Welcome to today’s presentation:

**GLS Plus: Private Sector Experience, Public Sector Value**

*September 16, 2021*

*The presentation will start at 1:00 pm Eastern*

**Note:** Phones are automatically muted during the presentation. You can send questions to our presentation team via your Q&A pane and team will answer as many questions as possible during the presentation. All questions will be responded to in writing in a formal Q&A document, posted along with the slide deck and session recording, on our website, [http://www.gsa.gov/ces](http://www.gsa.gov/ces)
GLS Plus: Private Sector Experience, Public Sector Value
September 16, 2021

Presented by:
Bridget Rhodes
National Contracting Officer’s Representative
GSA Office of Leasing, Center for Broker Services

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National Contracting Officer’s Representative
GSA Office of Leasing, Center for Broker Services

Hosted by:
Victor Mendez
CES Team Member
GLS Plus: Private Sector Experience, Public Sector Value

Agenda

*Private Sector Experience:*
   - Introduction to GLS Plus
   - Program Administration

*Public Sector Value:*
   - Funding: Commissions
   - Enhanced Services
   - Virtual Market Tours
   - Portfolios of Work
Pre-1994 – In-house procurement only
1994 - 2007 – Multiple, scattered contracts
2005 - 2010 – National Broker Contract (NBC)
2010 – 2014 – National Broker Contract 2 (NBC2)
2015 – 2020 – GSA Leasing Support Service (GLS)
May 2020 – Present – GSA Leasing Support Services Plus (GLS Plus)
GLS Plus Zonal Map

Northern Service Area (Zone 1)
GSA Regions 1, 2, 3, 5
CBRE, Inc
Jones Lang LaSalle

Southern Service Area (Zone 2)
GSA Regions 4, 7
Savills
Public Properties

Western Service Area (Zone 3)
GSA Regions 6, 8, 9, 10
Cushman and Wakefield
Carpenter / Robbins

National Capital Service Area (Zone 4)
GSA Region 11
Savills
Public Properties
CBRE
Information Gathering

- **GSA Regional Outreach**
  - Leadership direction
  - Roundtable regional knowledge exchange

- **Customer Agency**
  - Client Enrichment Series
  - Performance Feedback

- **Industry Outreach**
  - Pre-Conference Surveys
  - Roundtable discussions
  - “Industry Day”
Outcomes

*PBS provides value by bringing together*

A positive customer experience with our Workplace Options

Innovation through Market Expertise

and

Maximum Savings through Skilled Negotiation
# Program Administration

## National Program Officials:

<table>
<thead>
<tr>
<th>Title</th>
<th>Responsibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Program Manager</td>
<td>Oversight responsibility and program management</td>
</tr>
<tr>
<td>National Contracting Officers</td>
<td>Award and administer contracts</td>
</tr>
<tr>
<td>National Contracting Officer’s</td>
<td>Quality assurance and technical expertise/ oversight for both Leasing and</td>
</tr>
<tr>
<td>Representatives</td>
<td>Contracting</td>
</tr>
<tr>
<td>Zonal Contracting Officers</td>
<td>Award and administer task orders</td>
</tr>
<tr>
<td>Program Analysts</td>
<td>Data collection and management</td>
</tr>
</tbody>
</table>

## Regional Program Officials:

<table>
<thead>
<tr>
<th>Title</th>
<th>Responsibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional Program Managers</td>
<td>Program oversight/achievement of regional measures</td>
</tr>
<tr>
<td>Contracting Officer's Representatives</td>
<td>Program execution at the project level</td>
</tr>
</tbody>
</table>
Project Team

Regional Team Members:

<table>
<thead>
<tr>
<th>Title</th>
<th>Responsibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client Planning Manager (CPM)</td>
<td>Assists customers with project development</td>
</tr>
<tr>
<td>Project Manager (PM)</td>
<td>Primary POC for the project duration</td>
</tr>
<tr>
<td>Contracting Officers' Representatives (COR)</td>
<td>Program execution at the project level</td>
</tr>
</tbody>
</table>

The Reason We Exist:

To serve YOU!

and guide the project vision
## Broker Partners:

