



Multiple Award Schedules (MAS) Consolidation

Frequently Asked Questions (FAQ) for Industry

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About the Multiple Award Schedules Consolidation:

The Multiple Award Schedules (MAS) Consolidation initiative is one of four cornerstone projects underpinning GSA's Federal Marketplace Strategy (FMP) to modernize and simplify the buying and selling experience for customers, suppliers and acquisition professionals.

GSA is modernizing federal acquisition by consolidating the existing 24 Schedules into one single Schedule for products, services, and solutions. This provides consistency in the program for all stakeholders, makes it easier for customers to find total solutions under one contract vehicle, ensures terms and conditions to meet the needs of our customers, and eliminates duplicate contracts.

About these Frequently Asked Questions:

This document contains answers to many common questions posed by our industry partners. To learn more about the overarching strategy of MAS Consolidation, please watch the MAS Consolidation recorded [webinar](#). Additional information can also be found on the [GSA Interact MAS Group](#) and www.GSA.gov/federalmarketplace. If you have an outstanding question that is not answered in one of these resources, please reach out to the Multiple Award Schedule Program Management Office (MAS PMO) at maspmo@gsa.gov.

GENERAL INFORMATION

1. How does the consolidation of Schedules affect existing contractors and organizations that are currently in the process of pursuing a Schedule?

It's business as usual for both existing contractors and organizations currently in the process of pursuing a Schedule. Businesses with existing contracts can still process modifications and accept orders. They are still required to maintain compliance with the current terms and conditions of their contracts.

Refer to questions 22-33 for more detail on how MAS Consolidation affects current Schedule holders.

Existing Schedule solicitations will remain open to new offerors until the new Schedule is released on October 1, 2019. Companies currently in the process of pursuing a Schedule may need to accept the updated terms and conditions for the new solicitation. For offers against a legacy Schedule solicitation you must hit submit before October 1, 2019, or the offer will be lost and you will have to start a new offer based on the new solicitation.

Refer to questions 34-36 for more details on how MAS Consolidation affects new offerors.



2. Which 24 Schedules are included in the consolidation?

The 24 Schedules being consolidated are the GSA-managed Schedules. The full list is below. VA Schedules will not be consolidated at this time.

24 GSA-Managed Schedules	
00CORP – Professional Services Schedule	71 II K – Comprehensive Furniture Mgmt Services
03FAC – Facilities Maintenance & Mgmt	72 – Furnishings and Floor Coverings
23 V – Automotive Superstore	73 – Food Service, Hospitality, Cleaning, etc
36 – Office, Imaging and Document Solutions	75 – Office Products, Supplies, and Services
48 – Transportation, Delivery, Relocation	76 – Publication Media
51 V – Hardware Superstore	78 – SPORTS
56 – Building and Building Materials	81 I B – Packaging and Packaging Supplies, Services
58 I – Professional Audio/Video, etc	84 – Law Enforcement, Security, etc
66 – Scientific Equipment & Services	599 – Travel Services Solutions
67 – Cameras, Photographic Printers, etc	736 – Temporary Administrative, Professional Staffing
70 – IT Equipment, Software, and Services	738 X – Human Capital Management
71 – Furniture	751 – Leasing of Automobiles & Light Trucks

3. What is the strategy for consolidation?

The consolidation is occurring in three phases through fiscal year (FY) 2020. Phase 3 will begin in FY2020 and may take additional fiscal years to complete. This graphic details each phase:



Phase One

Develop the New Schedule

- Create a new solicitation for the single schedule
- Review every term and condition
- Map duplicate Special Item Numbers (SIN) across the current solicitations
- Use Category Management to better organize offerings
- Release new schedule and close existing schedules to new offers

Phase Two

Mass Modifications

- Complete mass modification for all existing contract holders (simply to update terms and conditions)
- Contracts retain current schedule contract number
- Vendors may select SINs that were previously on separate schedules

Phase Three

Multiple Contract Consolidation

- Consolidate multiple contracts into a single contract for those contractors

4. What are the major components of consolidating the Schedules?

Streamlining our terms and conditions is a major component of Schedules consolidation. Our goal is to do more than just remove duplication - we aim to refine and standardize terms and conditions so they are current, accurate, complete, and consistent for all contractors. Common terms and conditions, like those for delivery, price reductions and trade agreements, will remain in the consolidated Schedule.

