



Integrated Workplace Acquisition Center (IWAC)

# 3D Print/Additive Manufacturing Virtual Industry Day

**March 29, 2018**

**[www.gsa.gov/3dprint](http://www.gsa.gov/3dprint)  
[3dprint@gsa.gov](mailto:3dprint@gsa.gov)**

# Agenda

- ❑ About Us
- ❑ Benefits of the GSA Schedules Program
- ❑ Introduction to Special Item Number (SIN) 51 400
- ❑ 3DP/AM Opportunities
- ❑ Next Steps to Submit an Offer & Resources
- ❑ Questions & Answers
- ❑ Closing Remarks/Quick Survey

# Integrated Workplace Acquisition Center (IWAC)

GSA Federal Acquisition Service (FAS) Region 3 Located in Philadelphia, PA  
IWAC Center Director: Brian Knapp

## Multiple Award Schedule (MAS) Program

MAS Branch Chief: Jeff Calhoun

- **Schedule 71 - Furniture**
- **Schedule 72 - Carpet and Ancillary Items**
- **Schedule 71 II K - Furniture Services**
- **Schedule 78 - Outdoor and Sporting Goods**
- **Schedule 58 I - AV & Telecommunications**
- **Schedule 36 - Imaging, Document & Print Services**
  - **3D Printing/Additive Manufacturing Solutions**
    - **3DP/AM Support Team:**
      - **Michael McGraw** - Schedule 36 Supervisory Contracting Officer
      - **Nancy Coello** - Contracting Officer, Solicitation Manager
      - **John Giannopoulos** - Contracting Specialist
      - **Walter Johnson** - Contracting Officer
      - **Robert Valente** - Business Development



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# **Benefits & Advantages of Using GSA's Multiple Award Schedules (MAS)**

**Bob Valente**  
**Business Development**

# GSA Multiple Award Schedules (MAS)

- Also known as “Federal Supply Schedules”, “FSS”, “GSA Schedules”, or just “schedules”.
- Approximately \$50 Billion annually flows through MAS program
- Government-wide multiple award, indefinite delivery/indefinite quantity (IDIQ) contract vehicle
  - 20 year period of performance:
    - 5-year base period with three 5-year options
- GSA predetermines vendors responsible and prices fair and reasonable
- Standing Solicitations posted on FedBizOpps

# Benefits for Federal Agencies

- Under FAR Subpart 8.4 (MAS) ordering activities do not have to:
  - Conduct a formal “negotiated procurement” (Source Selection Evaluation Board)
  - Issue a “solicitation” for thirty days (or any other predetermined time)
  - Synopsise the requirement on FedBizOpps, unless it’s a limited sources acquisition over the SAT
  - Conduct in-depth past performance evaluations

*Results in easier and faster contract awards!*

# Benefits to MAS Contract Holders

- Compete for significant government spend among a smaller group of vendors
  - 3D Printing Solutions currently has 21 vendors
- Streamlined procedures save vendors time
  - Faster review and acquisition life cycle – task/delivery orders issued more quickly
- Access to GSA eTools used by federal acquisition professionals
  - GSA Advantage!, eBuy, GSA eLibrary, GSA Reverse Auctions, Acquisition Gateway



# Benefits to MAS Contract Holders

- GSA is aggressively marketing these offerings.
- Dedicated Contract Specialist assigned throughout award process and contract administration
  - Vendors can immediately engage with a GSA rep to work one-on-one with you to set-up your GSA Schedule contract
  - IWAC has a dedicated 3D Printing Solutions team to assist with any questions you may encounter throughout the process



# Expedited Contract Award

We are expediting award of GSA contracts to  
3D Print Contractors under SIN 51 400

*New MAS Vendors*  
*Average Time to Obtain a GSA Contract in FY17*

GSA MAS Program

174 days

GSA Schedule 36, SIN 51 400  
3D Printing Total Solution

90-100 days

**Significantly lower  
for existing MAS  
contractors**



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**3D Printing Solutions**  
**Schedule 36**  
**Special Item Number 51 400**

