

# Doing Business with the Public Building Service– PBS

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Industry Days Presentation

# Agenda

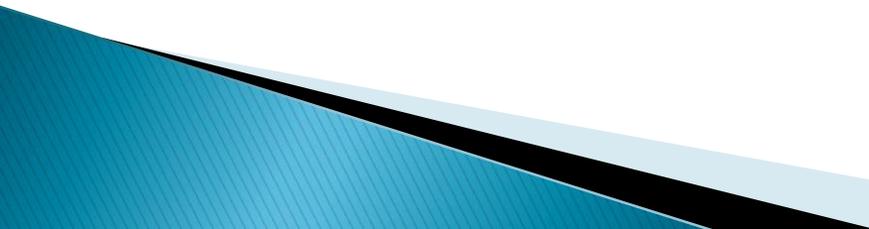
- ▶ Overview of PBS
  - ▶ 03FAC
  - ▶ Ancillary R & A and Schedule 03FAC
  - ▶ The \$ Data
  - ▶ Quick Tips
  - ▶ Recent Developments
  - ▶ Some Advice
  - ▶ Questions
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# What is PBS?

**The Public Building Service is the Landlord for the Civilian Federal Government**

- ▶ Portfolio of 370.2 Million sf
- ▶ Value of \$85.5 Billion
- ▶ About 178 Million sf or 48% of this is GSA Owned Properties

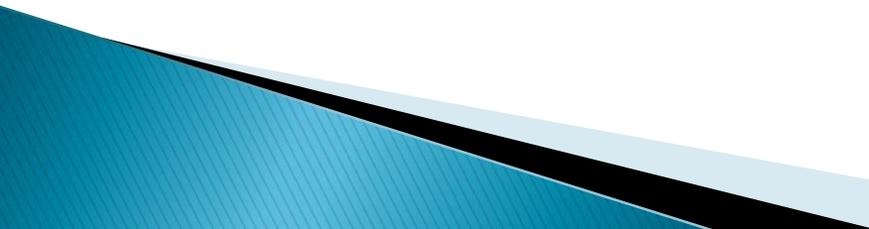
# What Kinds of Property?

- ▶ 9,624 owned and leased assets that include
    - Commercial Office Buildings
    - Courthouses
    - Warehouses
    - Labs
    - Historical Properties
    - Land Ports of Entry
  - ▶ 60 LEED Certified Properties
- 

# What does PBS Buy?

Just like the Private Sector, PBS manages Properties, and in doing so.....

**PBS Buys more  
Services than Goods**



# Services Such As....

- Those offered on 03FAC!
  - Pest Control
  - HVAC Maintenance
  - Landscaping /Snow Removal Services
  - Elevator Maintenance
  - Fire Alarm Maintenance
  - Electrical Systems Maintenance
  - Janitorial Services
  - Energy Management Services

# How does PBS get Goods?

Unlike the Private Sector, where Property Managers “buy” the goods and services for their buildings,

PBS Will Contract for a “Service”  
and the Goods would be part of  
the contract.

.....in most cases.....



# Example

- ▶ A GSA Owned Building with an 03FAC Contractor responsible for Complete Facilities Management
  - Pest Control
  - Landscaping Service
  - Elevator Maintenance

At this property, the GSA Property Manager would NOT buy things like elevator parts, rags, filters, water treatment chemicals, etc– These would be purchased by the Contractors per the Contract Specifications.

# What about Goods / Products?

- ▶ GSA Property Managers may use Government Purchase cards to buy goods (up to \$3,000) not already specified in a contract
  - Signage
  - Floor Mats
  - Special Lighting
  - Special/Portable Units for emergencies

# Ancillary R&A

- ▶ SINS on 03FAC
  - 003 100– Ancillary Supplies and Services
  - 003 97– Ancillary Repair and Alterations
  - The PBS Property Manager must approve this use, and the letter must accompany the order
  - R&A SINS can't be used in GSA Leased Space

