

Welcome to today's presentation on:

## *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.

- 
- April – eRETA Enhancements
  - **TODAY – Automated Advanced Acquisition Program**

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

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



# Client Enrichment Series

*Automated Advanced Acquisition Program (AAAP)*

**Presented by:**

Gina DiTommaso and PJ Brennan  
AAAP Program Managers  
Center for Lease Policy  
PBS Office of Leasing



# Agenda

- When to use AAAP
- What is AAAP
- Benefits
- Background
- AAAP Variations

# When To Use AAAP

- Office Space
- $\geq$  500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need
- Term (5 firm, 10 firm or 10 w/termination rights after 5)
- Tenant Improvement Customization Tier 3 or lower
- Lowest Priced

# GSA's Mission

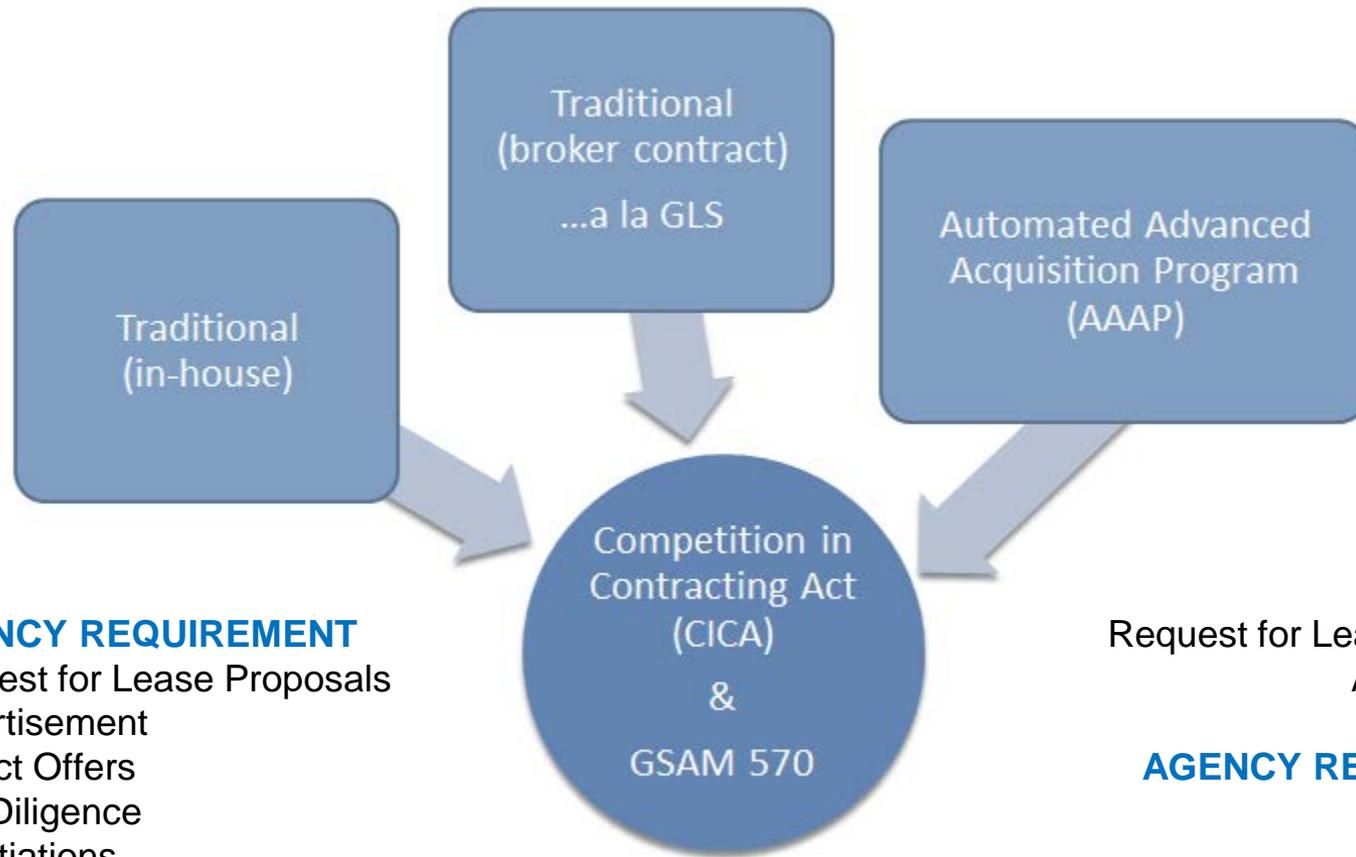


To assist federal agencies in accomplishing their missions by providing lease acquisition services that deliver space timely, at best value, and with superior workplace solutions.

# What is the AAAP?



# GSA Leasing Procurement Tools



## AGENCY REQUIREMENT

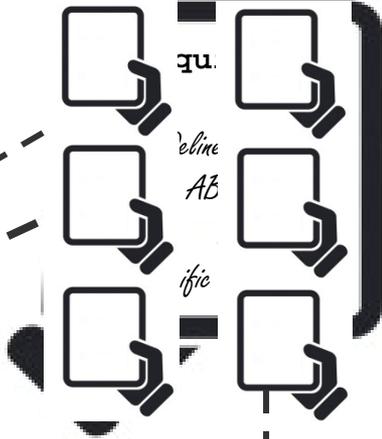
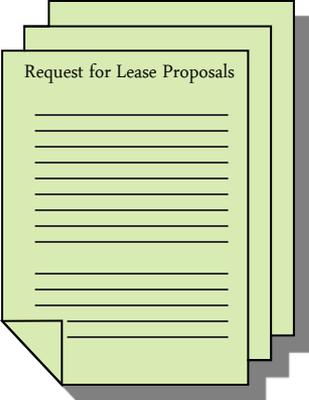
Request for Lease Proposals  
Advertisement  
Collect Offers  
Due Diligence  
Negotiations  
Award...

