



U.S. General Services Administration

FAST23 Virtual Conference: Building a Future-Ready Government

May 18, 2023





**Keynote: FAS Technology
Transformation Services
Director, Ann Lewis**



**FAST
2023**



FAST23 Virtual Conference: Building a Future-Ready Government

Moving a Legacy System to a Modern,
Secure Cloud





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**FAST
2023**

What is The Cloud Marketplace?



GSA's Cloud Marketplace

EASIER ACCESS TO SECURE COMMON CORE CLOUD SERVICES

Empowering agencies to develop and implement cloud acquisition strategies through a modernized and simplified approach.

Access to Expertise

- Centers of Excellence to infuse best practices into agency strategies
- Acquisition support from fully-assisted to self-managed
- Industry partner best practices

Self-Service Online Experience

- Requirements definition, cost estimates, compliant acquisition documents
- Cloud catalog matching requirements to qualified industry partners
- Cloud consumption and spend data during contract administration

Acquisition Vehicles

Governmentwide Acquisition Contracts
8(a) STARS III
Alliant II
EIS
VETS 2

Multiple Award Schedule
Cloud
FM QSMO
IT Prof. Services
Software
E-Commerce

Tailored Solutions for Common Requirements
DEOS
Other agency specific Cloud BPAs
Ascend BPA
TTS Cloud.gov



What's new in the Cloud Marketplace?

The FM QSMO SIN - Financial Management Quality Services Office - FM QSMO Multiple Award Schedule (MAS) Special Item Number with four subgroups:



Core Financial Services



Additional Financial Management (FM) Solutions;



Financial Management (FM) Solution/Service Adoption and Transition Services;
and/or



Financial Management (FM) Technology Operations Support Services

Special Ordering Procedures for Consumption Based Order
Available only on the Cloud SIN 518210C

Case Study

AN EXAMPLE OF GSA'S
CLOUD SME SUPPORT



Background

Selective Service System (SSS), which maintains a high-profile public facing website, approached ITC with a draft PWS covering a full scale migration to Cloud.

SSS submitted for and received 3 year funding from the Technology Modernization Fund (TMF) to support the migration.

Several working sessions between SSS and GSA occurred to provide consultation in the areas of acquisition and technical approach.

Recommended Approach: Phase 1

GSA recommended a modular acquisition approach

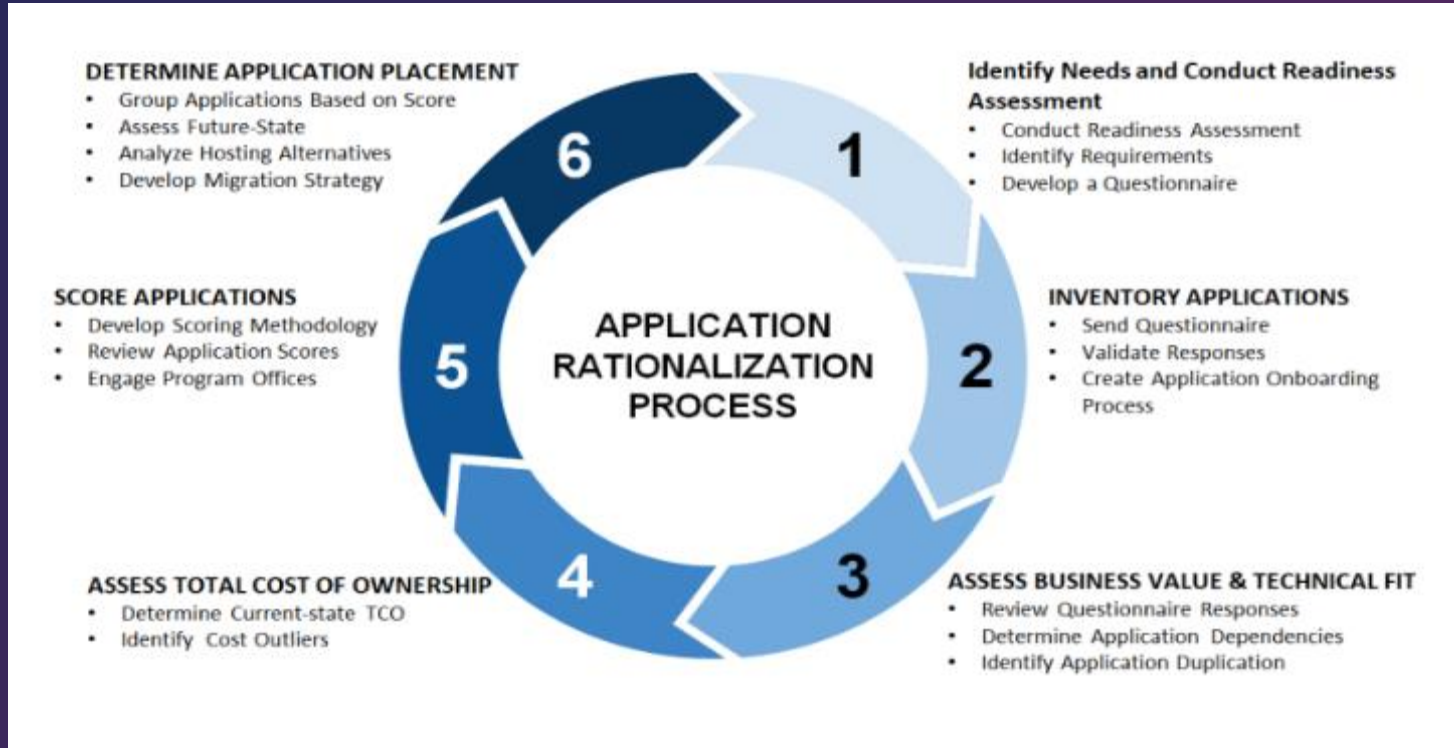
- Divide the year 1 scope into two separate acquisitions.
- Each acquisition will feed the next

Phase 1 PWS - Application Rationalization

- **Scope:** Document existing system and all relevant dependencies
- Business, end user, infrastructure, data, cost, backup, uptime, interconnection requirements
- Deliverables from this phase produce requirements for the next PWS

Application Rationalization Playbook

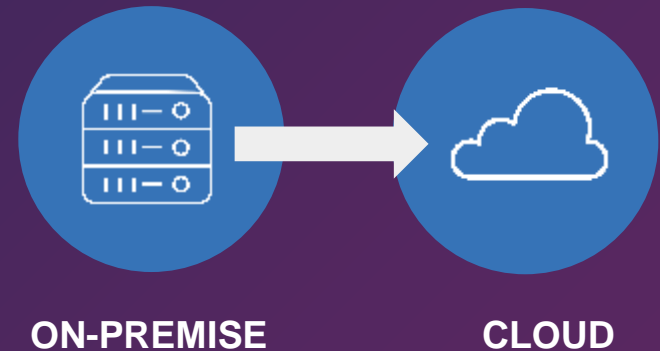
Federal CIO Council



Recommended Approach: Phase 2

Phase 2 PWS - Modernization & Migration

- **Scope:** Migration of SSS's system to a FedRAMP moderate cloud.
- Favor system refactoring over “lift and shift” approach to take advantage of cloud native functionality
- Design cloud system architecture, migration strategy and plan
- Execute migration
- Support and operations documentation
- Operational transition



Recommended Approach: Phase 3

Phase 3 PWS - Operations & Maintenance

- **Scope:** Helpdesk, System Administration
- Perform System Maintenance
- Configuration Management
- Backup Operations
- Asset Management
- Access Management
- Incident Management/Support
- Troubleshooting/Escalation
- Etc.



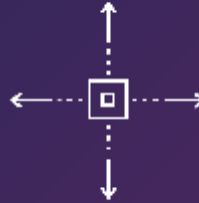
Outcome/Benefits



Documented system
and operations



System scalability
and resilience



Vendor flexibility



Socio-economic
set-aside opportunities



System portability
(Multi-Cloud ready)



Agile implementation



Cost control



Achievement of Cloud
Smart objectives



Reduction of in-house
labor requirements

How Can We Assist You in Your Cloud Acquisition Journey?



Cloud Tools You Can Use

Access our GSA Cloud Acquisition Subject Matter Experts, or request a scope review through Cloudinfo@gsa.gov

Request a Market Research as a Service (MRAS) through: gsa.gov/mras

Find cloud related acquisition tools on our buy.gsa.gov site: gsa.gov/cloud

Visit the governmentwide Cloud Information Center for best practices cic.gsa

For support on using the new ordering procedures for consumption based ordering see the Cloud Ordering Guide on gsa.gov/cloud or contact our Cloud Acquisition SMEs via email on Cloudinfo@gsa.gov



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For more
information, visit:
gsa.gov/FAST

Questions?

