



U.S. General Services Administration

Federal Acquisition Service

Buying Power of GSA Global Supply™

Presented by:

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Customer Service Division
Heartland Supply Operations Center**

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- Overview of Buying Power
- GSA/Vendor Partnership
- G2G Ordering Systems
- Questions





U.S. General Services Administration

Federal Acquisition Service

Overview of Buying Power

GSA Global Supply™ Value Proposition

Attribute	GSA Global Supply™	Alternatives
Global delivery	Yes	No
Guaranteed compliance (FAR, AbilityOne, Exec. Orders)	Yes	No
Payment options: Government purchase card or AAC/DoDAAC	Yes	No
Requisition based ordering	Yes	No
Government to Government (G2G)	Yes	No
One-stop shopping for office, tools, safety and more	Yes	No
Simple to find “green” items	Yes	Some
Special order capability	Yes	Some
Spending limits	No	Yes

Three Acquisition Centers

Supply Operations
Centers of Expertise

Northeast
Region 2

- Office supplies

Heartland
Region 6

- Tools & tool kits
- Paints
- Sealants
- Adhesives
- Appliances
- Lawn/garden equip.

Southwest
Region 7

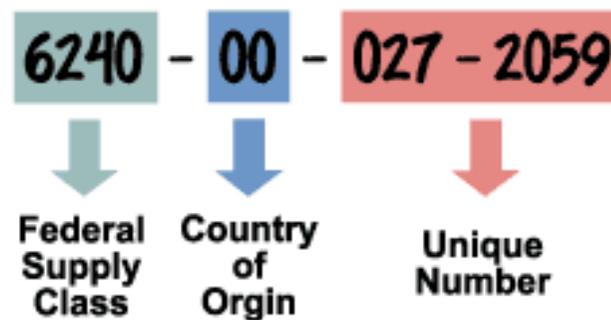
- Building materials
- Scientific equipment
- Food service
- Cleaning equipment, supplies, & chemicals
- Security
- Emergency/disaster response
 - Fire program

National Stock Numbers (NSNs)

- What is a NSN?
 - Official label applied to an item that is repeatedly bought, stocked, stored, issued, and used throughout the federal supply system
 - Provides a common language of supply
 - What is this?
 - Hex key, allen wrench, or socket head screw key
 - All the same item
 - NSNs provides a standardized naming convention

National Stock Numbers (NSNs)

- What is a NSN?
 - Consists of:
 - Item description
 - includes information like price, item name, manufacturer's part number, physical and performance characteristics, etc.
 - Thirteen digit number to identify it



Methods of Supply

- Stock program
 - Over 5,300 items in stock
 - HSOC = 1,900
 - Two distribution centers
 - Burlington, NJ
 - Sharpe/French Camp, CA
- Stock direct delivery
 - Items procured by GSA and shipped to the customer directly by vendor