<table>
<thead>
<tr>
<th>Title</th>
<th>Responsibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transaction Manager (TM)</td>
<td>Partner with GSA Lease Contracting Officer</td>
</tr>
<tr>
<td>Market Survey Specialist</td>
<td>Coordinates and may perform building tours</td>
</tr>
<tr>
<td>Post Award Manager (PAM)/Senior Past Award Manager (SPAM)</td>
<td>Oversees design and construction</td>
</tr>
</tbody>
</table>
# Broker Qualifications

<table>
<thead>
<tr>
<th>Role</th>
<th>Minimum Education</th>
<th>Years Experience</th>
<th>Minimum Training</th>
<th>Annual Training Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zonal Project Manager</td>
<td>N/A</td>
<td>3 years of commercial real estate experience</td>
<td>Lease Acquisition Training, Pricing training, + Zonal Training or equivalent*</td>
<td>Required OLU Training</td>
</tr>
<tr>
<td>Transaction Manager</td>
<td>2-4 Year College Degree + Broker Licensure requirements by State/Local jurisdiction</td>
<td>5 years (high value projects), 3 years (moderate and limited value projects) of commercial real estate experience</td>
<td>Lease Acquisition Training, Cost and Price Analysis of Lease Proposals, Federal Real Property Lease Law, Pricing training, Zonal Training or equivalent, + Client Planning Requirements Development Training (or its equivalent)*</td>
<td>Required OLU Training</td>
</tr>
<tr>
<td>Market Survey Specialist / Individual Activity Participant (Local Broker)</td>
<td>Broker Licensure requirements by State/Local jurisdiction</td>
<td>1-3 years of experience in research and/or market analysis</td>
<td>Market Survey Training*</td>
<td></td>
</tr>
<tr>
<td>Post Award Manager</td>
<td>N/A</td>
<td>3 years of post award support related to buildout</td>
<td>Lease Acquisition Training, Pricing training, + Zonal Training or equivalent*</td>
<td>Required OLU Training</td>
</tr>
<tr>
<td>Senior Post Award Manager</td>
<td>Project Management Professional (PMP) Certification or a degree in Project Management</td>
<td>10 years of post award support related to buildout</td>
<td>Lease Acquisition Training, Pricing training, + Zonal Training or equivalent*</td>
<td>Required OLU Training</td>
</tr>
</tbody>
</table>
Force Multiplier: \( \text{fo(e)rs \ məl-tə-plİ(ə)r n:} \)
A tool that dramatically amplifies your effectiveness.
Public Sector Value
GLS Plus: Private Sector Experience, Public Sector Value - Section Two

Agenda

Private Sector Experience:
- Introduction to GLS Plus
- Program Administration

Public Sector Value:
- Funding
- Enhanced Services
- Market Survey 360
- Portfolios of Work
Funding: Commissions
Aggregate Lease Value

- Full service rent paid for firm term
- Includes –
  - shell rent/taxes
  - operating costs
  - Tenant Improvements (TI)
  - Building Specific Amortized Capital (BSAC) and
  - any fixed rent bumps
- Does not include any rental abatement except for commission credit or lump sum TI buy downs
Definitions (contd)

**Commission**
- The percentage of the Aggregate Lease Value
- A rate per square foot or a fixed amount, depending on the market

**Commission Agreement**
- Written agreement between Lessor and Broker

**Contractor’s Commission**
- The portion of the commission that is owed to the Contractor.

**Commission Credit**
- Portion of the commission that is returned to the Govt, as reduction in the shell rent
The Process

Steps in the Process:

- GLS Plus Base Contract Award
- Brokers Establish Commission Rates with Offerors
- Brokers forgo a % of commission for the commission credit; Credit is applied as an offset to the shell rent in the Lease as seen in the Client’s Occupancy Agreement
General Notes

- Government will make every effort to issue Task Orders in markets where commissions should be available

- Firm Term Only

- Options are excluded

- If no post award services, the Tenant Improvement and Building Security allowances are excluded from Aggregate Lease Value
## Quantifiable Results

