



Welcome to today's presentation on:

## Introduction to

## GSA Total Workplace

Creating the 21<sup>st</sup> Century Workplace

**the presentation will start at *2:00 Eastern Time***

**Note:** Phones are automatically muted during the presentation. You have the ability to send questions to the host and presenters through your questions pane. They will answer as many of the questions as possible throughout and at the end of the presentation. All questions will be captured, and answers sent to all participants within 2 weeks.



## **Client Enrichment Series**

# **Introduction to GSA Total Workplace** Creating the 21<sup>st</sup> Century Workplace

Hosted by: Dawn Warner, RAM, GSA Region 8

Presented by: Charles Hardy, Chief Workplace Officer,  
GSA Public Buildings Service



**GSA Public Buildings Service**

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

- What is driving agencies' interest in space consolidation?
- What is GSA doing to consolidate its own space?
- What can GSA do to help other agencies consolidate?



# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

### Public Buildings Service (PBS)

#### Mission

- To provide effective, mobile, sustainable workplace solutions for federal agencies at the best value for the American taxpayer

#### Key Functions:

- Design & Construction
- Leasing
- Facilities Management
- Disposal
- Historic Preservation

#### Rationale

- Aggregate demand to leverage buying power
- Prevent agencies from competing for the same space
- Eliminate duplicate real estate organizations

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

### Asset Profile

- 376 Million Square Feet
- 9,100+ Facilities
- 1500+ Owned; 182 Million SF
- 7600+ Leased; 194 Million SF
- 455 Historic Buildings; 35 National Historic Landmarks
- \$10 Billion Revenue

# GSA Total Workplace

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Lincoln's Law Office  
The "Open Plan"



Law Office – NY 1997  
"Collaborative"

“In a profession focused on precedent, few want to be the first to embrace a new office strategy for fear of losing top talent or falling behind the competition. It is becoming increasingly clear, however, that age-old strategies no longer match new-world challenges, and firm leadership is asking for solutions. The firms willing to take a leap and try something new are finding that a break with tradition often pays off.”

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

What is driving agencies' interest in space consolidation?



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- Rent is the second largest expense for most agencies (personnel is first)



- Money not spent on rent is money that can go into mission

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Go from a desk phone ....



....to any device



Take a stationary desktop....



And make it a laptop or tablet....and make it a laptop



Moving information from hardware....



