



U.S. General Services Administration

Federal Acquisition Service

Quality Partnership Council

March 2012

Nancy Goode, Director
Center for Acquisition Support



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- Current Operating Environment
- FAS Position
- Federal Strategic Sourcing Initiatives
- Small Business set-asides
- UPCs
- Questions



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MAS remains strong

- 2011 Business Volume was \$22.8 Billion
- 4,100 Offers
- 23,000 Modifications
- Timely Renewal of Options: 65.9%
- CORS Files Processed 5 Days or Less: 75%



Federal Market Shrinking

- 2009, OMB directed agencies to cut procurement spend 7% by 2011.
- 2010 total spend on services and products was down 3%
- 2011, OMB directed agencies to reduce spend on mgt. services 15%.
- Several agencies have implemented hiring freezes and/or buy-outs.

Pricing Under Challenge

- Federal debt mandates more aggressive posture
- Strategic sourcing is proving cost savings opportunities exist
- Perception that prices are too high
- Pricing variability and outlier pricing
- Looking at new price comparison tools



Customers Demand More Value

- Increased level of support
- Expect innovative products and services
- Socio-economic goals
- Looking at improving customer service and training



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Duplication and Inefficiency

➤ External

- Enterprise contracts vs. MAS

➤ Internal

- Cannot effectively manage 18,000 supplier relationships
- Some markets saturated
- Offers not tracking to our areas of need



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MAS has a good story

- Unrivaled depth and breadth of offerings/contractors
- Increase leverage with GSA SmartPay
- Time and Dollar Savings over IDIQs
- MAS adds “extra hand” to declining workforce
- Debt crisis demands action, ready platform
- New discretionary set-aside authority
- Support of Strategic Sourcing

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Strategic Sourcing Initiatives

- Federal Strategic Sourcing Initiative (FSSI) (understanding our spend)
 - Office Supplies
 - Print Management
 - Wireless TEMS, DDS
- Enterprise Level Strategic Sourcing Support



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Small Business set-asides

- Subpart 8.4 amended to allow agencies to use set-asides in connection with the placement of orders and the establishment of BPAs under Schedule contracts.
- Any of the socioeconomic programs (e.g., small disadvantaged, service-disabled veteran-owned, women-owned, and HUBZone small business concerns) available in FAR 19 are eligible.
- Solicitations refreshed with necessary clauses but customers need to include a statement in the RFQ that the order is being set aside.



Small Business set-asides

- In eBuy, ordering activities will soon be able to check if the order is set aside for small business. eBuy will remove an RFQ from the view of those Schedule contractors that are not eligible to respond to a particular RFQ.
- All members of a CTA have to be small (or whatever sub-set the order is set-aside for) for the CTA to be eligible for that order.
- Orders placed against an 8(a) Schedule holder will be credited towards the ordering agency's small disadvantaged business goal.



Small Business set-asides

- The Non-Manufacturer Rule does apply to Schedule orders set-aside for small business. The rule requires that a small business performing under a set-aside contract/order must provide the product of a small business manufacturer.



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UPCs in GSA Advantage!

- 51 SINs in IWAC covered by mandate
- One item per SIN must have a UPC
- Manufacturers own the UPCs
- Often can be found by searching on the part number
- If there are no existing UPCs for the SIN, an exception will be granted by GSA
- Request exception at vendor.support@gsa.gov



POSITIONING FOR SUCCESS

- Provide input to the IWAC
- Bring new services and technology to your MAS contract
- Recognize your competitive environment has changed
- Understand our renewed focus on price