards fair and reasonable pricing based on the firm's Most Favored Customer rates
- Evergreen contracts (5-year base period + three 5-year options)
- Continuous open solicitation policy

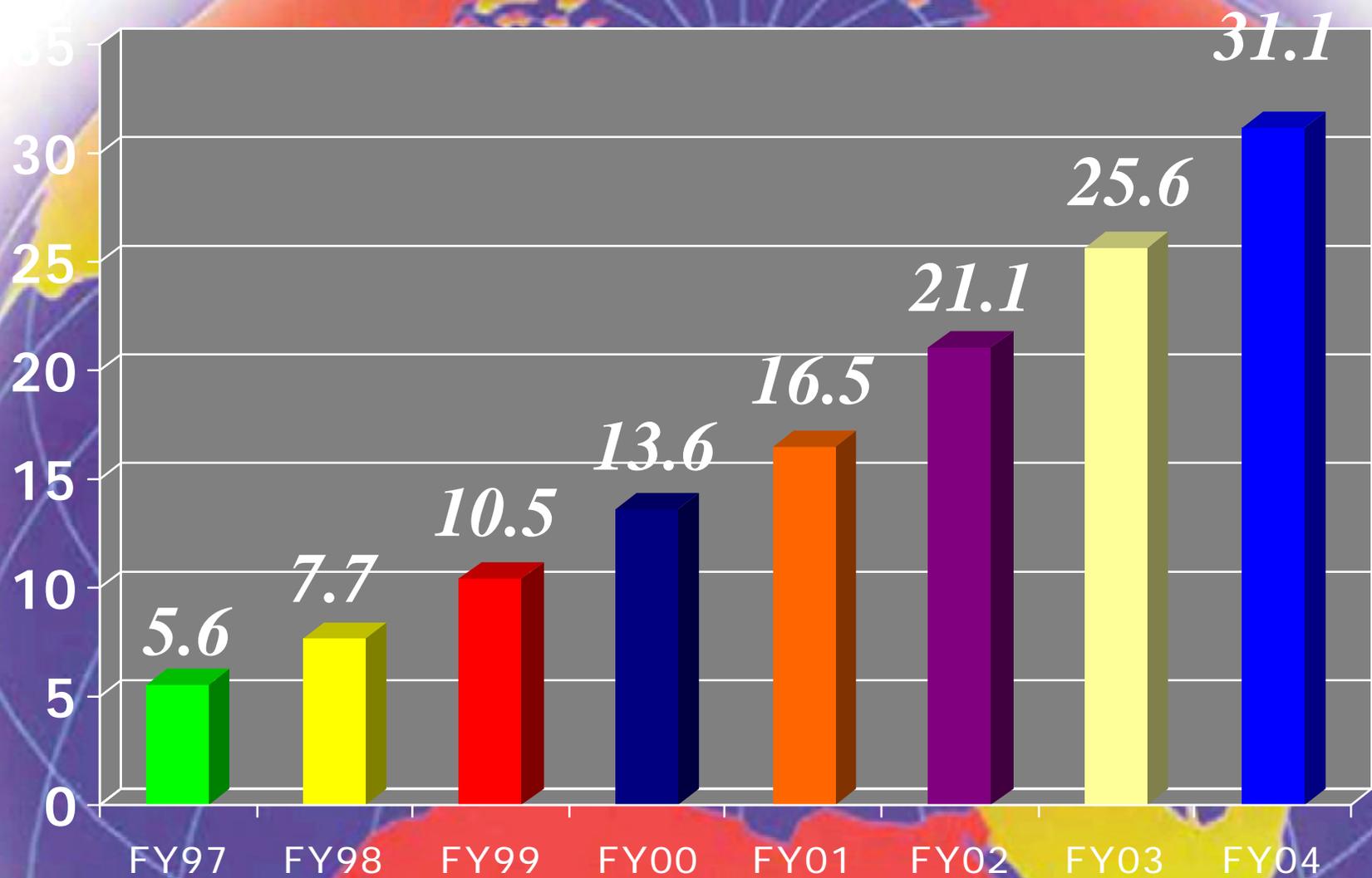
MOST FAVORED CUSTOMER (MFC) PRICING



- MAS negotiation objective is to receive prices that are equal to or better than a company's best customer with comparable requirements (GSAM 538.270).
- Offerors are required to submit their commercial sales and discount practices using the standard format.
- Economic Price Adjustment clause allows price change IAW commercial practice (GSAM 552.216-70).
- Contractor may offer order-level price discount w/o triggering mandatory across-the-board price reduction (GSAM 552.238-75).