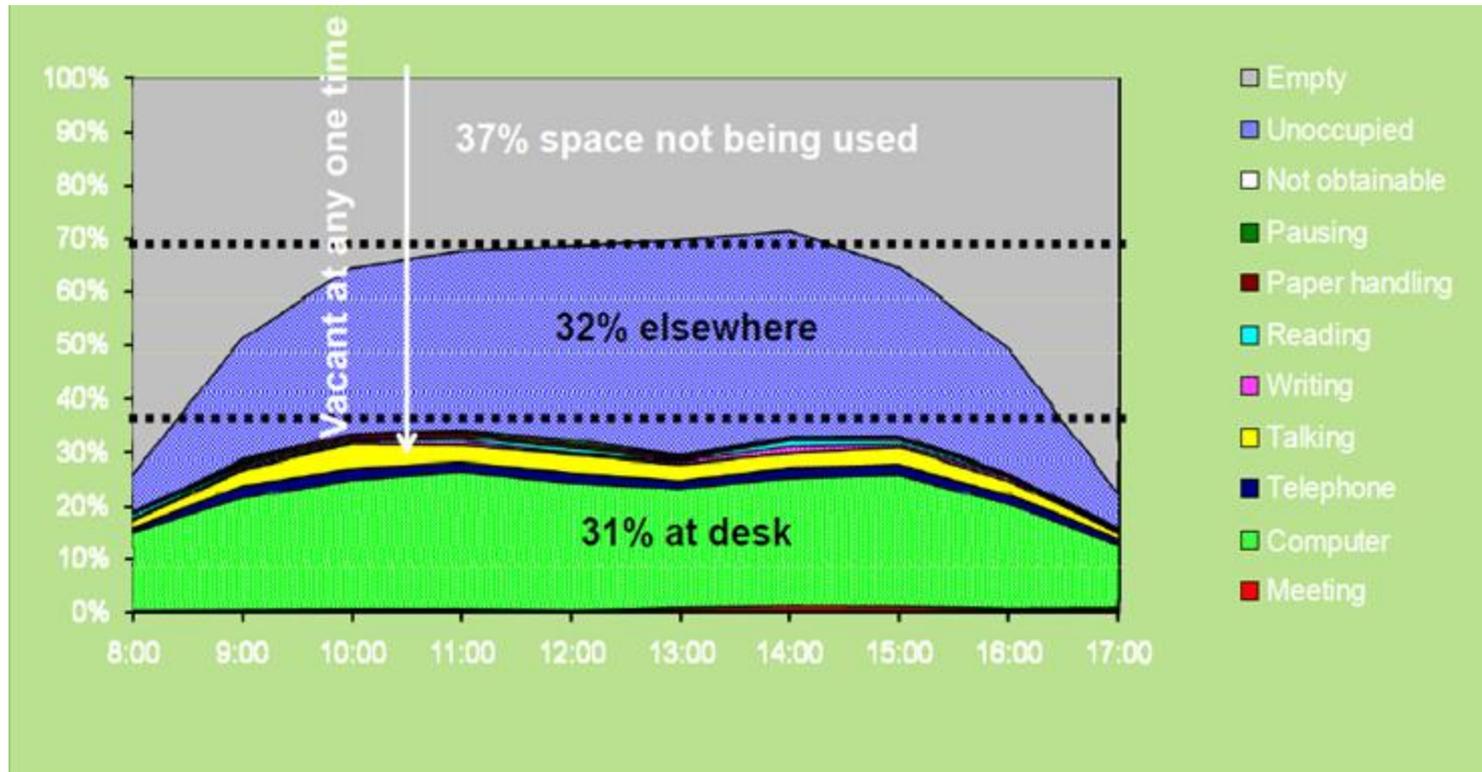
To the cloud....to the cloud



Technology has changed the way we work

# GSA Total Workplace

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Most office space isn't occupied at any given time

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The desk is a small piece of real estate, like an apartment or a parking space, that can be shared by multiple users so that it is never vacant...

“The Workplace of the Future”  
GSA & ULI September 2012

# GSA Total Workplace

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# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace



# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace



McDonald's HQ, Oak Brook, IL  
Legal Department



McDonald's HQ, Oak Brook, IL  
Office Area

# GSA Total Workplace

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ALLSTATE HEADQUARTERS  
Legal



CHIEF PEOPLE  
OFFICER – NO  
ASSIGNED  
DESK – OUT IN  
THE OPEN

ALLSTATE HEADQUARTERS  
HR Offices with Free-desking

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

### OPEN OFFICES

- **Intel**...Everyone is open plan including attorneys
- **McDonald's**...Everyone is open plan including attorneys
- **Allstate**...Legal department in open cubes in segregated area
- **Anonymous Tech Client**....Legal group sits in open plan with each team of 10-12 sharing a dedicated card-key access 600sf room that they decide to set up with either traditional conference tables, soft seating, or both.
- **Google**...has a dedicated building on campus for their legal team. The workplace plan is open and like other Google environments, include plenty of huddle rooms and small conference spaces for private conversations. Approx 10% private offices. The legal group for architectural projects sits all open plan.
- **AT&T**...Open with separate card key access for legal group
- **Steelcase HQ** moved Legal Department into an area separated by a glass wall for general entry, but within, they were in open office configurations – including attorneys. In most cases they were in standard cubes. A few of the senior attorneys had higher moveable walls (not to the ceiling), but it was not a closed door situation.
- **Hulu**: Investigating locating their in-house attorneys in a segregated area in open plan, or in a large shared office environment, as part of their big headquarters renovation. (S
- **American Express**..... **Reuters**..... **Barclays Capital**.....**Glaxo Smith Klein**

# GSA Total Workplace

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### THE BLOG

Featuring fresh takes and real-time analysis from HuffPost's signature lineup of contributors

**Lance Hosey**  
Chief Sustainability Officer, RTKL

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## The Open-Office Backlash

Posted: 01/22/2014 1:17 pm

Follow > Architecture, Institute Of Architects, Aia, Offices, Open Office, Open Office, Green News

0  
Comment

GET GREEN NEWSLETTERS:  
Enter email

are still the smartest solution.

down walls to replace private office and the latest is **Maria Konnikova** the open office undermines the (ation and idea flow). Pointin' open office a "trap" that "r ism, Konnikova overlooks ainable.