<table>
<thead>
<tr>
<th>Tactic</th>
<th>Savings Associated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Taxpayer savings associated with rent credits: passed directly to Clients</td>
<td>$490M in past 16 years, with $246M projected on remaining TOs</td>
</tr>
<tr>
<td>Projecting 1800 task orders under GLS Plus</td>
<td>Estimating $200M in estimated rent credits</td>
</tr>
<tr>
<td>Negotiations and rightsizing Client workspaces</td>
<td>$3.119B in Lease Cost Avoidance since 2018</td>
</tr>
</tbody>
</table>
## Enhanced Services: GLS Plus Menu of Services

<table>
<thead>
<tr>
<th>MODULE TYPE</th>
<th>MODULE DESCRIPTION / TARGET PROJECT TYPES</th>
<th>REQUIREMENTS DEVELOPMENT</th>
<th>LEASE ACQUISITION</th>
<th>POST AWARD SERVICES</th>
<th>EXTENSION</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>DELUXE ACQUISITION SERVICES</td>
<td>+</td>
<td></td>
<td></td>
<td>+</td>
</tr>
<tr>
<td></td>
<td>Requirements Development, Lease Acquisition, Post Award Services</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>PROGRAMMING &amp; ACQUISITION SERVICES</td>
<td>+</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Requirements Development &amp; Lease Acquisition</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>OCCUPANCY SERVICES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lease Acquisition &amp; Post Award Services</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>LEASE ACQUISITION</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lease Acquisition</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>LIMITED VALUE LEASES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>*TBD at Task Order Award</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>PLANNING SERVICES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lease Extensions</td>
<td></td>
<td></td>
<td></td>
<td>With an associated Task 1-5 or NPM Approval</td>
</tr>
<tr>
<td>Prospectus Projects</td>
<td>Non-Prospectus Projects</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>---------------------</td>
<td>------------------------</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>42-36 months prior to lease expiration</td>
<td>30-24 months prior to lease expiration</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Client Facing Meetings: Foundational for Project Success

- **Project Commencement Meeting**
  - Preliminary schedule discussion
  - Initial market overview
  - Preferred methods of communications, etc.
  - Assignment of Roles and Responsibilities
Enhanced Requirements Development
## Enhanced Requirements Development

<table>
<thead>
<tr>
<th>Service/Scope</th>
<th>Requirements Development</th>
<th>Enhanced Requirements Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Obtain Request for Space documents/Client Project Agreement (CPA)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Obtain the agency’s Special Requirements package (provide feedback)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Delineated Area Consultation</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Rural Development Compliance</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Justification of Delineated Area Outside CBA</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Notification to City Officials (draft)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Combined Project Management and Acquisition Plan (draft)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Project Milestone Schedule</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Obtain the tenant agency’s standard work hours</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Market Analysis (Initial)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Conduct Needs interview and provide Completed Questionnaire</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Meeting Minutes</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Macro POR</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- Executive Summary</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- Space Situation Assessment</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- Conduct interviews with specified agency representatives</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- Recommendations for the Future Workplace/Gap Analysis</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- Perform walkthrough surveys of existing space situation</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- Housing Plan</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- Preliminary Budget/Funding Forecast (price per sqft)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>- POR Project Timeline/Milestone Schedule</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>
Macro Program of Requirements

- Comprehensive document for the Client Agency outlining the total space requirement
- Macro POR includes:
  - Housing Plan
  - Preliminary budget/funding forecast
  - Project timeline and Milestone Schedule
- Conducted once with only one revision maximum
- Customized to meet your Client Agency’s needs needs
Macro Program of Requirements

- Executive Summary

- Space Situation Assessment
  - Office space
  - Special space
  - Storage
  - Parking requirements
  - Conduct interviews with specified agency representatives
  - Headcount data
GAP Analysis

- Client agency organizational information
- Develop options and scenarios

- From here to a better place
Government review period of 10 days, with one revision

Government Acceptance is defined by approval of the Client Agency

*Client agency leadership buy-in is key!*
Delays in Requirements

- Regional and national escalation protocols
- Terminations
In summary...