MAS Schedule Sales

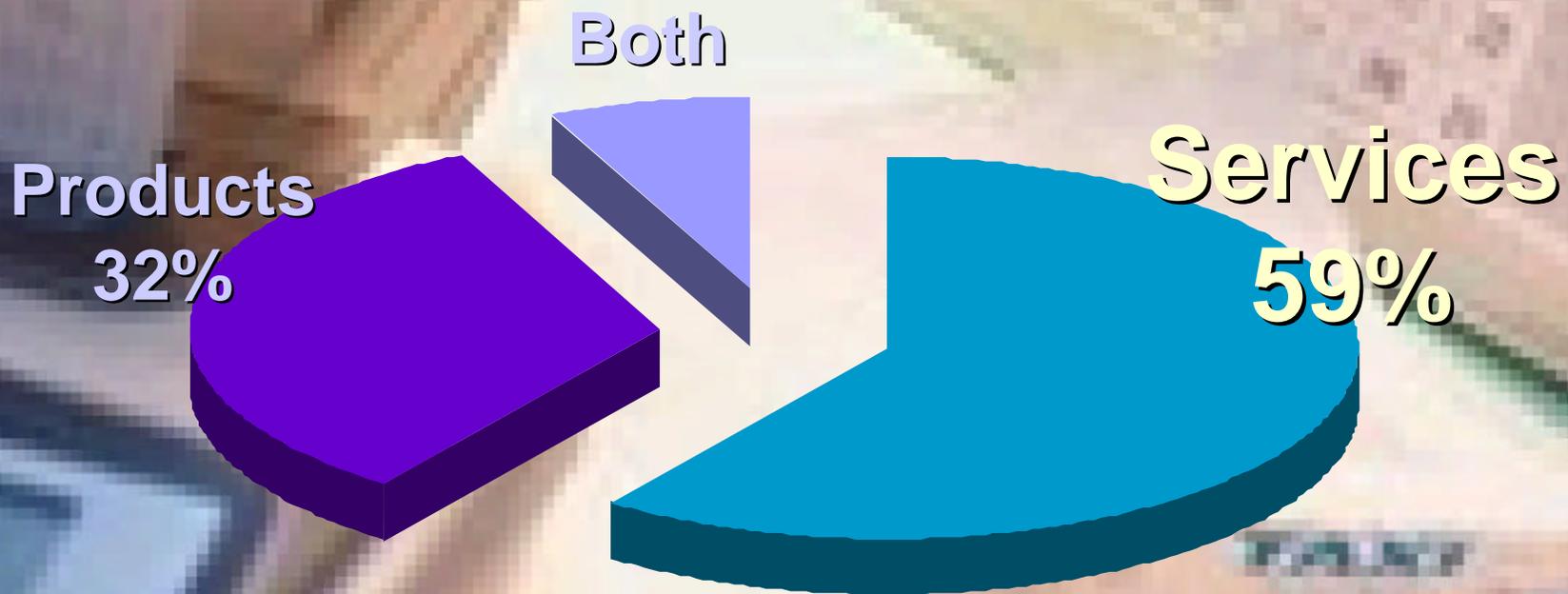
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Services v. Products in MAS