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FAST23 Virtual Conference: Building a Future-Ready Government

Find Your GSA Solution with GSA eLibrary





Nate Jordan

Customer Service Director

nathan.jordan@gsa.gov

617-287-3163



**FAST
2023**

eLibrary Overview

- GSA eLibrary is your source for the latest GSA and VA schedules and GWAC contract award information.
- Updated daily to provide you with the latest award information!

Includes:

- GSA Federal Supply Schedules
- VA Federal Supply Schedules
- Governmentwide Acquisition Contracts (GWACs)
- Technology Contracts
- Assisted Acquisition Services
- Federal Strategic Sourcing Initiative (FSSI) Solutions
- Strategically Sourced Blanket Purchase Agreements
- Indefinite Delivery/Indefinite Quantity (IDIQ) solutions



https://www.gsaelibrary.gsa.gov/ElibMain/home.do

GSA eLibrary GSA Federal Acquisition Service

Home eBuy - quotes GSA Advantage - online shopping Help

Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, click here.

Search In: **all the words** **Search**

Contractor Directory (25) **Total Solution Search**

Category Guide

- Facilities
- Human Capital
- Information Technology
- Office Management
- Scientific Management and Solutions
- Transportation and Logistics Services
- Furniture & Furnishings
- Industrial Products and Services
- Miscellaneous
- Professional Services
- Security and Protection
- Travel

Quick Search

Go to

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing.

- View schedule contracts
- GSA schedules info
- VA schedules info
- NAAC Available Offerings
- NAAC Clause Applicability Matrix

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- View technology contracts
- GSA technology contracts info

State and Local Governments

Cooperative Purchasing

Purchase IT products, services, and support equipment from Federal Supply Schedules.

- View participating vendors
- Cooperative Purchase FAQ

Disaster Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- View participating vendors
- Disaster Purchasing FAQ

News...

Use your Unique Entity ID (SAM)

As of April 4, 2022, the government is no longer using the Data Universal Numbering System (DUNS) number as the authoritative Unique Entity Identifier and has transitioned to the new Unique Entity ID (SAM) generated at SAM.gov. Click [here](#) for more information on the government transition to Unique Entity ID (SAM).

Get Quotes

GSA eBuy is an easy-to-use electronic Request for Quotation (RFQ) system designed to facilitate the request for submission of quotations.

With eBuy, getting quotes is just a click away!

Additional Information

Customers

- Connect With Your Customer Service Director
- Training Opportunities
- FPDS-HQ
- EPUS
- GSA Strategic Sourcing BRAs
- Acquisition Gateway

Contractors

- FedBizOps
- Schedules Sales Query
- Vendor Support (VSC)

go to eBuy >>

Example - Environmental Services

The screenshot displays the GSA eLibrary website interface. At the top, the GSA eLibrary logo is on the left, and navigation links for Home, eBuy - quotes, GSA Advantage - online shopping, and Help are on the right. A welcome message states: "Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers." Below this is a search bar with a dropdown menu set to "all the words" and a "Search" button. A "Contractor Directory (2-2)" link is visible. The "Category Guide" section lists various categories, with "Professional Services" circled in red. Other categories include Facilities, Human Capital, Information Technology, Office Management, Scientific Management and Solutions, Transportation and Logistics Services, Furniture & Furnishings, Industrial Products and Services, Miscellaneous, Security and Protection, and Travel. The "News..." section features a headline "Use your Unique Entity ID (SAM)" with a sub-headline "As of April 4, 2022, the government is no longer using the Data Universal Numbering System (DUNS) number as the authoritative Unique Entity Identifier and has transitioned to the new Unique Entity ID (SAM) generated at SAM.gov. Click here for more information on the government transition to Unique Entity ID (SAM)." The "Get Quotes" section describes the eBuy system and includes a "go to eBuy >>" link. The "Additional Information" section lists resources for Customers (Connect With Your Customer Service Director, Training Opportunities, FFS-HG, EPLS, GSA Strategic Sourcing BRNs, Acquisition Gateway) and Contractors (FedBizOps, Schedules Sales Query, Vendor Support (VSC)). The right sidebar contains "Quick Search" with a "Select a Contract Vehicle" dropdown, "Schedule Contracts" with links to view schedule contracts, GSA schedules info, VA schedules info, NAD Available Offerings, and NAD Clause Applicability Matrix; "Technology Contracts" with links to view technology contracts and GSA technology contracts info; and "State and Local Governments" with links for Cooperative Purchasing (Purchase IT products, services, and support equipment from Federal Supply Schedules, View participating vendors, Cooperative Purchase FAQ) and Disaster Purchasing (Purchase products and services to facilitate recovery from a major disaster, View participating vendors, Disaster Purchasing FAQ).

GSA eLibrary GSA Federal Acquisition Service Home eBuy - quotes GSA Advantage - online shopping Help

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Search In: all the words Search
enter keywords, Contract Number, Contractor/WF Name, Schedule/SIN/GWAC Number, NAICS

Contractor Directory (2-2) Total Solution Search

Category Guide

- Facilities
- Human Capital
- Information Technology
- Office Management
- Scientific Management and Solutions
- Transportation and Logistics Services
- Furniture & Furnishings
- Industrial Products and Services
- Miscellaneous
- Professional Services**
- Security and Protection
- Travel

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go to eBuy >>

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Go to Select a Contract Vehicle

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- Cooperative Purchase FAQ

Disaster Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- View participating vendors
- Disaster Purchasing FAQ

Example - Environmental Services

Category Guide

Professional Services

for more information, visit: www.gsa.gov/masprofessionalservices

- Business Administrative Services
- Environmental Services**
- Financial Services
- Identity Protection Services
- Language Services
- Legal Services
- Logistical Services
- Marketing and Public Relations
- Technical and Engineering Services (non- IT)
- Training

Example - Environmental Services

Professional Services - Environmental Services

Category	Description
541620	<p>Environmental Consulting Services - Services include providing advice and assistance to businesses and other organizations on environmental issues, such as the control of environmental contamination from pollutants, toxic substances, and hazardous materials; Endangered species, wetland, watershed, and other natural resource management plans; Archeological and/or cultural resource management plans. This includes identifying problems (e.g., site assessments for hazardous materials), measure and evaluate risks, and recommend solutions. multi disciplined staff of scientists, engineers, and other technicians with expertise in areas, such as air and water quality, asbestos contamination, remediation, ecological restoration, and environmental law such as Planning and Documentation Services for the development, planning, facilitation, coordination, and documentation of and/or for environmental initiatives (or mandates such as Executive Order 13693 in areas of chemical, radiological, and/or hazardous materials; ISO 14001 Environmental Management System (EMS) and sustainable performance measure development; Environmental Assessment (EA) and Environmental Impact Statement (EIS) preparation under the National Environmental Policy Act (NEPA).</p> <p>Subgroups (Subgroups are provided for market research purposes only. Buyers should confirm specific contract offerings are available by verifying awarded products and services on the contractor's GSA pricelist.)</p> <p>Archaeology and Cultural Resource Services</p> <p>Environmental Management Systems (EMS)</p> <p>NEPA Related Services</p>
562112	<p>Hazardous Waste Disposal Services - Services include, but are not limited to: Management and oversight of Hazardous Material (HAZMAT) disposal operations, and management, oversight and recycling of universal waste (e.g., batteries, cell phones, cathode ray tubes (CRTs), and compact fluorescent light bulbs (CFLs)). This includes reuse assessments and inventory, destruction, inventory transfer and/or disposal after compliance with GSA Office of Personal Property Management requirements outlined in Federal Management Regulations 101-42, 102-36, and 102-37 (as applicable). Examples of types of material waste services include, but are not limited to: Solid waste, industrial waste, mining waste, and oilfield waste (e.g., drill cuttings); Liquid waste (e.g., wastewater containing less than 1% solids); medical waste; pharmaceutical waste; excess inventory; surplus inventory; non-hazardous materials that pose no immediate threat to human health and the environment, excluding household waste (e.g., routine refuse collection and disposal); hazardous materials and/or those that contain leachable toxic components; plastics such as acrylic, nylon, high-density polyethylene (HDPE) and low-density polyethylene (LDPE); confiscated materials; and construction debris such as asphalt, drywall and/or metal.</p> <p>NOTE: Services offered under this scope shall NOT include any transportation / disposal of radioactive waste (other than low-level radioactive waste associated with medical waste), asbestos and/or paint abatement, radon mitigation.</p> <p>Subgroups (Subgroups are provided for market research purposes only. Buyers should confirm specific contract offerings are available by verifying awarded products and services on the contractor's GSA pricelist.)</p> <p>Electronic Waste (e-waste) Recycling Services</p> <p>Hazardous Waste Disposal</p> <p>Recycling Services</p> <p>Medical Waste Disposal</p> <p>Pharmaceutical Waste Disposal</p>
562910REM	<p>Environmental Remediation Services - Remediation services include site preparation, field investigation, conservation and closures, emergency response cleanup (ERC), underground storage tank/above-ground storage tank (UST/AST) removal, air monitoring, soil vapor extraction, stabilization/solidification, bio-venting, carbon absorption, containment, monitoring and/or reduction of hazardous waste sites, unexploded ordnance removal, and remediation-related laboratory testing (e.g., biological, chemical, physical, pollution and soil testing). Reclamation services include: creating new land from sea or riverbeds, wetland restoration, and restoring areas to a more natural state (e.g., after pollution, desertification, or salinization have made it unusable). Reclamation services include: creating new land from sea or riverbeds, wetland restoration, and restoring areas to a more natural state (e.g., after pollution, desertification, or salinization have made it unusable). Remediation services encompassing three (3) or more industries/NAICS codes, where the preponderance of work is at least 50% under NAICS 562910, should be solicited and performed under SIN 562910RMI.</p> <p>NOTE: Services offered under this SIN shall not include any remediation/transportation/disposal of radioactive waste, asbestos and/or paint abatement, radon mitigation, or construction and architect-engineering services as set forth in FAR Part 36 (including construction, alteration or repair of buildings, structures, or other real property). This SIN does not include Davis-Bacon work as defined in FAR Subpart 22.4. Ordering agencies must ensure the work being required is not covered by the Davis-Bacon Act.</p> <p>Subgroups (Subgroups are provided for market research purposes only. Buyers should confirm specific contract offerings are available by verifying awarded products and services on the contractor's GSA pricelist.)</p> <p>Environmental Reclamation Services</p>