### BloombergBusinessweek Technology

[Global Economics](#) [Companies & Industries](#) [Politics & Policy](#) [Technology](#) [Startups & Finance](#) [Innovation & Design](#) [Lifestyle](#)

### The Excessive Uproar Over Marissa Mayer's Telecommuting Ban

By Sheelah Kolhatkar | February 28, 2013

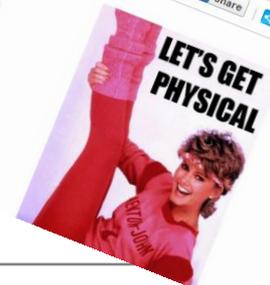
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## "Physically Together": Here's the Internal Yahoo No-Work-From-Home Memo for Remote Workers and Maybe More

FEBRUARY 22, 2013 AT 10:18 PM PT [Twitter](#)

Courtesy of a plethora of very irked Yahoo employees, here is the internal memo sent to the company about a new rule rolled out today by CEO Marissa Mayer, which requires that Yahoo employees who work remotely relocate to company facilities. "Speed and quality are often sacrificed when we work from



### It Doesn't Matter Whether Or Not You Like Your Open Office

Just because you find your open floor plan annoying, doesn't mean it's not creating more collaboration and better ideas.

WRITTEN BY David Craig

10 VOTES / 0 PDS / 21 PLUB / 194 TWEET / 113 LIKE / 137 SHARE

If you've been following news about workplace design in the popular media, you might

Co.Exist



# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

**What is GSA doing to consolidate its own space?**



# GSA Total Workplace Creating the 21<sup>st</sup> Century Workplace

## GSA Headquarters Challenge



Willow  
Woods



Crystal  
City



NCR



1800 F



# GSA Total Workplace Creating the 21<sup>st</sup> Century Workplace



GSA Headquarters **Before**



# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace



GSA Headquarters **After**

# GSA Total Workplace

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GSA Leadership Space  
Before and After



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### GSA Headquarters Consolidation By the Numbers

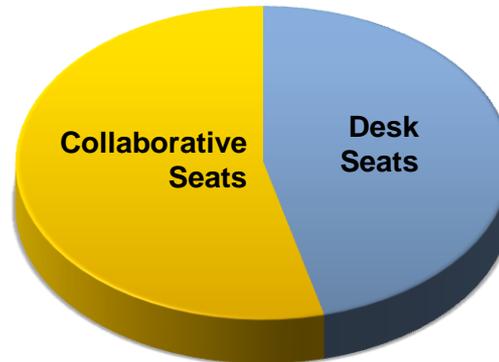


**50%**

Projected  
Reduction Energy  
Consumption

**40%**

Reduction  
in  
Space



**\$24M**

Annual  
Rent  
Savings

**2:1**

Targeted  
Desk Sharing  
Ratio



# GSA Total Workplace

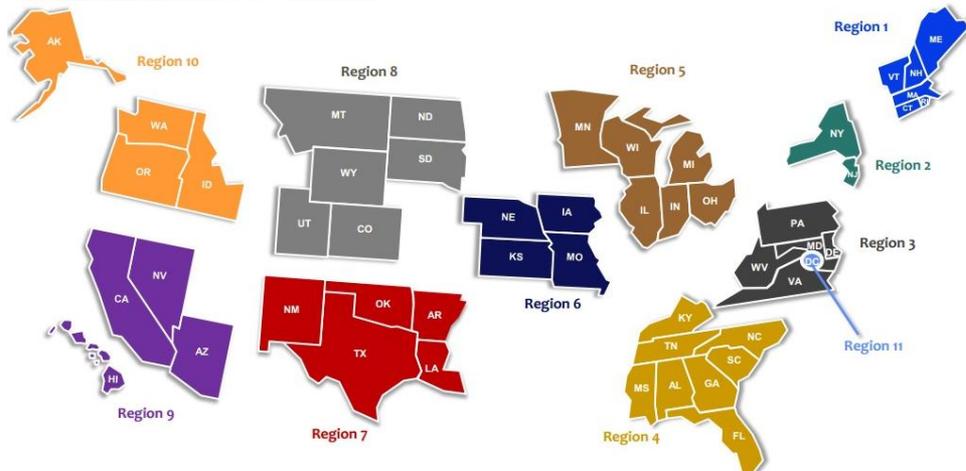
## Creating the 21<sup>st</sup> Century Workplace

### GSA Region's also Leading



TO ERGONOMICS AND PROVISION FOR WORKER COMFORT. WORKER INDIVIDUAL CONTROL MAKES HAPPIER WORKERS.