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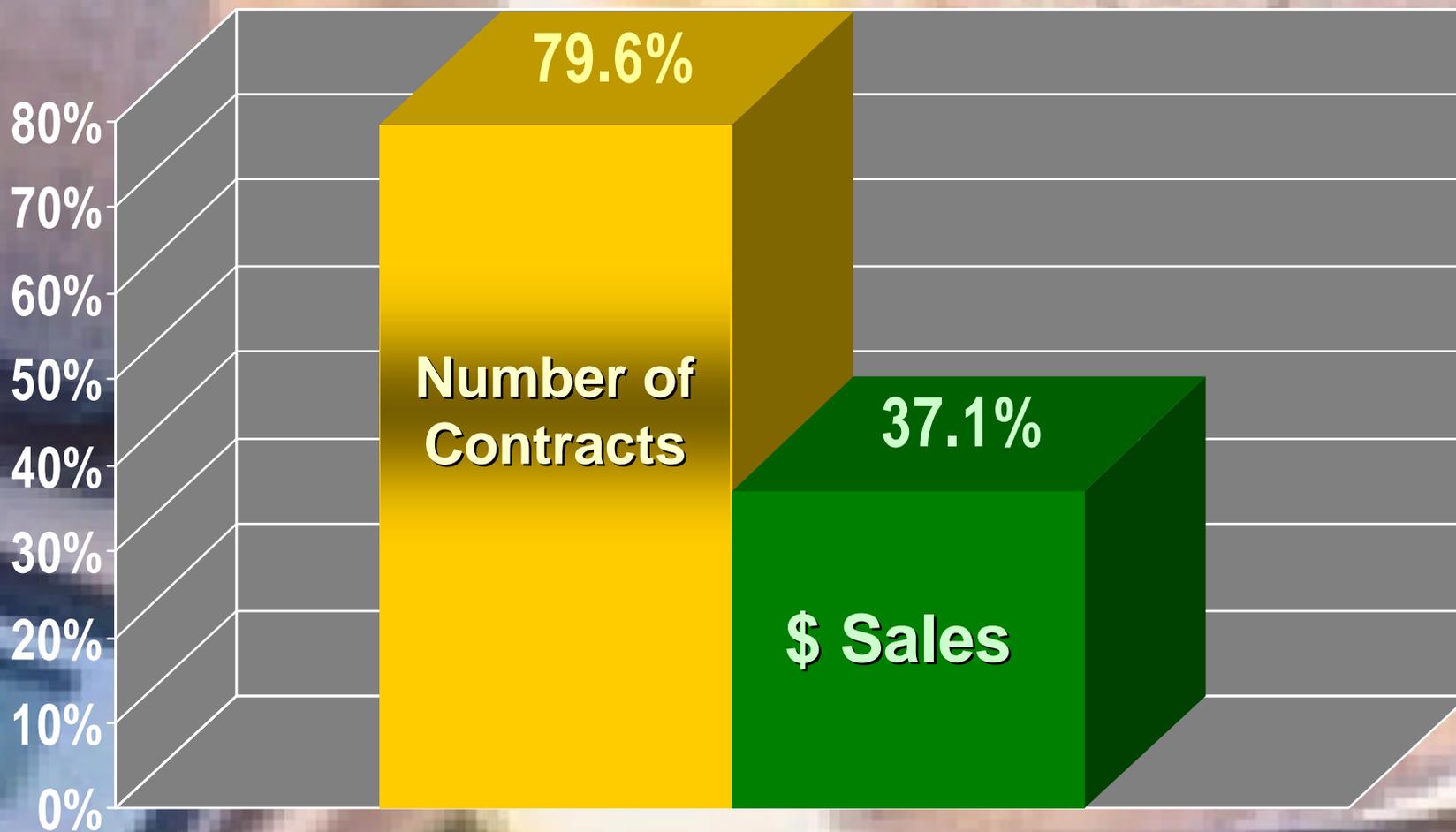
9.2 million items; 14,689 contracts (May 2005)



FY04

Small Businesses in MAS

GSA



FY04

2 TYPES OF MAS ORDERING PROCEDURES

GSA



**PRODUCTS
& SIMPLE
SERVICES**

FAR 8.405-1 Ordering Procedures for Supplies and Services Not Requiring a Statement of Work



SERVICES

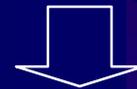
FAR 8.405-2 Ordering Procedures for Services Requiring a Statement of Work



PRODUCTS AND PRE-DEFINED SERVICES NOT REQUIRING A SOW (FAR 8.405-1)



Survey the GSA Advantage! or review at least 3
Schedule catalogs/pricelists

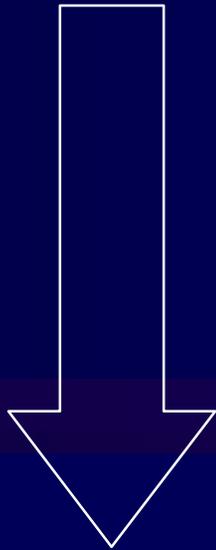


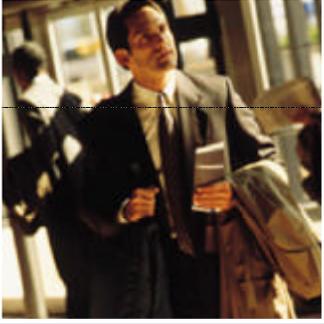
*if order amount exceeds MOT or when
establishing a BPA,*

Review additional catalogs/pricelists
and seek price reductions



Place orders w/ Schedule contractor representing the
best value





SERVICES REQUIRING A SOW (FAR 8.405-2)

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Prepare a RFQ that includes--