Example - Environmental Services

MAS Multiple Award Schedule

Professional Services - Environmental Services

541620 **Environmental Consulting Services** Services include providing advice and assistance to businesses and other organizations on environmental issues, such as the control of environmental contamination from pollutants, toxic substances, and hazardous materials; Endangered species, wetland, watershed, and other natural resource management plans; Archeological and/or cultural resource management plans. This includes identifying problems (e.g., inspect buildings for hazardous materials), measure and evaluate risks, and recommend solutions. multi disciplined staff of scientists, engineers, and other technicians with expertise in areas, such as air and water quality, asbestos contamination, remediation, ecological restoration, and environmental law such as Planning and Documentation Services for the development, planning, facilitation, coordination, and documentation of and/or for environmental initiatives (or mandates such as Executive Order 13693 in areas of chemical, radiological, and/or hazardous materials; ISO 14001 Environmental Management System (EMS) and sustainable performance measure development; Environmental Assessment (EA) and Environmental Impact Statement (EIS) preparation under the National Environmental Policy Act (NEPA).

612 contractors

Display:
 All Socio-Economic Indicators
 Small Business
 Woman Owned Business

 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
3D ENVIROLOGICS LLC	GS-10F-023CA	4349894223	BARBOURSVILLE ,VA	s/vi/vo		
A E H S INCORPORATED	GS-10F-0227R	2106569300	SAN ANTONIO ,TX	s		
A.I.S., INC.	GS-10F-0131T	508-990-9054	DARTMOUTH ,MA	s		
AARCHER INC	47QRAA22D003B	410-897-9100 X103	ANNAPOLIS ,MD	s		
ABR INC	47QRAA20D0010	(907) 455-6777 EXT.	FAIRBANKS ,AK	s		
ABT ASSOCIATES, INC.	GS-00F-252CA	301-347-5093	ROCKVILLE ,MD	o		
ACADIAN CONSULTING GROUP	47QRAA19D0002	(225)769-2603	BATON ROUGE ,LA	s		
ACT SAFE, L.L.C.	47QRAA22D000Y	712-223-9989	SIOUX CITY ,IA	s/vi/vo/evi/dv/d/8a		
ACUITY - PT&C, LLC	47QRAA19D0003A	7702000192	ATLANTA ,GA	s		
ADANTA, INC.	GS-10F-041CA	(707)709-8894	NAPA ,CA	s/vi/vo/evi/d/8a		
ADVANCED AIR ANALYSIS, INC.	GS-00F-154GA	(410)653-7676	PIKESVILLE ,MD	s/d		
ADVANCED ENVIRONMENTAL MANAGEMENT GROUP, LLC	GS-10F-0338X	734-354-9070	PLYMOUTH ,MI	s/d		
ADVANCED ENVIRONMENTAL, LLC	47QRAA21D004G	(408)512-2912	SAN JOSE ,CA	s		
ADVANCED MATRIX, INC.	47QRAA22D000BP	734-635-0066	PLYMOUTH ,MI	s/d/8a		
ADVANCED RESOURCE SOLUTIONS, INC	GS-10F-0261S	530-676-1095	SHINGLE SPRINGS ,CA	s		
ADVANCED RESOURCES INTERNATIONAL INC	GS-10F-077AA	(703)528-8420	ARLINGTON ,VA	s		



**For more
information, visit:**
gsa.gov/FAST

Questions?

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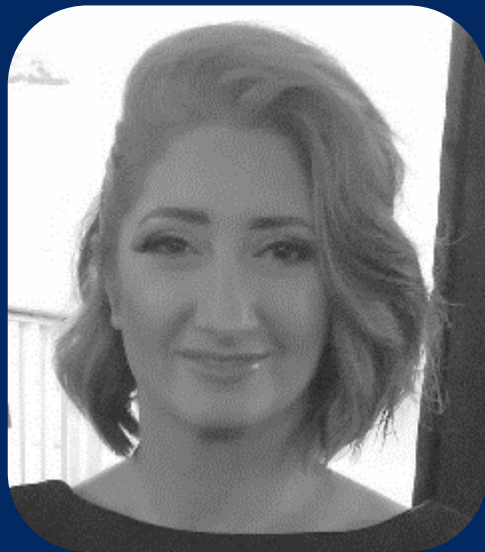
617-287-3163



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Effective Market Research





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**FAST
2023**

Why Research?

- To start the conversation and gain knowledge
- To see solutions and drive mission capabilities
- To understand, begin to act and make informed decisions
- To remain relevant, gain efficiency, and innovate
- To ensure regulatory compliance
- To listen to stakeholder feedback, understand market constraints and recognize opportunities

The Regulations - FAR PART 10

- The Scope
- The Policy
- The Procedures
- The Clauses

**www.acquisition.gov/far/part-10

The Scope

- By Regulation, there are 6 instances where market research is mandatory.
- Best Practice Acquisition teams are always conducting market research, both formally and informally.

10.001 Policy Table - When Market Research is Required
Ensure that legitimate needs are identified and trade-offs evaluated to acquire items that meet those needs.
Before developing new requirements documents
> the SAT
< SAT when adequate information is not available and the circumstances justify its cost
Consolidation or bundling
For non commercial items > SAT ordered against an ID/IQ
Leverage commercially available market research methods to identify small businesses and new businesses in support of
(A) A contingency operation or defense against or recovery from cyber, nuclear, biological, chemical, or radiological attack; and
(B) Disaster relief to include debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief activities

** www.acquisition.gov/far/part-10

The Policy

- To gather results we must only ask potential sources for the minimum amount of information.
- So how do we get the information we need and limit the burden of the market?

10.001 Policy Table - Results Help Determine	
If sources able to meet the agency's need exist	✓
Determine if commercial items or, to the extent that commercial items suitable to meet the agency's needs are not available, nondevelopmental items are available that - (A) Meet the agency's requirements; (B) Could be modified to meet the agency's requirements; or (C) Could meet the agency's requirements if those requirements were modified to a reasonable extent.	✓
Determine the extent to which commercial items or nondevelopmental items could be incorporated at the component level	✓
Determine the practices of firms engaged in producing, distributing, and supporting commercial items, such as type of contract, terms for warranties, buyer financing, maintenance and packaging, and marking.	✓
Ensure maximum practicable use of recovered materials and promote energy conservation and efficiency	✓
Determine whether consolidation is necessary and justified	✓
Determine whether bundling is necessary and justified	✓
Assess whether 508 compliance standards can be bet.	✓

** www.acquisition.gov/far/part-10

The Procedures

Online Tools

- GSA Interact
- Acquisition Gateway
- GSA Advantage
- GSA Ebuy
- Calc
- Discovery
- eLibrary

Market Expertise

- Government Wide Category Managers
- Other Acquisition Professionals
- Internal Experts

10.002 Procedures - Techniques and Activities May Include:	
Contacting knowledgeable individuals in Government and industry regarding market capabilities to meet requirements.	✓
Reviewing the results of recent market research undertaken to meet similar or identical requirements.	✓
Publishing formal requests for information in appropriate technical or scientific journals or business publications.	✓
Querying the Governmentwide database of contracts and other procurement instruments	✓
Participating in interactive, on-line communication among industry, acquisition personnel, and customers.	✓
Obtaining source lists of similar items from other contracting activities or agencies, trade associations or other sources.	✓
Reviewing catalogs and other generally available product literature published by manufacturers, distributors, and dealers or available on-line.	✓
Conducting interchange meetings or holding presolicitation conferences to involve potential offerors early in the acquisition process	✓

What is MRAS?