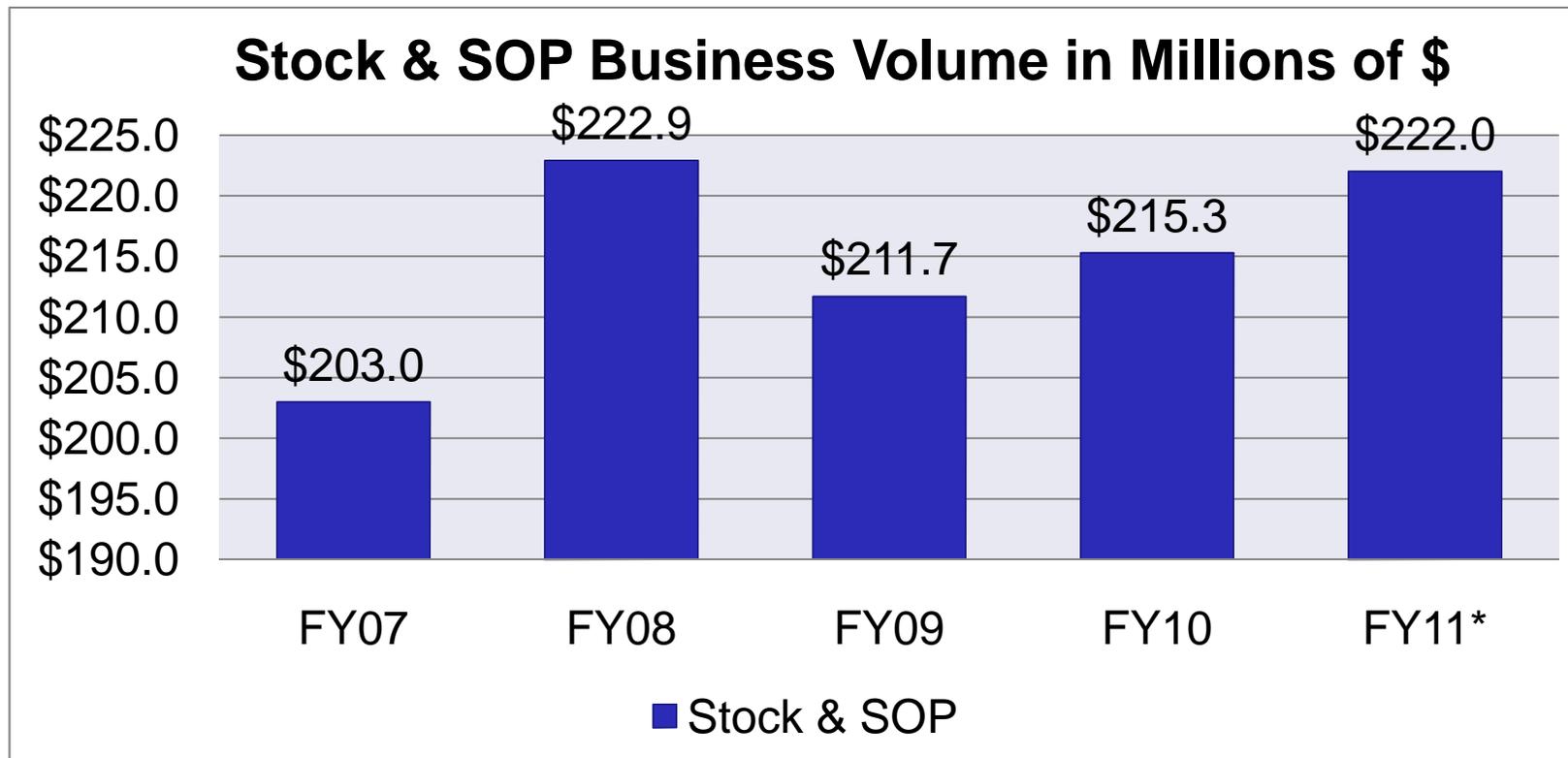
Methods of Supply (continued)

- Special order program (SOP)
 - 40,500 NSNs
 - FEDSTRIP/MILSTRIP
 - 700,000 requisitions per year
 - 6,500 manual requisitions per month
- Extended direct delivery (EDD)
 - Enables GSA to offer tens of thousands of new items to customers as GSA items
 - Items procured by GSA and shipped to the customer directly by vendor

