

## Client Enrichment Series – Q & A



**Topic:** Update on the Automated Advanced Acquisition Program (AAAP)

**Date of Presentation:** October 19, 2017

**Link to Series Information:** [www.gsa.gov/ces](http://www.gsa.gov/ces)

**1. Did you say we tour only 2 buildings on a multiple building tour or can it be any amount?**

*Answer:* Your GSA team is doing due diligence beforehand, exploring your go/no go criteria. If there is a need to do a multiple building tour, your GSA team will determine how many buildings to tour. It is not limited to only 2.

**2. If GSA tries the AAAP process for a procurement and it doesn't result in any offers, when does GSA move the project to the standard procurement process? How can we incentivize competition?**

*Answer:* If offers are not initially received, it's important to consider the reasons why. For example, are there no buildings in your delineated area that meet your minimum requirements or was the market not made aware of the requirement with enough time to respond? Before switching procurements, your GSA team will evaluate the situation and determine the best course of action. Switching procurement methods might not result in a different outcome. GSA incentivizes competition by placing project specific advertisements on FedBizOps ([fbo.gov](http://fbo.gov)) and by contacting the market through outreach.

**3. Are delegated agencies able to use the AAAP?**

*Answer:* No, this is a GSA lease procurement tool only. .

**4. For Law Enforcement needs - can AAAP procurements support our security requirements?**

*Answer:* Yes. The AAAP can support requirements up to a Facility Security Level 4.

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### **5. How long does a AAAP procurement typically take?**

*Answer:* There are a number of variables that can affect procurement time. The AAAP is intended to save time at the beginning of the process and typically saves 3-6 months on the overall lease procurement cycle time. For specific details for your requirement and market, refer to your GSA team.

### **6. What about collocating agencies? Can AAAP be used to fulfill requirements of multiple agencies? How are the leases reconciled?**

*Answer:* Yes, a collocation requirement can be included in your go/no go criteria.

### **7. Say our agency is in lease, and incumbent is not a AAAP offeror - how do you manage that? Would our agency be required to go AAAP or will it be processed as a full and open procurement?**

*Answer:* The GSA leasing team will always reach out to incumbent lessor and notify them that GSA plans to use the AAAP for the new lease. The AAAP is a full and open competition.

### **8. How can customer agencies access AAAP? Can we access the AAAP site to see what is being offered in a particular area?**

*Answer:* The public facing site is [AAAP.gsa.gov](https://aaap.gsa.gov). Refer to the [Help](#) tab and the help tutorials to see what an offeror submits. Customer agencies cannot access offer information because it is proprietary.

### **9. What kind of lease terms are available via AAAP?**

*Answer:* The AAAP solicits 3 lease terms: 15 (10 firm), 10 firm, and 10 (5 firm). This is subject to change year to year if we start to see a larger demand for longer lease terms, such as a 20 year lease.

### **10. If an agency is going into a new location, would it make more sense to do a multiple building tour?**

*Answer:* No, the determination to do a multiple building tour is based on time and travel constraints.

### **11. Can AAAP be used for Prospectus level leases?**

*Answer:* Yes, if appropriate.

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**12. When is the prospective tenant agency given a market analysis so that it would help the agency find a delineated area?**

*Answer:* During requirements development. The delineated area should be established prior to the project starting in the AAAP.

**13. How can you ensure our requirements listed in the request for lease proposals are considered before doing the market survey?**

*Answer:* Specific requirements are listed in the project specific ad. The GSA team conducts due diligence by researching submitted offers to ensure they meet GSA's and your minimum requirements prior to going on a building tour.

**14. It seems this method is best suited for agencies that have a space need in a city where they are already located. That is not the situation for my agency.**

*Answer:* When agencies are not located in the city where they need space, that would be considered a travel constraint which then allows for a multiple building tour. If expensive and timely travel is required, you would see multiple buildings so you do not have to travel back and forth. GSA would arrange for you to see the appropriate number of submitted buildings that meet your requirements.

**15. What happens when new lease constructs are offered?**

*Answer:* The AAAP Request for Lease Proposals does not accept lease construction. The building must be existing.