Welcome to today’s presentation on:

**Update on the Automated Advanced Acquisition Program (AAAP)**

The presentation will start at 2pm Eastern

**Note:** Phones are automatically muted during the presentation. You have the ability to send questions to your fellow attendees and our presentation team via your Chat pane. Our team 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 prior to the next presentation.
Past and Present Session

• August – Evolving RWA Policies

• TODAY – Update on the Automated Advanced Acquisition Program (AAAP)

www.gsa.gov/ces
ClientEnrichmentSeries@gsa.gov
Client Enrichment Series

*Automated Advanced Acquisition Program (AAAP)*

**AAAP Contacts:**
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Acting Director, Center for AAAP

PJ Brennan  
Team Lead, Center for AAAP

Robert Zick  
Program Specialist, Center for AAAP
GSA’s Mission

To assist federal agencies in accomplishing their missions by providing lease acquisition services that deliver space timely, at best value, and with superior workplace solutions.
GSA Leasing Procurement Tools

- Traditional (in-house)
- Traditional (Broker Contract) ... a la GLS
- Competition in Contracting Act (CICA) & GSAM 570
- Automated Advanced Acquisition Program (AAAP)
GSA Leasing Procurement Tools – Traditional Methods

- Traditional (in-house)
- Traditional (Broker Contract) … a la GLS
- Automated Advanced Acquisition Program (AAAP)
- Competition in Contracting Act (CICA) & GSAM 570
GSA Leasing Procurement Tool – Triple A-P

- Traditional (in-house)
  - Competition in Contracting Act (CICA) & GSAM 570
  - Traditional (Broker Contract) ... a la GLS
  - Automated Advanced Acquisition Program (AAAP)
Traditional Process vs. AAAP Process

Traditional Process

1. Start
   - Agency Requirement
2. Initial Offers
3. Final Proposal Revisions
4. Identify Lowest Priced Offer
5. RLP Out to Market
6. Negotiations
7. Rank Offers
8. Award Lease

AAAP Process

1. RLP out to market (1st of FY)
2. Start
   - Agency Requirement
3. Final Proposals (open period)*
4. Identify Lowest Priced Offer
5. Award Lease
6. Final Proposals
7. Project-Specific Ad*
8. Rank Offers
9. Due Diligence

*open period

PBS Leasing Desk Guide - AAAP Chapter
What is the AAAP?

AAAP
Automated Advanced Acquisition Program
Logos of Federal Agencies Using Triple A - P
Fly Over- High Level Overview

AAAP
Automated Advanced Acquisition Program
Request for Lease Proposals

GSA Issues AAAP RLP

Market Awareness through General Ad

Market Logs On to Submit an Offer

AAAP.GSA.GOV
How GSA Gathers Market Offers and Customer Requirements to Generate a Pool of Offers

Market Populated AAAP Database → Client Agency Submits Requirement → AAAP Generates a Pool of Offers
REQUIREMENT

Delineated Area
ABQA SF
Term
Go/No-Go Criteria
GSA Calculates final proposals using Present Value

<table>
<thead>
<tr>
<th>Building Name</th>
<th>Present Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building A</td>
<td>$23.15</td>
</tr>
<tr>
<td>Building B</td>
<td>$50.12</td>
</tr>
<tr>
<td>Building C</td>
<td>$16.75</td>
</tr>
<tr>
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<tr>
<td>Building F</td>
<td>$27.45</td>
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<tr>
<td>Building G</td>
<td>$51.22</td>
</tr>
<tr>
<td>Building H</td>
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<tr>
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</tr>
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</tbody>
</table>
Begin Due Diligence w. lowest price offer:

Can the lowest price offer meet GSA’s minimum requirements?

Can the lowest price offer meet the client agency’s go/no-go criteria?

If yes - schedule a building tour with client agency.
<table>
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Traditional Process vs. AAAP Process Map

**Traditional Process**

- **START**
  - Agency Requirement
- **Initial Offers**
- **Final Proposal Revisions**
- **Identify Lowest Priced Offer**
  - RLP Out to Market
  - Negotiations
  - Rank Offers
  - Award Lease

**AAAP Process**

- **RLP out to market (1st of FY)**
- **START**
  - Agency Requirement
- **Final Proposals**
- **Project-Specific Ad**
- **Rank Offers**
- **Identify Lowest Priced Offer**
- **Award Lease**
  - (open period)
  - Due Diligence

*Post Award Activities*
Where do I fit in?