Mobile



# GSA Total Workplace

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### What can GSA do to help?

#### Total Workplace Cost Savings

Here's how we're helping other agencies save money and reduce space:



\$700,000



\$3 Million



\$55 Million



\$15 Million

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### Space Consolidation & Workplace Transformation

GSA

- Customer portfolio plans
- Local portfolio plans including regional offices
- Partnering with OMB on outreach to agencies for consolidating and reducing the footprint
- Budget request for \$100M for consolidation opportunities in the FY13 and FY14 budget



# GSA Total Workplace

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[Home](#) | [Mobile Site](#) | [Newsroom](#) | [Regions](#) | [Staff Directory](#) | [Careers](#) | [Forms](#) | [e-Tools](#) | [QuickLinks](#)



U.S. General Services Administration

WHAT GSA OFFERS

DOING BUSINESS WITH GSA

LEARN MORE

BLOG

[Home](#) > [How We Help](#) > [Areas of Interest](#) >

## Total Workplace

Overview

Cost Savings

Sustainability

Productivity

Technology

Case Studies

Get Started

Increase  
Energy Efficiency

Align  
IT Spending  
with Value



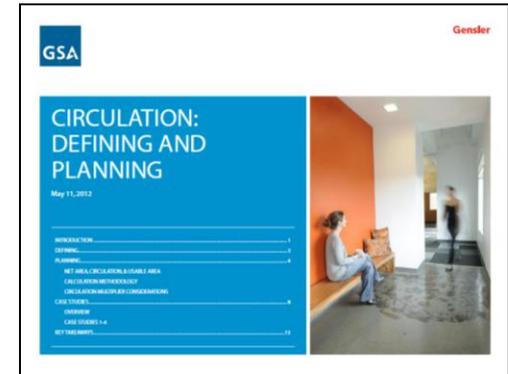
**Saving Taxpayer Dollars and Better Serving the American People**

GSA is creating a 21st century workplace across government to drive down costs and increase productivity.



GSA Public Buildings Service

# GSA Total Workplace Creating the 21<sup>st</sup> Century Workplace



## TOOLS



**Simple Options Planner**

This interactive tool allows design teams planning and analyzing design options for the design and analysis required to design the building program. It is designed to help design teams understand the impact of design decisions on building performance. The tool is designed to be used in the design process.

Key Performance Indicators (KPIs) are calculated for each design option. The KPIs are: Annual Energy Use Intensity (AEUI), Annual Greenhouse Gas Intensity (AGGI), Annual Water Use Intensity (AWUI), and Annual Carbon Intensity (ACI). The KPIs are calculated based on the design options selected in the tool.

Design Option	AEUI (kWh/sq ft/yr)	AGGI (tCO <sub>2</sub> e/sq ft/yr)	AWUI (gpcd)	ACI (tCO <sub>2</sub> e/sq ft/yr)
Scenario 1	221	91	11	11
Scenario 2	195	86	102	9.8
Scenario 8	133	126	151	6.6

The tool also includes a 'Change Space Standards' section with the following data:

Space Standard	Current Value	Option Considered	Annual Rent (\$/sq ft)
Workstation	100	100	100
Primary workspace	100	100	100
Standard support, meeting & circulation	100	100	100
Special support, circulation & circulation	100	100	100
Total Workstation (WSP)	35,000	25,000	25,000
Utilization Rate (WSP / Floor)	35%	25%	25%
Annual Rent (\$/sq ft)	6.0	5.5	6.0
Annual Rent (\$/sq ft)	6.0	6.0	6.0
Payback (Years)	16.2	4.5	2.5
Carbon Emissions (Year CO <sub>2</sub> e)	800	700	800
Carbon Emissions (Year CO <sub>2</sub> e)	800	800	800
Cost of floor	21	48	28

The tool also includes a 'Change Space Standards and KPIs' section with the following data:

Space Standard	Current Value	Option Considered	Annual Rent (\$/sq ft)
Workstation	100	100	100
Number of workstations	100	100	100
Primary workspace	100	100	100
Standard support, meeting & circulation	100	100	100
Special support, circulation & circulation	100	100	100
Total Workstation (WSP)	35,000	25,000	25,000
Utilization Rate (WSP / Floor)	35%	25%	25%
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Cost of floor	21	48	28

