



U.S. General Services Administration

# FAST23 Virtual Conference: Building a Future-Ready Government

May 16, 2023





# Keynote: GSA Administrator, Robin Carnahan



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# FAST23 Virtual Conference: Building a Future-Ready Government

## Automating Acquisition: It's a BOT Time





*Anthony Cavallo  
Director  
GSA Process  
Optimization +  
Automation  
Division*



*Gabrielle Perret  
Director  
Federal RPA  
Community of  
Practice*



*Joslann Igoe  
Director  
Acquisition  
Process Solutions*



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# Automating Acquisition: It's a BOT Time

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Today we will:

- Learn what RPA is and what it can be used for.
- Find about how we use RPA at GSA and see examples of how we use it to automation acquisition tasks.
- Have a fun trivia game & interactive activity.



# Interactive feature

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Today we will use mentimeter to have a interactive session with some trivia! Join from your phone and be sure to enter your name!

Go to  
[www.menti.com](https://www.menti.com)

Enter the code  
**6623 3068**



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What is the most burdensome,  
manual task you perform every  
day?



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How long does it take you to do it?



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What's your familiarity with RPA?



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# What is RPA?

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**RPA is a powerful tool for automating operations.**

- Bots use software to mimic human actions.
- Bots are used for rules-based, repeatable processes, such as invoice processing or manual data entry between systems.
- Full implementation can be in as little as 8 weeks. ROI is typically within 12 months.
- RPA is a quick and inexpensive tool to implement and sustain.

# What can a bot do?

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- Open emails and attachments
- Log into web/enterprise applications
- Move files and folders
- Complete forms
- Read and write to databases
- Scrape online data
- Make calculations
- Extract structured data
- Tag and manage content
- Follow if/then decision rules

# Benefits of RPA

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1

## Increase Productivity

Enable additional capacity, efficiency and capability

2

## Operational Excellence

Standardize Accuracy and Quality

3

## Process Improvement

Optimization, Standardization, and Compliance

4

## Customer Satisfaction

New and/or Improved Service Offerings to Enhance Customer/Partner Experience

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### Benefits of RPA

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Compliance



Speed



Reliability



Non-invasive



Employee  
Morale



Consistency



Low Code



Versatility



High ROI

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Quiz time!  
Test your knowledge about RPA



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# What RPA is not: Common misperceptions addressed

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## **RPA does not replace jobs**

Employees use RPAs to automate part of a process or a task, not perform their jobs.

## **Bots cannot “go rogue”**

RPAs can only make decisions and actions based on the defined criteria input by a human. RPAs cannot “go rogue” and make decisions that are not pre-defined.

## **Yes, bots can work with PII**

They follow the PII protocols established by the agency and go through PIA like everything else.

## **Bots follow IT protocols**

Automations follow agency IT protocols, including being ATOD.

## **RPA is not AI**

Automations do not learn, they follow a rules based process. However they can integrate with AI, NLP, and other intelligent automation tools to do that.

## **You don't always need to hire contractors**

RPA is a low to no code software and federal employees have a great opportunity to be reskilled. Additionally, federal employees are the ones who know an agency's systems ins and outs best.

# GSA's RPA Team

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## About RPA Team

Since we delivered our first automation in June 2018, we have grown into a team of 10+ staff who have built over a hundred automations across all GSA business lines. **Our vision is to leverage process improvement and automation technologies to deliver elevated productivity and efficiencies from unoptimized processes across GSA.** Our dynamic team includes RPA developers, Process Improvement Specialists, and the Federal RPA CoP Director.

## We offer more than RPA

- Process Improvement/Optimization
- RPA Development
- Chat bots
- Google Scripting
- Document Understanding
- Operations & Maintenance
- Management of Federal RPA Community of Practice (CoP)



# 125

Delivered RPA Projects

Joslann's team is running 6 acquisition bots in production that save 50k+ hours per year



# 503K

Estimated Automated Work Hours Delivered  
(Federal Leader)



# 1500

Members in RPA CoP



# Use Case Example

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## GSA Bot Example

# CLARA, the PBS Contract Close Out Bot

The CLARA bot can:

- Prepare a Contract's Release of Claims
- Conduct a Contract's Financial Review
- Conduct a Contract's Financial Review and Close the Contract
- Draft a Contract's De-Obligation Modification

## Benefits

- ✓ Used on any Firm Fixed Price Contract
- ✓ Bot has performed apx 36,000+ tedious hours work
- ✓ Allows COs to focus on decision making & analysis
- ✓ CLARA processed 21,000 requests in FY22 and closed more than 7k contracts, with 12,000 projected in FY23

Additional Use Cases:

<https://www.gsa.gov/cdnstatic/Updated%20RPA%20One%20Page%20508%20Compliant%20-%2011922.pdf>





# Federal RPA CoP

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The RPA Team hosts the federal RPA Community of Practice. We

- Hosts webinars and virtual events
- Hold office hours with subject matter experts from RPA Teams across the government
- Send newsletters and other communications
- Publishing governmentwide insights
- Facilitate mentorship

The FedRPA CoP has **1,500+ members** from **100+ Departments and Agencies** across the federal government.

Join at [gsa.gov/fedrpacop](https://gsa.gov/fedrpacop)



# Next steps

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1. Visit [gsa.gov/fedrpacop](https://gsa.gov/fedrpacop) to join the Federal RPA Community of Practice!
2. Connect with the RPA team(s) at your agency by sending us an email at [rpaoffice@gsa.gov](mailto:rpaoffice@gsa.gov)



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## Anthony Cavallo

Director

GSA Process  
Optimization +  
Automation Division

[anthony.cavallo@gsa.gov](mailto:anthony.cavallo@gsa.gov)



## Gabrielle Perret

Director

Federal RPA  
Community of Practice

[gabrielle.perret@gsa.gov](mailto:gabrielle.perret@gsa.gov)  
[rpa\\_cop@gsa.gov](mailto:rpa_cop@gsa.gov)



## Joslann Igoe

Director

Acquisition Process  
Solutions

[joslann.igoe@gsa.gov](mailto:joslann.igoe@gsa.gov)



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## Managing Cybersecurity-Supply Chain Risks: Priorities & Practices





## **Emma Achale**

Supply Chain IT Operations Analyst  
Supply Chain Risk Management Division  
Information Technology Category



## **Amber Mayes**

Supply Chain IT Operations Analyst  
Supply Chain Risk Management Division  
Information Technology Category



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# Key Drivers

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- Federal Acquisition Supply Chain Security Act of 2018
  - Establishes the FASC
  - Subpart B—Supply Chain Risk Information Sharing
  - Subpart C—Removal orders and exclusion orders
- Executive Order 14028
- M-22-18 Memorandum
- NDAA 889 part A and part B
- Government Accountability Office (GAO) investigation of 2020
- Agency Annual C-SCRM Audit e.g. OIG, CFO, HVA



# Priority

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**Priority:** Following guidance published by NIST, CISA, DOD, ODNI ONSAT tool etc., vendors and agencies need to have C-SCRM processes in place. It is critical to have processes to manage and monitor, re-asses, and review C-SCRM.

Our priorities are outlined below:

- Applying C-SCRM across the acquisition lifecycle and supporting our contract vehicles
- Supporting Customer agencies by providing resources to mature their C-SCRM posture
- Supporting vendors to meet agency C-SCRM requirements





# Applying C-SCRM Across the Acquisition Lifecycle

It is important to integrate Cyber-Supply Chain Risk Management (C-SCRM) throughout the acquisition cycle, to improve the management of cybersecurity risk in the supply chain at every step of the procurement and contract management process.