Consolidation is also an opportunity to update and re-organize our solicitations, making them easier to read and understand. We can address category specific terms and conditions at the category level (SIN). This will also allow the contractor to offer additional categories of products and services that are currently on different Schedules, without the need to hold two or three different Schedules, allowing industry to provide a more comprehensive and solution oriented offering.

GSA provided the proposed solicitation format and terms and conditions (including required, required as applicable, and not included) for public comment from June 7, 2019, through July 5, 2019.

5. Will GSA's systems, such as eOffer/eMod, eLibrary, GSA Advantage, and eBuy, be updated to align with the Schedules consolidation?

Yes, GSA's systems are being refreshed to reflect all updated processes and to align with the new large categories, subcategories, and Special Item Numbers (SINs) under the Schedule.

6. How is Government-Wide Category Management going to be leveraged for the consolidation of Schedules?

The new Schedule is organized by large categories, subcategories, and SINs, structured similarly to the current [Government-Wide Category Structure](#).

7. How will the category approach solve existing Schedule duplication issues?

Consolidation makes it easier to find products and services on Schedule. Our goal is to ensure that the same products and services fall under only one large category, subcategory, and SIN at a time. After consolidation, companies offering multiple categories will no longer need to be on multiple Schedules, so there will no longer be a need to “team” with yourself. Your company will be mapped to the appropriate large categories, subcategories, and SIN on the Consolidated Schedule. For your large categories, subcategories, and SINs your company will always be displayed to buyers - and with one Schedule, buyers will no longer have to search multiple Schedules looking for your company.

8. How is GSA determining the company size (small, large, etc.) for industry partners under the consolidated Schedule?

GSA continues to use the preponderance of work North American Industry Classification System (NAICS) as the standard to determine business size at the Schedule contract level. NAICS level business size standards are defined by the [Small Business Administration \(SBA\)](#).

9. How is MAS Consolidation affected by FY19 NDAA changes, specifically Section 876 (Increasing Competition at the Task Order Level)?

In order to increase task order level competition, the FY19 NDAA allows GSA to award Schedules for services based on technical capability, with pricing to be determined by task order level competition.

For now, this change has no effect on Schedules consolidation. Once rulemaking for the new services contracting authority is completed, GSA will work to incorporate changes into the new consolidated Schedule.

10. Will GSA be training all contracting officers or specialists with the responsibility of reviewing MAS offeror and administering MAS contracts?

Yes, internal training will begin in Sept. 2019 and will be ongoing throughout the consolidation.



11. Will the solicitation requirements drastically change from the current solicitation document?

The format of the solicitation is changing, but the requirements for compliance will not. GSA will continue to leverage all existing policies and procedures.

12. How much are you relying on the experience of the Professional Services consolidation?

We are relying on lessons learned from all previous consolidation attempts and successful efforts, including GSA's Professional Services consolidation.

SPECIAL ITEM NUMBERS (SINs)

13. How will the change to SINs impact the opportunities a contractor receives in eBuy?

There should be no change in the opportunities a company sees in eBuy. GSA will map the old SINs to the new SINs during Phase 2 of consolidation and ensure that contractors see all the opportunities listed for the new SINs and legacy mapped SINs.

14. How will industry partners be able to identify the appropriate SINs where they have expertise?

SINs are assigned a NAICS code describing the principal nature of the products or services being offered. This allows our industry partners to properly position themselves under the appropriate categories and areas of expertise. This also allows GSA and our corresponding eTools to more easily organize industry partners offering similar products and services, so buyers can maximize competition at the order level. GSA continues to rely on the expertise of our industry partners and our acquisition workforce, and use the government-wide category management structure as we shape these new large categories, subcategories, and SINs.

15. What is GSA doing to develop better SIN descriptions?

GSA is reviewing all the SINs currently available under Schedules. This includes mapping and consolidating duplicate SINs, rewriting category descriptions for clarity, and reorganizing where appropriate. GSA provided the proposed large category, subcategory, and SIN structure for public comment from June 26 through July 17, 2019.

16. How can a company add SINs to their Schedule contract after the consolidation?

After a company has accepted the Mass Modification (Mass Mod) to move their contract to the new terms and conditions, they will have the opportunity to add new SINs to their contract. Companies will continue to work with their contracting officer and use eMod to complete this process.

