

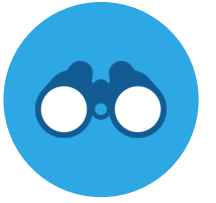


FEDERAL ACQUISITION SERVICE
**INDUSTRY
PARTNER**
SYMPOSIUM

2023

Growing a Diverse, Resilient Government Marketplace

Session 1.1: Determining Right Fit & Getting Started



Steve Sizemore
Deputy Director, MAS PMO
Program Management Office
U.S. General Services Administration

Prospective Small Businesses | Track 1

Agenda

- The Structure
- The Solicitation
- The Roadmap
- The Offer
- The Resources

The Structure

What is a GSA Multiple Award Schedule?

- Through the MAS Program, GSA establishes long-term, governmentwide contracts with commercial firms to provide ordering activities with access to a wide variety of commercial supplies or services.
 - 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
 - Performance requirements established at the order level

12 Large Categories

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

MAS Subcategories

Facilities	Furniture & Furnishings	Human Capital	Industrial Products & Services	Industrial Products & Services Cont.	Information Technology	Miscellaneous
<ul style="list-style-type: none"> • Structures • Facilities Services • Food Service Equipment • Facilities Supplies • Facilities Solutions • Facilities Maintenance and Repair 	<ul style="list-style-type: none"> • Miscellaneous Furniture • Office Furniture • Flooring • Fitness Solutions • Signs • Household, Dormitory & Quarters Furniture • Packaged Furniture • Healthcare Furniture • Furniture Services 	<ul style="list-style-type: none"> • Human Resources • Background Investigations • Compensation and Benefits • Temporary Help Services • Social Services 	<ul style="list-style-type: none"> • Industrial Products • Packaging • Cleaning Supplies • Fire / Rescue / Safety / Environmental Protection Equipment • Hardware and Tools 	<ul style="list-style-type: none"> • Fuel Management • Machinery and Components • Test and Measurement Supplies • Industrial Products and Services Maintenance and Repair 	<ul style="list-style-type: none"> • IT Hardware • IT Software • Telecommunications • IT Solutions • IT Training • Electronic Commerce • IT Services 	<ul style="list-style-type: none"> • Apparel • Complimentary Special Item Numbers (SINs) • Personal Hair Care Items • Musical Instruments • Awards • Flags

MAS Subcategories (continued)

Office Management	Office Management Continued	Professional Services	Professional Services Continued	Scientific Management & Solutions	Security & Protection	Transportation & Logistics Services	Travel
<ul style="list-style-type: none"> • Document Services • Office Services • Audio Visual Services • Mail Management • Office Management Maintenance and Repair 	<ul style="list-style-type: none"> • Printing and Photographic Equipment • Office Supplies • Audio Visual Products • Media Services • Media Products • Records Management 	<ul style="list-style-type: none"> • Marketing and Public Relations • Financial Services • Legal Services • Technical & Engineering Services (non-IT) • Business Administrative Services 	<ul style="list-style-type: none"> • Logistical Services • Language Services • Environmental Services • Training • Identity Protection Services 	<ul style="list-style-type: none"> • Laboratory Equipment • Laboratory Animals • Search and Navigation • Medical Equipment • Testing and Analysis • Scientific Services 	<ul style="list-style-type: none"> • Protective Equipment • Security Services • Security Systems • Security Animals and Related Services • Marine and Harbor • Testing Equipment 	<ul style="list-style-type: none"> • Motor Vehicles (non-Combat) • Automotive Body Maintenance and Repair • Packaging Services • Package Delivery • Transportation of Things 	<ul style="list-style-type: none"> • Employee Relocation • Lodging • Travel Agent and other Miscellaneous Services

What is a NAICS Code?

- A NAICS (pronounced NAKES) Code is a classification within the North American Industry Classification System.
- The NAICS System was developed for use by Federal Statistical Agencies for the collection, analysis and publication of statistical data related to the US Economy.

What is a SIN?

- A Special Item Number, referred to as a SIN, is a number that identifies products and services that GSA Schedule contract holders offer to government buyers through a Schedule contract.
- SINs align with NAICS codes (North American Industry Classification System).
- If a SIN doesn't exist for the the product or service you are buying, it isn't purchased through the GSA Schedule contract.

Special Item Number (SIN) Structure

Example 1

SINs are NAICS based

541614 - Process, Physical Distribution, and Logistics Consulting Services

Logistics Services		
SINs	Title	Example Services
541614	Deployment, Distribution and Transportation Logistics Services	Services include the following: Deployment Logistics such as contingency planning, identifying/utilizing regional or global resources, integrating public/private sector resources...
541614SVC	Supply and Value Chain Management	Includes supply and value chain management, which involves all phases of the planning, acquisition, and management of logistics systems.