- Plan acquisition and define requirements, including conducting criticality assessment and defining appropriate security controls to address cybersecurity risk in the supply chain
- Conduct research to identify and assess viable sources of supply using available tools and resources
- Continuous monitoring and reporting against contractual terms and conditions



# Approaches for Applying C-SCRM

Agencies have multiple ways to build C-SCRM throughout the Acquisition Cycle

DIY	Partner
Agencies can build specific processes and approaches tailored to their agency	Agencies can look for partnership opportunities across the government that help simplify the C-SCRM process

For any path an agency chooses, GSA has resources to support them on their journey

DIY	Partner
GSA offers Playbooks and Resources developed by Subject Matter Experts  C-SCRM Buyers Guide, Zero Trust Architecture handbook, IT Acquisition University trainings	GSA offers acquisition vehicles with built in C-SCRM requirements  2GIT IT solutions BPA (current), Polaris Small Business GWAC (future)



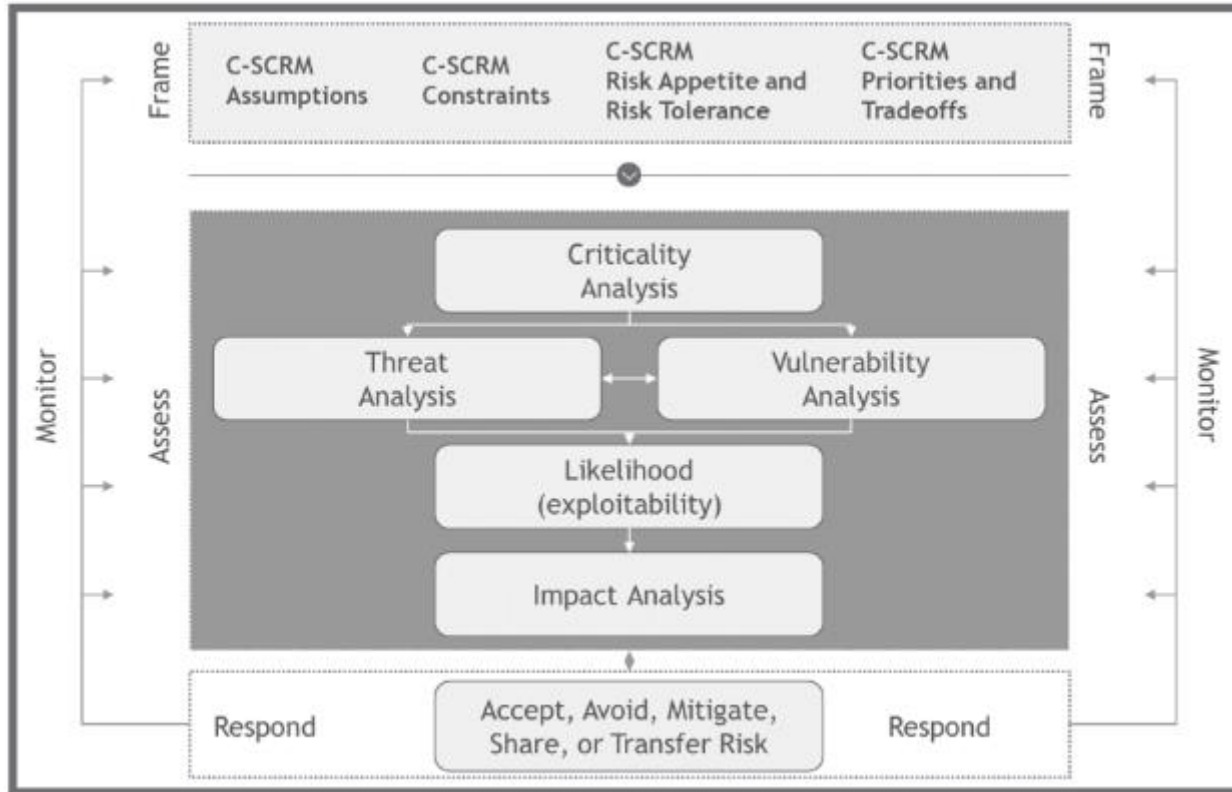
# Best Practices

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- Current/Latest Policies
- Interpret Policies based on Current State Operations
  - Understanding the scope of risks within your organization
- Create Artifacts, Policies, Procedures in alignment with current NIST Guidance/ Policies
- Leadership Support, buy in of critical enterprise elements
- Awareness and Training
- Ongoing and continual effort, Risk Mitigation never ends and builds resiliency



# C-SCRM Activities Risk Management Process



Source: NIST [800-161r1](#)

# POLL QUESTION:

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- **Question for Audience:**
  - **What challenges do you face when implementing C-SCRM practices and policies in your organization?**
    - Personnel
    - Time
    - Technology
    - Budget Constraints
    - Other?

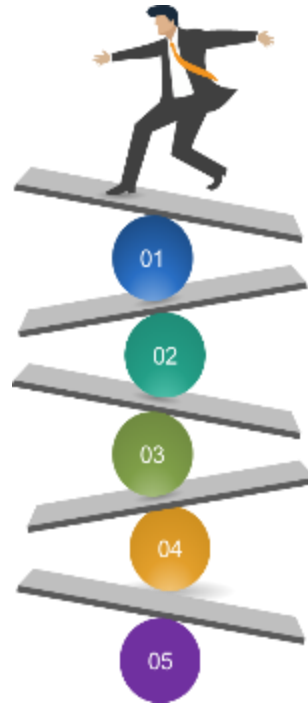


# Challenges with Implementation

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C-SCRM Training for  
Acquisition Workforce

Integrating C-SCRM Requirements  
into Acquisition Process



Personnel resources (Risk  
Management Analysts and  
Contracting personnel)

Establishing Effective C-SCRM Vendor  
Requirements and Compliance with  
Program Requirements

Tools for effectively assessing and  
sharing risk information



# FY23 FAS Initiatives: *What we're doing*

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- Implement the integration of SCRM into ITC Acquisitions to support SCRM maturity
- 2GIT BPA Supply Chain Assessment Program
- C-SCRM Outreach and Awareness Efforts
- Deliver ITC acquisition workforce SCRM education and awareness
- Prohibition and Exclusion Assessments (Pre/Post-Award)
  - Integrate section 889 (Part A), FCC Prohibited Entities, & FASC Exclusion or Removal Order into FAS acquisition process



# Resources to use in the Acquisition Life Cycle

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- Access to relevant C-SCRI will enhance ITC customer agencies' ability to effectively assess and ensure the cybersecurity supply chain assurance related to ICT product and service offerings in the GSA federal IT marketplace.
  - NIST Publications
    - \_ NIST SP 800-161r1 (May 2022)
    - \_ NIST SP 800-53r5
    - \_ NISTIR 8179
  - CISA Publications
    - \_ CISA Vendor Template
    - \_ CISA Secure the Software Supply Chain (3 documents)
  - ODNI ONSAT analytical tool
- GSA Developed Guides
  - C-SCRM Guide
  - Zero Trust Architecture
  - Advanced Persistent Threat Buyer's Guide





# Glossary of Terms

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2GIT – 2<sup>nd</sup> Generation IT

ALC – Agency Location Code?

BPA – Blanket Purchase Agreement

CFO – Chief Financial Officer

CISI - Cybersecurity and Infrastructure Security Agency

C-SCRI -Supply Chain Risk Information

C-SCRM - Cyber Supply Chain Risk Management

EO – Executive Order

FAR Council - Federal Acquisition Regulatory Council

FAS – Federal Acquisition Service

FASCA - Federal Acquisition Supply Chain Security Act of 2018

GAO – Government Accountability Office

GWAC – Government Wide Acquisition Contract

ICT - Information and Communications Technology

IOA – Industrial Operations Analyst



# Glossary of Terms (continued)

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MAS – Multiple Award Schedule

NIST - National Institute of Standards and Technology

OCMS - Online Contract Management System

ODNI - OFFICE *of the* DIRECTOR *of* NATIONAL INTELLIGENCE

ONSAT – Outsourcing Network Services Assessment Tool

OT – Operational Technology

Polaris - Small Business GWAC (future)

NDA Section 889 Part A - Section 889(a)(1)(A) prohibits the Federal Government from procuring or obtaining or extending or renewing a contract to procure or obtain “any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system,” on or after August 13, 2019, unless an exception applies, or a waiver is granted.

