



U.S. General Services Administration

Federal Acquisition Service

Center for Facilities Maintenance and Hardware
Acquisition Day
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Overview

- Key Statistics
- Comprehensive Professional Energy Services BPAs
- Additional Green Initiatives
- Strategic Sourcing –
- Process Improvement Initiatives
- Business Process Integration



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Key Performance Statistics

- Sales YTD \$8.56B, On Track to Meet \$22B Goal
- Offers up 18.3%
- Modifications up 19.4%
- Timely Renewal of Options: 46.2% (down from 49.6% in FY08)
- Customer Satisfaction: 72.2
- CORS Files Processed 5 Days or Less: 76.8%
- C/O's Responsiveness for Offers: 78
- C/O's Responsiveness for Mods: 79
- Green Gov - Electronic Offers 28.3% Goal for FY10 30.3%
- Electronic Mods 14.3% Goal for FY10 14.3%
- Number of environmental items on GSA Advantage Over 169K, nearly 1% of total items



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Comprehensive Professional Energy Services BPAs – Background & Objectives

- Number of BPA holders varies between 16-19 companies per region
- BPA holders are qualified to provide federal agencies with support as they plan and implement federal mandates such as EO 13423 and 13514 or manage energy projects funded by ARRA
- Services available include:
 - Comprehensive energy analysis and modernization projects
 - Building commissioning services
 - Metering and advanced metering
 - Energy and water audits and analysis
 - Turn-key renewable energy solutions
 - Energy choice analysis
- Significant interest
 - White House Council on Environmental Quality
 - Office of Federal Procurement Policy
 - GSA's OGP and PBS
- Public awareness materials are being developed
 - Webinars, e-mail blasts, training material and conference participation
- Benefits of using the BPAs
 - Outstanding value
 - Innovative solutions from energy experts
 - Comprehensive services from single task order
 - Best value awards
 - Contractor excellence
 - Proven acquisition excellence
 - Support for presidential initiatives

Now Available-

www.gsa.gov.EnergyServicesBPA



More Key Green Initiatives

- Because of the greater emphasis on greening and sustainability through EO 13423 and 13514, GSA is creating solutions for federal customers
 - Updating green icons on GSA Advantage
 - CPG, Energy Star, FEMP, Watersense, BiopREFERRED, SNAP, EPEAT, PRIME, NESHAP, Forest Stewardship Council, Greenguard, Biodegradable, Low VOC, EPA Primary Metals Free
 - Devising solutions to address the push on agencies to buy environmentally preferable items
 - Working with services providers to understand their methods for greening their business practices

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Strategic Sourcing Initiatives

- Federal Strategic Sourcing Initiative (FSSI)
 - Office Supplies and Copiers – in process of adapting new solution to meet participating agencies' needs
 - Commodity Team meetings being held regularly
 - Talking with and listening to industry and their current practices
 - Wireless Telecommunications Expense Management Services
 - Express and Ground Domestic Delivery Services
 - President's 2011 Budget Request Stresses Strategic Sourcing
 - DoD Re-Invigorating Strategic Sourcing Process



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Process Improvement Initiatives

- Streamline and Reduce Duplication
 - MOBIS/Training
 - Schedule 71 and Schedule 72
 - Standardized Training
- Electronic Contracting
 - E-Offers, E-Mods and Process
- Solicitation Standardization
- Point of Sale Expansion

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Business Process Integration

- Partnering with CAR to engage top customers via CSD/BMD interaction with contracting offices
- In FY2009 all contracting offices in project engaged by a CSD
 - 10 opportunities over \$500,000 have been closed/won – totaling over \$380 million
 - A number of joint visits/training sessions have occurred
- In FY2010, continuing work with current contracting offices and adding 2 new regions to the project
 - Where there are expiring contracts for both schedule and non-schedule services/products within these contracting offices, we are trying to become influencers in the decision making process via already established relationships with these offices
 - Adding a few contracting offices in regions 8 and 9 as they have high dollar expiring contracts we would like to focus on



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GSA is listening to industry to ensure we
keep buying practices current

**ANY QUESTIONS or
COMMENTS**