Request for Lease Proposals  
Advertisement  
Collect Offers

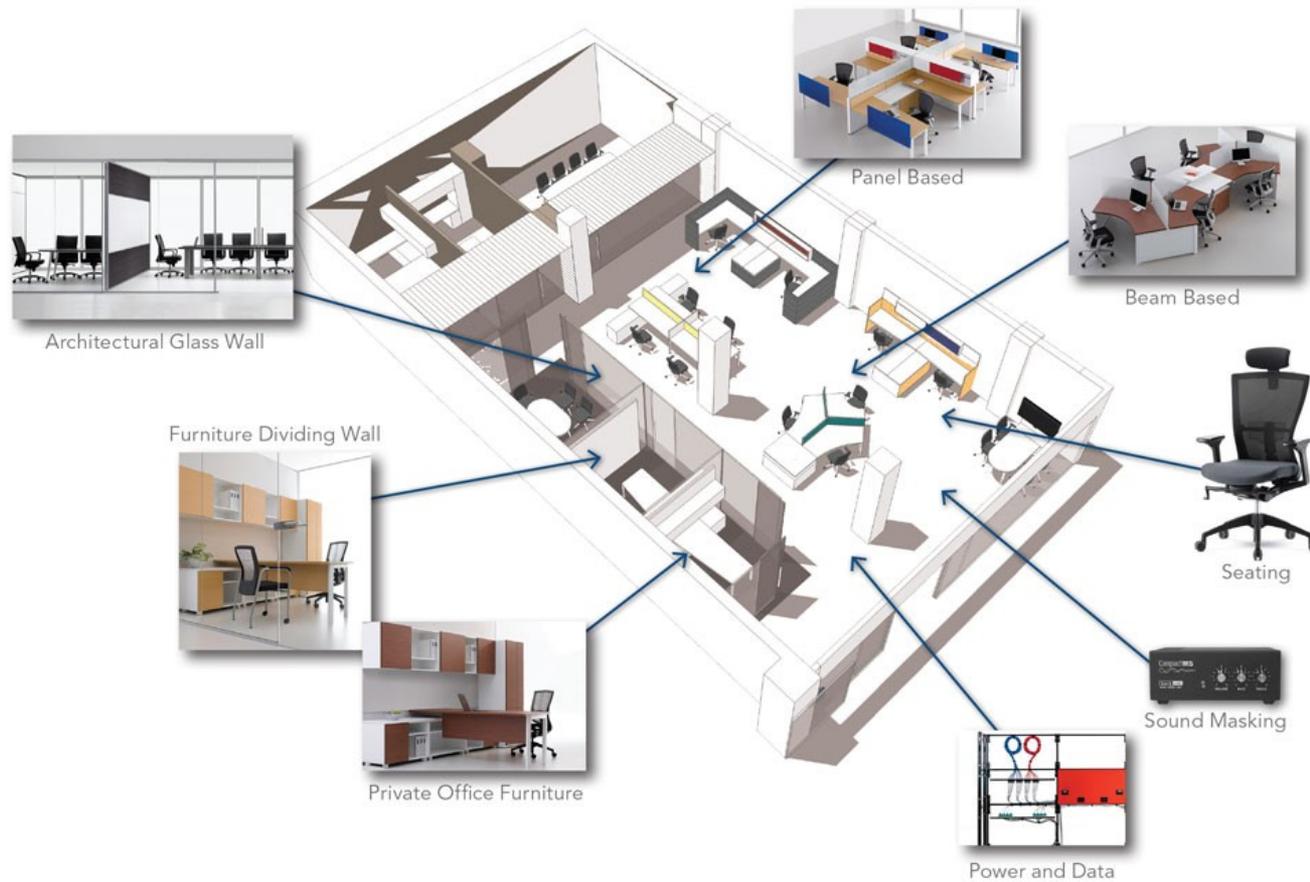
## AGENCY REQUIREMENT

Due Diligence  
Negotiations  
Award...

# AAAP Process



# Building Tours



# Online Application

**GSA** AAAP HOME NEWS & UPDATES FAQs HELP REGISTRATION

## Automated Advanced Acquisition Program

### Welcome to GSA's Automated Advanced Acquisition Program!

The Automated Advanced Acquisition Program site offers people and businesses the opportunity to electronically offer building space for lease to the Federal Government. The offer submission process is completely web-enabled, allowing all registered participants to submit and update offers to lease space to the Federal Government within specified timeframes, in response to a Request for Lease Proposal (RLP).

Participants may choose only to browse through RLPs on this site or may choose to register as offerors and submit offers.

To register, please go to the [offeror registration](#) page.

**HELP: AAAP Lease Video Tutorials - Learn how to navigate the AAAP website.**

- [AAAP - Homepage Orientation and Registration](#)
- [AAAP - Submitting an Offer](#)

For additional help, contact [AAAP.Manager@gsa.gov](mailto:AAAP.Manager@gsa.gov).

#### AAAP Login

Current user? Please login.

Username (Email Address)

Password

Login

[Forgot Your Password?](#) | [New User?](#)

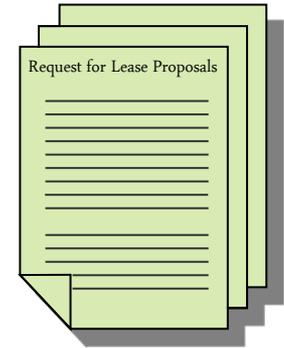
#### Contact Us

For more information please contact us at [AAAP.Manager@gsa.gov](mailto:AAAP.Manager@gsa.gov)

Allows market to electronically submit offers to the GSA in advance of an agency requirement

# Benefits of AAAP

- Reduces Lease Cycle Time
- Encourages Competitive Pricing
- Delivers What You Need