- Planning
- Requirements Development
- Building Tour
- Post Award Activities
- Occupancy
## Planning - When To Use AAAP

<table>
<thead>
<tr>
<th>Client Agency</th>
<th>Lease Action</th>
<th>Exp. Date</th>
<th>ABOA SF</th>
<th>Space Type</th>
<th>Procurement method</th>
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</thead>
<tbody>
<tr>
<td>Agency A</td>
<td>New Replacing</td>
<td>01/08/2019</td>
<td>55,553</td>
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<td>AAAP</td>
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<tr>
<td>Agency A</td>
<td>New</td>
<td>NA</td>
<td>2,300</td>
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<td>AAAP</td>
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<td>Agency A</td>
<td>New</td>
<td>NA</td>
<td>4,973</td>
<td>Lab</td>
<td>Traditional</td>
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<tr>
<td>Agency A</td>
<td>New Replacing</td>
<td>03/25/2020</td>
<td>99,550</td>
<td>Warehouse</td>
<td>Traditional</td>
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<tr>
<td>Agency A</td>
<td>New Replacing</td>
<td>09/17/2020</td>
<td>152,456</td>
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<td>AAAP</td>
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<td>Agency A</td>
<td>New</td>
<td>NA</td>
<td>700</td>
<td>Office</td>
<td>AAAP</td>
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<tr>
<td>Agency A</td>
<td>New Replacing</td>
<td>02/24/2019</td>
<td>449</td>
<td>Office</td>
<td>Traditional</td>
</tr>
</tbody>
</table>
Planning - When To Use AAAP - Office

- Office Space
Planning - When To Use AAAP – More than 500 ABOA SF

- Office Space
- >= 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
Planning - When To Use AAAP – Full and Open

- Office Space
- >= 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need thru Full & Open Competition
Planning - When To Use AAAP - Terms

- Office Space
- >= 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need thru Full & Open Competition
- Term
  - 15 year w/termination rights after year 10
  - 10 firm
  - 10 year w/termination rights after year 5
Planning - When To Use AAAP – Tier 5 or Lower

- Office Space

- >= 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)

- New and Continuing Need thru Full & Open Competition

- Term
  - 15 year w/termination rights after year 10
  - 10 firm
  - 10 year w/termination rights after year 5

- Tenant Improvement Allowance (TIA) Customization Tier 5 or lower
Planning - When To Use AAAP – Lowest Price/Technically Acceptable

- Office Space
- >= 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need thru Full & Open Competition
- Term
  - 15 year w/termination rights after year 10
  - 10 firm
  - 10 year w/termination rights after year 5
- Tenant Improvement Allowance (TIA) Customization Tier 5 or lower
- Lowest Price/Technically Acceptable
Lowest price, technically acceptable?
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</table>
Requirements Development
Requirements Development – GSA requirements

● Does the building meet GSA’s minimum requirements?
Requirements Development – Customer Go/No Go Criteria

- Does the building meet GSA’s minimum requirements?

- Does the building meet your go/no-go criteria?
Want vs. Need
Building Tours

- Architectural Glass Wall
- Panel Based
- Beam Based
- Furniture Dividing Wall
- Seating
- Private Office Furniture
- Sound Masking
- Power and Data
Building Tours – Agency Disapproval

...IF THE AGENCY DOES NOT APPROVE THE LOWEST PRICED OFFEROR

- The LCO/AAAP Team can remove a building from consideration if:
  - the space is in conflict with a *bona fide documented requirement*
  - the building is *not capable of meeting the lease requirements*
Single Building Tour
VS.
Multiple Building Tour
Building Tours – Multiple Locations
Requirements Development

Building Tour and Space Acceptance
MYTHBUSTERS
Addressing your budget concerns through an evaluation that seeks best value decisions...
New Replacing Lease Action

Existing Lessor Offer  New Offer
### New Replacing Lease Action – Existing vs. New Offer

<table>
<thead>
<tr>
<th>Existing Lessor Offer</th>
<th>New Offer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Modified TI or Full TI</td>
<td>Full TI</td>
</tr>
</tbody>
</table>
New Replacing Lease Action – New Offer additional costs

Existing Lessor Offer
Modified TI or Full TI

New Offer
Full TI
+ Move Costs
+ Telecomm Costs
+ Replication Costs
How does AAAP address my TIA needs?
3.07 TENANT IMPROVEMENTS INCLUDED IN OFFER (AAAP VARIATION (OCT 2017))

The TI Allowance for the existing leased Space shall range between $10.78 per ABOA SF and $77.36 per ABOA SF. The TI Allowance for Space at other locations offered shall range between $28.82 per ABOA SF and $77.36 per ABOA SF. The exact TI Allowance will be specified in a project specific FBO advertisement. (TIs are the finishes and fixtures that typically take Space from the shell condition to a finished, usable condition.) The TI Allowance shall be used for the buildout of the Space in accordance with the Government approved design intent drawings. All TIs required by the Government for occupancy shall be performed by the successful Offeror as part of the rental consideration, and all improvements shall meet the quality standards and requirements of this RLP package and its attachments.