**GLS Plus Enhanced Requirements Development:**

- Leverages private sector expertise without funding constraints
- Results in timely, quality space acquisitions reflecting carefully developed space requirements
Enhanced Services: Post Award
## Enhanced Services: Menu of Services

<table>
<thead>
<tr>
<th>MODULE TYPE</th>
<th>MODULE DESCRIPTION / TARGET PROJECT TYPES</th>
<th>REQUIREMENTS DEVELOPMENT</th>
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</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>DELUXE ACQUISITION SERVICES&lt;br&gt;Requirements Development, Lease Acquisition, Post Award Services</td>
<td>+</td>
<td>✓</td>
<td>✓</td>
<td>+</td>
</tr>
<tr>
<td>2</td>
<td>PROGRAMMING &amp; ACQUISITION SERVICES&lt;br&gt;Requirements Development &amp; Lease Acquisition</td>
<td>✓</td>
<td>✓</td>
<td>+</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>OCCUPANCY SERVICES&lt;br&gt;Lease Acquisition &amp; Post Award Services</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>LEASE ACQUISITION&lt;br&gt;Lease Acquisition</td>
<td></td>
<td>✓</td>
<td>+</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>LIMITED VALUE LEASES&lt;br&gt;*TBD at Task Order Award</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>PLANNING SERVICES&lt;br&gt;Lease Extensions</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

With an associated Task 1-5 or NPM Approval
Post Lease Award Orientation Meeting

- Scheduled by the broker within 5 days of Lease Award

- Goals:
  - Gather the parties to kick off Post Award
  - Establish roles and responsibilities
  - Set the stage for design through occupancy
## Enhanced Post Award Services: Distinction

<table>
<thead>
<tr>
<th>Service/Scope</th>
<th>Post Award</th>
<th>Enhanced Post Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expertise: Post Award Manager (3 years + TI experience)</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Expertise: Senior Post Award Manager (10 years + TI experience) (More specific demonstrated experience)</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td><strong>Elevated</strong> Communication Standards: Demonstrated proficiency in strong work ethic: Extremely communicative, Solution-oriented approach, Very proactive, Increased accountability with lessor team, knowledgeable, self-initiated, detail-oriented, and efficient. Creative use of technological tools to communicate Government requirements.</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>Post Lease Award Orientation Meeting</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>DID (Traditional and/or Workshop); pre-coordination with architect (articulating the requirement overview to ensure the DID development is successful).</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Design Intent Drawings Review per DID Review Guide</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Design Intent Drawings Comment Assembly</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Construction Drawings: Evaluate for conformance to the specific requirement/lease</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Construction Drawings Comment Assembly</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Lessor’s Tenant Improvement (TI) Pricing; Shell/TI separation</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Lessor’s Tenant Improvement (TI) Pricing; More detailed review</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Preparation and Submission of TI-PNM</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Construction Schedule and Initial Construction Meeting</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>On-Site Construction Progress Inspections</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td><strong>Increased</strong> Progress Inspections</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>QA/QC - Reports / Photography</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td><strong>Increased</strong> QA/QC - Reports / Photography</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Request IGE</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Coordination of Tenant Occupancy Services</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>
Enhanced Post Award Services

Senior Post Award Manager

- Elevated Communications, including full support of the firm
- Pre-DID Coordination
- TI price review
Enhanced Post Award Services: Progress Inspections, Reports & Photos

- Increased number of progress inspections places the Client Agency’s interests as a top priority
- Progress Inspection Report within 3 days
- Recommendations:
  - Schedule
  - Deficiencies, non-conformance
  - Workmanship
- Photo documentation, 360 degree image of the space or electronic time lapse video of construction progress
GLS Plus Post Award Services focus on Partnership:

Broker expertise complements the GSA team, as a workforce multiplier which results in an improvement Client experience.
Virtual Market Tours: Market Survey 360
Showcasing 360 Degree Technology

https://tours.invisionstudio.com/458134
Why Market Survey 360?
**Innovation: What is a 360 Camera?**

- An omnidirectional camera, with a 360-degree field of view so that it captures just about everything around the sphere.
- How does it work?
  - These eyeball-shaped cameras record all 360° of a scene thanks to their multiple lenses. The camera will then automatically stitch the two images together to bring you one spherical image.
- They’re easier to use than you think
  - Shooting video couldn’t be easier. Simply push a button to start shooting footage.
- In 360-degree stills, everything is static, so what you see is what you get. You can navigate the image at will, choosing which portion of it you wish to focus your attention on.
**Innovation: Market Survey 360**