MRAS uses the latest research techniques to help agencies visualize the competition and socioeconomic responses that they can expect if they use GSA's acquisition vehicles.



Available Service Options

Rapid Review	GSA Advantage Product Market Research	Request for Information/Market Research Report	Industry Engagement
Identifies if your requirement fits the scope of existing GSA acquisition solutions in 24-48 hours.	Search up to 20,000 items on GSA Advantage at once	Streamlines the RFI process and consolidates the results into one report with visuals.	Targeted industry engagement regarding Agency specific requirements during MRAS Industry sessions.

MRAS Success Story

Customer: Department of Defense

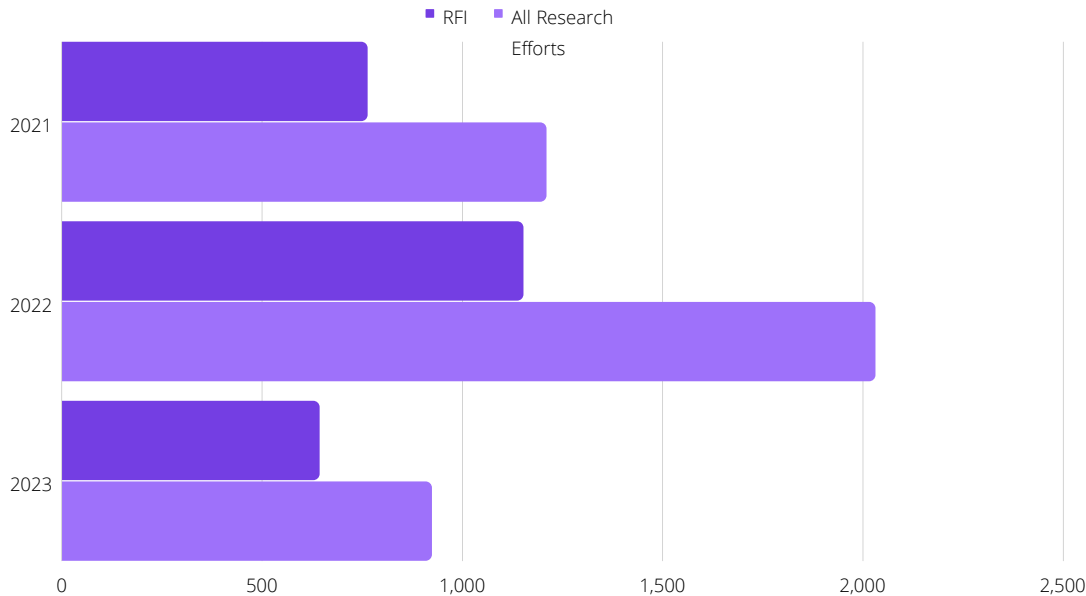
Requirement: Data management, analytics, and intelligence expertise to create policies, governance, standards, metrics and based on Department of Defense (DoD), Intelligence Community (IC).

Results:

Complete market report within two weeks, identifying 8 small businesses under Oasis Small Business. The MRAS market research report helped to define their acquisition strategy.



MRAS Program Successes



Awards

Over **\$37 Billion or 50%** of market research opportunities awarded to GSA Contract Holders.

Top Customers

- Air Force
- Army
- Navy

Top Categories Researched

- Professional Services
- Information Technology
- Facilities
- Industrial Products and Services
- Security and Protection


Objectives of MRAS

- To make market research easier for all stakeholders.
- Creating Government-wide efficiencies in Acquisition Planning resulting in Taxpayer savings.
- To give industry a voice.
- To provide accurate data that summarizes the marketplace.
- Listening to stakeholder feedback to continuously improve our services.



Products: GSA Advantage! Multiple Part Number Search

- Search up to 20,000 parts at once
- Search part numbers and receive all the GSA Advantage! data in one market report**
- Provides an enhanced search and the ability to build part number based market reports quickly
- Includes One-on-One CSD Review of Report.
- MRAS provides a commodity market report available on demand!

		US General Services Administration Federal Acquisition Service Market Research as a Service - Market Report Commodity Research Report (Joey Bot) gsaadvantage.gov		
Mfr_Part Number	Lowest Price	Average Price	Highest Price	G
AXELGAARD MFG_180-0005-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0007-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0009-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0011-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0040-00	\$ 9.98	\$ 9.98	\$ 9.98	
RS MEDICAL_180-0010-00	\$ 9.98	\$ 9.98	\$ 9.98	
RS MEDICAL_802-0011-00	\$ 226.12	\$ 226.12	\$ 226.12	
RS MEDICAL_802-0012-00	\$ 225.76	\$ 225.76	\$ 225.76	
RS MEDICAL_802-0013-00	\$ 225.12	\$ 225.12	\$ 225.12	
RS MEDICAL_950-0036-00	\$ 1,188.93	\$ 1,188.93	\$ 1,188.93	
RS MEDICAL_959-0032-00	\$ 163.17	\$ 163.17	\$ 163.17	
RS MEDICAL_959-0036-00	\$ 163.17	\$ 163.17	\$ 163.17	

**A list of part numbers/descriptions will need to be uploaded with your request

Source: MRAS, Joey Bot - GSA Advantage Product Market Search



MRAS Rapid Review

- Market Research results in 24 hours or less
- NAICS results based on keywords in description
- Review of Multiple Award Schedule and subcategories
- Up to 5 applicable GSA contracts ranked by compatibility, including Best In Class GSA contracts

Rapid Review Results: FPISC Infrastructure BPA		Date Completed 1/13/2022
Requesting Agency	Department of Transportation: Other	g Location City DC
Requesting Agency POC		Estimated Total Cost \$0.00

Description of Requirement
The objective is to establish a comprehensive and efficient contracting method by which Permitting Council agencies can obtain technical, policy, project management, and train

KEYWORDS SEARCHED (listed in descending order of frequency)

project, permitting, fast, fast-, projects, tribal, structure, council, public, draft, process, infrastructure, improve, coordination, outreach, sponsor, impact, consult, program, reviews, authorizations, executive, ports, coordinated, best, timetables, state, objective, management, assess, timeline, consultation, related, meetings, findings, second, notices, decision, practice, objectives, predictability, sponsors, efficient, improvement, fpisc, director, energy, production, water,

NAICS Reviewed	541611		
Large Categories Reviewed	Office Management	Professional Services	
Subcategories Reviewed	Document Services	Office Services	Engineering Services (non-...)

RESULTS (ranked by compatibility)

	GSA Contract	NAICS Title	SIN/Zone/ Constitution/Pool	SIN Title	Best in Class	Contract Expiration	Geographic 1 Zone
1	MAS	Administrative Management and General Management Consulting Services	541611LT_..._	Litigation Support Services		No Expiration	
2	MAS	Administrative Management and General Management Consulting Services	541611O_..._	Office Management Needs Assessment and Analysis Services		No Expiration	
3	OASIS 8A	Administrative Management and General Management Consulting Services	OASIS 8A P1_..._1	Management/Scientific/Technical Services	YES	12/18/2024	
4	OASIS	Administrative Management and General Management Consulting Services	OASIS POOL1_..._1	OASIS Pool 1 - Management/Scientific/Technical Services	YES	9/2/2024	

Submit your Request

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GSA BUY.GSA.GOV

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Buying Selling Help

Home / Market Research as a Service

Market Research As A Service

Market Research as a Service (MRAS) delivers meaningful market data to Federal, State, and Local agencies for free. Through FAR Part 10 compliant requests for information (RFI), sources sought, industry days, and advanced product research, MRAS collects data to help customers understand where their need fits within the GSA government-wide marketplace.

EXPLORE OUR OFFERINGS

MRAS provides automated RFIs & Sources Sought for services and advanced GSA Advantage! product searches.

Product Research Request

Search up to 20 thousand products on GSA Advantage and receive a market report.

RFI - Service Request

Request a RFI to understand GSA Contracts and Industry Capabilities with a market report.

MRAS Report Archives - COMING SOON!

Search thousands of previous market research reports to research your requirement. OMB Max login required.

Market Research As a Service (MRAS)

We look forward to working with you to effectively engage the GSA marketplace and help you achieve targeted market research results - all at NO COST to your Agency.

After submitting a Market Research Request, a [GSA Customer Service Director \(CSD\)](#) will reach out to you within 24 hours (or 1 business day) to begin working with you directly to determine how GSA can best meet your mission requirements.

MRAS SERVICE OFFERINGS

To review the MRAS service offerings and required information and documents needed to complete each request, click on the ► arrow before each number below to see the service offering details.

1. RFI - Request For Information with Market Research Report

2. RAPID REVIEW - Requirement Solution Finder

3. PRODUCT MARKET RESEARCH - up to 20,000 items

How can we support your market research efforts?