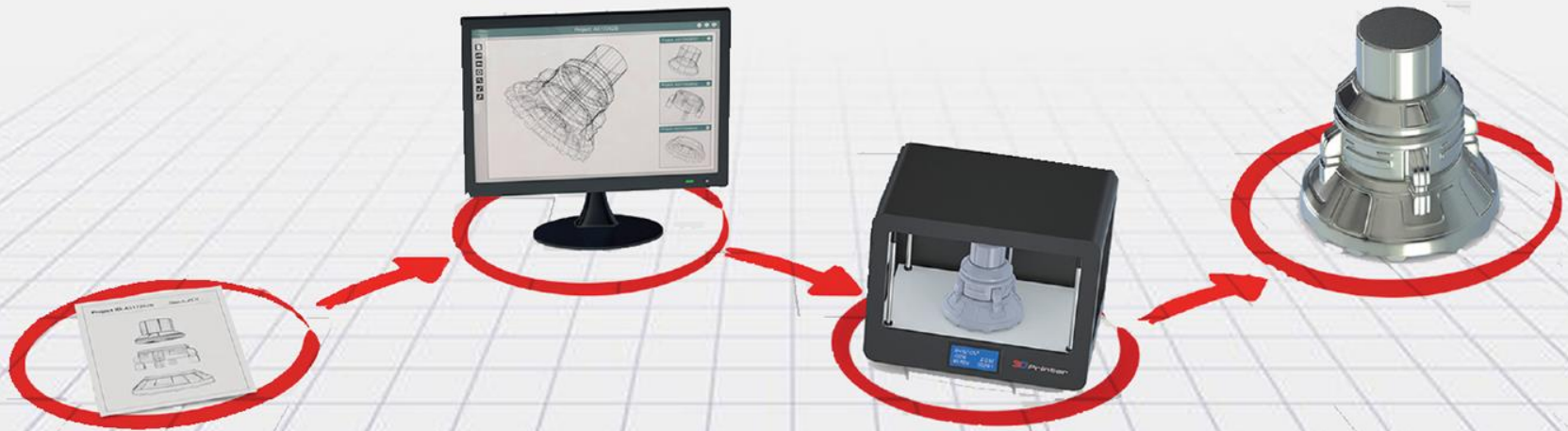
**Walter Johnson**  
**MAS Contracting Officer**

# 3D Printing/Additive Manufacturing Vision

*To be the premier acquisition resource for additive manufacturing technologies that spans the manufacturing lifecycle from design-to-rapid prototype-to-mission critical part.*

# GSA's Total Solution Approach

- ✓ Design
- ✓ 3D Scanning
- ✓ Maintenance and Training
- ✓ Consumable Materials
- ✓ Metal and Polymer 3D Printers
- ✓ Post Processing
- ✓ Integrators and Service Providers
- ✓ Additional Systems and Accessories



*The components shown above are available under GSA SIN 51 400 and can be procured individually or as components of an integrated total solution.*

# Top Federal Agencies buying 3DP/AM

Department of Army

Department of Navy

Department of Air Force

Army Corps of Engineers

Department of Veterans Affairs

Department of Homeland Security

Department of Justice

Department of Health and Human Services

National Aeronautics and Space Administration

Department of Commerce





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# **3D Printing/ Additive Manufacturing Solution Opportunities**

# GSA's Exclusive RFQ system



## Notable RFQs:

Buyer Agency	RFQ Issue Date	RFQ Close Date	Requirement
USMC, Pacific	3/5/2018	3/8/2018	"Desktop Metal Studio System"
Air Force	2/28/2018	3/9/2018	3D Printer for Dental Lab
NASA	1/24/2018	1/26/2018	"HASS Vertical Machine Center"
Army-ARDEC	2/21/2017	2/24/2017	"3D Systems ProJet Series" Repair Services
Tinker Air Force Base	9/15/2017	9/30/2017	Legacy Part Needs Assessment, Additive Manufacturing
Naval Postgraduate School	5/4/2017	5/9/2017	"Markforged MK2 Bundle"
NAVAIR, NAVSEA	1/5/2017	2/24/2017	Titanium Powder 1,000kg
Navy/USMC	9/13/2016	9/27/2016	8 Digital Fab Labs/Training