# GSA Total Workplace

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Total Workplace Website  
[gsa.gov/totalworkplace](http://gsa.gov/totalworkplace)



Total Workplace Presentations to FEBS and Clients

Total Workplace Monthly Newsletters Internal and Customer Editions



Total Workplace Client Tours 100+ and growing



# GSA Total Workplace Creating the 21<sup>st</sup> Century Workplace



## Change in Seasons Adapting to the Changing Federal Workforce

In June, 2010, the President called upon Federal Agencies to identify efficiencies in the use of their real estate and to save the taxpayers \$3 billion in real estate costs by disposing of "unused or under-utilized" assets. USDA/ NASS responded to that Presidential challenge. The organization quickly realized that such a fundamental change, paired with the new capabilities of mobile technology, could best be realized through a series of strategic design engagements in the Regions. These efforts would better identify the business change required and encourage the positive participation of staff in the process. The change in location and size of NASS Field offices is profound - akin to pruning in the world of agriculture. Just as pruning adds to the vigor and productivity of the plant provided that it is both careful and informed; the same can be said of real estate reduction. And like inexpert pruning, ill-considered reduction without considering the whole of NASS can threaten the agency's ability to thrive.

Beginning with the end in mind, NASS engaged with BRDP, a workplace strategy and design firm, through GSA Public Buildings Service to study its organization in order to define a high performance NASS workplace that aligns with the Presidential mandate. The focus is to engender a new and vigorous workplace for the current season and to develop a better understanding of the future productive NASS.

a positive future that engages the staff in that possibility. To do this, a balanced understanding of the HUMAN CAPITAL, BUSINESS PROCESS, CUSTOMER and FINANCIAL business drivers is fundamental. Just as understanding the composition of the soil paves the way for a thriving crop, so studying workplace and staff paves the way for future productivity. Goals, strategies to meet those goals, and the determination to act on the strategies will become the measures of success.

The value of the NASS workplace strategic design engagement hinges on the questions that are asked of the future. The emphasis is on asking business-centric questions that set up the objectives to be obtained in the ideal design. These strategic questions are often different than those in a traditionally tactical approach.

How many people? Shifts to:  
 → What kinds of spaces pay off in delivering results?  
 How many separate teams? Shifts to:  
 → Who needs to be private from each other and why?  
 How many at what pay grade get an office? Shifts to:  
 → What is the value of a private office to the organization and how can it be delivered cost effectively?

What does growth look like? Shifts to:

## Sample Report

### Many Regions - One NASS

The still developing scorecard will be implemented at a national level, helping to promote the increased organizational emphasis on nationwide collaboration and success. Will this be the proper mix to realize the desired yield?

Human Capital	<ul style="list-style-type: none"> <li><b>In the Story</b> - Our workplace should be a magnet, attracting young and creative staff. Inspiring trust and integrity. A place where success is defined by everyone seeing themselves in the story.</li> <li><b>Move Forward</b> - It may not be a new field office, but it is a new culture. Everyone wants to make the change work best for NASS with a readiness to move forward. Our workplace should invite us to come in with a shared vision and help us leave with a shared mission.</li> </ul>	<ul style="list-style-type: none"> <li><b>Transfer of Knowledge</b> - Communication will play an important role in promoting the transfer of the depth of experience and knowledge to the next generation and diminishing brain drain. Our workplace should be open and accessible, encouraging collaboration and the sharing of new ideas, solutions and understanding.</li> </ul>	Business Process
Customer	<ul style="list-style-type: none"> <li><b>Statistical Satisfaction</b> - Our business depends on meeting the needs of our customers who are also our cooperators. Supplying quality unbiased agricultural statistics is the key to remaining viable in a new world of organics and urban agriculture.</li> </ul>	<ul style="list-style-type: none"> <li><b>Budget</b> - Budget is important. Government agencies are expected to be efficient and cost effective while still providing quality services in an ever changing budget climate.</li> </ul>	Finance



Community



Performance



Quality



Efficiency

# GSA Total Workplace

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180 USF/pp  
400K USF project



