



U.S. General Services Administration

Federal Acquisition Service

Understanding the use of
Blanket Purchase Agreements

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Why Establish a Schedule BPA?

- Opportunity to negotiate better discounts
- Satisfy recurring requirements
- Reduce administrative burden
- Leveraging buying power through volume
- Support field offices/other contracting offices
- Quicker order turn-around
- Can incorporate non-conflicting terms & conditions
- Can include contractor teaming
- No funding required to establish BPA
- No synopsis, no competition outside Schedules to establish or use BPA

Blanket Purchase Agreements

- Simplified Acquisition Method
- Anticipated Repetitive Needs
- Qualified Source(s)
- Single or Multiple Award
- Not a “Contract” for most FAR purposes

The Contractor’s Perspective

- Recurring source of orders
- Volume
- Quicker turnaround on orders
- Expectation of price discounting

The Government’s Perspective

- Flexibility in exact services, LOE, and period of performance
- Efficiencies by having summary invoicing and consolidated payment
- Expectation of best pricing for each Task Order

What's in a BPA?

- Scope
- Estimated value/level of effort (not ceiling)
- Duration
- GSA Schedule(s) & Contract(s)
- Participating offices/agencies
- Invoicing/billing procedures
- Ordering procedures (*if multi-award*)
- Terms & conditions
- Discount terms
- Types of orders to be placed
- BPA Termination

Duration of BPAs

An ordering activity that establishes a BPA shall conduct an annual review to determine whether—

The underlying Schedule contract is still in effect;

The BPA still represents the best value; and

Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

Comprehensive Professional Energy Services (CPES) Blanket Purchase Agreements (BPAs) – Opportunities & Benefits

- Facilitates use of Recovery Act Funds & Non-Recovery Act Funds
- Represents A Federal Strategic Sourcing Initiative & Results in:
 - Pricing Improvements
 - Increase the value of each dollar spent through Environmental improvements
 - Process improvements
 - Performance monitoring
 - Business Intelligence
- Supports the creation & retention of jobs
- CPES BPA is a simple to use, streamlined acquisition process; Results in reduced time to award
- CPES BPA Program Office role includes personalized scope reviews when required

Comprehensive Professional Energy Services (CPES) Blanket Purchase Agreements (BPAs) – Key Agencies & Dollar Value

- The total estimated value of all BPAs established is \$500 million
- 32 Federal Agencies received over \$50B in Recovery Act Funds, GSA Received \$5.8B
- No Task Orders Awarded to date; however, interest expressed by:
 - Public Building Services
 - Office of the Federal Environmental Executive
 - Council on Environmental Quality
 - United States Army
 - United States Air Force
 - The Department of Veterans Affairs, National Energy Business Center VA
 - Department of Energy
 - Department of Interior

Comprehensive Professional Energy Services (CPES) Blanket Purchase Agreements (BPAs) – Current Status

Accomplished Thus Far:

- Established 19 Performance Based, Regional BPAs
- **CPES web portal established** - www.gsa.gov/energyservicesbpa
 - Links to FSSI and eBuy, Ordering Process, Advantages & More...
- **Internal Informative Seminars held with GSA:**
 - FAS Contracts, RCDs, CSDs, GSS Education Program VTC etc.
 - PBS Procurement Officials Feb 25th
- **External Meetings Have Included**
 - BPA Holder Kick-Off Meeting – Jan 28th
 - Dept of Energy – Interagency Energy Workgroup – Feb 28th
- **Print & Electronic Notices Via:**
 - Email Blast - Announced the BPAs – Jan 14th
 - GSA Press Release also used by other outlets - Jan 27th
 - CPES BPA Slipsheet, Feb 17th

Thanks!

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More information on BPAs: www.gsa.gov/bpa