# Example of R&A SIN use

PBS contracts with an 03FAC Prime for Elevator and Escalator Preventive Services

- ~The removal and replacement of drywall is necessary for a repair
  - ~The Ancillary R&A SIN may be used to get this done as the drywall work is ancillary to the primary service
  - ~Prior PBS approval is required
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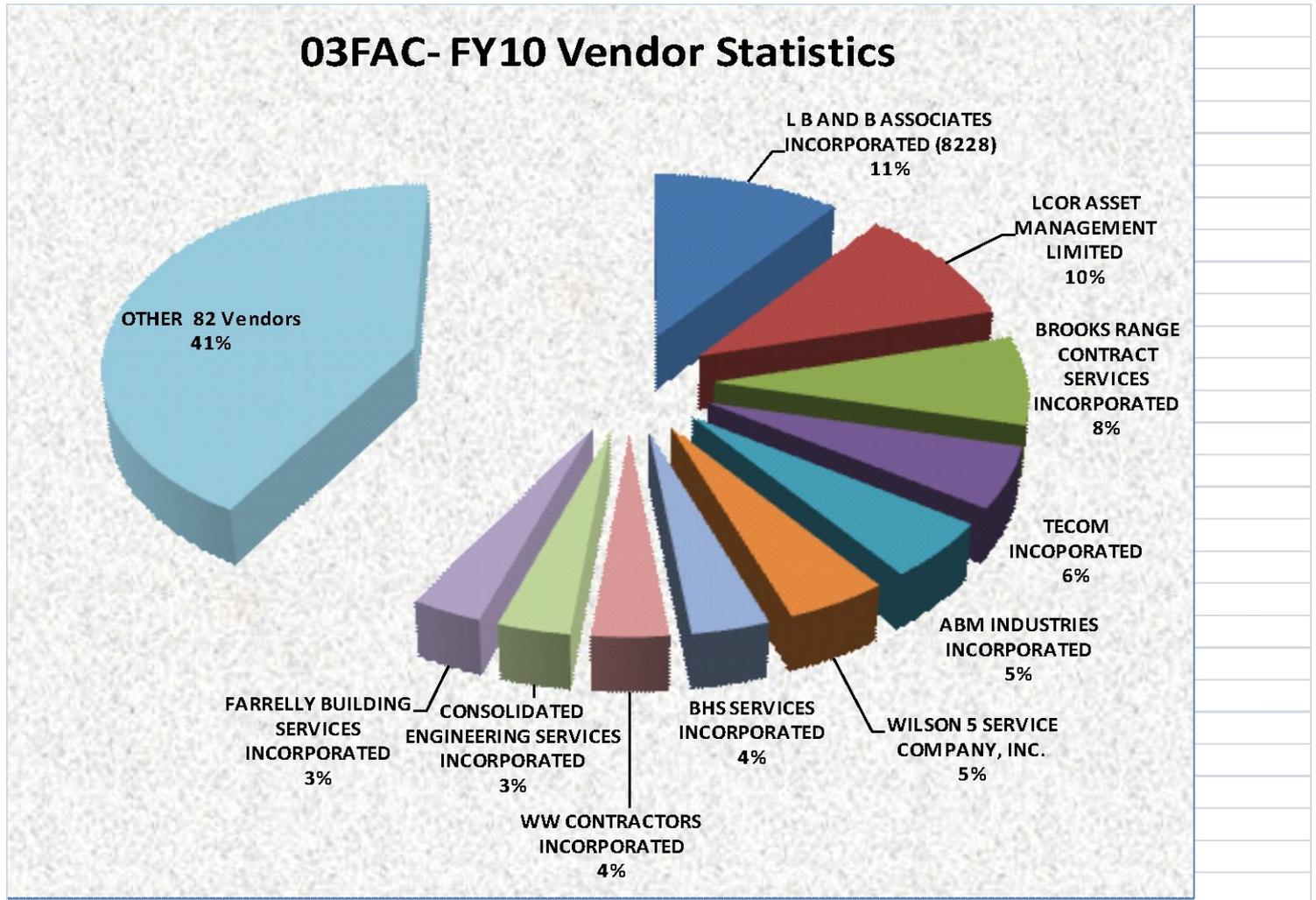
# Show Me the Money!

- ▶ FY10 Data shows:
  - PBS spent \$392 Million on MAS Contracts
  - \$149.4 Million spent on 03FAC
    - 48% to Small Business

# Top Ten 03FAC Vendors–FY10

- ▶ L B And B Associates Incorporated (8228)
  - ▶ LCOR Asset Management
  - ▶ Brooks Range Contract Services, Inc
  - ▶ TECOM Incorporated
  - ▶ ABM Industries, Inc.
  - ▶ Wilson 5 Service Company, Inc.
  - ▶ BHS Services, Incorporated
  - ▶ WW Contractors Incorporated
  - ▶ Consolidated Engineering Services, Incorporated
  - ▶ Farrelley Building Services, Incorporated
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# Top Ten- Pie Chart



# Quick Tips

## Federal Procurement Data System– FPDS

Shows you where all the money is!