NDA Section 889 Part B - The Part B interim rule widely expanded Prohibition Part A's Government contract-specific ban to include contracting with any entity, even for non-Government contract purposes, that uses covered telecommunications equipment or services.

VRA – Vendor Risk Assessment

Zero Trust Architecture - A zero trust architecture (ZTA) is an enterprise cybersecurity architecture that is based on zero trust principles and designed to prevent data breaches and limit internal lateral movement.



# SCRM Risk Mitigation



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## **Mark A. Johnson**

Director, Region 6 Assisted  
Acquisition Services (AAS), GSA



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# Executive Orders

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## Historical Drivers

- Executive Order 13806 Assessing and Strengthening the Manufacturing and Defense Industrial Base and Supply Chain Resiliency
  - Assessment evaluated risk based on current and planned operating priorities as of late 2017/early 2018
- Executive Order 14017 America's Supply Chains
  - Fact sheet was written and outlined supply chain assessments for four critical products: semiconductor manufacturing and advanced packaging; large capacity batteries, like those for electric vehicles; critical minerals and materials; and pharmaceuticals and active pharmaceutical ingredients (APIs)



# Agency Need

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- First intended to provide DoD and other affiliated Federal Agencies that have shared mission areas with illumination of critical DIB-related technology and other sector supplier networks (private and publicly-held companies) along with single network illuminations deemed critical to the Federal Government, on an ongoing basis.
- Second, provide timely, structured and unstructured data deliverables to DoD for integration with other datasets and broad dissemination among DoD and other affiliated Federal Agencies.



# Acquisition Salient Characteristics

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- **Contract Facts**
  - Multi-Tenant (Currently 33)
  - Base +1
  - \$74.5M Ceiling Threshold
  - On-Ramp Capable of new Tenants and spiral capability within the acquisition when avail on the platform
  - Enterprise-wide Bulk Discount Pricing
  - Labor Augmentation Capable
- **Contracting Officer (CO)**
  - Jennifer Allsbury
  - [jennifer.allsbury@gsa.gov](mailto:jennifer.allsbury@gsa.gov)
- **Project Manager**
  - Katie Doll
  - [katie.doll@gsa.gov](mailto:katie.doll@gsa.gov)



# Capabilities

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- Government-Wide Information Sharing
- Unlimited Users
- Access to 31M unstructured sources and over 16K structured sources for information on over 500M legal entities, over 190 countries and over 1,100 industry categories
- Integration of Client Data Sets
- Foreign Data and Translation
- Transparency in Source Provenance and Auditability
- Risk Model
- Monitoring and Alerts
- Reduction of Noise
- National Security Subject Matter Expertise





# Way Forward

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- Multi-disciplined approach
- Toolkit for access to multiple solutions across SCRM information domain to support acquisition decision process
- Creation of an environment that provides a holistic common operating picture for informed decisions to be made
- Provide an increased awareness in risk mitigation methods that allow for logical assessments of data to be made





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**For more  
information, visit:**  
[gsa.gov/FAST](https://gsa.gov/FAST)

## Questions?

**Emma Achale**

[emmanuella.achale@gsa.gov](mailto:emmanuella.achale@gsa.gov)

**Amber Mayes**

[amber.mayes@gsa.gov](mailto:amber.mayes@gsa.gov)

**Mark A. Johnson**

[marka.johnson@gsa.gov](mailto:marka.johnson@gsa.gov)

Break



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# FAST 2023

## GSA Schedule Features & Resources





Eddie Mills  
eddie.mills@gsa.gov

Steve Sizemore  
steve.sizemore@gsa.gov

Jessica Pate  
jessica.pate@gsa.gov



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# Today's Topics

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Multiple Award Schedule (MAS) Overview

Small Business (SB) Procedures

Resources

Questions



# MAS Overview



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# What is a Multiple Award Schedule?

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- Governmentwide contract vehicle for commercial products, services, and solutions
- Multiple Award IDIQ (5 year award, three 5 year options)
- Fixed Price EPA (Economic Price Adjustment)
- Fair and reasonable pricing - price reductions may be applied at the order level
- FAR 15 procedures DO NOT APPLY to Schedule orders
- Ordering procedures follow FAR 8.405





# Advantages of MAS

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- Saves time
  - Full and open competition has already been obtained
  - Publication on SAM.gov is not required for orders
  - Fair and reasonable prices have already been negotiated
  - Terms and conditions are already in place
- Buying activity receives socioeconomic credit
- Contract flexibilities:
  - Blanket Purchase Agreements (BPAs)
    - [www.gsa.gov/bpa](http://www.gsa.gov/bpa)
  - Contractor Team Arrangements (CTAs)
    - [www.gsa.gov/cta](http://www.gsa.gov/cta)
  - Small business Set-asides (SBSA)
    - Permissible (discretionary)



# Ordering Procedures

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- FAR 8.405 Ordering procedures for Federal Supply Schedules
  - 8.405-1 – Products and services without SOW
  - 8.405-2 – Services with an SOW
  - 8.405-3 – BPAs
  
- Additional Guidance
  - 8.405-4 – Price Reductions
    - *“...may request a price reduction at any time...”*
  - 8.405-5 – Small Business
    - *“Follow the ordering procedures for Federal Supply Schedules at 8.405-1, 8.405-2, and 8.405-3”*



# MAS Structure



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# MAS Categories

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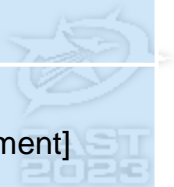
12 large categories

<b>Facilities</b>	<b>Furniture and Furnishings</b>	<b>Human Capital</b>	<b>Industrial Products and Services</b>
<b>Information Technology</b>	<b>Miscellaneous</b>	<b>Professional Services</b>	<b>Office Management</b>
<b>Scientific Management and Solutions</b>	<b>Security and Protection</b>	<b>Transportation and Logistics</b>	<b>Travel</b>



# MAS SubCategories

<b>Facilities</b>	[Structures] [Facilities Services] [Food Service Equipment] [Facilities Supplies] [Facilities Solutions] [Facilities Maintenance and Repair]
<b>Information Technology</b>	[IT Hardware] [IT Software] [Telecommunications] [IT Solutions] [IT Training] [Electronic Commerce] [IT Services]
<b>Scientific Management and Solutions</b>	[Laboratory Equipment] [Laboratory Animals] [Search and Navigation] [Medical Equipment] [Testing and Analysis] [Scientific Services]
<b>Furniture and Furnishings</b>	[Miscellaneous Furniture] [Office Furniture] [Flooring] [Fitness Solutions] [Signs] [Household] [Dormitory & Quarters Furniture] [Packaged Furniture] [Healthcare Furniture] [Furniture Services]
<b>Miscellaneous</b>	[Apparel] [Complimentary Special Item Numbers (SINs)] [Personal Hair Care Items] [Musical Instruments] [Awards] [Flags]
<b>Security and Protection</b>	[Protective Equipment] [Security Services] [Security Systems] [Security Animals and Related Services] [Marine and Harbor] [Testing Equipment]



