



U.S. General Services Administration

Federal Acquisition Service

What every 51V Contractor Needs to Know

Proper Use of the 51V Schedule Contract



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Overview

- Standardization
- eMod process
- Going Green
- Rental and Leasing
- Point of Sale/Transactional Data
- Questions



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Standardization changes

- **Clauses updated**
 - Allows consistency of schedules
 - Implementing standardization will add flexibilities making it easier for the customer to find a total solution
- **Applicability**
 - All GSA/FAS



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Solicitation Changes

- Financial requirement now 2 years - New Offers
- Attachments removed
- Critical Information Section
- Marketing Plan no longer required
- Discount Proposal Spreadsheet (previously COO)

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Discount Proposal Spreadsheet

- Previously Country of Origin (COO) Disclosure
- MFC disclosure
 - Can be on a product by product basis (line by line)
 - Family of products
 - Category of customers
- Multiple discount structure

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eMod Process

- Mandatory e-mod (<http://www.eoffer.gsa.gov>)
- Documents required with paper mods are still required to be uploaded with the emod

- Modification Guidelines (March 2011)
- Contact your CS/CO for updated copy of Guidelines (also at <http://www.gsa.gov/portal/content/104014>)

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eMod Process

- Green Requirements added to Enclosure 2, GSA Offered Terms, Enclosure 3, Request to Add Items, Enclosure 4, Request for Price Adjustments, Enclosure 5, Request for Deletions and Enclosure 6, Request for Change in Product Information
- Enclosure 2 no longer requires a manual signature.
- Contractors are responsible for adding / deleting authorized negotiators via emod.



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eMod Process

- Departments 3-9 no longer required
- AbilityOne requirements for Commercial Coatings and Hardware Store Departments

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Rental and Leasing

➤ Rental:

- It is understood by all parties to this contract that this is a daily or short term rental arrangement. In the sense that someone would rent a car for a day or a week and lease it for one or more years, the intent of this Schedule pricelist is to provide for the rental of products accordance to agency need.
- New Terms & Conditions listed in 51V Solicitation, file #10

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Rental and Leasing

➤ Leasing:

- Lease Term is defined as the duration of the lease in months (not to exceed 60 months) as shown on the ordering Agency's initial delivery order.
- New Terms & Conditions listed in 51V Solicitation, file #11



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51V Goes Green

➤ Appliances

- Clothes washers
- Dishwashers
- Dehumidifiers
- Refrigerators
- Freezers
- Water Coolers
- Room Air Cleaners and Purifiers



51V Goes Green

➤ Plumbing

- Water Heater, Gas Condensing
- Water Heater, Heat Pump
- Water Heater, High Efficiency Gas Storage
- Water Heater, Solar
- Water Heater, Whole Home Gas Tankless



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51V Goes Green

- Heating & Cooling
 - Air Conditioning, Central
 - Air Conditioning, Room
 - Room Air Cleaners & Purifiers



Point of Sale / Transaction Data (PoST) Pilot

- PoST Pilot Program
- The Case for Level-3
- Point of Sales Explained
- Rollout Plan
- Value Proposition to the Vendor Community



PoST Pilot Program

- Two initiatives highly beneficial to GSA's Customers are included in the PoST Pilot:
 - Participating Schedule Vendors will provide customers with Level-3 (transactional data) on all orders placed with the GSA SmartPay Card
 - Participating Schedule Vendors will provide GSA SmartPay card holders with a point of sale discount equal or better than their Schedule price on all purchases through all ordering channels



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The Case for Level-3

- GAO Report in June 2010 recommended GSA collect transactional data on MAS orders and prices paid
- Customers have wanted Level-3 data from the MAS program for years
- By including Level-3 in the PoST Pilot customers get the benefit of transactional data which they can use to analyze and more accurately track their spending
- GSA SmartPay Program is developing a data warehouse which will receive feeds from Merchant Banks for all participants

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Point of Sales Explained

- Contractor shall recognize the GSA SmartPay card and automatically charge a price no higher than the Schedule price
- The point-of-sale discount shall apply to all purchases for items on Schedule, except when the ordering agency specifies that it is using another acquisition vehicle
- Schedule pricing shall be honored through all purchase channels including Retail Storefront, Phone, or Vendor Website

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Rollout Plan

- On Go Live Date (*Target February 2011 - slipped*):
 - Phase 1: PoST will be mandatory for all new offers on pilot SINs / Schedules.
 - Phase 2 (6+ months after Phase 1): PoST will be applied to existing vendors on pilot SINs / Schedules.
 - Existing contractors can choose to participate during Phase 1 (i.e. voluntary vs. mandatory).



Value Proposition to the Vendor Community

- By providing Level-3 data, a supplier may reduce their credit card processing fees - often by 40% or even more
- Many federal customers are negotiating provision of Level-3 data into new contract vehicles – providing Level-3 data makes their MAS contract more competitive



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Questions ?????