RFI

RAPID REVIEW

PRODUCT MARKET RESEARCH

I have questions about the MRAS service offerings
... please have a [GSA Customer Service Director](#) contact me for assistance

5 Steps to MRAS RFI



Understand the Requirement



Organize the Research Questions



Develop RFI



Engage Industry



Deliver Market Report

MRAS Value Added Benefits

- Streamlines market research and Reduces acquisition time
- FAR Part 10 Compliant
- Aligns Agency needs with GSA contracts and solutions
- Continuous support from your local GSA Customer Service Director
- Identifies the business size appropriate for the requirement
- Promotes category management

You can download a copy of the RFI in advance of responding [HERE](#):

DOD - Component Command Support - Market Research

On behalf of the Department of Defense, GSA is conducting market research to understand capabilities related to providing the below requirement:

This task order aims to provide Advisory and Assistance Services to support Headquarters United States Space Force, Chief Operations Office (USSF/COO). COO is subject to the direction and control of the Chief of Space Operations (CSO) and directs the United States Space Force National Capital Region

Responses Due: 11/16/2022

Draft Requirements Document

[Link To Draft Requirements Document](#)

Market Research Notices

For Multiple Award Schedule (MAS) Only: Based on the responses submitted to this RFI, the Government reserves the right to issue all future requests for quotes directly to identified sources via email, in accordance with FAR 8.405-3(b)(1)(ii)(B)(2) and/or FAR 8.405-2(c)(3)(iii)(B).

www.Buy.GSA.gov/MRAS

We gather small
business and vendor
socio-economic data in
the survey.

Business Size:

s - small business

o - other than small business

Done

Please select all socio-economic categories that apply to your business.

Note: your company must be recognized as 1 or more of these designations under your GSA Contract in order to be selected. (Data is validated prior to reports being issued)

Socio-economic Indicators Key:

w - Woman Owned business.

wo - Women Owned Small business (WOSB)

ew - Economically Disadvantaged Women Owned Small business

v - Veteran Owned Small business

dv - Service Disabled Veteran Owned Small business

d - SBA Certified Small Disadvantaged business

8a - SBA Certified 8(a) Firm

h - SBA Certified HUBZone Firm

The socio-economic indicators signify the business size and business status of the contractor.

w

wo

ew

v

dv

d

8a

h

N/A

Done

Technical Question(s) - Yes/No

You can further explain your response in the Capabilities Statement below:

- | | Yes | No |
|---|-----------------------|-----------------------|
| 1. Does your company have experience in providing advisory and assistance & professional services in ALL categories listed in section 1.2 Scope of the technical PWS to DoD organizations equivalent to the size of an Air Force MAJCOM and/or DoD Combatant Command? Please provide relevant experience, including all GSA Contracts held by your company that are relevant to this requirement in your capabilities statement. | <input type="radio"/> | <input type="radio"/> |
| 2. Does your company have experience covering a contract with similar experience of that outlined in the draft PWS that covers multiple geographically separated locations (CONUS and OCONUS) simultaneously? Please provide relevant experiences, including all GSA Contracts held by your company that are relevant to this requirement providing examples in which your company has completed same or similar work outlined in the draft PWS in your capabilities statement. | <input type="radio"/> | <input type="radio"/> |
| 3. Due to the dynamic nature of transformations, modifications to increase the level of support are highly likely. Does your company have the ability to quickly on-ramp qualified personnel, minimize personnel turnover to ensure continuity of operations, and replace outgoing and incoming personnel to avoid loss in knowledge? If so, provide specific examples in which your company has done so in your capabilities statement. | <input type="radio"/> | <input type="radio"/> |
| 4. Will your company require significant subcontracting or teaming arrangements (50% of the requirement or greater) to successfully meet any/all of the performance objectives outlined in the draft technical PWS? Please indicate the areas of the PWS that will require subcontracting in your capabilities statement. | <input type="radio"/> | <input type="radio"/> |
| 5. Does your company have experience working on/with DoD bases/facilities and does your company have the capability of providing personnel with the requisite security clearance needed to access government facilities? | <input type="radio"/> | <input type="radio"/> |

Technical Question - Multiple Choice

In your estimation how much of this potential requirement would your company need to subcontract to other companies?

- None
- Less than 15 Percent
- Between 15 and 30 Percent
- Between 30 and 50 Percent
- More than 50 Percent

...ation, would your company submit a quote if this
... your GSA Contract?

*If you select 'No', be sure to submit any questions or provide any comments to assist the requesting agency in the "Optional

Feedback" section below.

All vendor feedback
provided will be
summarized in a report,
to ensure
PWS/SOW
requirements are clear

Vendors can expand on
technical questions in
their Capabilities
Statement

Optional Feedback: Please provide any feedback or questions you may have related to this requirement and the Draft Requirements document.

This section is only for questions or feedback to the Agency about this requirement.
NOTE: Do not include capabilities information here. Any capabilities information provided in this section will be deleted and is not included in the MRAS Market Research Report of all responses provided to the Agency.

Capabilities Statement:

Please note: Only one (1) file can be uploaded. Be sure you stack/combine all your documents into a single file prior to uploading.

Capabilities Statement should include relevant experience. Relevant experience includes projects that are similar to the described requirements and that have occurred in the past 5 years. **Please do not provide general capabilities statements.**

Please include up to 3 relevant projects and include the following information for each:

1. Customer Name
2. Customer POC (or client) Email
3. Total Contract Value
4. Period of Performance
5. Brief Description of Services Provided
6. Indicate if there is a CPARS Available

While optional, a capability statement relevant to this requirement is highly recommended.

Demonstrating Results



MRAS Market Research Reports provide:

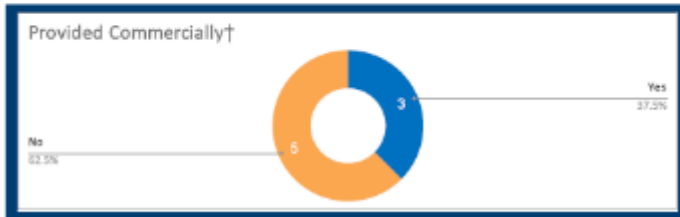
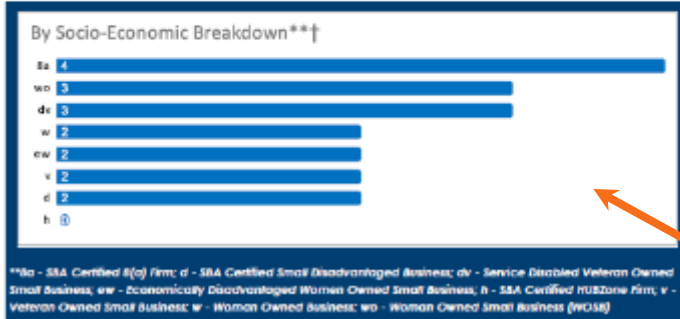
- A comprehensive Market Research Report
- Socio-Economic Outlook
- Summary of Industry Feedback
- Narratives to leverage Acquisition Planning

Competition Determination:

May generate adequate competition under the following GSA solution(s): OASIS Small Business
 May be able to target small businesses for this requirement.

All information should be independently verified by reviewing the market research data submitted and the capabilities statements linked to this report.

# Total Responses	# Interested Sources	# Small Businesses
9	8	8
Response Summary Details		
Posted RFQ(s)	RFQ1607416	
Contracts Selected	OASIS Small Business	
SIN, Pool, or Constellation Selected	OASIS SB POOL1, Other	
NAICS Selected	541611, Other	



† Interested Sources Only

The report provides a recommendation based on the number of respondents and the contracts researched.

Summarizes the socio-economic designations of interested parties.

Summarizes number of interested parties that are small or other than small businesses.

Summarizes number of interested parties by GSA contract vehicle.

The report provides a directory of interested parties and their POC information.

Interested Sources

Business Size	Company Name	POC Email	Website	Capability Document	OASIS SB
s - small business	Broadleaf Inc	daniel.sowders@broadleaf	broadleaf-inc.com	https://feedback.gsa.gov/fe/file/F...	<input type="checkbox"/>
s - small business	Cherokee-Federal	ricky.longhurst@cherokee-	https://cherokee-federal.com/about/	https://feedback.gsa.gov/fe/file/F...	<input checked="" type="checkbox"/>
s - small business	Delta Solutions & Strategies, LLC	bveazey@deltasands.com	www.deltasands.com		<input type="checkbox"/>
s - small business	Electrosoft Services, Inc. / Navant	cmertes@electrosoft-inc.co	https://www.electrosoft-inc.com	https://feedback.gsa.gov/fe/file/F...	<input checked="" type="checkbox"/>
s - small business	Network Runners, Inc.	mano@networkrunners.co	https://NetworkRunners.com	https://feedback.gsa.gov/fe/file/F...	<input type="checkbox"/>
s - small business	PatchPlus Consulting, Inc.	twerner@patchplusconsult	www.patchplusconsulting.com	https://feedback.gsa.gov/fe/file/F...	<input checked="" type="checkbox"/>
s - small business	PRESCIENT EDGE Corporation	Gwilson@prescientedge.co	https://www.edgeanalyticsolutions.co	https://feedback.gsa.gov/fe/file/F...	<input type="checkbox"/>
s - small business	WWC Global, LLC	anthony.stollenmaier@ww	www.wwcglobal.com	https://feedback.gsa.gov/fe/file/F...	<input type="checkbox"/>

We provide a link to the vendors' Capability Website and Capability Document.