*Digital still images using 360 degree camera technology*

- Modern-era technology **innovates** an existing process
- Use of camera technology to provide 360 degree images of space. More robust, “virtual” images will **reduce travel needed**
- **Cost/time savings**
- **Efficiency in operations** and service delivery
- **Improved customer experience** through broad virtual space viewing access
Market Survey 360 in Action
Types of Projects for Market Survey 360

- Remote locations
- Smaller lease footprint
- Minimal buildings to survey
- Single-tenant buildings
Portfolios of Work
Portfolios of Work – an Introduction

- What is a Portfolio of Work?
- How will we implement?
- How is success measured?
### Portfolios of Work

#### Sample Agency Portfolio of Work

<table>
<thead>
<tr>
<th>Lease No.</th>
<th>Exp. Date</th>
<th>Current Square Footage</th>
<th>Current Rental Rate</th>
<th>New Req.</th>
<th>Requested Term</th>
<th>Procurement Type</th>
<th>Space Type</th>
<th>Lease Module</th>
<th>Bullseye Rate</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>4/10/2024</td>
<td>225,333</td>
<td>$51.05</td>
<td>+/-</td>
<td>20 Years</td>
<td>Full and Open Procurement</td>
<td>Office</td>
<td>Module 1</td>
<td>$54.85</td>
<td>Current location can’t meet requirements, Delineated Area is CBD of Washington, DC</td>
</tr>
<tr>
<td>2</td>
<td>6/9/2022</td>
<td>44,846</td>
<td>$44.62</td>
<td>40,846</td>
<td>15 Years</td>
<td>Full and Open Procurement</td>
<td>Office (TAC)</td>
<td>Module 3</td>
<td>$54.85</td>
<td>Delineated Area is CBD of Washington, DC. Current location is being developed for retail.</td>
</tr>
<tr>
<td>3</td>
<td>8/30/2022</td>
<td>38,986</td>
<td>$24.04</td>
<td>27,908</td>
<td>10 Years</td>
<td>Full and Open Procurement</td>
<td>Office</td>
<td>Module 4</td>
<td>$25.13</td>
<td>Current location can meet requirements. Delineated Area is CBD of Landover, MD</td>
</tr>
<tr>
<td>4</td>
<td>10/15/2022</td>
<td>50,678</td>
<td>$27.33</td>
<td>39,398</td>
<td>10 Years</td>
<td>Full and Open Procurement</td>
<td>Office</td>
<td>Module 1 Enhanced Post Award Services</td>
<td>$26.84</td>
<td>Current location has ABAAS issues, Delineated Area is the CBD of Beltsville</td>
</tr>
<tr>
<td>5</td>
<td>12/5/2022</td>
<td>53,399</td>
<td>$41.23</td>
<td>45,399</td>
<td>10 Years</td>
<td>Succeeding Office</td>
<td>Module 4</td>
<td>Succeeding Lease, Paint and Carpet Refresh only. Arlington, VA.</td>
<td>$43.93</td>
<td></td>
</tr>
</tbody>
</table>

**GSA**
Portfolios of Work - Implementation

How will we implement?

- Zonal Vetting
- Brokers Compete
- Portfolio Awarded
- Project Team Execution
Measuring Success

National Program Officials
Timely replacement, Favorable lease rates

- Quality
- Schedule
- Cost Control
- Management
- Small Business Subcontracting

Regional Program Managers
Completion of deliverables and services

- Quality
- Schedule
- Management

Contracting Officer’s Representatives

- Quality
- Management
Portfolios of Work - Summary

● What makes Portfolios of Work different?
  ○ Single task order
  ○ Project diversity
  ○ Success based on portfolio

● How will we implement?
  ○ Careful vetting
  ○ Best value awards
  ○ Emphasis on constant communication

● How is success measured?
  ○ Minimum performance standards
  ○ Program Metrics/Key Performance Indicators
  ○ G-REX updates critical!
Thank you for joining us today for a discussion on **GLS Plus:**

**Private Sector Experience, Public Sector Value**

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