# MAS SubCategories

<b>Human Capital</b>	[Human Resources] [Background Investigations] [Compensation and Benefits] [Temporary Help Services] [Social Services]
<b>Professional Services</b>	[Marketing and Public Relations] [Financial Services] [Legal Services] <b>[Technical &amp; Engineering Services (non-IT)]</b> [Business Administrative Services] [Logistical Services] [Language Services] [Environmental Services] [Training] [Identity Protection Services]
<b>Transportation and Logistics</b>	[Motor Vehicles (non-Combat)] [Automotive Body Maintenance and Repair] [Packaging Services] [Package Delivery] [Transportation of Things]
<b>Industrial Products and Services</b>	[Industrial Products] [Packaging] [Cleaning Supplies] [Fire /Rescue / Safety / Environmental Protection Equipment] [Hardware and Tools] [Fuel Management] [Machinery and Components] [Test and Measurement Supplies] [Industrial Products and Services Maintenance and Repair]
<b>Office Management</b>	[Printing and Photographic Equipment] [Office Supplies] [Audio Visual Products] [Media Services] [Media Products] [Records Management] [Document Services] [Office Services] [Audio Visual Services] [Mail Management] [Office Management Maintenance and Repair]
<b>Travel</b>	[Employee Relocation] [Lodging] [Travel Agent and Misc Services]



# MAS SINS

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- Large Category: MAS Professional Services (MAS PS)
  - Subcategory: Technical and Engineering Services (non-IT)
    - SIN: 541330EMI – Engineering Services

**MAS** Multiple Award Schedule

Professional Services - Technical and Engineering Services (non-IT)

Category	Description
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<b>541330EMI</b>	Engineering Services Related to Military, Aerospace Equipment, Military Weapons, National Energy Policy Act of 1992, Marine Engineering or Naval Architecture Services include: applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems specifically relating to military aerospace equipment and/or military weapons, and/or engineering services awarded under the National Energy Policy Act of 1992, and/or marine engineering or naval Architecture. Services may involve any of the following activities: provision of advice, concept development, requirements analysis, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation, and related services.
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# Small Business Procedures



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# Regulations

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- Part 19 generally does not apply to schedules orders or BPAs –
  - (See 8.404(a))
  - FAR 8.405-5 provides policy for Schedules set-asides – Follow the ordering procedures at: 8.405-1, 8.405-2, 8.405-3
- 19.502-4 Multiple-award contracts and small business set-asides.
  - Contracting officers may, at their discretion—
  - (c) Set aside orders placed under multiple-award contracts for any of the small business concerns identified in FAR 19.000(a)(3)...
    - “For Federal Supply Schedules Program orders see FAR 8.405-5.”
- 19.508(c) requires clauses for total and partial set-asides as well as limitations on subcontracting be added to orders under MAS.



# Non Set-Asides

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- Ordering activity receives socioeconomic credit
  - (FAR 8.405-5(b))
- Consider at least one small business prior to placing an order
  - (FAR 8.405-5(c))
  - >80% of Schedules Contractors are Small Businesses
- Should give preference to small business if you have at least two (2) quotes at same delivered price from small business, but not required
- Encourages use of Contractor Team Arrangements (CTAs)
- Consider socioeconomic status when identifying contractor(s) for consideration or competition for award of an order or BPA
  - (FAR 8.405-5(c))



# Set-Asides

MAS Multiple Award Schedule

Professional Services - Technical and Engineering Services (non-IT)

Category Description

**541330EMI** Engineering Services Related to Military, Aerospace Equipment, Military Weapons, National Energy Policy Act of 1992, Marine Engineering or Naval Architecture Services include: applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems specifically relating to military aerospace equipment and/or military weapons, and/or engineering services awarded under the National Energy Policy Act of 1992, and/or marine engineering or naval Architecture. Services may involve any of the following activities: provision of advice, concept development, requirements analysis, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation, and related services.

NOTE: The scope of this SIN is limited to services associated with NAICS 541330 Exception 1 "Military and Aerospace Equipment and Military Weapons," NAICS 541330 Exception 2 "Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992," and NAICS 541330 Exception 3 "Marine Engineering and Naval Architecture." These NAICS exceptions have a size standard of \$47.0 Million.

66 contractors

Display limited to: **Small Business**

Display:      
Hold the 'Ctrl' key to select all that apply

Search Contractor T&Cs/Pricelist

Download Contractors (Excel)

Contractor	Contract #	Phone	City, State	Socio-Economic	Contractor T&Cs/Pricelist	View Catalog
ACQUISITION LOGISTICS, LLC	47QRAA21D006C	8043397551	RICHMOND, VA	s/v/d		Advantage!
ADVANCED CONCEPTS AND TECHNOLOGIES INTERNATIONAL, LLC	47QRAA22D002J	703-418-0636	WACO, TX	s		Advantage!
AERO THERMO TECHNOLOGY, INC.	47QRAA18D008A	2569221141	HUNTSVILLE, AL	s/w/wo		Advantage!
ALLEGHENY SCIENCE & TECHNOLOGY CORPORATION	65-10F-053AA	304-319-0044	BRIDGEPORT, WV	s/w/wo		Advantage!
AM PIERCE & ASSOCIATES, INC.	47QRAA27D006D	740-718-3614	CALIFORNIA, MD	s/w/wo		Advantage!
ANALYTIC ACQUISITIONS LLC	47QCA19D0071	3087352177	SILVER SPRING, MD	s/w/wo		Advantage!
APPLIED ENGINEERING SERVICES, INC.	47QCA23D0051	(661)349-6769	RIDGWAY, CO	s		
APPLIED MATERIALS TECHNOLOGIES INC.	47QRAA23D004D	(630)212-7261	NAPERVILLE, IL	s		
APPLIED TECHNOLOGIES GROUP, INC.	65-10F-065AA	240-718-3814	HUNTSVILLE, AL	s/d/8a		Advantage!
ATLAS TECHNOLOGIES, INC.	47QRAA27D0028	843-725-2285	NORTH CHARLESTON, SC	s/v		Advantage!
AVIAN, LLC	47QRAA18D006L	301-866-2070 EXT. #1	LEXINGTON PARK, MD	s/v		Advantage!
BOSTON GOVERNMENT SERVICES, LLC	65-35F-031GA	865-272-8400 X1129	LENOIR CITY, TN	s/d/8a		Advantage!
BROWN TECHNOLOGIES INCORPORATED	47QRAA22D000R	256-653-8546	HUNTSVILLE, AL	s/w/wo/cw/d/8a/h		Advantage!



# Certification Requirements

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- Size-standard certification is generally valid for five years
  - FAR 19.301-2
- Check eLibrary for size standards
  - The size standard reflected in GSA eLibrary is the official size standard for all orders placed against the Schedule contract
  - Agencies do not need to make a separate size determination at the order-level