Feedback Summary

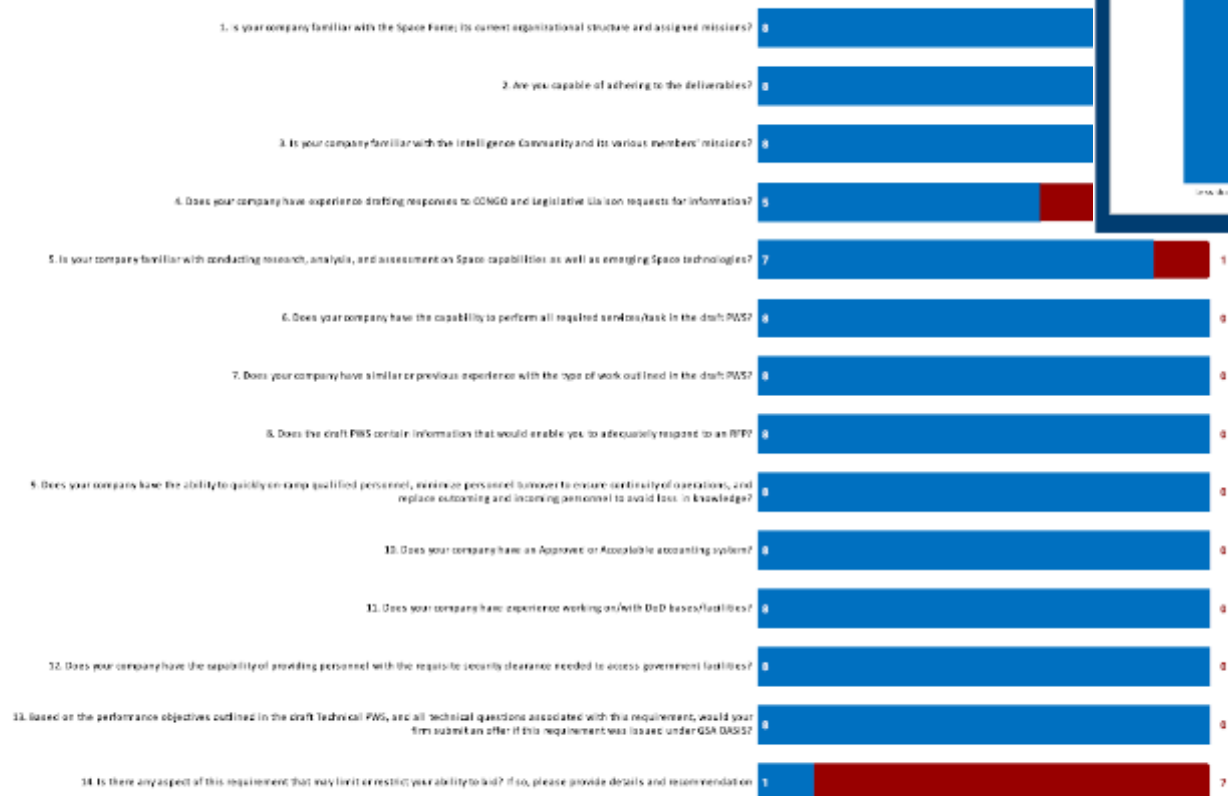
Submit Offer?	Company Name	Feedback	Other - Contract	Other - SIN	Other - NAICS
Yes	Cherokee-Federal	We recommend using OASIS SB Pool 1 8(a)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Yes	Delta Solutions & Strategies, LLC	For such a small contract, we recommend a SDVOSE direct award to Delta Solutions & Strategies, LLC. Otherwise, we recommend a competitive SDVOSE set-aside competition on GSA OASIS SB Pool 1 with a 7 days turn and a FFP contract type.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes	PatchPlus Consulting, Inc.	541800 is another NAICS code that could be used for this requirement.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Yes	PRESCIENT EDGE Corporation	Please find our brief capabilities statement attached to supplement additional validation of PEC experience.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes	WWC Global, LLC	Would the government please identify if this is a new requirement? If not, who is the current incumbent and contract number? Thank you!	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No	THMG, Inc. dba The Gamett Group	The Gamett Group plans to team with Broadleaf, Inc. for this opportunity. Broadleaf, Inc. is on the OASIS SP81 contract vehicle and we would sub to them.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

We summarize feedback from Industry to ensure the requirement is clearly stated.

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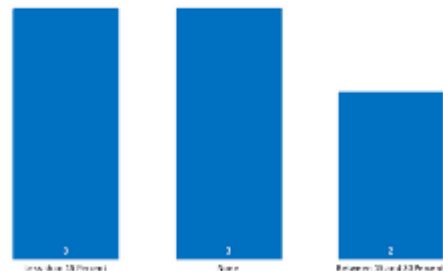
Technical Question Yes/No (Interested Sources Only)

■ YES ■ NO



Technical Question Multiple Choice (Interested Sources Only)

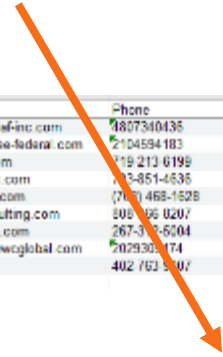
If your answer on how much of this potential requirement would your company need to subcontract to other companies?



The report summarizes the responses to the technical questions asked in the survey.

www.Buy.GSA.gov/BRAS

We can also provide the source data collected with the RFI so that you can conduct further analysis if needed.



Timestamp	Submit Offer?	Company Name	POC First Name	POC Last Name	POC Email	Phone	Website	Capability Web
2/17/2023 20:54:55	Yes	Broadleaf Inc	daniel	swadlow	daniel.swadlow@broadleaf-inc.com	4807340435	http://broadleaf-inc.com	
2/13/2023 20:17:54	Yes	Cherokee-Federal	Ricky	Longhurst	ricky.longhurst@cherokee-federal.com	2104594183	https://cherokee-federal.com/about/cherokee	https://cherokee.com
2/8/2023 2:39:26	Yes	Delta Solutions & Strategies, LLC	Deb	Veazey	bveazey@deltsasol.com	719 213 6199	www.deltasol.com	www.deltarad.com
2/16/2023 20:59:36	Yes	Electrosol Services, Inc. / Nasanti Group	Crystal	Mertes	cmertes@electrosol-inc.com	703-851-6536	https://www.electrosol-inc.com	https://www.ec.com
2/17/2023 15:37:14	Yes	Network Runners, Inc.	Manoj	Bhatia	manoj@networkrunners.com	(714) 468-1526	https://www.networkrunners.com	https://network.com
2/16/2023 21:05:20	Yes	PatchPlus Consulting, Inc.	Tim	Warner	twarner@patchplusconsulting.com	408 96 8207	www.patchplusconsulting.com	https://www.cc.com
2/17/2023 20:07:22	Yes	PRESCIENT EDGE Corporation	Gina	Wilson	Gwilson@prescientedge.com	267-3 95304	https://www.edgestrategy.com/solutions/	https://www.ed.com
2/16/2023 18:38:29	Yes	WWC Global, LLC	Anthony	Stollenmaier	anthony.stollenmaier@wwcglobal.com	702930 174	www.wwcglobal.com	
2/17/2023 21:14:51	No	THMG, Inc. dba The Garrett Group	John	Hunter	jhunter@garrettg.com	402 763 5907	https://thmg.com	

Timestamp	Submit Offer?	Company Name	GSA Contract Number(s)	Business Size	UEI #	CAGE Code	Socio-Economic - w	Socio-Economic - wo	Socio-Econ
2/17/2023 20:54:55	Yes	Broadleaf Inc	47QRAD20D8107	s - small business	DGA4AQ4JYY9	6RW4C			
2/13/2023 20:17:54	Yes	Cherokee-Federal	GS00014QAD8110	s - small business	FMVWVJ3EYSVF7	70L1T1			
2/8/2023 2:39:26	Yes	Delta Solutions & Strategies, LLC	47QRAD 19 D 1002	s - small business	QJENKZV6JAK3	1RUU6			
2/16/2023 20:59:36	Yes	Electrosol Services, Inc. / Nasanti Group	47QRAD20D1020	s - small business	RLBRVCM11D8	1UR58	ww	ww	ww
2/17/2023 15:37:14	Yes	Network Runners, Inc.	47QRAD20D1062	s - small business	LLLV1V21DK4	56PUJ		ww	ww
2/16/2023 21:05:20	Yes	PatchPlus Consulting, Inc.	GS-02F-21555	s - small business	USF11UR1T66	3R2J8	ww	ww	
2/17/2023 20:07:22	Yes	PRESCIENT EDGE Corporation	47QRAD20D1011	s - small business	HDT9LSPH853	72W10			
2/16/2023 18:38:29	Yes	WWC Global, LLC	47QRAD20D1016, 47QRAD20D8128	s - small business	NDYN-8RLT3G8	3XTD1			
2/17/2023 21:14:51	No	THMG, Inc. dba The Garrett Group	47QTCA18D00DS	s - small business	SRL3D2B6ME9	4QYS7			