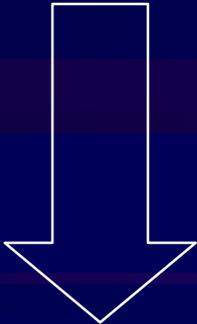
- a. SOW (PBSOW, FFP preferred) and
- b. Evaluation Criteria



Transmit the RFQ to at least 3 contractors (or IAW Section 803 if for DoD) (Provide RFQ When Requested)



if order amount exceeds MOT or when establishing a BPA,
Provide RFQ to Additional Contractors and Seek Price Reductions



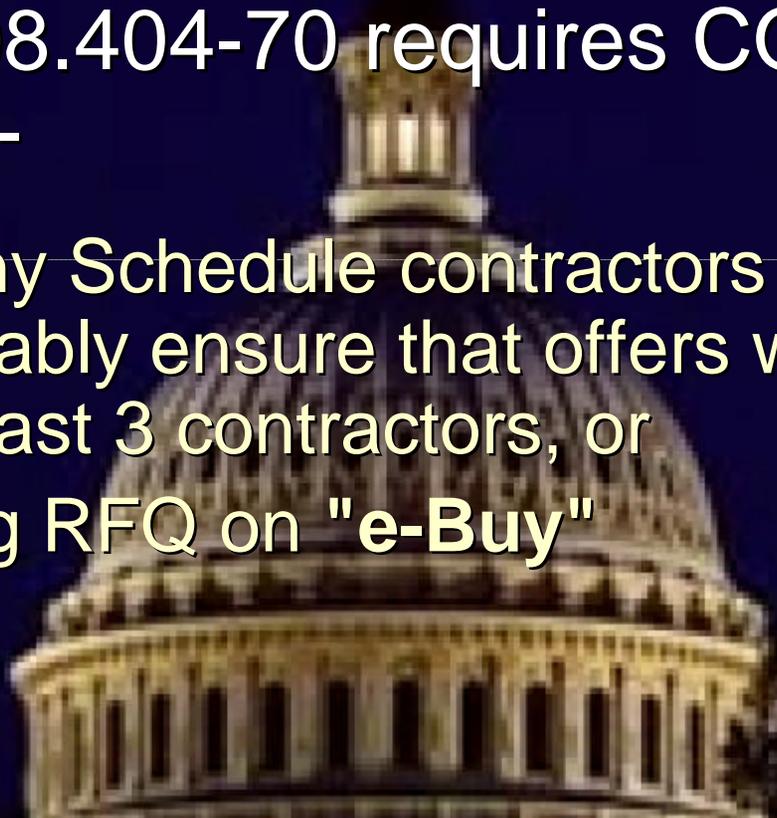
Evaluate Responses and Place Order



National Defense Authorization Act for FY02 Section 803

GSA

- Additional requirement for orders of services exceeding \$100,000 *using DoD funds*
- DFARS 208.404-70 requires CO to provide fair notice--
 - to as many Schedule contractors as practicable to reasonably ensure that offers will be received from at least 3 contractors, or
 - by posting RFQ on "e-Buy"



OTHER MAS ISSUES

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- Establishment of MAS BPA (FAR 8.405-3)
- Price Reductions (FAR 8.405-4)
- Small Business (FAR 8.405-5)
 - May take credit toward socio-economic goals
 - GSA Acquisition Letter (V-05-12) provides additional guidance
- Industrial Funding Fee (0.75%)

GSA e-Tools

GSA

- **GSA Advantage!**[®] on-line shopping source featuring 9.2 million items
 - www.gsaadvantage.gov
- **e-Buy** solicitation posting system (meets DoD Sec. 803)
 - www.gsa.gov/ebuy
- **e-Library** lists all active schedule contracts (43 Schedules)
 - www.gsa.gov/gsaelibrary

TRAINING & EDUCATION

FSS Center for Acquisition Excellence

The GSA logo is a blue square with the letters "GSA" in white, sans-serif font.