62 USF/pp



346 USF/pp



176 USF/pp



\$1,818,390



310 USF/pp



200 USF/pp

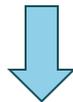


\$3,436,500

199k sf project



Innovation Lab



85 USF/pp

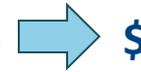
2,900 sf project



R3. 221 USF/pp



144 USF/pp



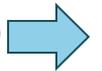
\$1,160,000

138k USF project

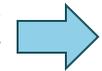
HQ 192 usf/pp



83 usf/pp



\$632K



< 2 yrs payback<sup>1</sup>

14,000 sf project

1800 F Transformation Support: Surveys/Analytics/Change Mgmt



# GSA Total Workplace

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### Total Workplace Furniture and Information Technology (FIT) Initiative

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

### *TOTAL WorkPlace FIT* Intent

Fuel vigorous and deliberate optimization of the  
Federal Footprint

Minimize upfront capital needs of our customers in  
right-sizing their operations

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

### What is Total WorkPlace?

- GSA's new offering to assist Agencies in managing footprint
- Addresses Agency's Furniture and IT requirements
- Minimize Agency's initial capital investment
- Multi-year term agreement with the customer agency
- All agreements intended to be installment-based
- Ownership transfers to customer at end of agreement

# GSA Total Workplace

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When should this offering be used?

Total WorkPlace assists agencies when:

...addressing lack of funds to purchase mobility products

...short-notice space actions with space reduction

...any time quick and efficient right-sizing is needed

*Enables agencies to pursue multiple projects in a single year to effectively manage their portfolio and budget*

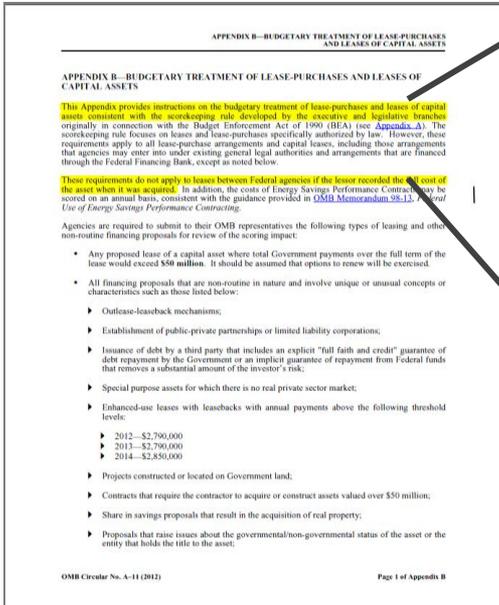
# GSA Total Workplace

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### How is this offering categorized?

This Appendix provides instructions on the budgetary treatment of lease-purchases and leases of capital assets consistent with the scorekeeping rule developed by the executive and legislative branches originally in connection with the Budget Enforcement Act of 1990 (BEA) (see [Appendix A](#)). The scorekeeping rule focuses on leases and lease-purchases specifically authorized by law. However, these requirements apply to all lease-purchase arrangements and capital leases, including those arrangements that agencies may enter into under existing general legal authorities and arrangements that are financed through the Federal Financing Bank, except as noted below.

These requirements do not apply to leases between Federal agencies if the lessor recorded the full cost of the asset when it was acquired. In addition, the costs of Energy Savings Performance Contracts may be scored on an annual basis, consistent with the guidance provided in [OMB Memorandum 98-13, Federal Use of Energy Savings Performance Contracting](#).



### OMB Circular A-11 (2012) Appendix B

# GSA Total Workplace

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### What criteria does GSA use?

Preference will be given to projects meeting the following criteria:

- Reduction opportunity in a Customer Portfolio Plan
- Projects resulting in a reduction in annual rent paid
- Increased efficiency of existing space
- Consolidation of expiring leases into GSA owned buildings
- Co-location with other agencies where there is shared resources/special space will receive preference over single agency occupancies
- Links to other consolidation projects will receive preference over stand-alone projects

# GSA Total Workplace

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### How is the offering delivered?