- ✓ TIME
- ✓ BUDGET
- ✓ SCOPE



MARKET

# Benefits of AAAP

## Region 11

LCRM = 36% below market  
Dept. of Energy



## Region 4

Consolidating from 230 to 170  
Over 100,000 ABOA SF  
Center for Disease Control



## Region 9

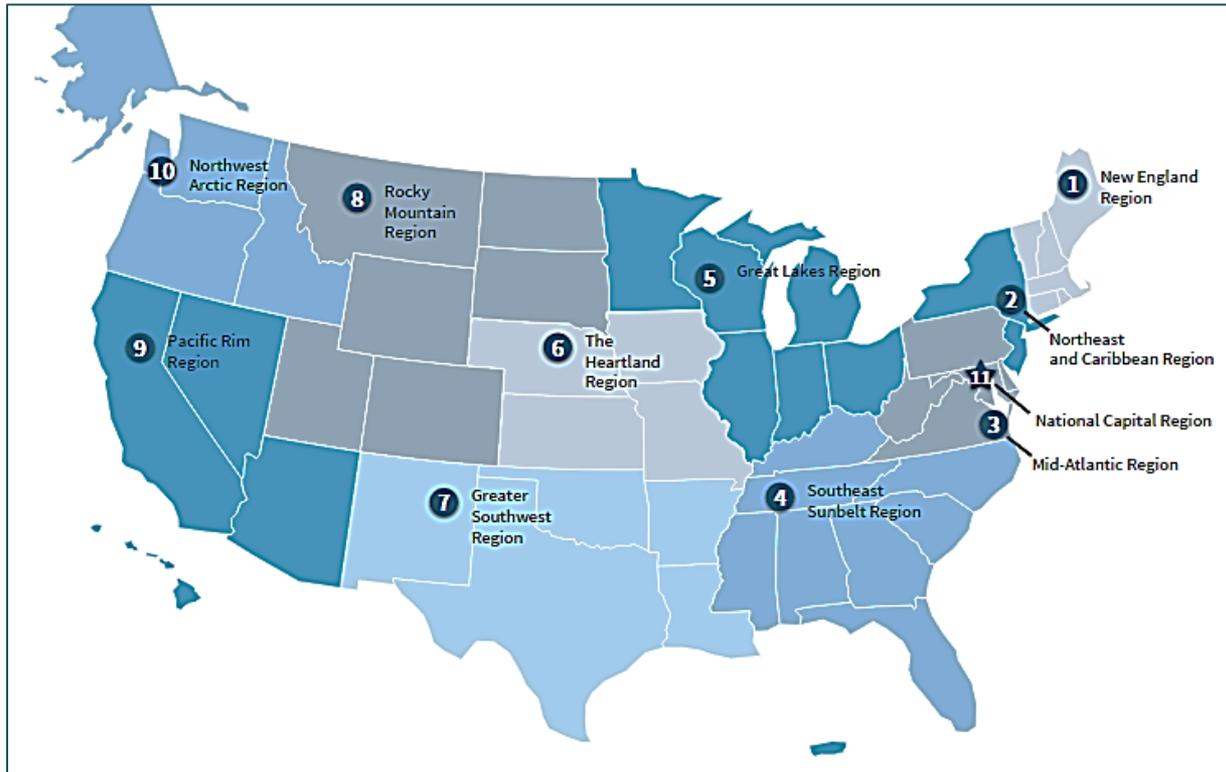
62 Day Lease Cycle Time  
Federal Bureau  
of Investigation



# Background

- 1991: Started as the Advanced Acquisition Program (AAP) in GSA's National Capital Region (NCR)
- 2005: Became Automated (AAAP)
- 2012 -2014: Expanded into 10 regional markets
- 2015: Expanded into an additional 20 regional markets
- FY15: GSA tasked 53 projects to the AAAP and awarded 25 leases through the AAAP with a total contract value of \$230.4 million

# Background



**In 2016, 1 RLP per region - AAAP can receive offers from markets in every corner of the United States!**

# Background



Over 60 customer agencies!