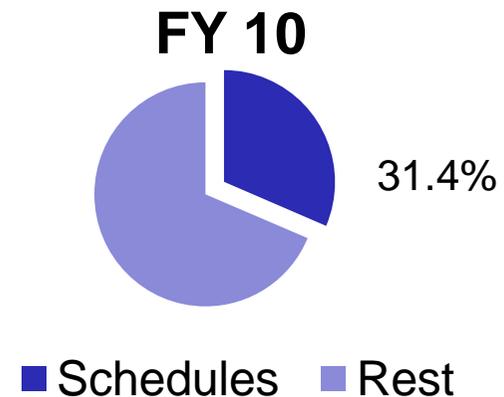
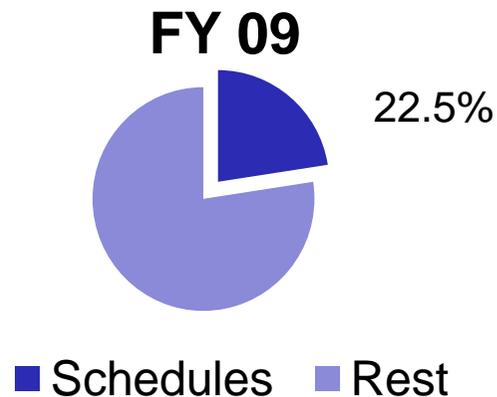
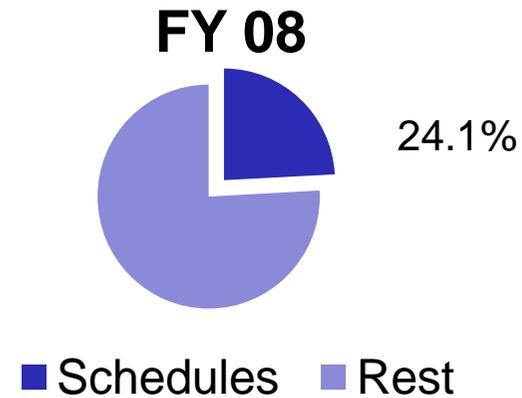
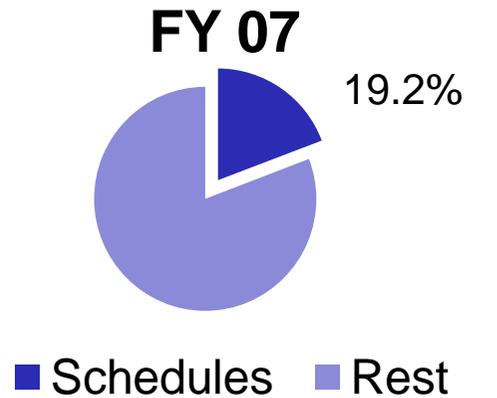
What Does This Mean to You?



Business Volume – Traditional Programs



Business Volume: Traditional Programs Percentage Against Schedules



The GSA logo consists of the letters "GSA" in a white, sans-serif font, positioned inside a solid blue square.

U.S. General Services Administration

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GSA/ Vendor Partnership

The background of the lower half of the slide is a blurred image of the American flag, showing the stars and stripes in shades of blue, white, and red.

Why Partnership Is Important

- No dedicated business development
- Reliance on CAR network
- Ability to process MILSTRIP
- Electronic invoicing/prompt payment
- Customers: regulations followed

Benefits of  **Global Supply™**
Your Reliable Government Source

- GSA pays you quickly
- GSA bills the customer
- No end of month reconciliation

How Can You Do Business With Us?

- Check FBO (www.fedbizopps.gov) and GSA e-Buy for postings
 - Definitive open and close dates
 - Check periodically to keep in the loop
 - Read through the entire solicitation/RFQs
 - Provide all information requested
 - Read the item product description (IPD) and attached clauses
 - Understand the T&Cs of the solicitation

How Can You Do Business With Us?

- Make sure you are loaded into *GSA Advantage!*[®]
 - Your information is up-to-date
 - We utilize GSA online tools to conduct market research
 - Even perform some of our procurements
 - Can't find you if you aren't there!!



How Can You Do Business With Us?

- Start small
 - Test the waters first
 - Huge volume of business that can overwhelm even the most experienced firms
 - Start with:
 - Simplified acquisitions
 - Valued at \$150K or less, and
 - Open market buys
 - Move on to formal contracts or Blanket Purchase Agreements

Avoid These Mistakes

- Quote on the correct unit of issue
- Avoid mixing Schedule items and open market items in your proposal
 - Open market items have different procurement processes and require more information
 - Provide manufacturer, part number and country of origin information when quoting on an open market item
- Offer a realistic delivery time
- Submit your information on time!
 - Late offers may not be accepted

Special Note: Paints, Sealants & Adhesives



- Must adhere to the following “Marking for Shipment” standards:
 - Fed Standard 123
 - Mil Standard 129
 - Especially for SOP
- More info:
 - https://vsc.gsa.gov/Stock_SOP/

How to Keep Us Happy?