Submit Offer?	Company Name	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH
Yes	Cherokee-Federal	OASIS		Other	541611		Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	None	All	Included	Inclu
Yes	PatchPlus Consulting, Inc.	OASIS		Other	541611	Other	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	None	All tasks	We are	Patc	
Yes	PRESCIENT EDGE Corporation				541611		Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	Less than	We	Over 400	EAS

The Results

Industry

- Visibility as potential source in front of customers.
- Access to GSA and Agency Points of Contacts.
- Responses to RFI lead to additional business; 50% or more of the requirements we research go to a GSA contract holder

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Agency Acquisition Professionals

- Provides agencies with visuals and data they can include in reports to Small Business.
- Provides agencies with narratives they can leverage for Acquisition Planning.
- Gives agencies an outlook on whether competition and socio-economic participation is likely.



What Our Customers are Saying....



"MRAS helped me avoid doing it the way it's always been done before."

"...I used MRAS and in 10 days, had 40 people respond. GSA then went over the report and did a deep dive to identify specific socioeconomic factors. It was very helpful!"

"I am very satisfied with this process,...I am extremely happy with the results and plan to utilize the services again....I will share this positive experience with other supervisors in my organization and encourage them to utilize these services as well. Great Job!"

"...the customer utilized the MRAS RFI process to determine their overall acquisition strategy. The MRAS program has proven to be a value added program!"

Customer Training on Effective Market Research

Learn why market research is conducted, when and how to conduct market research; the regulatory nature of FAR Part 10 and how it ties into acquisition planning (Part 7) small business set-asides, commercial items, contract type selection and more. Also learn how to get better results by making your data collection methods easier. The course will use real life scenarios, examples from GSA's market research initiatives, tools, experts and more. This is a one (1) CLP credit course.

April 24th, 2023 1 pm - 2 pm ET

May 25th, 2023 1 pm - 2 pm ET

June 22nd, 2023 1 pm - 2 pm ET

July 27th, 2023 1 pm - 2 pm ET

August 24th, 2023 1 pm - 2 pm ET

September 14th, 2023 1 pm - 2 pm ET

Visit: www.gsa.gov/events for more information

www.Buy.GSA.gov/MRAS



Making Market Research Easy - Enhancing Industry Partnerships

Want to learn more about Requests for Information (RFIs) and how they can be a useful tool for your business? This webinar will bring innovative insights on how to respond to GSA's RFIs by providing tips and tricks from the experts on how to fill out these important surveys. Participants in this session will walk away with a better understanding of why GSA collects industry responses and how the data collected shapes future purchasing decisions. Register now for this monthly webinar to stay informed and hear directly from GSA experts!

April 25th, 2023 - 12 pm - 1 pm ET

May 30th, 2023 - 12 pm - 1 pm ET

June 27th, 2023 - 12 pm - 1 pm ET

July 25th, 2023 - 12 pm - 1 pm ET

August 29th, 2023 - 12 pm - 1 pm ET

September 26th, 2023 - 12 pm - 1 pm ET

[REGISTER NOW!](#)

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**For more
information, visit:
gsa.gov/FAST**

Questions?

Resources

rfi@research.gsa.gov

www.gsa.gov/CSD

www.Buy.GSA.gov/MRAS



Break



**FAST
2023**



FAST23 Virtual Conference: Building a Future-Ready Government

Economic Price Adjustment Under MAS





Daniel Stafford
Region 7 MAS Program Manager



FAST
2023

AGENDA

- Background
 - What caused the temporary policy change?
- Overview of Policy Flexibilities from Acquisition Letter
- Changes in Supplement 1 to Acquisition Letter
- Modification Requirements



Need for Flexibilities

- Record Inflation (signs that we are beyond peak, projections indicate further reductions in 2023)
- Energy Volatility
- Supply Chain Issues
- Difficult to contractually address rapidly changing market
- Vendors delete items instead of selling at a loss
- Customers move away from MAS to open market



Policy Flexibilities

- Relaxes time limitations on EPA increases
- Relaxes limitations on the number of EPA increases a contractor may request
- Establishes lower level of approval for increases above the EPA clause ceiling
- Clarifies policy on adding a previously deleted item at a higher price (if F&R)



AL MV-22-02 Policy Flexibilities Summary

Flexibility	Summary
1. Limits on Time	May process first 12 months, within 30 days of last request, or last 60 days
2. Limits on Number of Requests	May process >3 requests per year
3. Approval	Lowered level(s) of approval
4. Adding Removed Items at Higher Price	May add a previously deleted item at a higher price if CO finds price to be F&R



Supplements to AL MV-22-02

- Supplement 1 extended the policy to 3/31/23
- Supplement 2 extended the policy to 9/30/23
- Removed additional level of approval above CO for requests above the ceiling

How do you determine if the EPA is above the ceiling?



EPA Requests Above the Ceiling

- Calculate the aggregate of increases over the last 12 months
- Vendor justification required for EPAs above ceiling.
 - US Government economic data
 - Bureau of Labor Statistics (e.g.CPI, ECI)
 - Bureau of Economic Analysis (e.g prices and inflation data, employment data)
- Industry notices
- Third-party economic data and forecasts (e.g. Moody's Analytics)
- Published news reports
- Other market research
- Published competitor pricing
- Third-party market research (e.g. Warwick XSB, Deltek GovWin)



Mod Requirements

MV-22-02 states:

This temporary moratorium does not diminish a contracting officer's responsibility for reviewing EPA requests and asking for additional information, if applicable, within the confines of what is normally necessary for processing EPA requests.



Mod Requirements (cont)

Specifically, EPA requests must be evaluated to ensure the request is justified.

- *When the request is based on a previously agreed upon market indicator, the justification should be straightforward, as the contract price and market indicator **have already been determined fair and reasonable.***
- *When the request is based upon a previously agreed upon catalog price, if the contractor provides the updated pricelist showing the price increase and effective date, certifies no changes to commercial sales practices and **provides supporting documentation,** the modification **should** be straightforward.*



Mod Requirements (cont)

Modification Pricing Proposal Templates

- [MAS Mod Guidance](#)
 - *For products, when the contractor requesting the price increase is other than the Original Equipment Manufacturer (OEM), submit a notice from a manufacturer or supplier regarding price increases and a copy of the revised OEM price list.*



EPA Clauses - What's Different Under the Moratorium?

Requirement	I-FSS-969	552.216-70
Supporting documentation for price reasonableness	Unchanged	Unchanged
Justification for above ceiling EPA	Unchanged	Unchanged
Justification for -969(c) change	Unchanged	N/A
Statement that Price Increase does not disturb Basis of Award (Non-TDR)	Unchanged	Unchanged
Limits on Timing	CHANGED	CHANGED
Limits on Frequency	CHANGED	CHANGED



EPA Modification Checklist

I-FSS-969		552.216-70	
Cover Letter - if above ceiling -OR- (c) change, provide specific justification and attach supporting documentation to the cover letter.	✓	Cover Letter - if above ceiling, provide specific justification and attach supporting documentation to the cover letter.	✓
Copy of the market indicator (if b(2))	✓	Updated Commercial Price List	✓
Supporting Pricing Documentation - and if Non-TDR - verification that EPA does not negatively affect BOA discount relationship	✓	Supporting Pricing Documentation - and if Non-TDR - verification that EPA does not negatively affect BOA discount relationship	✓
PPT	✓	PPT	✓
		Notice of Price Increase (if applicable)	✓

Best Practices

- **DO** review the MAS Modification Guide and ensure all required documents are included in modification package
- **DO** provide clear justification to show changes in market conditions for **above ceiling** and **969 (c)** requests
 - Tell the story in **plain language**
 - Tie your justification to the **supporting documents** provided
 - Explain how conditions **impact the entire industry/sector**, not just your firm
- **DO** verify that price increase does not negatively affect the Basis of Award discount relationship



Resources

- [Modification Guidance](#)
- [Interact Notice](#)
- General Questions: MASPMO@gsa.gov
- Contract Specific Questions: [Contact your assigned CO](#)
- [Acquisition Letter MV-22-02](#)





**FAST
2023**

For more
information, visit:
gsa.gov/FAST

Questions?