- Aligned with current processes / practices
  - Working with GSA - Agencies determine requirements
  - GSA enters into Supplemental Occupancy Agreement
  - Appears on GSA bill to Customer Agency
- Straight Line payments over the useful life of the item
  - up to 5 years for furniture purchase
  - up to 3 years for IT purchase

# GSA Total Workplace Creating the 21<sup>st</sup> Century Workplace

## Total WorkPlace Supplemental OA

**Signed Agreement and Financial Summary**  
**SUPPLEMENT TO THE OCCUPANCY AGREEMENT**  
**between**  
**U.S. FISH AND WILDLIFE SERVICE (4146)**  
**and**  
**GENERAL SERVICES ADMINISTRATION**

**TOTAL WORKPLACE – Furniture, Fixtures, & Equipment (FFE) and Information Technology (IT)**

**A. Overview**

- This agreement (Supplemental OA) sets forth additional terms and conditions to the existing Occupancy Agreement (OA) between the General Services Administration (GSA) and the U.S. Fish and Wildlife Service (Tenant Agency).
- As part of GSA's Total Workplace program, GSA will procure and install FFE/IT for the Tenant Agency on the terms set forth in this clause. The cost will be included in the Public Buildings Service (PBS) bill for space.
- Within 30-days following execution of this Supplemental OA, the Tenant Agency will identify a point of contact to work with, and coordinate with, GSA regarding the Tenant Agency's FFE/IT needs.
- In addition to the Rent charges due and payable by the Tenant Agency as set forth in the OA, the Tenant Agency agrees to pay GSA a supplemental charge identified on the monthly bill from PBS for all FFE, Supplemental FFE Charges, and IT (Supplemental IT Charge) (collectively Supplemental Charge) provided under this Supplemental OA. The Supplemental Charge will include all of GSA's costs relating to this Supplemental OA, including equipment, acquisition, and any other associated costs. If GSA and the tenant agency fail to agree on the Supplemental Charge, neither will be under further obligation under this Supplemental Occupancy Agreement regarding FFE/IT.
- The Tenant Agency will be responsible for receiving, inspecting, and accepting (or rejecting) the FFE/IT in accordance with the terms of GSA's FFE/IT contract, and for maintaining an accurate inventory of all FFE/IT during the Term of this Supplemental OA.
- Commencing with the one-year anniversary of the receiving report, as the custodian of the FFE/IT, the Tenant Agency shall complete an annual physical inventory (Physical Inventory) of all FFE/IT provided through this Supplemental OA. The Tenant Agency shall provide GSA with receipt of a written statement, signed by the Tenant Agency's Contracting Officer's Representative (see attachment B) that certifies the following:  
*All FFE/IT purchased via Purchase Order \_\_\_\_\_ has been inventoried and has been observed to be in the condition that it was in at the time of receipt less normal wear and tear. Additionally, it remains in the location of initial installation.*
- The Tenant Agency bears all risk of missing, lost, or damage of any kind to the FFE/IT. In the event the Physical Inventory identifies missing, lost, or damaged FFE/IT, the Tenant Agency agrees to continue making payments to GSA. Any replacement or repair of the FFE/IT is outside the scope of this Supplemental OA and will be handled through a separate Reimbursable Work Agreement (RWA), as requested by the Tenant Agency.
- GSA will retain custody and accountability (including acceptance, operation, maintenance and repair) for the FFE and IT during the FFE and IT Term. Information security and data integrity are the responsibility of the tenant agency. Upon complete fulfillment of the Tenant Agency's financial obligations for payment of Supplemental FFE Charge or Supplemental IT Charge, GSA will transfer custody and accountability of the FFE/IT (as applicable), including all warranties (if any), to the Tenant Agency.

Page 1 of 3

Note in text supplemental OA pending for final resolution of the disagreement.

Page 2 of 3

Page 3 of 3

**Attachment A**  
**Pro Forma Financial Summary**

SUPPLEMENT TO THE OCCUPANCY AGREEMENT between  
**U.S. FISH AND WILDLIFE SERVICE (4146) and GENERAL SERVICES ADMINISTRATION**  
**Total Workplace – Furniture, Fixtures & Equipment (FFE) and Information Technology (IT)**  
**3 Year Lease of FFE 3 Year Lease of IT**  
Fiscal Version: Data Last Modified: 15Jul13  
**U.S. FISH AND WILDLIFE SERVICE (4146)**  
Supplemental OA Start Date: 1 October 2014 Supplemental OA End Date: 30 September 2017  
Period: Typical 1 Year Period (1Oct2014 - 30Sep2015) 1 October 2015 - 30 Sep 2016 1 Oct 2016 - 30 Sep 2017