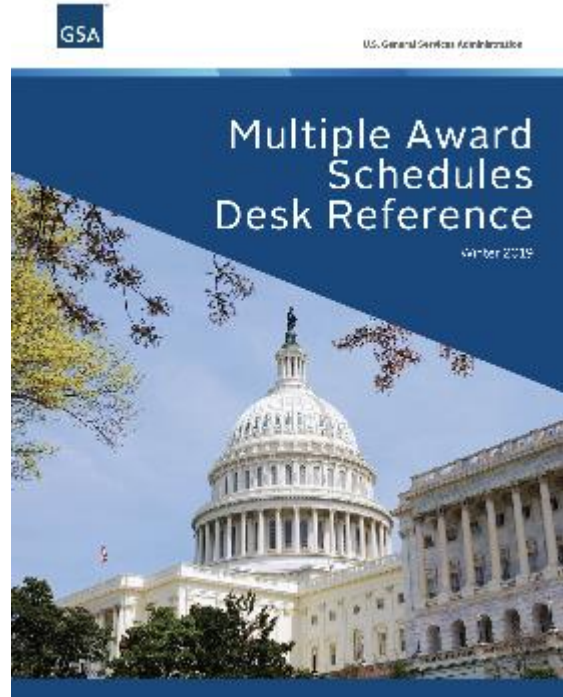
# Resources



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# MAS Desk Reference

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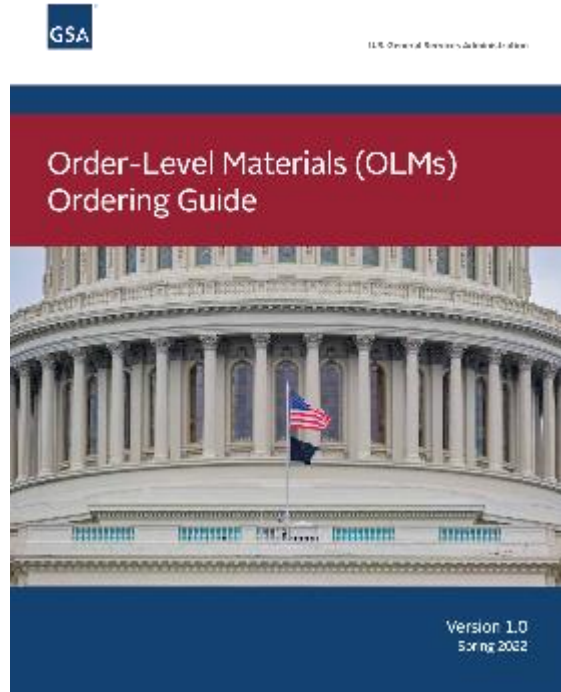


[www.gsa.gov/cmls](http://www.gsa.gov/cmls)



# OLM Ordering Guide

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



# Resources

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CTAs	<a href="http://www.gsa.gov/cta">www.gsa.gov/cta</a>
Multiple Award Schedule	<a href="http://www.gsa.gov/schedule">www.gsa.gov/schedule</a>
eLibrary	<a href="http://www.gsaelibrary.gsa.gov">www.gsaelibrary.gsa.gov</a>
GSA Advantage!	<a href="http://www.gsaadvantage.gov">www.gsaadvantage.gov</a>
eBuy	<a href="http://www.ebuy.gsa.gov">www.ebuy.gsa.gov</a>
MAS News	<a href="http://www.gsa.gov/masnews">www.gsa.gov/masnews</a>
MAS Scope & Templates	<a href="http://www.gsa.gov/masscopeandtemplates">www.gsa.gov/masscopeandtemplates</a>
GSA Interact Group - MAS	<a href="https://interact.gsa.gov/groups/multiple-award-schedules">https://interact.gsa.gov/groups/multiple-award-schedules</a>





# Training

<https://www.gsa.gov/events>

## GSA Schedules Events

### Upcoming Events and Training

All GSA events

Past events

Date	Description	Location
Tue, Mar 21, 2023 03:30 PM ET - 05:00 PM ET	<a href="#">Small Business Webinar: Doing Business with GSA-Accessing Procurement Opportunities</a>	Online
Tue, May 23, 2023 10:30 AM ET - 03:00 PM ET	<a href="#">FCL-GSA-0023 Basic Contracting for GSA Schedule (5/23/2023)</a> This comprehensive training course covers Federal Supply Schedules contracting and ordering procedures. It addresses placing orders against Multiple Award Schedules, as outlined in Federal Acquisition Regulation (FAR) Subpart 8.4.	Online
Tue, Aug 15, 2023 10:30 AM ET - 03:00 PM ET	<a href="#">FCL-GSA-0023 Basic Contracting for GSA Schedule (8/15/2023)</a> This comprehensive training course covers Federal Supply Schedules contracting and ordering procedures. It addresses placing orders against Multiple Award Schedules, as outlined in Federal Acquisition Regulation (FAR) Subpart 8.4.	Online





**FAST  
2023**

For more  
information, visit:  
[gsa.gov/FAST](https://gsa.gov/FAST)

**Questions?**

**[www.gsa.gov/schedule](https://www.gsa.gov/schedule)**

**MASPMO@GSA.GOV**



# FAST23 Virtual Conference: Building a Future-Ready Government

buy.gsa: Tools & Templates





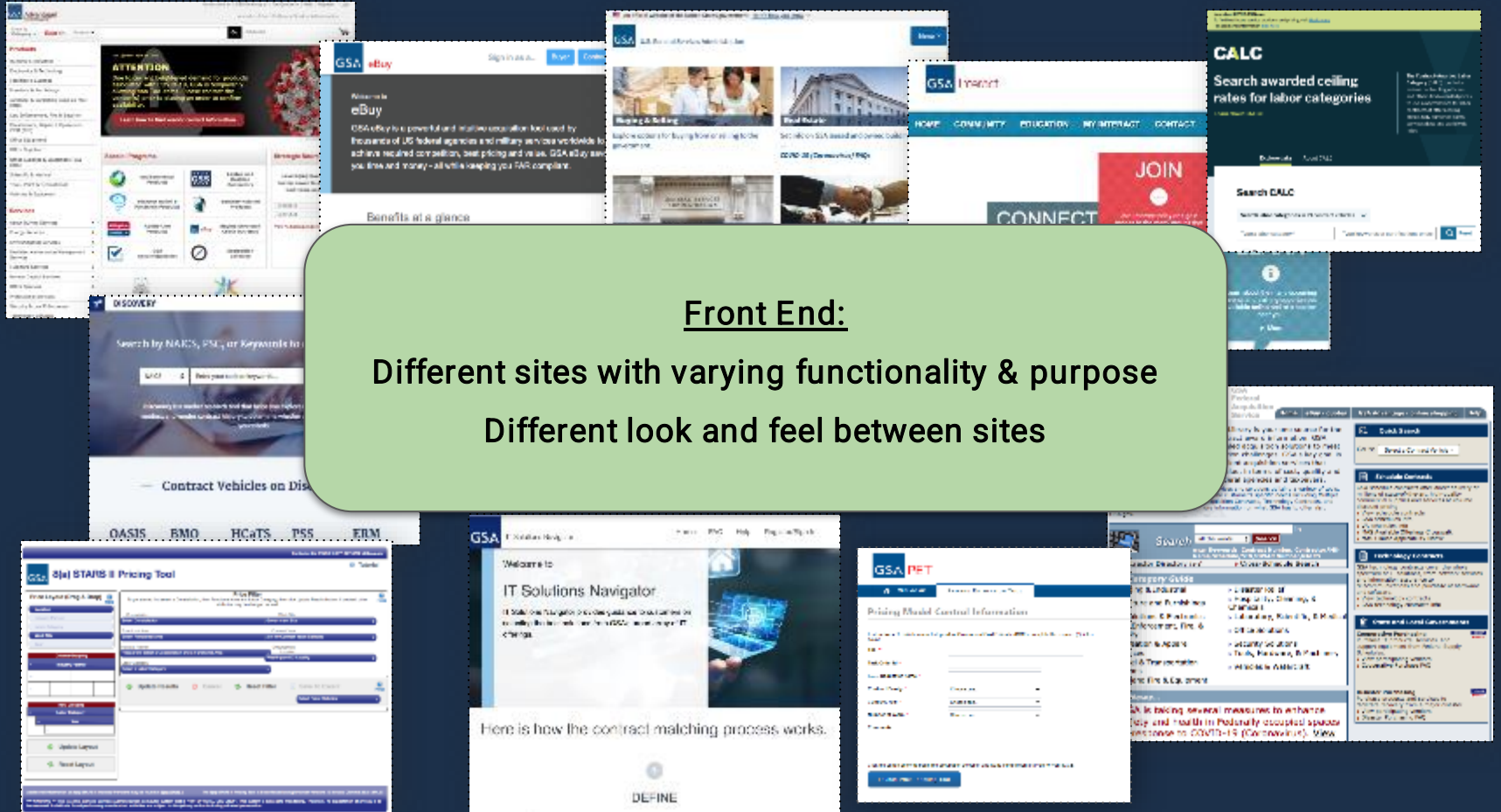
Andrea Azarcon Heller  
Director Stakeholder Engagement  
Division  
GSA Federal Acquisition Service  
Office of Enterprise Strategy  
Management  
[andrea.azarcon@gsa.gov](mailto:andrea.azarcon@gsa.gov)



