GSA Move Cost Program (MCP)

**What are some of the added benefits to using the move cost program besides solving the upfront funding issue?**

**Answer** - Besides deferring upfront costs and being able to fund other projects in your portfolio that may have been delayed or cancelled without the required funding, using the Move Cost Program may assist in avoiding costly lease extensions that typically carry a high rate premium. Using the MCP will also foster more competition, which could result in a lower long term rental rate as well.

Agencies that have a higher customized tier may also find this Program beneficial since many of those costs are typically required to be funded via RWA as well. Another great feature of this program is that move services and furniture can be procured and funded by the lessor, which again requires upfront RWA funding.
答案 - 我认为它主要与术语本身有关，而不是移动成本。正确的。在那个例子中，我们基本上是按照20年的租赁期来计算这些节省的。年度节省大约为220万美元，所以如果你正在做较短的租赁期，它当然会少得多。这将接近4400万美元的节省在20年的时间里。

我们的机构希望留在原地，但我们拥有的空间远远超过我们的需求。我们仍然可以使用移动成本计划来帮助我们支付改造的费用吗？

答案 - 是的。虽然项目被称为移动成本计划，但RLP（租赁提议请求）中的特定语言解释了如何提出，如果你们是承租人（即当前的出租人）。所以，再次，计划的主要目的是帮助机构资助他们向优化的足迹的过渡。所以，如果机构能够减少他们在当前位置的空间，而当前的出租人也愿意提供，我们完全支持这样的决定。

我知道我们正在讨论租赁空间。但你知道这些工具是否可以用于联邦空间吗？或者是否有任何其他选择，例如，从租赁空间转移到联邦空间？

答案 - 是的。我们确实有一个联邦项目流动性计划。我的同事，布莱恩·泰，是这个项目的专家。所以，如果你感兴趣，请联系我，我可以帮你联系他。

最低限制是什么？

答案 - 如果你是指租赁面积，我们没有设立最低限制。但是，如我之前所说，理想的候选人将是2
one that is downsizing enough to make a compelling business case. Essentially, your reduction of space should outweigh your move and replication costs.

GLS Plus

Is this an RWA fee based service?

Answer - No, it is not an RWA fee based service. Brokers receive their payment from the lessor as a percentage of the aggregate lease value, and client agencies are credited a portion of the Broker’s payment through a reduction in the client agency’s shell rental rate for the first month(s) of a lease.

Is this only available if GSA is the lead procuring agency?

Answer - Yes. While we are aware that there are other agencies who have their own brokerage tools, you are only able to use GSA Broker Contracts if GSA is leading the acquisition.

Do the Requirements Development Services discussed in slide 10 include BIM? And, do those BIM requirements and resulting data product(s) get driven to the ePM system automatically, and/or to regional building data SME’s and technical teams?

Answer - Unfortunately, no. Building Information Modeling (BIM) is more of an architectural or engineering specialty. Our brokers are realty specialists. They are only required to perform functions that we would require of government realty specialists and are not able to provide BIM.
Do customers need special software to read the files from the types of cameras that are used on 360 virtual market surveys?

**Answer** - No. Our customers do not require special software to read the files. The brokers have all of the software that is required to manage a presentation like this. The brokers are responsible for capturing the images and presenting them to GSA and our customers in a presentation-style format.

Can a portfolio of work include projects in multiple states?

**Answer** - Yes. A portfolio of work can include projects in multiple states. In fact, we are able to place a variety of projects together as one portfolio. We encourage our customers to submit large bodies of work so we are able to gain efficiencies and the benefits of taking a look across the portfolio of work, rather than individual one-off projects.

Can you discuss whether a Program of Requirements (POR) is part of the requirements that can be covered by these Enhanced Services?

