



**GSA**

U.S. General Services Administration

# Federal Acquisition Service



***Facilities Maintenance & Hardware  
Acquisition Center (FMHAC)***



## **FMHAC, the top seven goals for FY 2011**

1. Integrate green products and services into our Schedule offerings. Make "Green" a priority for the Center to focus on from both an industry partner/customer perspective.
2. Continued emphasis on marketing energy services to customer agencies and keeping abreast of current sustainability practices
3. Continue to refine and monitor the FMHAC Telework Optimization Program (TOP) to ensure its continued success in the Center and to promote the Zero Environmental Footprint (ZEF goal) of the Administration



## **FMHAC, the top seven goals for FY 2011 cont.**

4. Continue with digitization of contract files and continued emphasis of increased use of technology in our Center
5. Expand sales in an environment of reduced Federal Customer budgets while effectively managing direct costs.
6. Promote future FMHAC success by developing interns and career employees through individualized training opportunities
7. Continue to implement internal controls in the Center to ensure we maintain integrity in all that we do



# FMHAC - Schedule Sales Comparison

|              | <b>FY 09<br/>Sales<br/>(Millions)</b> | <b>FY 10<br/>Sales<br/>(Millions)</b> | <b>% Change<br/>Total FY 09<br/>to Total FY10</b> | <b>FY 11<br/>Sales Q1<br/>(Millions)</b> | <b>% Change<br/>Q1 FY10 to<br/>Q1 FY11</b> |
|--------------|---------------------------------------|---------------------------------------|---|--|--|
| <b>51V</b>   | \$669,447                             | \$724,547                             | 8.2%  | \$193,887                                | 1.5%                                       |
| <b>03FAC</b> | \$228,181                             | \$366,653                             | 60.7%   | \$100,683                                | 18.7%                                      |
| <b>Total</b> | \$897,628                             | \$1,091,200                           | 21.6%   | \$294,570                                | 6.8%                                       |



# Acquisition Division Update

- 03FAC Refresh completed Feb 8, 2011
- 51V Refresh completed March 1, 2011
- Digitization of paper contracts ongoing
- Improved times for processing offers and modifications
- Greening of Appliances SIN



## **BMD Update**

- Marketing Assistance - Now doing quarterly webinar sessions for:
  - Schedule 51V offerings
  - Energy Services offerings
  - Facilities Maintenance offerings
- Continue rental push - working with American Rental Association
- Participating on regional opportunity calls with CAR
- Partnering with PBS at NFM&T, BOMA and IFMA



## **BMD Cont.**

- Working with R8 (Denver, CO) to develop:
  - Expended significant effort with assisted acquisition solution for blue collar services
  - Next Hospital Maintenance solicitation
- Continuing efforts to develop and market Smart Buildings offering
- Started a Sustainability Team for Schedule 03FAC
- National Ad plan for FMHAC products and services, featuring GOV Exec, Federal Times, amongst others.