- Perform as offered
- Communicate!
 - This includes if you will be late delivering orders





U.S. General Services Administration

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Government-to-Government (G2G) Ordering Systems

Customer Ordering Methods

- DAAS transmissions
 - NSN and EDD items only
- Offline requisitions
 - FEDSTRIP: SF 344
 - MILSTRIP: DD 1348-6
 - MIPR: DD 448
- Web:
 - GSA Global Supply™
 - GSA Advantage!®



Note: Schedule Orders Over \$150

- Additional documentation for all orders over \$150,000 placed against Schedule contracts
 - GSA must prepare
- Historical information about past acquisitions of this commodity to the contracting officer
 - Customers must provide
 - Contracting officer will contact the customer to request this information



Federal Acquisition Service

FEDSTRIP SF 344



Federal Acquisition Service

MILSTRIP DD 1348-6

DOCUMENT IDENTIFIER			ROUTING IDENTIFIER				M & S	ITEM IDENTIFICATION* (NSN, FSCM/Part No., Other)															UNIT OF ISSUE	QUANTITY					DOCUMENT NUMBER										
								FSCM					PART NUMBER											REQUISITIONER															
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35					
A	0	E	G	S	A	S	5	1	2	0													G	P					1	W	2	6	K	2	A				
DOCUMENT NO. (Cont.)							D E M A N D	SUPPLEMENTARY ADDRESS							S I G N A L	FUND CODE	DISTRI-BUTION CODE	PROJECT CODE	PRIORITY	REQUIRED DELIVERY DAY OF YEAR	ADVICE CODE	BLANK																	
DATE			SERIAL					S I G N A L																															
36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69						
7	0	8	1	0	0	0	1								A	S	C								0	8				2	A								
										REJECT CODE (FOR USE BY SUPPLY SOURCE ONLY)		IDENTIFICATION DATA																											
										65		66		*1. MANUFACTURER'S CODE AND PART NO. (When they exceed card columns 8 thru 22)																									
														2. MANUFACTURER'S NAME XYZ COMPANY GS06F12345																									
3. MANUFACTURER'S CATALOG IDENTIFICATION															4. DATE (YYMMDD)					5. TECHNICAL ORDER NUMBER																			
6. TECHNICAL MANUAL NUMBER CONTRACT GS06F12345															7. NAME OF ITEM REQUESTED B DRILL PNEU 3/8 CHUCK 2800 RPM 90 DEGREES																								
8. DESCRIPTION OF ITEM REQUESTED SEE ATTACHED BILL OF MATERIAL TOTAL \$31,840.00 GSA FEE 5% \$1,592.00 TOTAL \$33,432.00															8a. COLOR					8b. SIZE																			
9. END ITEM APPLICATION															9a. SOURCE OF SUPPLY GSA					9b. MAKE					9c. MODEL NUMBER					9d. SERIES					9e. SERIAL NUMBER				
10. REQUISITIONER (Clear text name and address) HHC, 43RD SIG BN FT. BELVOIR, VA 22052 MAJ. GRIBBLE 703 555 1212 james.gribble@us.army.mil															11. REMARKS																								

Military Interdepartmental Purchase Request (MIPR)

MIPR Defined

- A method for transferring funds amongst military organizations
- Allows for multi-organizational cooperative efforts to be performed
 - Rather than limiting funding to a single organization
- Defined in the Code of Federal Regulations
 - 48CFR253.208-1, DD Form 448

MIPRs: Assurances...

- MIPR will be accepted within 48 business hours
 - **IF** everything is correct!
- Funds are committed against the fiscal year MIPR was signed
- GSA will purchase item(s) requested and delivered when required, when possible

MIPRs: Assurances... cont'd

- Order will not be lost in the proverbial hole when transmitting through DAAS or mail
- GSA can inform customers of monies spent with spreadsheets and E mail
- Billing will be accomplished in the same manner as MILSTRIP