**Answer** - A Program of Requirements (POR) is exactly what is provided under Enhanced Requirements Development services. The contract allows for a macro POR, which includes information like an executive summary, personnel counts, adjacency diagrams, gap analysis, narratives and much more. This agency-specific POR is designed to support your Request for Lease Proposals (RLP) and give the market a clear picture of your agency’s specific requirements necessary to build out a space, which saves time and avoids surprises during the space design process.
SLAT (Simplified Lease Acquisition Threshold)

**Is this going to be publicized in the LDG (Leasing Desk Guide)? And follow up...delegated agencies can also benefit?**

**Answer** - This model was formally issued through Leasing Alert LA-20-13 on October 8, 2021 and is already in use on over 100 projects across the country in every region. There is a revision to the Leasing Desk Guide in progress which will incorporate this model into the guide. Delegated agencies can use this model although it would be helpful to consult your internal policy guidance for additional rules or procedures that may apply within your agency.

**For SLAT acquisition, only the lowest price technically acceptable offer proceeds to Due Diligence? Please explain again the fall back strategy if the early winner degrades during the diligence period.**

**Answer** - This 2 step bidding process has been used by the leasing program with our Automated Advanced Acquisition Program (AAAP) for many years now. This 2 step process has been well received by the private sector as it can save offerors who do not proceed to the second due diligence step significant time and money. During the second step, the govt. conducts more in depth due diligence screening on the apparent lowest offeror. It is possible that as a result of that review, the offeror is found to be incapable of meeting our requirements. When this occurs, the Lease Contracting Officer moves to the next apparent lowest offeror and begins the due diligence process with that new offeror.

Since all offerors receive a copy of the RLP and Lease before they bid, the offeror can generally determine if their building is capable of meeting our requirements or not. So, these issues of an offeror proceeding to step 2 and not being able to fulfill our requirements are not common.
Seems like a lot of SLAT’s success rides on the customer approving the property after the walk through. What types of things would be legitimate reasons to decline?

**Answer** - Buildings should be accepted or rejected based on the agency’s legitimate, identified requirements which are agreed to by GSA and the customer before the acquisition begins. The reasons to reject a building using the SLAT model would be the same as with any other model, such as our global model. For example, if the customer had identified a requirement for first floor space, GSA would normally screen the offers to ensure that the space was on the first floor before we proceeded to a building tour. In the event that a building is seen on the building tour that is not capable of meeting the customer’s requirements, that space would be rejected and the next lowest offered space would be considered.

The normal acquisition process takes 24+ months. What should we expect for a SLAT timeframe?

**Answer** - It is difficult to provide generic estimates as even projects under the simplified threshold (SLAT) can vary significantly due to project specific parameters. You should work with your GSA project manager to obtain a schedule at the beginning of your project.

Which Leasing Alert covers the SLAT model?

**Answer** - Leasing Alert (LA-20-13), dated October 8, 2020; and LA-20-13 SLAT Model Templates and Ins 10-8-2020. You can find all our Leasing Alerts on our gsa.gov website

Can we use the broker if we are using the SLAT Model?

**Answer** - Yes!
Can the SLAT Model be used for a sole source succeeding lease?

Answer - Yes!

The Future of GSA Leasing (Online Tools)

What is the difference between the online tools?

Answer - The Lease Offer Platform (LOP) ([https://lop.gsa.gov/](https://lop.gsa.gov/)) is the main landing page that houses the links to access the Automated Advanced Acquisition Platform (AAAP) and the Requirement Specific Acquisition Platform (RSAP). AAAP is a multiple award lease procurement tool. It uses a single RLP for multiple space requirements and allows offerors to submit final offers only. There are no negotiations with AAAP. RSAP is a single award lease procurement tool. It uses a single RLP for a single/specific space requirement and allows offerors to submit initial, revised, and final offers. RSAP allows for negotiations. Another important distinction is that AAAP is for projects managed solely by GSA (in-house projects). RSAP is for projects managed by GSA (in-house) or by our broker partners.

Do client agencies need access to the online tools discussed?

Answer - No, client agencies do not need access to the online tools — only building owners or their representatives. But, it is important for clients to know: which tool GSA is using, how that tool benefits the customer, and what the customer can do to facilitate the process (i.e. provide complete requirements early).
Whom do we contact with questions regarding online tools?

*Answer* - Client agencies should contact LOP.manager@gsa.gov.

Do you find these tools to be successful in smaller markets?

*Answer* - Yes. As long as market research shows that competition is present, GSA should be able to leverage competition to drive competitive final proposals. In addition, we — as a central office component — are always available to support our folks in the region to address unique market characteristics.