Online Training (www.fsstraining.gsa.gov)

- ✍ Self-paced Courses on Schedules, GWACs, and Cooperative Purchasing
- ✍ GSA Schedule Order Checklist

Classroom Training

- ✍ CEUs, Accredited Instructors

Public Speaking

- ✍ Conferences
- ✍ GSA's Annual EXPO

GSA Contract Management Center

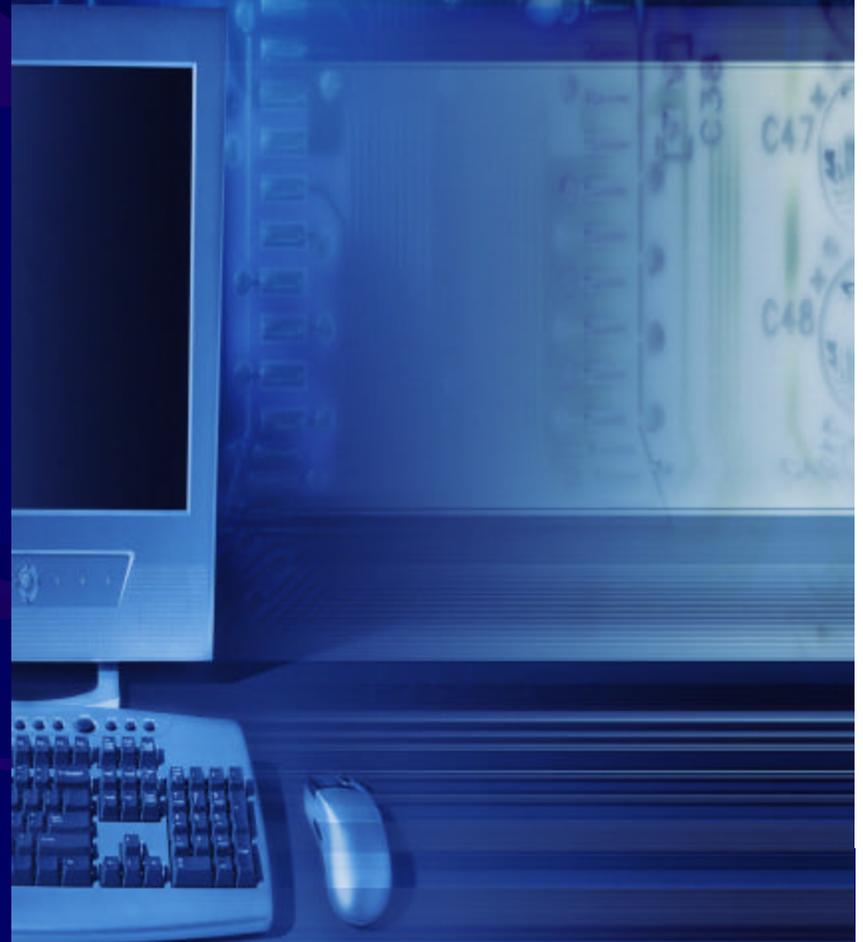
The GSA logo consists of the letters "GSA" in a white, sans-serif font, centered within a dark blue square.

- Operational guidance and contractor oversight
 - Contractor Report Card Management
- Scope Review
- Performance Measures, Financial, and National Business Plans
- Fee Management (Currently 0.75% for both MAS & GWAC)
- Programs Management and support
 - MAS
 - Global Supply
 - Vehicle Acquisition
 - GWACs

Governmentwide Acquisition Contract (GWAC) Defined

GSA

- Task/delivery-order contract for IT established by one agency for governmentwide use
- Authorized by §5112(e) of the Clinger-Cohen Act
- Operated by an executive agent designated by the OMB
- Economy Act Not Applicable



FAIR OPPORTUNITY UNDER MULTIPLE AWARD CONTRACTS



- The CO must provide each awardee a fair opportunity to be considered for each order exceeding \$2,500
- CO exercises broad discretion
- Not required to contact all awardees
- But, CO MUST:
 - Tailor procedures and include procedure in solicitation
 - Consider cost & price
- CO should consider:
 - Past performance
 - Impact on other orders
 - Min. order requirements

ACCESSING THE GWACS



- **Assisted Services**
 - GSA manages the Task Order acquisition on behalf of the Federal agency
- **Direct Order Direct Bill Authority**
 - Customer manages entire task order acquisition after receiving Delegation of Authority
 - Pre-award
 - Post Award
 - Close out

