



U.S. General Services Administration

Federal Acquisition Service

GSA Center for Transportation Management: Moving Government Transportation Forward

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Discussion Topics

- GSA Transportation Tenders Program
- GSA Express and Ground Delivery Programs (ExGDS)
- Transportation Going Green
- GSA's Transportation Solution Moving Forward
 - PayPort Express (PPE)
 - TransPort Integrator (TPI)
- Conclusion

What are tenders?

- A tender is an offer from a transportation service provider (TSP) to transport goods from one point to another, for an agreed upon price
- Applicable between the TSP and the agency listed in the tender
- The TSPs submit tender rates for potential and expected freight movements to GSA
- A bill of lading (BOL) is the contract of carriage entered into between your agency and the TSP

CTM Tenders-based program

- Helps manage your agency's transportation services, anytime and anywhere, so you can complete your agency mission
- GSA is the only Federal agency that has the authority to acquire transportation rates for Federal agencies, granted by 40 U.S.C. § 501 and 49 U.S.C. § 13712, through TMP
- Non-FAR based approach for moving freight which provides the best service possible to meet your agency's specific needs
- Shipment of freight is governed by the GSA Standard Tender of Service (STOS)
- Tenders can be customized to meet your agency's specific shipping needs by issuing an agency specific RFO.

CTM Tenders-based program cont.

- No minimum on shipment volume, tonnage or purchase required
- Freight can be shipped to all zip codes in the 50 United States, Washington DC, U.S. territories, and to international destinations
- Rates are available via the web, 24/7, and there is no charge to participating Federal agencies to use.
- **Anything, Anywhere, Anytime!**
 - Less than truck Load (LTL)
 - Truck Load (TL)
 - Mobile Homes and Travel Trailer Movement
 - Expedited & Special Handling
 - Shuttle Trucks/Power Only
 - Maritime, Air, Rail Shipping

Request for Offers (RFOs)

- Two electronic RFOs annually: November and May
- Must be a participating agency to take advantage of the GSA Transportation Services
- Freight All Kind (FAK) shipments via closed van for LTL/TL and refrigerated loads
- General rates and Specialized equipment rate offers apply to all agencies
- Standing Route Orders (SROs) are set up for agencies requiring tailored services/rates
- Specialized Services/One-Time-Only Rates (OTOs)
- Expedited/Time Specific Transportation
- Emergency and after hours, and weekend services available to all participating agencies
- Worldwide Shipping

Tenders Program Savings and Benefits

- GSA customers' on average savings:
 - 19.5% over other government agency sample rates
 - 51.9% off commercial rates (Source: Runzheimer July 2011)
- TSP approval process strictly managed by GSA
- 2,000+ Freight Management TSPs are in TMSS that provide tremendous capacity
- Rates are available via the web, 24/7, and there is no charge to participating Federal agencies/contractors to use.
- GSA negotiates rates leveraging the buying power of the federal civilian government to provide competitive rates
- Full replacement value on shipments up to \$100,000 without additional insurance requirements
- Easy and efficient booking and bill of lading capabilities through TMSS/New TransPort Integrator

Express and Ground Delivery (ExGDS) Programs

- Multiple Award Schedule
 - Recognized as preferred Government Program for EXGDS
 - Manage over \$330M in annual parcel spend
 - Both UPS and FedEx handle hazardous materials with some restrictions
- Program Management
 - Community of Practice
 - Data Driven Management
 - Volume Leveraging = Significant Cost Savings
 - Industry Liaison
 - Procurement Support
- Federal Strategic Sourcing Initiative (FSSI) – DDS Program

FSSI Domestic Delivery Service (DDS2)

- 158 participating customers, 20,000+ accounts
- Efficient management of inbound, outbound, and inter-agency shipments
- No fuel surcharge on small parcel shipments
- On-time delivery backed by money-back guarantee
- Provides easy access to a government wide procurement vehicle that offers best in class pricing and access to data, reports, and tools for improving agency shipping processes
- No weekly pick up charge
- Easy sign up process (refer to <http://www.gsa.gov/portal/category/21808>) or Steve Graham @ stevie.graham@gsa.gov

