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Schedule 84 - Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft and Emergency/Disaster Response

REGION 4 FEDERAL ACQUISITION SERVICE CUSTOMER TESTIMONIALS

What our clients say...



CUSTOMER AND STAKEHOLDER ENGAGEMENT



GSA Aids Air Force with Procuring Critical Respirators using Schedule 84

Challenge: Keesler Air Force Base (AFB) needed to procure 265 Chemical, Biological, Radiological, and Nuclear (CBRN) respirators for a critical mission taking place in less than two weeks. Keesler's procurement strategy was to use the General Services Administration's (GSA) Multiple Award Schedule. The manufacturer had recently made a respirator part obsolete and the replacement part was not available on the GSA's Schedule 84. Keesler notified a GSA Schedule vendor that they had accepted their bid for the contract, but the vendor informed Keesler that the supplier could no longer provide for the National Institute for Occupational Safety and Health (NIOSH) certified respirators.

The GSA Security Schedule 84 is an Indefinite Delivery Indefinite Quantity (IDIQ) contract vehicle that streamlines the sale of law enforcement, security, and fire and rescue related products and services to government buyers. As with all GSA Schedule items, the GSA has negotiated discounted rates on these security related products and services and determined pricing to be fair and reasonable. The vendor requested cancellation of the award based on the recent changes by the manufacturer for specific parts on the required respirators.

An alternative procurement strategy was open market which would increase the procurement processing time and jeopardize acquiring the critical respirators in a timely manner. GSA could not support the customer without adding the new part to Schedule 84.

Action: The 81st Contracting Office at Keesler AFB contacted the GSA's Federal Acquisition Service's (FAS)

Customer and Stakeholder Engagement (CASE) Division's Customer Service Director (CSD) to request assistance on how to remove the obsolete part number from the Schedule 84 and add the new respirator part to the Schedule. GSA's Customer Service Directors (CSDs) provide assistance, resolve problems and answer questions from customers and industry partners while serving as a valuable source of information on all of GSA's programs. A CASE representative researched the GSA Contracting Officer who could make changes to Schedule 84 and initiated the action.

Solution: The CSD and the Contracting Officer collaborated to ensure the new item was added to the GSA Schedule. GSA encourages vendors with commercial products, not available through the federal supply system, to offer items to federal agencies by including them in the [GSA Schedules Program](#). To simplify the process of adding new products, a Special Item Number (SIN) for Introduction of New Products/Services is on every Multiple Award Schedule. The CSD and Contracting Officer helped the vendor work through the steps to get on Schedule quickly by deciding which Schedule most closely aligned to the respirator part utilizing the [FedBizOpps website](#) to download a copy of the selected schedule. They then showed the Vendor how to complete the Solicitation including the necessary documents like brochures, price lists (marked to identify the items offered under the new item SIN) and test certifications or reports demonstrating compliance with applicable industry standards. Once completed and the Solicitation was submitted, the Contracting Officer ensured that it was complete and that the item was suitable for the Schedule and that appropriate testing had been conducted. They then contacted the company regarding any missing information and negotiated the final contract terms.

Result: In 48 hours from the time the problem was identified, Keesler AFB was able to use GSA Schedule 84 to procure 265 newly added respirators to support their vital mission for \$38,000 with a cost savings of 27% against the Independent Government Cost Estimate (IGCE). The support provided by the CASE combined with the expertise and efficiency of the GSA Contracting Officer ensured that the life saving respirators were procured by the Air Force without any delay ensuring Air Force mission success!

Reference:

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