GSA GWAC CENTERS



**ANSWER
Millennia
Alliant
ITOP II**

**Enterprise GWAC Center
San Diego, CA**

**HUBZone
8(a) STARS
Alliant SB
VETS**

**Small Business GWAC Center
Kansas City, MO**

**Millennia Lite
Smart Card**

**Greater Southwest Acquisition
Center
Fort Worth, TX**

GSA GWACs



| PROGRAM | DESCRIPTION | CEILING | AWARDS | ORDER TYPE |
|----------------|--|---------|---------|-----------------------|
| ANSWER | Full IT services | \$25b | 10 | FP, T&M/LH |
| Millennia | Large IT projects | \$25b | 9 | FP, CR |
| Alliant | Will replaces ANSWER & Millennia | \$50b | 20 est. | |
| ITOP II | Used to be DOT contract; sunset in 2006 | \$10b | 26 | FP, CR, T&M/LH |
| HUBZone | Set-aside | \$2.5b | 34 | FP, T&M/LH |
| 8(a) STARS | Set-aside | \$15b | 432 | FP, T&M/LH |
| Alliant SB | New, set-aside | \$15b | 20 est. | |
| VETS | New, set-aside | | | |
| Millennia Lite | IT Planning; high-end services; mission support; systems migration | \$20b | 33 | FP, CR, T&M/LH |
| Smart Card | Security | \$1.5b | 4 | FP, T&M ²¹ |

SALES UNDER GSA GWACS



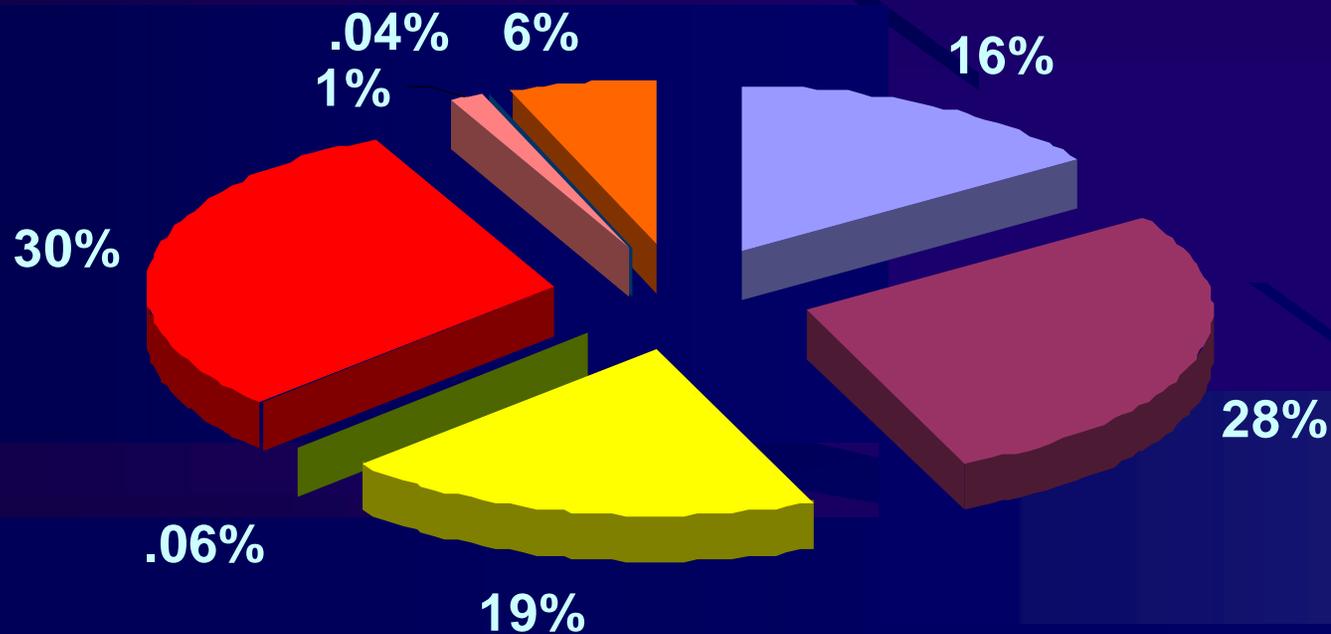
- FY04 combined GSA GWAC purchases -- \$3,026,515
- As of May 2005 -- \$2,153,018 (16% increase over the previous year)