Going Green: EPA SmartWay

- Voluntary Environmental Protection Agency (EPA) program that helps organizations become environmentally responsible
- Provides agencies a tool to comply with the Executive Order 13514
- Helps modify logistics operations to improve efficiency and reduce Scope 3 Emissions and meet their Strategic Sustainability Performance Plans
- GSA became the first Federal Civilian Agency to become a SmartWay Transport Partner, on March 11, 2011
- GSA is the first federal agency to be certified by the EPA for efforts to reduce greenhouse gases and other air pollutants and improve fuel efficiency within the supply chain.
- <http://www.epa.gov/smartway/index.htm>



The Solution Moving Forward



- **Customers**
 - Cost Savings
 - Multi-modal
 - Specific RFOs
 - Audits visibility & automation
 - Compliance w/ Policy & Regulations
- **TSPs**
 - Faster & Accurate Payment
 - Open market place
 - Increased collaboration
- **Stakeholders**
 - Data mining
 - Supports policy development



PayPort Express (PPE) Overview

- GSA Center for Transportation Management chose Citi as its provider for the Electronic Third Party Payment Service (PayPort Express) in 2011, *via competitive procurement*
- PayPort Express (PPE) is an electronic pre-audit and payment tool available to agencies participating in the GSA Transportation program
- The technology platform/network used for PPE is the Syncada by Visa Network
 - World's largest Transportation Payment Network, with over 10,000 participating TSPs
- PPE automates the transportation pre-audit, payment, accounting functions for agencies and carriers
- PPE creates hard dollar cost savings for agencies by;
 - Reducing contracted pre-payment audit services by automating the pre-payment audit process
 - Converting current manual paper processes to an online electronic process
 - Delivering robust financial and transportation reporting to identify cost saving opportunities
 - Reducing prompt payment fees by ensuring accurate and timely payments
- PPE is available for all modes of transportation: Small Parcel, Freight, HHGs

PayPort Express Benefits

Agency Challenges

- Labor and paper intensive invoice processing costs
- Complex and time intensive auditing requirements
- Invoices paid in error
- Inaccurate Accounting Code Assignments
- Disparate systems and processes
- Payment delays
- Business Intelligence

Benefits to Federal Agencies

Operational Cost Savings	<ul style="list-style-type: none"> ➤ Seamless electronic process/workflow ➤ Automates account code assignment ➤ Expedites exception resolution ➤ Eliminates prompt payment penalties
Eliminates Audit Findings	<ul style="list-style-type: none"> ➤ Robust, systemic pre-audits catch exceptions ➤ GSA Audit approved for pre-audit plan
GSA TSP Participation	<ul style="list-style-type: none"> ➤ GSA TSPs are already enrolled
Transport Integrator	<ul style="list-style-type: none"> ➤ Integrated to Transport Integrator ➤ Integrated with dozens of government and commercial financial systems
Consolidated Billing	<ul style="list-style-type: none"> ➤ TSP paid upon approved invoice ➤ Agency receives consolidated bill from Citi
Business Intelligence	<ul style="list-style-type: none"> ➤ Supply Chain Network Optimization
Zero Cost to Agency	<ul style="list-style-type: none"> ➤ Immediate ROI to agency