17. How will reporting work when the legacy SINs shift to the new SINs?

Behind the scenes, the legacy SINs will be mapped to the new SINs. Depending on the timing of a contractor accepting the Mass Mod, they will start to see the new SINs in the Federal Acquisition Service (FAS) Sales Reporting Portal (SRP).

18. How will the new SINs be updated in GSA Advantage, GSA eLibrary, and the contractor's T&Cs price list, text file, etc. currently eLibrary? Will the SINs be migrated automatically?

GSA eLibrary will be updated automatically upon acceptance of the Mass Mod in Phase 2 and all SINs will be migrated automatically. To ensure GSA Advantage and the text file price list is up to date, contractors will need to submit an update in SIP or EDI.

19. How will GSA address SINs that currently have Contract Access Fees (CAF) other than the Industrial Funding Fee (IFF)? Will these additional fees be dropped or expanded?

CAFs will remain the same and will not be impacted MAS Consolidation.

TERMS AND CONDITIONS

20. What process did GSA follow to streamline the Schedule terms and conditions?

The MAS program did a full review of the terms and conditions currently appearing in MAS solicitations. After looking at provisions and clauses as currently written and, based on FAR, GSAR, internal policy, and legal review, each term and condition was identified as:

- Required;
- Required as applicable for category specific needs; or
- Not included.

Our goal is to streamline the solicitation and better align it with the modern day commercial marketplace without losing any value for the customer or protections for the government. The newly formatted solicitation makes the terms and conditions clear for all stakeholders.

In addition, we have begun noting terms and conditions that may need substantial changes made through the regulatory process for future phases of implementation.

21. Do I need to pay attention to the updated, streamlined terms and conditions on the consolidated Schedule?

Yes. The new terms & conditions supercede any previously negotiated special terms and conditions that contractors may have had in place. Please review the new terms and conditions to ensure you're aware of the changes and how they may affect your customer partnerships.

CURRENT SCHEDULE HOLDERS

22. How does MAS Consolidation impact my current contract? Will my contract number change?

GSA is thoroughly reviewing MAS terms and conditions to eliminate clause duplication to only keep the provisions and clauses that are required by the Federal Acquisition Regulation (FAR), the General Services Administration Regulation (GSAR), and are necessary for a Schedule contract. At this time, there will be no revisions to the text of



the GSAR or FAR clauses. This is simply a streamlining of applicable terms and conditions. Any future clause content changes will go through the formal rulemaking process.

In order for their contract to automatically transition, current Schedule contractors must accept the updated terms and conditions outlined in the Mass Mod when issued (estimated timeline early FY2020).

With Schedule consolidation, **current Schedule holders will maintain their current contract number**. You will not need to apply for a new contract. If you have multiple contracts, we will work with you to determine the best solution for your company.

23. Will there be sufficient time for review and to ask additional questions before the Mass Mod is due?

Yes, industry will have from January 2020 until July 2020 to review and accept the Mass Mod.

24. When a contractor accepts the Mass Mod in Phase 2, will they automatically be able to sell anything they want on their Schedule contract without adding those items?

No, contractors will have the ability to obtain any SINs on the consolidated Schedule, but will still need to submit a modification to add that SIN and therefore won't automatically have free reign over any and all SINs in the Schedule.

25. Are there going to be new modification guidelines?

No, the same modification requirements found in 552.238-81 MODIFICATION (FEDERAL SUPPLY SCHEDULE) (APR 2014) (ALTERNATE I - JUN 2016) for non-TDR and 552.238-81 MODIFICATION (FEDERAL SUPPLY SCHEDULE) (APR 2014) (ALTERNATE II - JUN 2016) for TDR will apply under the consolidated Schedule.

26. Will adding SINs to a Consolidated Schedule be less burdensome than submitting an offer for a new Schedule?

The modification process will remain the same throughout MAS Consolidation. Existing policies and procedures governing the modification process will not change as a result of MAS Consolidation. Contractors will continue to use eMod to submit modifications.

27. What happens to my option periods once in Phase 3 when GSA is consolidating multiple contracts is completed?

This will depend on how many contracts you have. If you only have one contract (or one new follow on contract and a soon to be expired contract), your option periods will not be affected. If you have multiple contracts, GSA will provide different options depending on the status of the contracts. GSA's goal in consolidating multiple contracts will be to allow the maximum runway without adversely impacting any open orders or BPAs.