The amortized Tenant Improvements rent shown to an Offeror in the AAAP application is based on an estimated placeholder TI Allowance of $28.82. However, for price evaluation purposes, the Government will use the TI Allowance(s) as stated in the project specific FBO advertisement. The Government shall have the right to utilize the full TI Allowance(s) stated in the FBO advertisement and it shall be made available at Lease execution.
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<tr>
<th>Offer generated by AAAP</th>
<th>PLACEHOLDER (R4)</th>
<th>Existing Lessor</th>
<th>New Offer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Offer generated by AAAP</td>
<td>PLACEHOLDER (R4)</td>
<td>$28.82</td>
<td>$28.82</td>
</tr>
<tr>
<td>TI Rates in Advertisement</td>
<td>ACTUAL</td>
<td>$10.78</td>
<td>$44.05</td>
</tr>
<tr>
<td>Offer Evaluation</td>
<td>ACTUAL</td>
<td>$10.78</td>
<td>$44.05</td>
</tr>
<tr>
<td>Lease</td>
<td>ACTUAL</td>
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</table>
# Table of Ranges of Tenant Improvement (TI) Allowance – New Offers

<table>
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<tr>
<th>Offer generated by AAAP</th>
<th>PLACEHOLDER (R4)</th>
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</table>
What about schedule and budget?
What about schedule and budget? – 1 RLP returns multiple offers
What about schedule and budget? Online App connects the Market to GSA
What about schedule and budget?

Streamlined Workflow

Request for Lease Proposals

What about schedule and budget?
What about schedule and budget?

Streamlined Due Diligence

Request for Lease Proposals

What about schedule and budget?
What about schedule and budget? Triple A-P delivers projects with rents below market averages
## GSA’s Automated Advanced Acquisition Program

### Awarded Offers

<table>
<thead>
<tr>
<th>BUILDING NAME</th>
<th>BUILDING ADDRESS</th>
<th>REGION</th>
<th>NEW GSA LEASE#</th>
<th>CONTRACT DOLLAR AMOUNT</th>
<th>CONTRACT AWARD DATE</th>
<th>AWARDED ANSI/BOMA OASF</th>
<th>LEASE TERM</th>
<th>OWNER NAME</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Small Business Administration</td>
<td>6501 Sylvan Road</td>
<td>Region 9</td>
<td>1ca00269</td>
<td>$22,798,244.00</td>
<td>10/16/2017</td>
<td>75,019.00</td>
<td>10 years</td>
<td>Box 509 RFD, LLC</td>
</tr>
<tr>
<td>Parkview Tower</td>
<td>1150 1st Avenue</td>
<td>Region 3</td>
<td>GS-03P-LPA00223</td>
<td>$835,154.50</td>
<td>10/12/2017</td>
<td>2,704.00</td>
<td>10 years, 5 firm</td>
<td>Parkview Tower Associates L.P.</td>
</tr>
<tr>
<td>Moda Tower</td>
<td>601 Southwest 2nd Avenue</td>
<td>Region 10</td>
<td>GS-10P-LDR00069</td>
<td>$7,146,287.23</td>
<td>10/11/2017</td>
<td>9,243.00</td>
<td>15 years, 10 firm</td>
<td>Morrison Street CF LLC</td>
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<tr>
<td>Merchants Walk One</td>
<td>11500 Merchants Walk</td>
<td>Region 3</td>
<td>GS-03P-LVA00199</td>
<td>$2,498,625.26</td>
<td>10/6/2017</td>
<td>7,614.00</td>
<td>15 years, 10 firm</td>
<td>Point Hope, LLC</td>
</tr>
<tr>
<td>Social Security Administration</td>
<td>405 South Texas Eagle Pass</td>
<td>Region 7</td>
<td>GS-07P-LTX00283</td>
<td>$2,801,112.20</td>
<td>9/29/2017</td>
<td>7,628.00</td>
<td>10 years, 5 firm</td>
<td>Wavellite, LLC</td>
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<tr>
<td>Brookhollow Riverside</td>
<td>2505 North State Highway</td>
<td>Region 7</td>
<td>GS-07P-LTX00280</td>
<td>$881,279.45</td>
<td>9/29/2017</td>
<td>3,370.00</td>
<td>10 years, 5 firm</td>
<td>Down By The Riverside</td>
</tr>
</tbody>
</table>
Questions?

AAAP.Manager@gsa.gov
Thank you for joining us today for a discussion on Automated Advanced Acquisition Program

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ClientEnrichmentSeries@gsa.gov