PPE: A Simple Contracting Vehicle

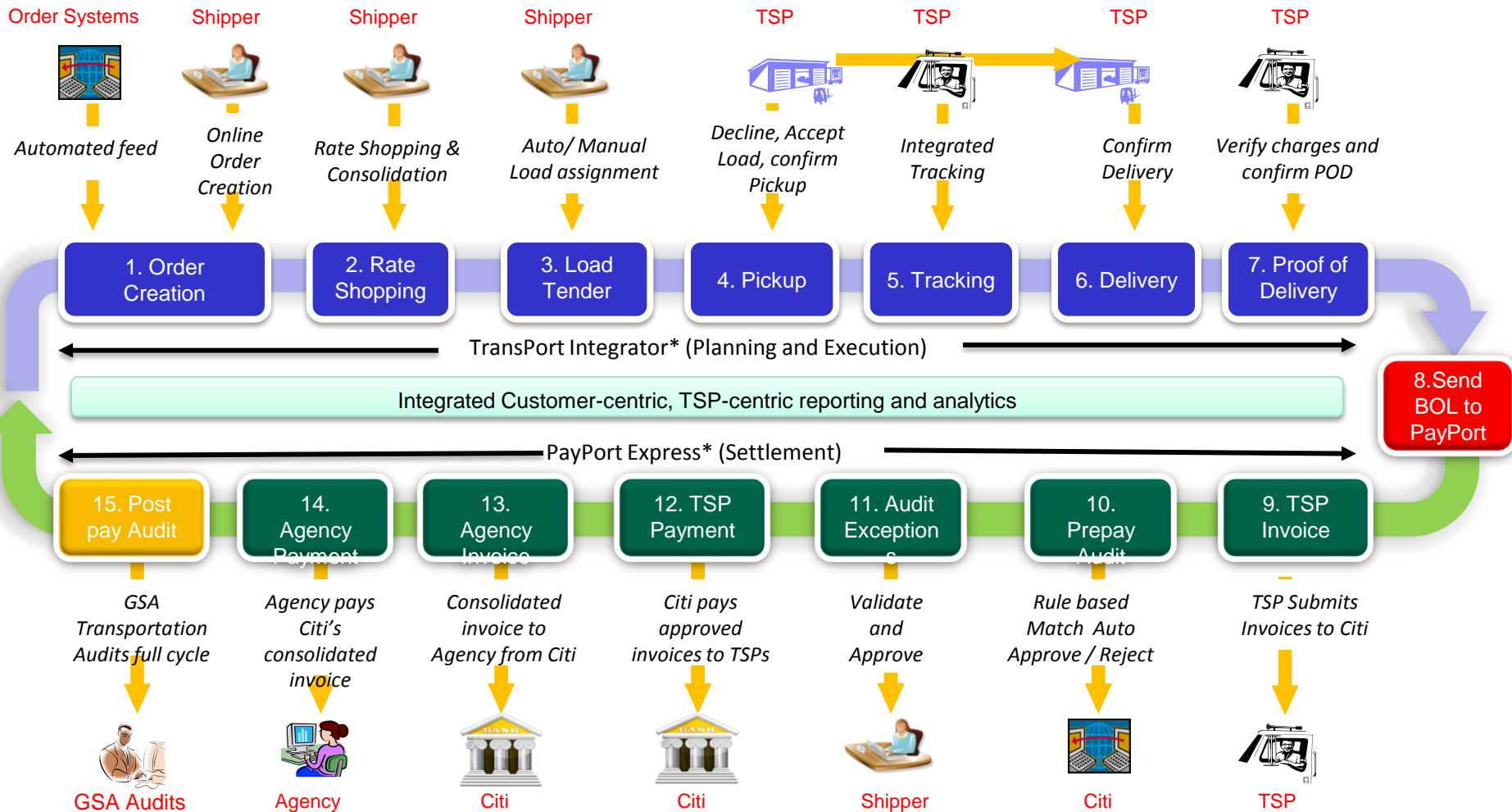
Sign-up Process for Agencies

1. Agencies submit letter to GSA Contracting Officer requesting permission to use the GSA/Citi task order
2. GSA Contracting Officer approves agency request and modifies the GSA/Citi task order by adding the requesting agency (via SF 30)
3. Agency is approved to implement PayPort Express

Important Considerations

- PayPort Express is integrated with GSA's new transportation management solution, TransPort Integrator (TPI)
- **NO COST** to agencies to use PayPort Express
- PayPort Express Implementation only takes ~ 30-60 days

GSA's Integrated Transportation Service



*TransPort Integrator services provided by IBM on JDA platform; PayPort Express Services provided by Citi on Syncada Platform

TransPort Integrator (TPI) Benefits

- TransPort Integrator provides access to transportation management and shipment creation through a more streamlined and automated process
- Improved transportation planning through load consolidation and optimization for immediate savings in transportation spend
- TransPort Integrator provides the only avenue to submit rates for the customers that GSA supports through its freight program
- Benefit from using GSA negotiated rates
 - On average savings per shipment are up to 51.9% less than commercial costs
- Value Index supports best value decision making by evaluating TSPs based on cost and performance
- Quicker invoice payment through TransPort Integrator and PayPort Express integration
- Cost control
 - Increased visibility into shipment charges and transaction level detail
 - Proof of delivery process

Conclusion

➤ Further Discussion

- Questions?
- Comments?
- Concerns?

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