# Questions?



# AAAP RLP Variations

# AAAP RLP Variation

## GSA REQUEST FOR LEASE PROPOSALS NO. 16-Reg9 Pacific Rim Region

### Offers due by end of an Open Period

To be considered an offer must be submitted by the end of the Open Period which will typically be the 1<sup>st</sup> through 7<sup>th</sup> of each month, as advertised in FedBizOpps.Gov ([HTTP://FBO.GOV](http://FBO.GOV)) or the AAAP website (<https://aaap.gsa.gov>), ending at 11:59 PM (EST) on the 7<sup>th</sup> of the month, unless otherwise stated by the Government. Offers must be submitted no later than 11:59 PM (EST) on the Offer Due Date. The Government, at its discretion, may modify the time and frequency of the Open Period.

This Request for Lease Proposals ("RLP") sets forth instructions and requirements for proposals for a Lease described in the RLP documents. Proposals conforming to the RLP requirements will be evaluated in accordance with the Method of Award set forth herein to select an Offeror for award. The Government will award the Lease to the selected Offeror, subject to the conditions herein.

The information collection requirements contained in this Solicitation/Contract, that are not required by the regulation, have been approved by the Office of Management and Budget pursuant to the Paperwork Reduction Act and assigned the OMB Control No. 3090-0163.

AAAP GLOBAL RLP  
GSA FORM R100\_AAAP (09/15)

# AAAP RLP Variation

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# AAAP Offers Due By...

## Offers due by end of an Open Period

GSA REQUEST  
FOR LEASE  
PROPOSALS  
NO. 16-Reg9  
Pacific Rim Region

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The information collection requirements contained in this Solicitation/Contract, that are not required by the regulation, have been approved by the Office of Management and Budget pursuant to the Paperwork Reduction Act and assigned the OMB Control No. 3090-0162.

AAAP GLOBAL RLP  
GSA FORM R100\_AAAP (09/15)

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# 1.02 AMOUNT & TYPE OF SPACE, LEASE TERM (AAAP VARIATION (OCT 2014))

A. The Government is seeking a minimum of **500 American National Standards Institute/Building Owners and Managers Association (ANSI/BOMA) Office Area (ABOA) square feet (SF)** of contiguous space within the Area of Consideration set forth below. See Section 2 of the Lease for applicable ANSI/BOMA standards.

F. The lease term, at the Government's election, is for:

- a. **5 years firm**, or
- b. **10 years firm**, or
- c. **10 years, 5 years firm, with Government termination rights**, in whole or in part, effective at any time after the firm term of the lease by providing not less than 120 days' prior written notice.

# NEW Lease Terms for FY17:

Effective October 1, 2016, new lease terms:

- a. **10 years, 5 years firm, with Government termination rights**, in whole or in part, effective at any time after the firm term of the lease by providing not less than 120 days' prior written notice
- b. **10 years, 15 years firm, with Government termination rights**, in whole or in part, effective at any time after the firm term of the lease by providing not less than 120 days' prior written notice OR
- c. **15 years firm**

# 1.02 AMOUNT & TYPE OF SPACE, LEASE TERM (AAAP VARIATION (OCT 2014))

## G. UNIQUE AAAP REQUIREMENTS

The offered building and/or location must have the following features:

1. The Government reserves the right to make multiple lease awards under this RLP.
2. The Government reserves the right to choose between the different lease terms offered when making its award determination.
3. The space offered must be available and offerors must have the ability to begin tenant buildout within 60 days following the initial offer to AAAP.

# 1.03 AREA OF CONSIDERATION (AAAP VARIATION (JUN 2012))

An award of contract will not be made for a property located within a base flood plain or wetland unless the Government has determined that there is no practicable alternative. Buildings that have frontage on the boundary streets are deemed to be within the AAAP delineated Area of Consideration.

