3D Print/Additive Manufacturing Virtual Industry Day

March 29, 2018

www.gsa.gov/3dprint
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
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)
  - Synopsize 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
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**

<table>
<thead>
<tr>
<th>GSA MAS Program</th>
<th>174 days</th>
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<tbody>
<tr>
<td>GSA Schedule 36, SIN 51 400 3D Printing Total Solution</td>
<td>90-100 days</td>
</tr>
</tbody>
</table>

Significantly lower for existing MAS contractors
3D Printing Solutions
Schedule 36
Special Item Number 51 400

Walter Johnson
MAS Contracting Officer
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
3D Printing/
Additive Manufacturing
Solution Opportunities
## Notable RFQs:

<table>
<thead>
<tr>
<th>Buyer Agency</th>
<th>RFQ Issue Date</th>
<th>RFQ Close Date</th>
<th>Requirement</th>
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</thead>
<tbody>
<tr>
<td>Air Force</td>
<td>2/28/2018</td>
<td>3/9/2018</td>
<td>3D Printer for Dental Lab</td>
</tr>
<tr>
<td>NASA</td>
<td>1/24/2018</td>
<td>1/26/2018</td>
<td>“HASS Vertical Machine Center”</td>
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<tr>
<td>Army-ARDEC</td>
<td>2/21/2017</td>
<td>2/24/2017</td>
<td>“3D Systems ProJet Series” Repair Services</td>
</tr>
<tr>
<td>Tinker Air Force Base</td>
<td>9/15/2017</td>
<td>9/30/2017</td>
<td>Legacy Part Needs Assessment, Additive Manufacturing</td>
</tr>
<tr>
<td>NAVAIR, NAVSEA</td>
<td>1/5/2017</td>
<td>2/24/2017</td>
<td>Titanium Powder 1,000kg</td>
</tr>
<tr>
<td>Navy/USMC</td>
<td>9/13/2016</td>
<td>9/27/2016</td>
<td>8 Digital Fab Labs/Training</td>
</tr>
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Integrated Workplace Acquisition Center (IWAC)
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

Integrated Workplace Acquisition Center (IWAC)
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.
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)
Integrated Workplace Acquisition Center (IWAC)

Questions & Answers