28. Do current contractors have to rerepresent their size status upon acceptance of the consolidated schedule Mass Mod?

Contractors do **not** need to complete a re-representation upon acceptance of the Mass Mod in phase 2, as the terms and conditions, including the period of performance of the contract, will remain unchanged. Consistent with the current practice, contractors must re-represent themselves if the specific circumstances outlined in clause [52.219-28](#) occur.

25. Since SINs are being consolidated and may have a new size standard, will contractors have to represent their business size based on the new SIN-level size standard?

Contractors will not re-represent their business size unless the conditions outlined in [52.219-28](#) occur.

26. How does this consolidation affect Blanket Purchase Agreements (BPAs)?

BPAs established and awarded prior to the completion of consolidation continue in effect until the BPA or the Schedule contract expires, whichever occurs first. Task or delivery orders may be placed against existing BPAs until either the BPA or the Schedule expires, whichever occurs first.

27. How will opportunities for small businesses be impacted by the consolidation?

One of the major outcomes GSA is trying to achieve with this consolidation is increased competition. Small businesses will have the opportunity to participate and add new categories that were previously available on other contracts. Small businesses will still be able to use small business set aside SINs.

28. Under the consolidated Schedule, how do pricing negotiations differ from what we have currently?

How firms negotiate pricing will not change with the consolidated Schedule. The clauses pertaining to pricing, such as the 552.238-75 Price Reductions and 552.216-70 Economic Price Adjustment, will still be in the consolidated Schedule. Any clause changes will go through a formal rulemaking process.

29. How are streamlined offers being impacted by MAS Consolidation?

Offerors may submit an offer for a follow-on contract at any time before or after October 1, 2019. The current solicitations and the new solicitation that will be posted October 1, 2019 will allow for the submission of streamlined offers provided an offeror meets ALL of the following criteria:

- (1) The contractor has an active FSS program contract under this Schedule and is submitting a new offer for the same SINs.
- (2) Sales under the existing contract have averaged a minimum of \$25,000 per year for the previous five years of reported sales.
- (3) There is a demonstrated pattern of satisfactory past performance under the existing contract.

Although the offer requirements will be streamlined in the new single solicitation, there could be some delays due to systems enhancements. Depending on the end date for your current contract, you'll have to weigh when is best for your company to submit an offer to ensure that the follow-on Schedule contract is in place when your current Schedule contract expires. For offers against a legacy Schedule solicitation you must hit submit before October 1, 2019 or you will have to start a new offer based on the new solicitation.

30. What does consolidation mean for Cooperative Purchasing?

Cooperative Purchasing products, services, and contractors will be identified at the product and service level, as described in the Cooperative Purchasing regulations. Applicability in the Schedule will be noted by SIN. Schedules consolidation will not expand this authority beyond what is currently allowed via Cooperative Purchasing.

31. How will the basis of award be determined when a contractor has multiple Schedule contracts with different basis of awards (BOA)?

This will be done on a case-by-case basis collaboratively with contractors that have multiple Schedule contracts. There is nothing that says you have to have one Most Favored Customer (MFC) or BOA, you may have multiple based on product lines, service offerings, etc.

32. What happens with Transactional Data Reporting (TDR)?

The TDR requirement will continue for contractors already participating in the TDR pilot. At this time, the TDR pilot will not be expanded to categories that are not currently in the pilot.

33. How does the consolidation affect Order-Level Materials (OLMs)?

GSA has already started to expand OLMs and will continue to seek to expand OLMs for the new Schedule in the near future.

NEW OFFERORS

34. Will GSA continue to award MAS contracts after the consolidation?

Yes. The Schedule solicitation will remain open to new offerors during and after the consolidation.

35. Will there be one set of Offer Instructions for new offers submitted after October 1, 2019?

Yes, offerors will use SCP-FSS-001 Instructions Applicable to All Offerors.

36. Does consolidating the Schedules speed up the eOffer process, and if so, how much do you anticipate the process time will be reduced?

The act of consolidation alone will not impact how long it takes a contractor to get on Schedule. However, the components of the new Schedule will include streamlined terms and conditions and a re-formatted solicitation, which will make requirements clearer. In addition, as we consolidate the Schedules, the MAS program is reviewing many components of the offer review process and our business processes overall. We are



working with our acquisition workforce to streamline and standardize business processes, where appropriate, and eliminate administrative work for contracting officers so they can be more responsive to industry and focus on their work as contracting officials. The changes will ultimately result in both process and system changes to eOffer and our hope is that we do see a reduction in time for offerors to get on Schedule.