	Estimated Total Cost	Charge Basis (MSP)	Period Charge (1 Year)	Annual Rate Charge (MSP)
<b>10a. Billing Adjustment &amp; Corrections</b>				
A. Furniture, Fixtures, and Equipment (Total Workplace Package 1)	\$10,005,000	183,000	\$3,335,000	\$18.22
B. Information Technology (Total Workplace Package 2)	\$2,259,000	183,000	\$853,000	\$4.66
<b>11. PBS Bill</b>				
A. Total, Total Workplace Bill			\$4,188,000	\$22.88

**Notes:**  
Note 1: For budgetary purposes in accordance with OMB Circular A-11, Appendix B, Budgetary Treatment of Lease-Purchases and Lease of Capital Assets, these requirements do not apply to leases between Federal Agencies if the lease (GSA) recorded the full cost of the acquisition is acquired.  
Note 2: For accounting purposes, GSA is following the below guidance:  
1. GSA will recognize this accounting transaction as a capital transaction (lease purchase) in accordance with the following guidance:  
a. Federal Accounting Standards Advisory Board (FASAB) Accounting for Liabilities of the Federal Government (Paragraph 43-46) (SFA No. 3).  
b. FASAB Accounting for Property, Plant, and Equipment (Paragraph 20) (SFAS No. 6).  
c. OMB Circular A-11, Appendix B, Budgetary Treatment of Lease-Purchases and Lease of Capital Assets.  
d. OMB Circular A-116, Financial Reporting Requirements.  
2. GSA will recognize this transaction in the Fiscal Year the order is placed, in accordance with Treasury Bulletin No. 2013-04, Revised Policy for Interagency Transactions (SFOs) for Fiscal 2013 Reporting, including implementation of America and Scorecard.

**Requesting Agency Funding Information**

Basic appropriation symbol (Treasury account symbol)  
Account element  
Fund element  
Appropriation operation data (Annual, Multi-year, 10-year)  
Unique identifiers of funding (if any)  
Business event type code  
Agency location code (4-digit) for DPAC  
Funding agency code  
Funding office code  
Billing Office Address

**Requesting Agency Funds Certifying Official**

Identify the fund used above and prepare the signature for the purchase set forth in this agreement.  
Title  
Signature  
Printed Name  
Title

Agency

Attachment A

individuals of the Tenant Agency (CO) for the FFE and IT equipment before award is that the TACOP is fully responsible for providing such information for the documentation, to GSA. Agency is responsible for their respective IT and equipment, and upgrading the office and/or commensurate a different time period in (15) days of delivery, the caused delay, security, and any other arrangements system, maintenance, and use.

Agency's failure to fulfill of the FFE/IT items.

if or commodities within a time period is permitted.

Agency's failure to fulfill of the FFE/IT items.

Attachment B

**2 page Attachment  
- Financial  
- Tenant Responsibilities**

**3 page Agreement**



# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

### **Fish & Wildlife Service - Leesburg Pike, VA**

- \$10M Furniture and \$2.5 M Information Technology
- Saving more than \$3.8 million in annual real estate costs
- Consolidating three buildings into one
- 26% Footprint Reduction...down ~ 72,200 square feet

### **Health and Human Services – Seattle, WA**

- \$2.5M Furniture and \$1.8 M Information Technology
- Saving approximately \$1.5 million in annual real estate costs
- 44% Footprint Reduction ~ 115,000 RSF to 69,000 RSF
- Increased shared spaces – improving efficiencies

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace

### Total WorkPlace FIT Offering



TSA....NIH....DOC/EDA.....DOC/ITA....HHS/CMS....HHS  
HQ.....EPA.....Others.....

# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace



We need to send a clear message to our stakeholders on our commitment to innovation, operational excellence, and cost saving....are we?



# GSA Total Workplace

## Creating the 21<sup>st</sup> Century Workplace





Questions?

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Charles Hardy

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[charles.hardy@gsa.gov](mailto:charles.hardy@gsa.gov)  
[www.gsa.gov/totalworkplace](http://www.gsa.gov/totalworkplace)

# Thank you for joining us today for a discussion on **Introduction to GSA Total Workplace**

- **Future sessions**

- March – Introduction to Requirements Development
- April – Introduction to Project Management Practices
- May – Introduction to eRETA and VCSS Updates

[www.gsa.gov/ces](http://www.gsa.gov/ces)

[ClientEnrichmentSeries@gsa.gov](mailto:ClientEnrichmentSeries@gsa.gov)