

GetSmart

The GSA SmartPay Newsletter: Special Issue: September 2010

What is the Federal Strategic Sourcing Initiative?

In November 2005, GSA, in conjunction with the Department of Treasury, launched the Federal Strategic Sourcing Initiative (FSSI). This course of action was in response to a May 2005 memo from the Office of Management and Budget/Office of Federal Procurement Policy which required agencies to distinguish commodities that could be purchased more resourcefully through strategic sourcing. Today, FSSI encompasses more than 20 active federal agencies, both military and civilian. The current FSSI commodity teams include: Express and Ground Domestic Delivery Services, Wireless Telecommunications Expense Management Services and Office Supplies.

The Federal Government spends \$1.6 Billion annually on office supplies. Until recently, the Federal Government has had little data from which to study its purchasing practices including socioeconomic buying and the potential for strategic sourcing opportunities. Access to this spend data via the GSA SmartPay® purchase charge card or other electronic means has allowed FSSI to fully take shape as a best value option for federal agencies. Specifically, the FSSI BPAs allow for streamline acquisition processes, increase total cost savings, value, and socioeconomic participation that align with agency business practices.

In June 2010, GSA awarded BPAs for office supplies to 15 vendors. The BPAs are broken down into three vendor pools.* Pool One includes nine vendors that have full office supplies catalog, standard delivery anywhere CONUS within 3 to 4 business days, next day delivery for an additional fee, and options for international and desktop secure delivery (at an additional fee). Pool Two includes three vendors who offer everything in Pool One in addition to a "Fill or Kill" service which works to manage backorder and out of stock issues. Pool Three includes three vendors that offer Toner with standard delivery anywhere CONUS within 3 to 4 business days, next day delivery for an additional fee, and options for international and desktop secure delivery (at an additional fee).

Agencies can expect to receive savings ranging from 5% to 20% on office supplies and, further discounts will become available as spend volumes increase under the BPAs. As part of the terms and conditions of the BPAs, there is a simplified data collection process which increases transparency and allows agencies to measure their cost savings. The new FSSI office supplies BPAs are fully compliant with applicable regulations, including the Ability One Program, sustainable purchasing requirements, and the Trade Agreement Act. There is support for Green Initiatives through a toner recycling program and availability of environmentally preferable products.

The FSSI BPAs pricing is already loaded into GSA Advantage and DoD Email for agency use. However, the BPA vendors are currently working to update their systems to be able to provide point-of-sale discounts at all sales outlets whether a cardholder is buying online, in person or through, GSA Advantage or DoD Email. The deadline for the BPA vendors to have their systems updated is December 2010 at which time cardholders will automatically receive the negotiated BPA price just by using a GSA SmartPay purchase charge card at any of the BPA vendors' sales outlets.

For more information on Federal Strategic Sourcing Initiative solutions, please visit gsa.gov/fssi

*Please see page 2 lists a detailed Table included listing the vendors, the pool they are a part of, the socio economic status, and website.

FSSI BPA VENDORS

Vendor Name	BPA Number	Pool; Socio	Website
Capitol Supply Inc.	GS-02F-XA001	1; S	www.capitolsupply.com
Document Imaging Dimensions	GS-02F-XA002	1; S/W	www.did-inc.com
Independent Stationers Inc.	GS-02F-XA003	1; S	www.independentstationers.com
Metro Office Products LLC	GS-02F-XA004	1; S/D	www.mymetroofficeproducts.com
Shelby Distribution Inc.	GS-02F-XA005	1; SDVOSB	www.expressop.com
SITA Business Systems Inc.	GS-02F-XA006	1; S/D/W	www.sitabs.com
WECSYS LLC	GS-02F-XA007	1; S/D	www.wecsysllc.com
New York Inkjet LLC	GS-02F-XA012	1; S/W	www.newyorkinkjet.com
Stephens Office Supply	GS-02F-XA013	1; W	www.theofficestore.com
EZ Print Supplies Inc.	GS-02F-XA008	2; S/W	www.redcheetah.com/ ezprint/
Office Depot	GS-02F-XA009	2; L	www.officedepot.com
Staples, Inc.	GS-02F-XA014	2; L	www.Staples.com
ASE Direct Inc.	GS-02F-XA010	3; SDVOSB	www.asedirect.com
Cartridge Savers Inc.	GS-02F-XA011	3; S/D	www.cartridgesavers.com
Imaging Systems LLC dba Access Systems	GS-02F-XA015	3; SDVOSB	www.accessproductsinc.com

Key for the Socio-Economic Labels:

S: Small Business; **S/W:** Small Woman-Owned Business; **S/D:** Small Disadvantaged Business **SDVOSB:** Service Disabled Veteran-Owned Small Business; **S/D/W:** Small Disadvantaged Woman-Owned Business