Craig Chavez  
Management and Program Analyst  
GSA Federal Acquisition Service  
Office of Enterprise Strategy  
Management  
[craig.chavez@gsa.gov](mailto:craig.chavez@gsa.gov)



# Current State

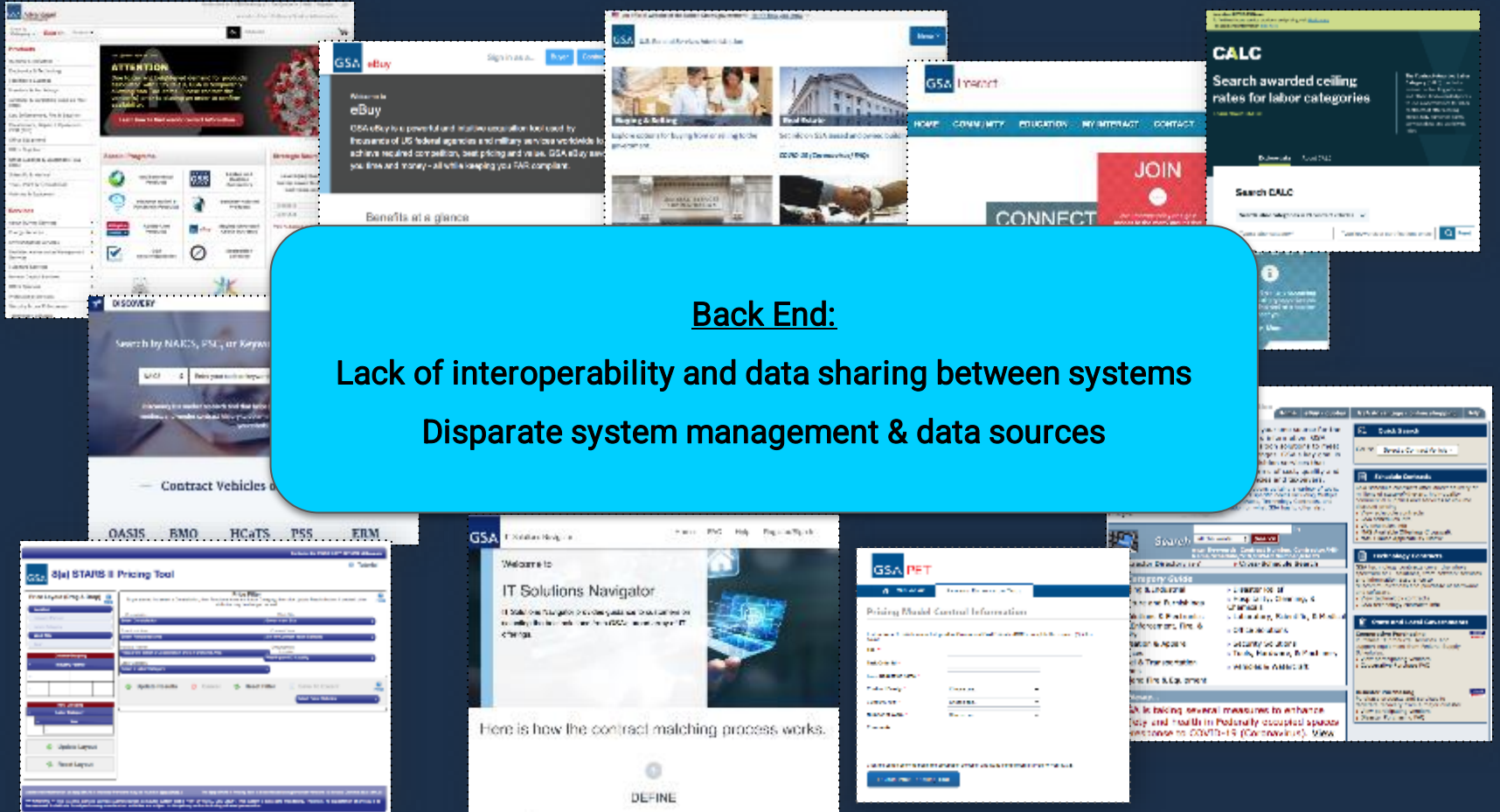


## Front End:

Different sites with varying functionality & purpose

Different look and feel between sites

# Current State



**Back End:**  
**Lack of interoperability and data sharing between systems**  
**Disparate system management & data sources**

Here is how the contract matching process works.

GSA is taking several measures to enhance data and health in potentially occupied spaces (related to COVID-19) (Continued) View





# Live Demo of Buy.GSA.Gov

GSA FMP  
STRATEGY



# Research GSA Contracts and Vendors

An official website of the United States government [Help & Home](#)

**GSA** BUY.GSA.GOV | CONTRACTS & VENDORS



Buying ▾ Selling ▾ Help ▾

## Search GSA Contracts

Search by NAICS, SIN, Vendor Name, Vendor Unique Entity Identifier (UEI) or Contract Number.

NAICS ▾

Search

Important: This site is currently under development (test/beta) phase. The contract data is updated weekly.

### Simple

You can find GSA Contract award information by typing a criteria and selecting "Search". Our government contract database will provide recommendations.

Coming Soon!

### Advanced

Advance searching lets you target and filter areas, like SBA Socioeconomic, Subcategories, and Contract Vehicles to tailor your searching experience to your needs.

[Return to top](#)

Feedback



ST 23

# Research GSA Contracts and Vendors

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## Why It Exists and What is its Value?

- Easily find contracts and vendors
- Search by NAICs, SINS, vendor name, vendor Unique Entity Identifier (UEI) or contract number
- Filter by
  - Categories
  - Subcategories
  - Socioeconomic categories
  - Contract vehicles
- View vendor and contract details
- See how previous contracts were structured
  - Help you develop similar contract for your work





Buying ▾ Selling Help ▾

## Search labor category ceiling rates applicable to GSA's Multiple Award Schedules

This tool allows you to review fully burdened Not-to-Exceed Ceiling Rates awarded under GSA Multiple Award Schedule (MAS) contracts. You can use it to conduct market research and develop Independent Government Cost Estimates.

The tool can be used to assess the relative competitiveness of a vendor's price to other vendors' prices on MAS contracts. However, the tool is to be used only as part of a larger negotiation objective development strategy that seeks fair and reasonable pricing (in accordance with FAR 15.4).

**IMPORTANT:** This tool is currently under development. The pricing data reflects a limited number of Schedules contracts (primarily professional and IT services) as of April 2022.

Search by:

Labor Categories ▾ Search    Exact Match

Feedback

**Filters**

**Education Level**

### Not-To-Exceed Hourly Ceiling Rate



## Why Does it Exist and What is its Value?

- Search GSA Multiple-Awards Schedule Not-to-Exceed Ceiling Rate
  - Find hourly rate data based on:
    - Contract
    - Vendor
    - Filters for:
      - Education Level
      - Work Experience
      - Security Clearance
      - And More!
- See range of fully-loaded labor rate data to make better buying decisions

# Interact

## Interact


GSA Interact helps industry and government better communicate and learn from each other in order to build more successful business partnerships.