The Government is requesting space in an area bounded as follows:

All properties offered to the Government in conjunction with this requirement must be located within **Arizona, California, Hawaii, Nevada, and the Pacific Islands (American Samoa, Guam, and Commonwealth of the Northern Mariana Islands).**

## 2.01 EFFICIENCY OF LAYOUT (AAAP VARIATION (AUG 2011))

A. In order to be acceptable for award, the offered Space must provide for an efficient layout as determined by the LCO.

B. To demonstrate potential for efficient layout, GSA may request the Offeror to provide a test fit layout at the Offeror's expense. The Government will advise the Offeror if the test fit layout demonstrates that the Government's requirement cannot be accommodated within the Space offered. The Offeror will have the option of increasing the ABOA square footage offered, if it does not exceed the maximum ABOA square footage of the requirements package. If the Offeror is already providing the maximum ABOA square footage and cannot house the Government's space requirements efficiently, then the Government will advise the Offeror that the offer is unacceptable.

## 3.03 PRICING TERMS (AAAP VARIATION (SEP 2015))

5. The annual amortized cost of the Tenant Improvement Allowance (TIA). Such amortization shall be expressed as a cost per ABOA SF per year. This shall be all alterations for the Space above the Building shell buildout. **The Tenant Improvement Allowance shall be \$32.01 per ABOA SF. The Government shall have the right to borrow up to \$68.63 per ABOA (or the current Tier 3 Level).** Such alterations shall be described and identified in the drawings used to construct the Space. The TIA, which is to be provided by the Lessor to the Government for TIs, shall be made available at lease execution.

## 3.03 PRICING TERMS (AAAP VARIATION (SEP 2015))

6. The annual amortized cost of the Building Specific Amortized Capital (BSAC), if any. Such amortization shall be expressed as a cost per ABOA per year. **The cost of the security requirements identified in the document, entitled “Security Requirements – Facility Security Level I,” shall be included in the Building shell. The BSAC amount shall be \$6.00 per ABOA for ranking purposes.** Refer to RLP clauses “Security Improvements Included In Offer” and “Pricing of Security Requirements” as well as the security requirements attached to the Lease.

## 3.03 PRICING TERMS (AAAP VARIATION (SEP 2015))

8. **Offers with existing Government leases** should submit continuing lease rates for a 5 year firm term, 10 year firm term, and 10 year term with termination rights after the fifth year for the existing **Government occupied space, including a percentage rate for tenant improvements up to \$20.00 per ABOA SF for ranking purposes, above the existing space conditions. Alternatively, the Government reserves the right to use up to a Tenant Improvement Allowance of \$32.01 per ABOA SF for ranking purposes based on the requirements received. The Government shall have the right to borrow up to \$68.63 per ABOA SF (or the current Tier 3 Level).**

# AAAP Continuing Requirements

- The Government reserves the right to increase the Tenant Improvement Allowance if significant alterations are required.
- The cost of relocation of furniture, telecommunications, replications costs, and other move-related costs, if applicable can be evaluated as part of the Present Value Analysis.
  - These costs must be established and documented prior to running the requirement through the AAAP system.
  - Estimate Sources: Independent Government Estimate, Historical TI Tool, Agency Estimates
- The Government shall have the right to borrow up to \$68.63 in all scenarios per the lease.

# Summary

- The AAAP is a Process & Application
- Allowing Offers to submit before an Agency Requirement is received
- Addressing office space requirements
  - > 500 ABOA SF, New & New Replacing, Lowest Price/Technically Acceptable
- Promotes a reduced lease cycle time, increased customer satisfaction, competitive pricing, and more....

## WHAT 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 requirements of the lease.

# AAAP FAQ

## **Do I get my full TI Tier for build-out?**

- Yes, the AAAP RLP includes flexibility so that every agency gets their full TI package.

# AAAP FAQ

## **Can I get access to all the full service rates and the ranking prior to the building tour(s)?**

- No, the full service rates and ranking will not be shared with the Client Agency prior to the building tour.



# Questions?

[AAAP.Manager@gsa.gov](mailto:AAAP.Manager@gsa.gov)

Thank you for joining us today for a discussion on  
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