GWAC USAGE BY AGENCY



ANSWER

2,651 Projects awarded
\$3.7 Billion Obligated



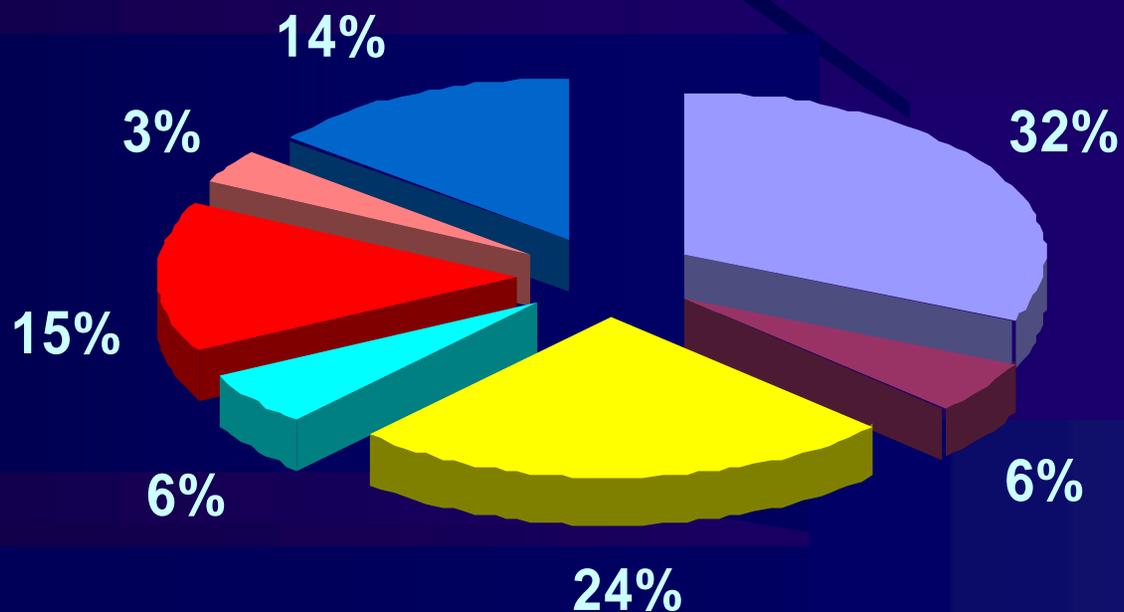
- Civilian Agencies
- Army
- Navy
- Dept of State
- Air Force
- Dept Homeland
- Other
- Dept of Defense

GWAC USAGE BY AGENCY



Millennia

102 Projects awarded
\$4.03 Billion Obligated



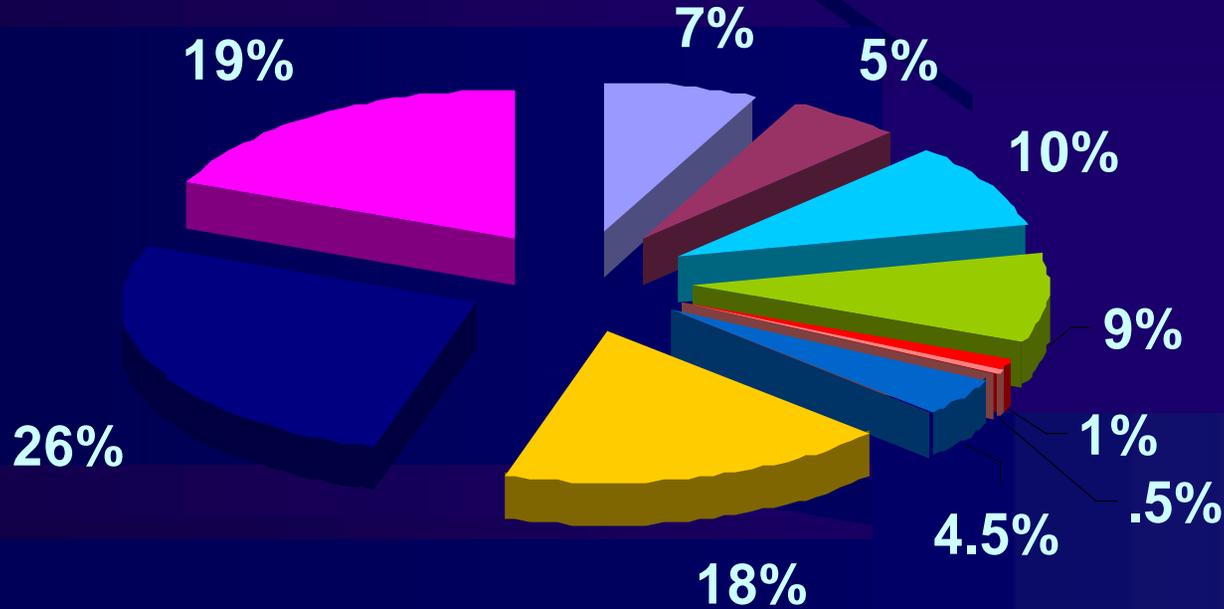
- Civilian Agencies
- Army
- NASA
- Dept of State
- Navy
- Dept of Defense
- Air Force

