Challenge: The Naval Air Warfare Center Training Systems Division (NAWCTSD) in Orlando, Florida is the Navy's principal center for modeling, simulation and training systems technologies. NAWCTSD provides training systems development for a wide spectrum of military programs, including aircraft, surface ships, submarines and other specialized requirements. NAWCTSD needed to expediously purchase equipment at the end of fiscal year 2018. The equipment was for on-site labs with monitor mounting carts and accessories.

The monitors being procured were to be configured in clusters in a classroom setting to meet mission needs. The configuration would portray operating and control mechanisms and monitoring stations to efficiently train and maintain Naval technician familiarity with systems in support of a mission critical requirement. Considering the timing, the Command faced the risk of missing the end of year award deadline.

Action: NAWCTSD contacted the General Services Administration's (GSA) Customer and Stakeholder Engagement (CASE) Division's Customer Service Director for help with meeting their requirement. GSA’s Customer Service Directors (CSDs) provide assistance, resolve problems and answer questions from customers and industry partners while serving as a valuable source of information on all of GSA’s programs. The CSD determined that the Multiple Award Schedules (MAS) Program would best meet the NAWCTSD using the Information Technology (IT) Schedule 70.

Information Technology (IT) Schedule 70 established by GSA, is the largest, most widely used acquisition vehicle in the federal government. Schedule 70 is an indefinite delivery/indefinite quantity (IDIQ) multiple award schedule, providing direct access to products, services and solutions from more than 5,000 certified industry partners.

Solution: The CSD and MAS team collaborated with NAWCTSD to work through the steps to get the requirement reviewed for schedule compatibility and expeditiously solicited on GSA eBuy. GSA eBuy is an electronic Request for Quote (RFQ) / Request for Proposal (RFP) system designed to allow government buyers to request information, find sources, and prepare RFQs/RFPs, online, for millions of services and products offered through GSA eBuy to obtain quotes or proposals for services, large quantity purchases, big ticket items, and purchases with complex requirements. The collaborative efforts of the CSD, MAS team, and NAWCTSD, ultimately allowed the Command to award the monitor mounting carts and accessories contract by the end of year deadline.

Result: NAWCTSD was able to use GSA MAS Program to obtain the supplies needed in support of its onsite lab within one month of GSA being contacted for assistance. The final award of $20,000 was a cost savings of 15% against the Independent Government Cost Estimate (IGCE). The support provided by the CASE combined with the expertise and efficiency of the MAS team ensured that the mission critical support services needed for the technical lab were procured by NAWCTSD without any delay ensuring Navy mission success!