Federal Acquisition Service

Q2 2013 Quarterly Industry Meeting
Center for IT Schedule Program

March 14, 2013

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Welcome

- ➢ For Audio:
  - Dial-in: 1-877-918-9240
  - Passcode: 3971345
- ➢ Please enter your questions at any time during the presentation using the Q&A Pod
- ➢ We will allow time for Q&A at the end of the presentation
- ➢ You may download this presentation using the link on the right side of the screen (In the "Files" pod)
- ➢ For information related to our previous Quarterly Industry Meeting go to: http://www.gsa.gov/portal/content/143023

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Q2 2013 Quarterly Industry Meeting
Kay Ely
Director, Office of IT Schedule Programs

March 14, 2013

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Today's Agenda

- ➢ GSA's Mission and Priorities
- ➢ IT Schedule 70: Leading By Example
- ➢ GSA: "Government's Savings Agency"
- ➢ Q&A

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GSA's Mission Statement

"The mission of GSA is to deliver the best value in real estate, acquisition, and technology services to government and the American people"

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GSA's Priorities

Delivering Better
Value & Savings

Serving Our
Partners

Expanding Opportunities
For Small Business

Making a More
Sustainable Government

Leading with
Innovation

Building a
Stronger GSA

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Where are we Going in IT Schedule 70?

➢ Increase direct customer engagement

➢ Increase pricing visibility

➢ Continuing Low/No Sales Compliance Review

➢ Support strategic sourcing initiatives

➢ Enhancing small business participation

➢ Preparing for our transition to 18th and F

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Success through Partnership

➢ Customer Engagement

➢ Information Sharing

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IT Schedule 70: Leading by Example
Angela D. Jones
Director, IT Market Development Division

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Please stand by while our next presenter joins us.

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Making a More Sustainable Government

➢ Solicitation Refresh 31 released January 14, 2013 incorporated several clauses for sustainability

➢ GSA *Advantage!* Environmental Programs

➢ EPEAT Registry for Imaging: http://www.epeat.net

➢ Reducing GSA's carbon footprint – Move to 18th and F

Making a More Sustainable Government

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Leading with Innovation

➢ Mobility/Telework
  • eContracting
  • Digitization
➢ Move to cloud
  • Gmail
  • Google Drive (file sharing)
➢ Expanding outreach
  • On Demand training
  • Webinars
  • Interact

Leading with Innovation

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Building a Stronger GSA

➢ "Portfolio Approach" = Total Solution
- ITS has added Acquisition Solution Architects
- Utilize technology to share information within FAS and ITS

➢ Training
- Professional development opportunities for our team

Building a Stronger GSA

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Serving our Partners

- ➢ Working with Industry to serve our Customers
- ➢ Increase our presence at Small Business Outreach events
- ➢ Building a more robust outreach program with vendors to set our vendors up for success
- ➢ State and Local Outreach Initiative
- ➢ ITS Call Center

Serving Our Partners

More Support

➤ IT Schedule 70 Helpline
- IT.Center@gsa.gov
- 1-877-446-4870
- www.gsa.gov/schedule70

➤ Vendor Support Center
- www.vsc.gsa.gov

➤ Regional GSA OSBUs
- www.gsa.gov/smallbizsupport

➤ GSA Mission and Priorities
- http://www.gsa.gov/portal/content/100735

➤ GSA Interact Communities: Interact.gsa.gov
- IT Schedule 70: https://interact.gsa.gov/group/it-schedule-70
- Training : https://interact.gsa.gov/group/training
- GSA State and Local: https://interact.gsa.gov/group/state-local
- GSA Multiple Award Schedules: https://interact.gsa.gov/groups/multiple-award-schedules

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GSA: Government's Savings Agency

Dennis Harrison

Director, Contract Cost & Price Analysis Division

March 14, 2013

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Please stand by while our next presenter joins us.

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Delivering Better Value and Savings

➢ Demand-Based Model: Indefinite hold
➢ MAS Modernization: Look at overall picture
  - Leverage the value of the program
  - Focus on data driven pricing , flexible contracting, enhanced customer service
➢ Pricing: Aggressively look at the price variability across Schedules/SINs
➢ Low/No Sales:
  - Better communications
  - Low/No Sales review process includes standard notifications providing outreach guidance

Delivering Better Value & Savings

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Expanding Opportunities for Small Businesses

➢ FAR Clauses are now included in our solicitation and contracts to facilitate small business set-asides

➢ New clause added to solicitation to accelerate payments to Small Business subcontractors (FAR 52.232-99)

➢ Websites are now updated to include information for vendors and customers for small business set-asides

➢ Vendor Support Center (vsc.gsa.gov) provides training opportunities

Expanding Opportunities For Small Business

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Policy Update

➤ Solicitation Refresh 31 released January 14, 2013
➤ Mass Modification A308 released January 15, 2013
➤ Key changes:
  - Streamlined solicitation to be more in-line with other GSA MAS solicitations
  - New pricelist clause – no longer a set template
  - Added required environmental Ts&Cs; EPEAT
  - Updated SIN description for 132-53 Wireless Services: Clarified TAA for no-cost service-enabling devices
  - Added FAR 52.232-99 to accelerate payments to Small Business subcontractors

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Questions?

➢ Please submit your questions via the Q&A Pod in the right bottom corner of your screen.