GWAC USAGE BY AGENCY



ITOP II

173 Projects awarded
\$2.66 Billion Obligated



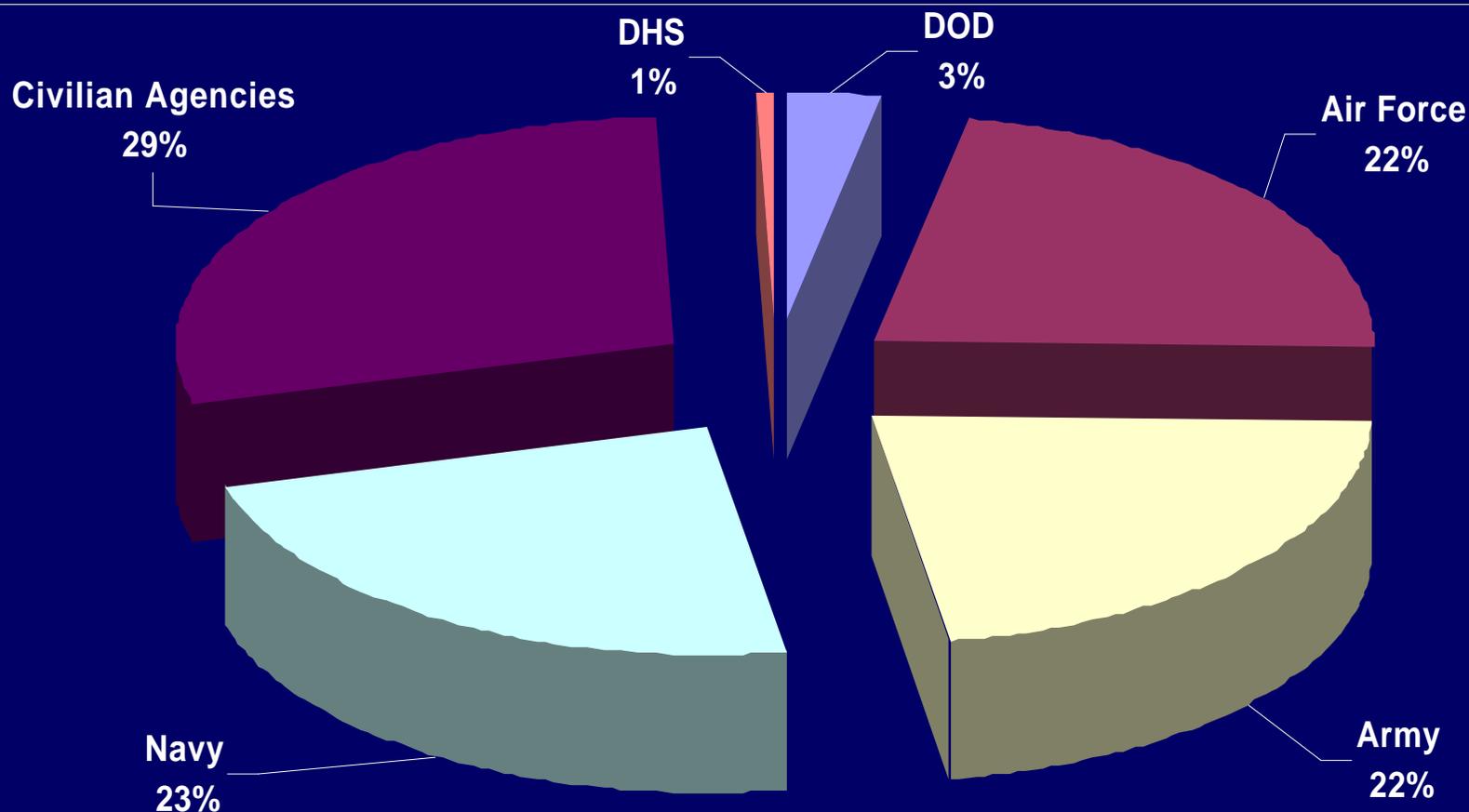
- Civilian Agencies
- Navy
- Army
- Dept of Justice
- Dept of Transportation
- Air Force
- NASA
- Dept of Defense
- Other
- Dept Homeland

GWAC USAGE BY AGENCY



Millennia Lite

1,388 Projects awarded
\$2.04 Billion Obligated



GSA MAS & GWAC - Summary



Questions?

**Roger Waldron, Director
Acquisition Management Center
Federal Supply Service**