MILITARY INTERDEPARTMENTAL PURCHASE REQUEST					1. PAGE: 1				
2. FSC		3. CONTROL SYMBOL NO.		4. DATE PREPARED		5. MIPR NUMBER		6. AMEND NO.	
				15-MAY-07		SAFFMP7145G001		Basic	
7. TO: Valery Bindel, GSA 819 Taylor Street, RM 14A02 Fort Worth, TX 76102 FAX 817-978-0039 817-978-0039					8. FROM: (Agency, name, telephone number of originator) Thomas Thomason (Lead Accountant) 1130 Air Force Pentagon, RM 5D743 Washington DC 20330-1130 FAX: 703-697-5861 703-571-1942				
9. ITEMS <input type="checkbox"/> ARE <input checked="" type="checkbox"/> ARE NOT INCLUDED IN THE INTERSERVICE SUPPLY SUPPORT PROGRAM AND REQUIRED INTERSERVICE SCREENING									
<input type="checkbox"/> HAS <input checked="" type="checkbox"/> HAS NOT BEEN ACCOMPLISHED.									
ITEM NO.	DESCRIPTION (Federal stock number, nomenclature, specification and/or drawing No., etc.)				QUANTITY	UNIT	ESTIMATED UNIT PRICE	ESTIMATED TOTAL PRICE	
a	b				c	d	e	f	
1	<p>To provide operational accounting support services to SAF/FMP from 01 Sep 07 to 31 Aug 08. Funds expire for obligation on 30 Sep 07.</p> <p>Provide support for Chief Financial Officer issues Assist with assertion package compilation</p> <p>I certify that the goods acquired under this agreement are legitimate, specific requirements representing a bona fide need of the fiscal year in which these funds are obligated. Required reviews are complete.</p> <p><i>Joe D. Davis</i> Joe D. Davis Director of Staff, Financial Operations</p> <p>**See Attached Business Rules and Interagency Agreement**</p> <p>Reference the entire accounting classification and MIPR number on all obligation documents. Send contract award documents to the address in Block 8. Complete the FPDS-NG CAR with Funding Agency ID: 5700 (Air Force) and Funding Office ID/BPN: SAFFMP</p> <p>All reimbursements must be done through the Intergovernmental Payment and Collection (IPAC) system whenever possible. State the Seller BPN on the DD Form 448-2, MIPR Acceptance, in Block 13, and on each invoice. The assisting agency shall provide a DD Form 448-2 to deobligate remaining funds at contract end. If not received, the PM will request a DD Form 448-2 by memorandum. If the form is not received within 30 days of the written memorandum, another memorandum will be sent that funds will be deobligated in 30 days without fur</p> <p>****SEE CONTINUATION PAGE**** //SIGNED*// 25-MAY-07 TESTER-23,J.,A1C BASIC USER SAF/FMPTF/SAF 9</p>				1	EA	1,061,000.00	1,061,000.00	
10. SEE ATTACHED PAGES FOR DELIVERY SCHEDULES, PRESERVATION AND PACKAGING INSTRUCTIONS, SHIPPING INSTRUCTIONS, SHIPPING INSTRUCTIONS FOR DISTRIBUTION OF CONTRACTS AND RELATED DOCUMENTS.								11. GRAND TOTAL \$ 1,061,000.00	
12. TRANSPORTATION ALLOTMENT (Used if FOB Contractor's plant)					13. MAIL INVOICES TO (Payment will be made by) Jane Doe DFAS-Limestone 27 Arkansas Road, Suite 300 Limestone, Maine 04751 PAY OFFICE DODAAD F67100				
14. FUNDS FOR PROCUREMENT ARE PROPERLY CHARGEABLE TO THE ALLOTMENTS SET FORTH BELOW, THE AVAILABLE BALANCES OF WHICH ARE SUFFICIENT TO COVER THE ESTIMATED TOTAL PRICE.									
ACRN	APPROPRIATION	LIMIT/SUBHEAD	SUPPLEMENTAL ACCOUNTING CLASSIFICATION				ACCTG STA DODAAD	AMOUNT	
AA	5773400		307 158U FMP01S 040000 59211 91212F 667100 FSR: 257641 PSR: 684189 DSR: 941351				F67100	\$ 1,061,000.00	
			25-MAY-07 TESTER-7,J.,YW00 //DIGITALLY SIGNED*// CO SAF-CPTS 8765432						
15. AUTHORIZING OFFICER (Type name and title) TESTER-JM-CC,J.,AL3B CC SAF/FMPTF/SAF 666					16. SIGNATURE //SIGNED*//			17. DATE 25-MAY-07	

Filling Out a DD448

- Instructions for military customers:
 - <http://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>
 - Scroll down to “Part 253: Forms”
 - Select 253.208 under the “PGI” columns
- See following slide

DPAP | Defense Acquisition Regulations System | DFARS/PGI - Windows Internet Explorer provided by General Services Administrati

http://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html

File Edit View Favorites Tools Help

DPAP | Defense Acquisition Regulations System | DFA...