### EXPLORE INTERACT COMMUNITIES

Join our communities to learn about acquisition topics, as well as interact with others in government and industry.

Filter to refine communities

All Communities (A-Z) 



# Interact

---

## Why Does it Exist and What is its Value?

- Build Better Business Relationships
  - Both government and industry
- Learn more about acquisition topics of interest
  - Contract vehicles
  - Categories
  - Socioeconomic concerns
  - And More!
- Help you learn more about the latest and greatest in federal acquisition news and practices



# Find Samples, Templates, and Tips

[Sign In](#)

[Buying](#) ▾ [Selling](#) [Help](#) ▾

[Home](#) / [Buyer Experience](#) / Find Samples, Templates & Tips

## Find Samples, Templates & Tips

The documents below are templates, samples, and articles that our GSA contract teams have curated for you. These documents can help you write requirements, prepare your acquisition package, and execute your contract.

Use the filters on the left to sort for the documents you need.

Results Filtered by:

[Clear All](#)

Keyword Search

Category ▾

Subcategory ▾

Document Type ▾

## Available Resources

Showing 1 - 25 out of 239 Documents

	Document Title	Document Type	Document Rating	Actions
+	<a href="#">Advanced Persistent Threat Buyer's Guide</a>	Buyer's Guide	3    0	...
+	<a href="#">IT Security Continuous Diagnostics Management Tools Ordering Guide (GSA 2022)</a>	Buyer's Guide	1    0	...
+	<a href="#">Highly Adaptive Cybersecurity Services Ordering Guide</a>	Buyer's Guide	1    0	...
+	<a href="#">Physical Access Control Systems Ordering Guide</a>	Buyer's Guide	3    0	...

Feedback



# Find Samples, Templates, and Tips

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## Why Does it Exist and What is its Value?

- Search through curated acquisition documents
- Find sample and template docs to put together acquisition package
- Easily find docs you need through keyword search and filters
  - Find documents by filtering for:
    - Acquisition category
    - Acquisition phase
    - Document Type
    - Resource Type
- Save time and find documents that pertain to your acquisition needs instead of starting from scratch







**FAST  
2023**

**For more  
information, visit:  
[gsa.gov/FAST](https://gsa.gov/FAST)**

## Questions?

**Andrea Azarcon Heller**

[andrea.azarcon@gsa.gov](mailto:andrea.azarcon@gsa.gov)

**Craig Chavez**

[craig.chavez@gsa.gov](mailto:craig.chavez@gsa.gov)



# FAST23 Virtual Conference: Building a Future-Ready Government

The Future of the Federal Fleet: 'It's Electric!'





**Stephanie Gresalfi**  
Zero-Emission Vehicle Team Lead  
GSA Fleet





# Vehicle Electrification

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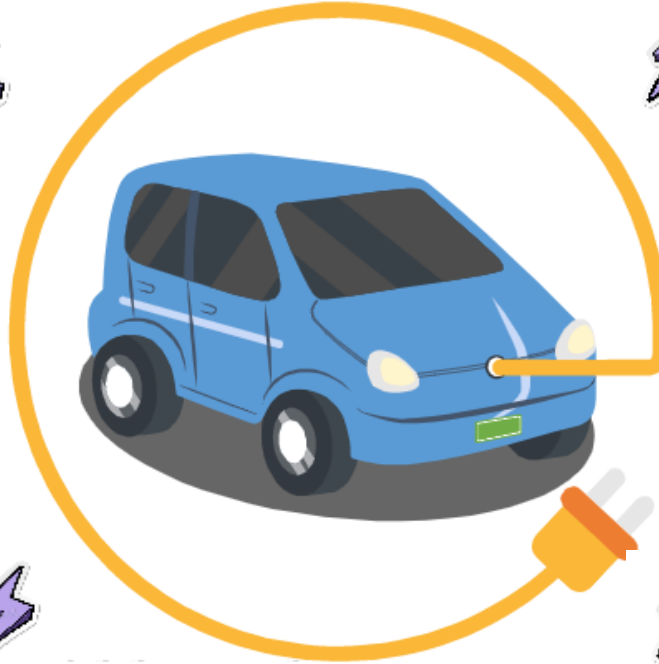
Zero or reduced  
Emissions



More Efficient



Less maintenance &  
potential for savings



Works towards  
Carbon Free Sector



Creates green jobs,  
new opportunities



Requires workforce  
transformation

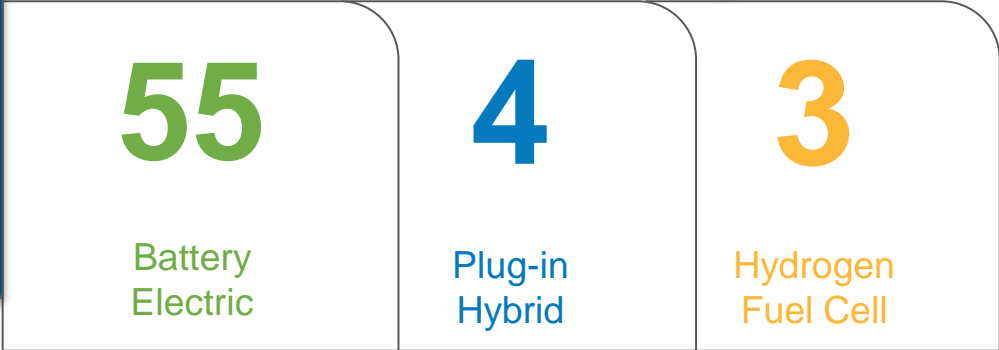


# GSA's FY23 Zero-Emission Vehicle Offerings

Sedans  
SUVs  
Pickups  
Cargo Vans  
Stake trucks  
Tractors  
Shuttle Buses  
Transit Buses  
School Buses  
Work Buses  
Ambulances