# 3DP/AM Opportunities

- **US Air Force Innovation Lab**
  - Requirements under development
- **US Marine Corp Expeditionary Manufacturing Mobile Test Bed (ExMAN)**
  - Next generation ExMAN
- **US Navy Fleet Readiness Centers (FRC)**
  - Maintenance and repair
- **US Marine Corp Innovation Lab**
  - Marine Maker-Training
- **US Army ARDEC**
  - Research & Development, CRADA, SBIR

# 3DP/AM Opportunities

- **US Navy Supply**
  - Obsolescent and legacy parts, 3DP/AM service providers
- **US Air Force**
  - Obsolescent and legacy parts, 3DP/AM service providers
- **US Navy, OPNAV N4 “Print The Navy”**
  - Enterprise wide initiative for sustainment, medical, supply-chain-management, repair and energetics
- **US Navy NAVAIR & NAVSEA**
  - Additional metal/polymer printers (DMLS, SLS, FDM), large area 3D printing, consumable materials
- **Office of Naval Research (ONR)**
  - Build parameters tool set (i.e. software, instrumentation)

# Customer Success Stories

- **Walter Reed National Military Medical Center**  
*(\$635K Polymer 3D printer)*
- **US Navy NAVAIR, Pax River**  
*(\$1.6M Digital Fabrication Lab's and Training)*
- **US Navy NAVAIR, China Lake**  
*(\$785K Metal 3D Printer)*
- **Federal Drug Administration**  
*(\$510K Polymer 3D Printer)*

# What are Customers are Asking For?

- Major Manufacturers and AM Processes
  - Desktop Metal, Arcam, 3D Systems, Stratasys, Sciaky
  - Cold Spray Additive, Directed Energy Deposition, Powder Bed Fusion
- Consumables
  - Metal powder providers
- Training
  - Basic to advanced AM related covering multiple processes
  - Innovative, customizable and mobile solution
- Emerging Technology
  - Multi-function printers (materials, post processing operations, microchip insertion, etc)
- Professional Services
  - Engineering, Technicians, Science related

*Ensuring Competition for All Offerings*

# National Stock Number Program (NSN)

- GSA is considering adding 3D Print/AM related NSNs
- Commonly Purchased 3D Printers
- High Demand Consumables
- NSNs awarded utilizing Schedule BPAs

# Defining Mission Success

- Promote savings through the Federal Government's buying power.
- Continual interface with federal agencies to understand their operational requirements.
- Establishing relationships with industry partners.
- Effective use of the Schedules program.
- Expediting review and new award of contracts.



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# **Next Steps to Submit an Offer & Vendor Resources**

**John Giannopoulos  
MAS Contracting Specialist**



# Offer Submission Process

- Dedicated team to expedite the submission and review of your offer.
  - Direct points of contact to answer any and all questions
- Proposals submitted under Schedule 36, SIN 51-400 are a *Priority*.
- Offer Approval Cycle Times (CT) under SIN 51-400 are substantially improved.
  - 271 days - Average CT for approved offers under all of Schedule 36
  - 90-100 days - Average CT for approved offers under Schedule 36, SIN 51-400

# Offer Submission Process

## ➤ If you are new to GSA Schedules

- Our team will walk you through the process
  - [Welcome to GSA Schedules](#)
  - [MAS Desk Reference](#)
  - [Vendor Support Center](#)

## ➤ If you are already a GSA contract holder

- Streamlined approach to new offer process
- Similar to submission/review of MAS Option Package
- CO may exclude requirement for:
  - Open Ratings Report
  - Pathways to Success
  - Detailed Financial Review

# Vendor Resources

## 3DP/AM Contracting Team

Michael McGraw

Nancy Coello

Walter Johnson

John Giannopoulos

## 3DP/AM Business Development Team

Ivana Henry, & Robert Valente

3dprint@gsa.gov

Vendor Support Center ([vsc.gsa.gov](http://vsc.gsa.gov))



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# Questions & Answers