~All Federal contracts are reported here

~Searchable by NAICS, keywords, \$ amounts, Contract #'s, Agency

~ Easy Reports

[https://www.fpds.gov/fpdsng\\_cms/](https://www.fpds.gov/fpdsng_cms/)–

# Quick Tips

## Forecast of Contracting Opportunities

Find out about:

- ~upcoming opportunities
- ~procurement methods
- ~qualifications (if there a small business set aside)
- ~estimated dollar amounts

[www.gsa.gov/sbu](http://www.gsa.gov/sbu)

# Quick Tips

## Mentor-Protégé Program

Large and small businesses team up with a mentor – protégé relationship that fosters a teaming arrangement where a small business can provide services to a large business that has an approved subcontracting plan in place.

[www.gsa.gov/mentorprotege](http://www.gsa.gov/mentorprotege)

# Recent Developments

## Federal Buildings Personnel Training Act of 2010

- ▶ Need to train the Federal Workforce and Contractors on how to Operate Buildings
  - ▶ GSA to work with Industry and Organizations to come up with Core Competencies
- 

# Recent Developments

## **SMART** Buildings

- ▶ OLD WAY: Several building systems that don't talk to each other, closed protocols, Proprietary Systems...
- ▶ NEW WAY: Open, Non-proprietary Systems, Real time data, Operational Ease

Our Buildings Have to be **SMART!**

- ▶ [www.gsa.gov/Smartbuildings](http://www.gsa.gov/Smartbuildings)

# Recent Developments

- ▶ Updated Building Operations and Custodial Statements of Work:
  - **Green** Procurement Tracking of products and materials
  - Expand use of **Green** and Bio Based products
  - Require Use of **Green** Seal Products
  - Require electronic filing of Reports

# Recent Developments

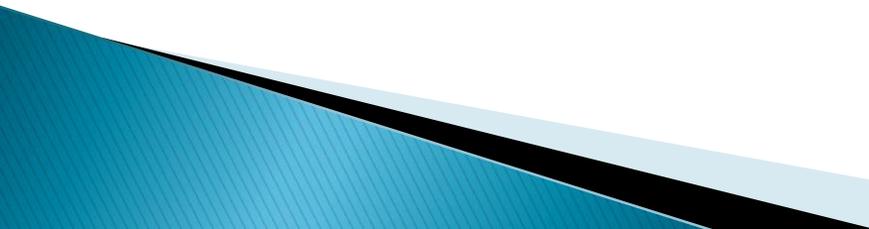
- ▶ Updated Building Operations Statement of Work
  - Require Compliance to the Guiding Principles for Sustainable Existing Buildings
  - Addition of Duties:
    - Manage Advance Metering Systems
    - Monthly monitoring of building equipment energy use

# Recent Developments

## Facilities Standards for PBS– The P100

- ▶ The P100 establishes design standards and criteria for new buildings, major and minor alterations and work in historic buildings
- ▶ 2010 Version replaces the 2005 version

[www.gsa.gov/P100](http://www.gsa.gov/P100)



# Recent Developments

## LEED Requirements

- ▶ In October 2010, GSA changed requirements from Silver to Gold for all new Construction and Major Renovations.
- ▶ Current Breakdown
  - 1 Platinum
  - 23 Gold
  - 21 Silver
  - 15 LEED Certified

[www.gsa.gov/sustainabledesign](http://www.gsa.gov/sustainabledesign)

# Some Advice

- ▶ Make sure website links work
  - ▶ Contact information is updated
  - ▶ Ensure that personnel listed as contacts know what a GSA Schedule is
  - ▶ Understand your pricing– GSA negotiates the “most favorable” pricing, not the “other” pricing
  - ▶ Understand your service offerings– we look to you as the “experts” to provide solutions
  - ▶ Don’t accept a task that you can’t do
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# Questions?

- ▶ Contact Information:

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Webpage to bookmark:

[www.gsa.gov/portal/content/159665](http://www.gsa.gov/portal/content/159665)