



<https://www.ebuy.gsa.gov>

GSA eBuy is designed to facilitate the request for and submission of quotes or proposals for commercial products, services, and solutions offered through GSA Federal Supply Schedules and Governmentwide Acquisition Contracts (GWACs).

REGION 4 FEDERAL ACQUISITION SERVICE CUSTOMER TESTIMONIALS

What our clients say...



CUSTOMER AND STAKEHOLDER ENGAGEMENT



Navy Uses GSA eBuy to Satisfy Time-Sensitive Equipment Requirement

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 expeditiously 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.

Through the MAS Program, GSA establishes long-term government-wide contracts with commercial firms to provide access to millions of commercial products and services. This program provides value to customers who can contract with pre-approved vendors and benefit from "most-favored customer" pricing on GSA Schedules. Use of the MAS Program allows government buying agencies to benefit from the time savings and ease of using an existing streamlined vehicle offering pre-competed, on demand contracts to increase the productivity and capacity of scarce acquisition resources as well as quick and easy access to the right industry partners. This allows customers such as NAWCTSD to make the most use of their valuable time.

After providing complimentary on-site and online training in using MAS, the CSD assisted the Navy's Contract Specialist in determining which Schedules were within the scope of their requirement. Having identified the appropriate vehicles, the CSD engaged with the GSA MAS team comprised of acquisition experts.

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!

Reference:

Mike Merritt
Deputy Technical Director
Naval Air Warfare Center Training
Systems Division
12211 Science Drive
Orlando, Florida 32826-3224
407-381-8987
mike.merritt@navy.mil
Contract #: N61340-16-P-011406-Sep