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R7 MAS Program Manager
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817-850-8278



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Acquisition Planning Resources





Mike D'Alessandro
Branch Chief Customer
Service Director
CASE - Region 1



Pat Mckeever
Customer Liaison
Director
CASE - Region 2



**FAST
2023**

Agenda

- Benefits of repurposing requirements
- Things to consider when repurposing
- How to repurpose requirements
- Where you can find requirements to repurpose



Benefits from repurpose requirements

- Saves time - Don't reinvent the wheel if you don't need to
- You learn from others
- Provides consistency to readers (government and industry)
- Allows you to focus on what's really important
- Improves accuracy - less likely to omit pertinent information



Things to consider when repurposing

Find examples that:

- Are from the same agency
- Use the same part of the FAR (8.4, 12, 15, 16, etc)
- Have been successfully acquired



How to repurpose requirements

Change	Add	Keep	Delete
Does this just need to be edited? (i.e this example says DOJ and I work at DHS)	Is something missing like my agency's special acquisition regulations? Are my evaluation factors different?	Is this awesome and I should keep it as is?	This isn't relevant to my requirements

Your New Assignment

As a Contracting Officer for the Air Force, you need to create a new requirement for engineering services. **Now what?**



Live Demo

- Acquisition Planning Packages
- Document Library
- MRAS Report Archive
- eBuy Open



What's your major takeaway?



Major Takeaway

You can find multiple acquisition resources at GSA!



Useful Links

- [Acquisition Planning Packages on GSA.gov](#)
- [eBuy Open](#)
- [Document Library on Buy.GSA.Gov](#)
- [MRAS Archive Library \(Request from local CSD\)](#)

Bonus Links:

- [Market Research As a Service \(MRAS\) on GSA.gov](#)
- [Local GSA Point of Contact \(Customer Service Director\)](#)
- [Federal Plain Language Guidelines](#)





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FAST23 Virtual Conference: Building a Future-Ready Government

Quality Evaluation Factors for Better Contract Performance





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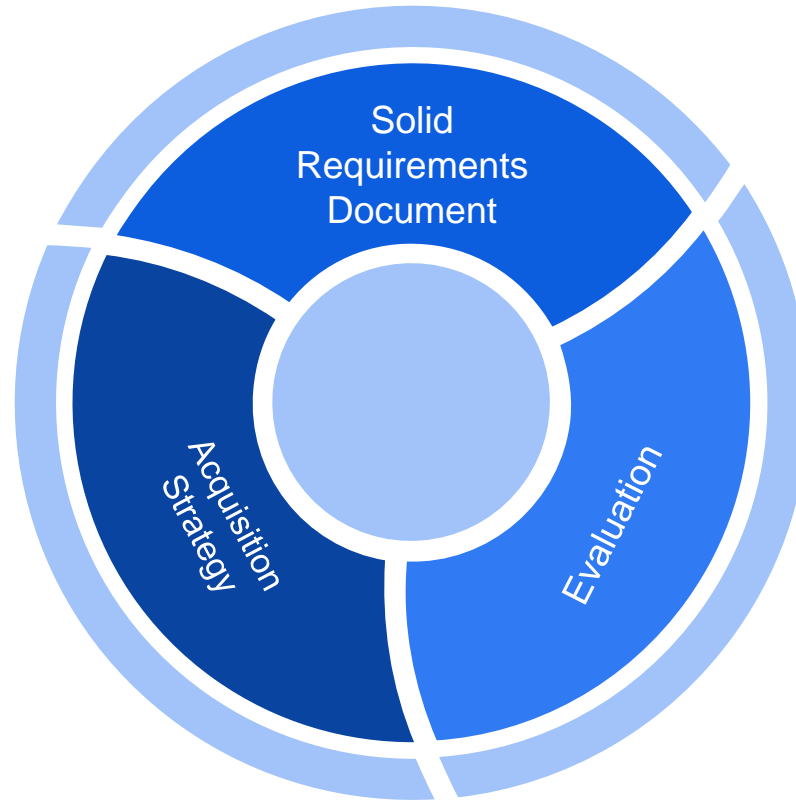


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Successful Procurement



Introduction

- Importance of Quality Evaluation Factors
- Tips to Write Quality Factors
- Common Evaluation Factors
- Rating Systems
- Review what we learned



Importance of Quality Evaluation Factors

- Select the most qualified company available
 - Fosters competition
 - Levels playing field
- Fairly evaluate companies
 - Maintain public trust
 - Cost significant money to submit proposals
- Common Protest Reason
 - Leads to delays in award which can affect your schedule and procurement.



Importance of Quality Evaluation Factors

Evaluate only your Evaluation Criteria



Key to Writing Quality Evaluation Factors

Writing Technical evaluation factors can be summed up in 5 words:

- Complete
- Concise
- Consistent
- Supportable
- Tailored



Most Common Evaluation Factors

- Key Personnel
- Corporate Experience
- Management Approach
- Technical Approach



Key Personnel: Senior Program Manager

SENIOR PROGRAM MANAGER

Plans, initiates, and manages information technology (IT) projects. Leads the work of technical staff. Plans project stages and assesses business implications for each stage. Monitors progress to assure deadlines, standards, and cost targets are met.

Required Experience:

- Experience managing similar Federal IT projects (scope/size)
- Active/Current Project Management Certification
- Network scanning, and Incident Response Planning Experience

Desired Experience:

- Experience with FedRAMP compliance and certification
- Experience assessing and auditing cloud service offerings



Key Personnel: Senior Consultant

SENIOR CONSULTANT

It is **required** the Senior Consultant has the following qualifications:

- a. Demonstrate two (2) years or more of experience performing and participating in Enterprise Risk Management (ERM).
- b. Undergraduate Degree

It is **desired** the Senior Manager/Director has the following qualifications:

- a. A graduate business degree.
- b. Governance, Risk and Compliance industry designations such as CGFFM, CPA



Corporate Experience

- Provide three contracts/task orders performed within the last five years.
- Similar in size and scope to the requirements
- Collectively similar in scope is defined as the contracts/task orders
- Collectively similar in size is defined as an average of \geq \$3 million annually
- An exact match of scope is not required to demonstrate similarity.
- Master contract vehicles do not satisfy the Corporate Experience requirement



Management Approach Example

The Government will evaluate whether the proposed management approach demonstrates a complete understanding of the requirement and the capacity to successfully manage multiple work streams that delivers requirements iteratively and incrementally throughout the life cycle of the TO.



Technical Approach

- Describe the technical approach to meeting the requirements
- Describe methodology for accomplishing the performance
- Discuss the following:
 1. The proposed methods and techniques for completing each task
 2. How each task will be evaluated for full performance
 3. Anticipated problem areas and recommended resolutions



Frequently Used Rating Systems:

1. Pass/Fail (Go/No Go)
2. Relevant/Non-Relevant
3. Adjectival
4. Combination of above



Pass/Fail

Pros:

- Appropriate when there is a showstopper
- Review large number of proposals faster
- Must pass all the technical requirements to be considered compliant

Cons:

- Can limit competition. Can reduce competition significantly if not used correctly



Pass/Fail Examples

Key Personnel (SENIOR PROGRAM MANAGER): (Pass/Fail)

- Active/Current Project Management Professional Certification



Relevance Rating

Use: no definitive showstopper, but want to ensure minimum criteria are met

Corporate Experience:

RELEVANT

Each of the provided Corporate Experience efforts are similar in size and scope to the solicitation requirements.

NOT RELEVANT

At least one of the provided Corporate Experience efforts is not similar in size or scope to the solicitation requirements or there was a failure to meet a solicitation requirement called for in the Corporate Experience Section in L.



Adjectival Rating

EXCELLENT

A high-quality proposal that meets all requirements, may exceed some or many requirements, and shows a thorough understanding of the requirements. The risk of unsuccessful performance is very low.

GOOD

A quality proposal that meets all requirements, exceeds some requirements, and shows a sound understanding of the requirements. The risk of unsuccessful performance is low to moderate.

ACCEPTABLE

An adequate proposal that meets all requirements and shows some understanding of the requirements. The risk of unsuccessful performance is moderate.

NOT ACCEPTABLE

A low-quality proposal that fails to meet the requirements and shows little to no understanding of the requirements. The risk of unsuccessful performance is high. There may be few, if any, strengths.

Tips On Writing Evaluation Factors

- Differentiate proposals using evaluation factors
- Least number of factors for quality proposal
- Identify critical factors to program success



Review Factors

- Are your evaluation factors clear?
- Do the factors reflect the requirements?
- Will you be able to differentiate proposals?
- Will you get a quality contractor?
- Will your factors allow too much competition?
- Will your factors limit competition too severely?



Obstacles To Creating Quality Evaluation Factors

- Bias
- Too many Key Personnel
- Duplication between factors
- Evaluate entire requirement instead of what factors say



Outcomes

- Overall Solution is clear
- Successful Performance can be obtained
- Competition is adequate
- Low/No protests due to quality evaluation factors





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Questions?

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Interested in using AAS for your procurement?
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Thank You



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