



U.S. General Services Administration

Federal Acquisition Service

From ODC's to Ancillary Supplies and/or Services... What does this mean for you the contractor?

Robin Bourne Director, MAS Program Division, Acquisition Management &

Elaine Rasmussen Director, Commercial Products and Services Division, Center for Facilities Maintenance and Hardware



Federal Acquisition Service

Overview

- ODC's what are they?
- Ancillary Products and/or Services SIN
- How is it different?
- What products and Services are allowed?
- Pricing
- Open discussion
- Questions

Federal Acquisition Service

ODC's

- Other Direct Costs - Charges in direct support of services provided under this solicitation. These charges include accessories or ancillary services needed for, or utilized in performance of, a specific task under this solicitation.
- (f) For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Schedule (also referred to as open market items) to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order only if—
 - (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing ([Part 5](#)), competition requirements ([Part 6](#)), acquisition of commercial items ([Part 12](#)), contracting methods ([Parts 13, 14, and 15](#)), and small business programs ([Part 19](#)));
 - (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
 - (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
 - (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.



Ancillary Products and/or Services SIN

- Background
 - Other Direct Costs
 - Contract Support needs
 - Ancillary Services
- Standardization
 - Implementing standardization will add flexibilities making it easier for the customer to find a total solution
- Applicability
 - All GSA/FAS & VA Schedules

Federal Acquisition Service

Ancillary Products and/or Services SIN

➤ SIN Language

- Ancillary Supplies and/or Services - Ancillary supplies and/or services are support supplies and/or services which are not within the scope of any other SIN on this schedule. These supplies and/or services are necessary to compliment a contractor's offerings to provide a solution to a customer requirement. This SIN may be used for orders and blanket purchase agreements that involve work or a project that is solely associated with the supplies and/or services purchased under this schedule. This SIN EXCLUDES purchases that are exclusively for supplies and/or services already available under another schedule.

Special Instructions: The work performed under this SIN shall be associated with existing SIN(s) that are part of this schedule. Ancillary supplies and/or services shall not be the primary purpose of the work ordered, but be an integral part of the total solution offered. Ancillary supplies and/or services may only be ordered in conjunction with or in support of supplies or services purchased under another SIN(s) of the same schedule. Offerors may be required to provide additional information to support a determination that their proposed ancillary supplies and/or services are commercially offered in support of one or more SIN(s) under this schedule.



What product and services are allowed?

➤ Includes

- May only be used in conjunction with or in support of supplies or services purchased under another SIN(s) of the same schedule.

➤ Excludes

- Purchases that are exclusively for supplies and/or services already available under another existing schedule.



Pricing

- Price/Discount Relationship
 - Must be priced
- Fair and Reasonable Determination
 - Will need supporting documentation to show Fair and Reasonable
- Contractor input on how to obtain this



Open Discussion

- How do service companies offer & price products in the commercial market?
- How are ancillary services offered & priced for product and service companies?
- Do you have established relationships?
- Do you have established relationships with other Schedule holders?



U.S. General Services Administration

Federal Acquisition Service

Questions ?????