62

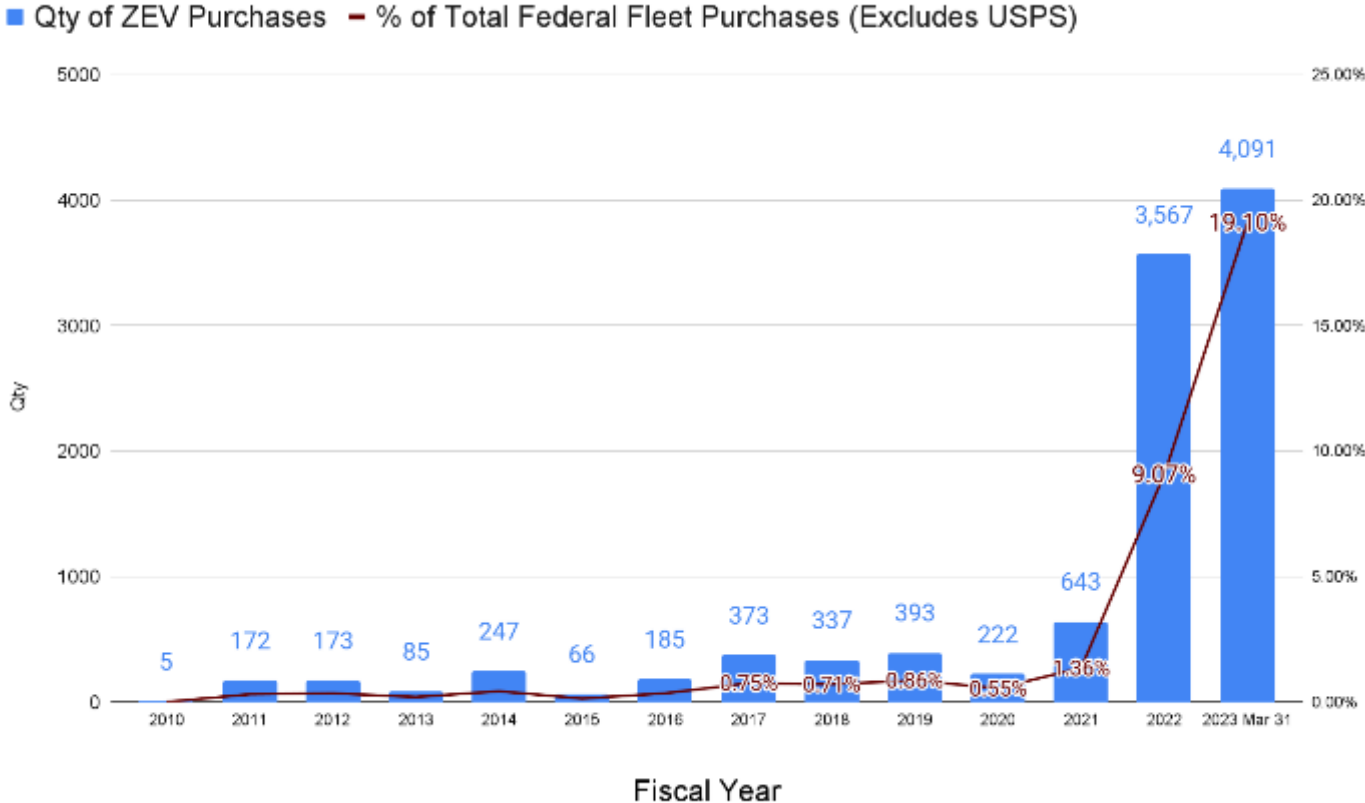
## Zero-Emission Vehicle Offerings\*



\*Models open and close throughout the fiscal year



# Federal Fleet Zero-Emission Vehicle Orders



# Overcoming Challenges



## Costs

Supplier Partnerships; Stretching Budgets, Aggregating Demand, Strategizing



## Model Availability & Supply Chain

Focus first on infrastructure, electrify low hanging fruit



## Coordination & Change

Frequent internal & external training, assistance with planning, resources & requirements development



## Infrastructure

Turnkey solutions available for agencies in GSA and non-GSA managed space





# GSA's One Stop EV Charging Solution

---

## Charging Station BPAs/ MAS Offerings

- Hardware offerings for Level 1, 2 & DC Fast
- Ancillary product services
- Federal IT security compliance
- Product onboarding & offboarding
- Small Business preferences

FAR 51 Deviation  
allows IDIQ  
contractors to buy  
from BPAs

## Installation & Infrastructure Design/Build IDIQs

- Feasibility studies & site assessments
- Construction and design/build
- EVSE Installation
- Electrical infrastructure upgrades
- Site work
- Testing, commissioning & utility coordination
- Small Business set-aside

[gsa.gov/electrifythefleet](https://gsa.gov/electrifythefleet)



# Buying from BPA Holders

1

## Visit [gsa.gov/evse](https://gsa.gov/evse)

For a full list of available products, vendor information, and ordering guide

2

## Determine Acquisition Threshold

Orders < \$10K: can be placed directly with any BPA Holder that can meet the need.

Orders > \$10K and < \$250K: must provide each BPA holder a fair opportunity.

Orders > \$250K: send Request for Quote to all BPA Holders that offer needed product/service. SOWs are required for services (CLIN 006)

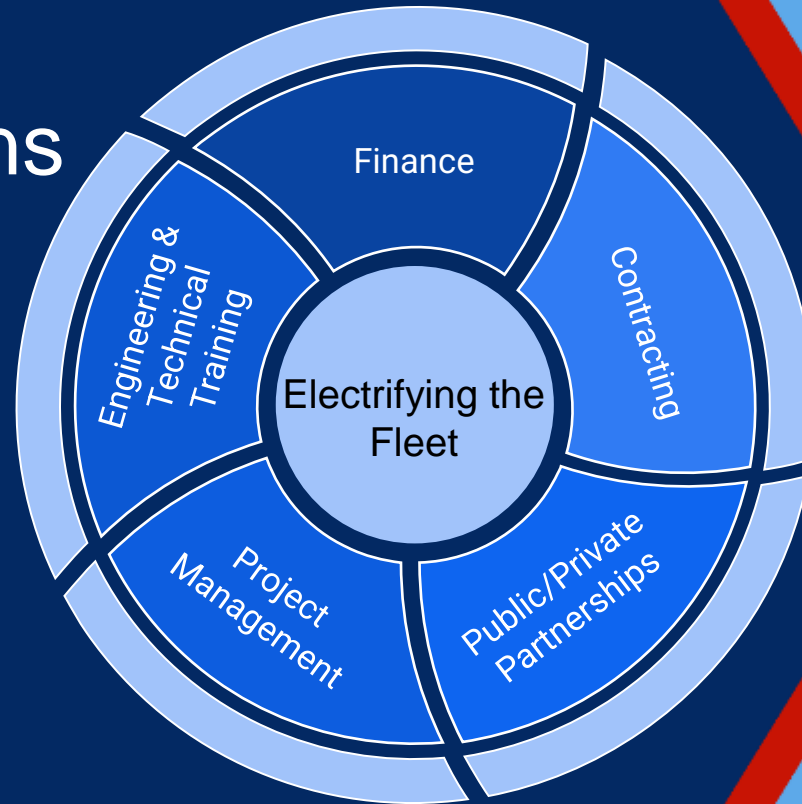
Exceptions: Orders above \$10K can be placed directly if determined and documented that only 1 BPA holder can meet need.

3

## Agency or IDIQ Holder Places Order Against BPA with BPA Holder

Billing/Payment can be made through Third-Party Payment Processing

# Human Resource Considerations

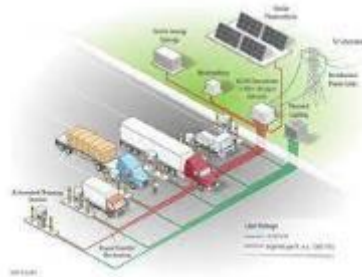


**FAST  
2023**

# Federal Electrification Success Stories



\$\$ is going to small businesses to supply EVSE and installation services. Solar and portable stations allow agencies to scale up quickly



NREL is creating a virtual EVSE site assessment tool

The Bipartisan Infrastructure law includes nearly \$230M in funding for Tribal Transit on Indian Reservations Program. IRA has opportunities too!



Federal fleet credit card-enabled RFIDs can be used to pay at public & pay for use EV stations. Agencies have access to Tesla SuperCharging through Plug and Charge!



The United States Postal Service (USPS) awarded contracts in 2023 for 9,250 Ford E-Transits and 14K charging stations

# Training Opportunities

## GSA One-Stop-Shop



[gsa.gov/electrifythefleet](https://gsa.gov/electrifythefleet)

## Connect across GSA and Email Us!

[GSAFleetAFVTeam@GSA.GOV](mailto:GSAFleetAFVTeam@GSA.GOV)  
[GSA.Fleet.Acquisition@gsa.gov](mailto:GSA.Fleet.Acquisition@gsa.gov)  
[PBS-EVSE-solutions@gsa.gov](mailto:PBS-EVSE-solutions@gsa.gov)

## GSA Fleet Training



## DOE EV Champion Training & Federal Fleet Resources



## White House Resources



## Study the FAR! Become an Acquisition Professional





**FAST  
2023**

**For more  
information, visit:**  
[gsa.gov/FAST](https://gsa.gov/FAST)

## Questions?

[GSAFleetAFVTeam@gsa.gov](mailto:GSAFleetAFVTeam@gsa.gov)

Thank You



**FAST  
2023**