DPAP Operations

- Defense Acquisition Regulations System
- Contract Policy and International Contracting
 - Contract Policy
 - International Contracting
- Contingency Contracting and Acquisition Policy
 - Acquisition Policy
 - Contingency Contracting
- Cost, Pricing & Finance
- Program Acquisition and Strategic Sourcing
 - Program Acquisition
 - Strategic Sourcing
- Program Development and Implementation
 - eBusiness
 - Purchase Card
 - Unique Identification

Items of Interest
Choose one

Guidance, and Information (PGI)

See [DFARS Publication Notices](#) for links to DFARS and PGI replacement subparts documents for DFARS and PGI changes made on or after January 23, 2006.

Utilize the HTML version of the PGI to have access to supplemental information.

- Subscribe to DFARS Publications
- Hill AFB

Up One Level
About DFARS and PGI

Last Updated: 02/22/11

Choose archived version: Current Version (02/22/11) Download this version: DFARS PGI

Part/Subpart # - Title	DFARS			PGI		
	HTML	PDF	DOC	HTML	PDF	DOC
SECTION 252.245						
SECTION 252.246						
SECTION 252.247						
SECTION 252.248						
SECTION 252.249						
SECTION 252.251						
PART 253 - FORMS						
TABLE OF CONTENTS						
SUBPART 253.2 - DELETED (NO DFARS TEXT)						
SECTION 253.204 - DELETED (NO DFARS TEXT)						
SECTION 253.208 - REQUIRED SOURCES OF SUPPLIES AND SERVICES						
SECTION 253.209 - CONTRACTOR QUALIFICATIONS						
SECTION 253.213 - SMALL PURCHASE AND OTHER SIMPLIFIED PURCHASE PROCEDURES (SF'S 18, 30, 44, 1165, OF'S 347, 348)						
SECTION 253.215 - CONTRACTING BY NEGOTIATION						
SUBPART 253.3 - ILLUSTRATION OF FORMS						
APPENDIX A						
TABLE OF CONTENTS						
APPENDIX A - ARMED SERVICES BOARD OF CONTRACT APPEALS						

Internet 100%

http://www.acq.osd.mil/dpap/dars/pgi/pgi_htm/PGI253_208.htm

Where to Send Your MIPRs

Center

GSA New York

– roseclair.thompson@gsa.gov

GSA Ft. Worth

– susan.clark@gsa.gov

GSA Kansas City

– mary.mocek@gsa.gov

Fax

212.264.4915

817.574.4286

816.926.7971

Questions?



Customer Service Associates

- Mr. Rick Walton
 - 816-926-5121
 - rick.walton@gsa.gov
- Ms. Rhonda Althaus
 - 816-926-7398
 - rhonda.althaus@gsa.gov
- Ms. Tricia Gish
 - 816-926-6220
 - tricia.gish@gsa.gov
- Mr. George Oakes
 - 816-926-8394
 - george.oakes@gsa.gov
- Ms. Marcille Pruitt
 - 816-926-7344
 - marcille.pruitt@gsa.gov
- Ms. Teresa Tschirhart
 - 816-926-3505
 - teresa.tschirhart@gsa.gov
- Ms. Mary Jane Hodges
 - 816-926-6998
 - mary.hodges@gsa.gov



Federal Acquisition Service

Let's Keep In Touch!



GSA Global Supply
Your Reliable Government Source

Shanna Smith

Heartland Supply Operations Center

816-926-7169

shanna.smith@gsa.gov

Thank you for the opportunity!