Special Item Number (SIN) Structure Example 2

SINs will now be NAICS based

541511 - Custom Computer Programming Services

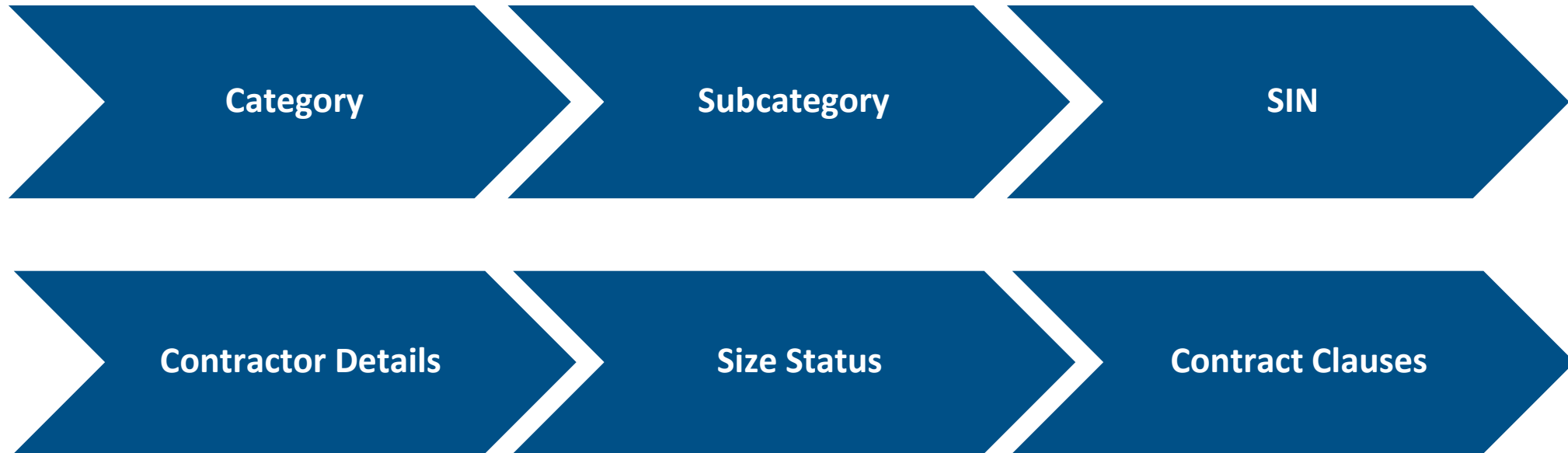
541512 - Computer Systems Design Services

541513 - Computer Facilities Management Services

541519 - Other Computer Related Services

Logistics Services		
SINs	Title	Example Services
54151S	Information Technology Professional Services	IT Professional Services and/or labor categories for database planning and design; systems analysis, integration, and design; programming, conversion and implementation support; network services, data/records management, and testing.

GSA eLibrary



eLibrary - The official online source for complete GSA and VA Schedules information – a great market research tool.

www.gsaelibrary.gsa.gov

GSA eLibrary (continued)

The screenshot displays the GSA eLibrary website interface. A central section titled "Schedule Contracts" is highlighted with a red border. This section contains the following text and links:

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
- ▶ MAS Available Offerings
- ▶ MAS Clause Applicability Matrix

A red arrow points from this central section to a sidebar menu on the right side of the page. The sidebar menu includes a "Quick Search" box and several categories of contracts:

- Schedule Contracts**
 - ▶ View schedule contracts
 - ▶ GSA schedules info
 - ▶ VA schedules info
 - ▶ MAS Available Offerings
 - ▶ MAS Clause Applicability Matrix
- Technology Contracts**
 - ▶ View technology contracts
 - ▶ GSA technology contracts info
- State and Local Governments**
 - Cooperative Purchasing**
 - ▶ View participating vendors
 - ▶ Cooperative Purchase FAQ
 - Disaster Purchasing**
 - ▶ View participating vendors
 - ▶ Disaster Purchasing FAQ

*** WARNING *** This is a U.S. General Services Administration computer system that is "FOR OFFICIAL USE ONLY." This system is subject to monitoring. Therefore, no expectation of privacy is to be assumed. Individuals found performing unauthorized activities are subject to disciplinary action including criminal prosecution. Privacy and Security

www.gsaelibrary.gsa.gov

GSA eLibrary (continued)

GSA eLibrary GSA Federal Acquisition Service

Home eBuy - quotes GSA Advantage - online shopping Help

Search: all the words

Schedule Summary

For general questions, contact:
FAS National Customer Service Ctr
Phone: 1-800-488-3111
E-mail: nscscustomer.service@gsa.gov

MAS

Multiple Award Schedule - Available offerings include commercial goods and services organized by 12 Large Categories, corresponding Subcategories, and SINs.

[GSA Contracts Online](#)
Federal Buyers...
View Contract Clauses >>

[Contractors](#)
click here to view the current solicitation on SAM.GOV

MAS Category list:

[Download Contractors \(Excel\)](#)

Facilities - Facilities Maintenance and Repair

Category	Description
561210FAC	<p>Facilities Maintenance and Management - 561210FAC Includes all services related to the complete operations, maintenance and repair of federal real property. Real property could include stand-alone facilities and structures such as hospitals and federal buildings to large, multi-facility complexes such as DoD military installations. Services can be ordered individually or in combination. Typical maintenance services include: elevator, HVAC, electrical, plumbing, septic, fire alarm/fire suppression, energy management control systems (EMCS), water distribution, septic, telephone, water tanks, renewable energy systems, waste management, recycling, etc. This SIN can also be used for facilities management solutions such as to fulfill a requirement for adequate staff/personnel to help manage federal facility operations. In addition, this SIN provides a complete array of facilities consulting and facilities assessment services.</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> <ul style="list-style-type: none">Elevator / Escalator Inspection Service (Requires proper Certifications & Licences)Elevator / Escalator Maintenance Service (Requires proper certifications & Licences required)Facilities Consulting, Assessment and PlanningFacilities ManagementHVAC Maintenance: Boilers, Chillers, Refrigeration, etc.Janitorial ServicesMaintenance of Fire Alarm Systems (Requires proper Certifications & Licences required)Maintenance of Fire Suppression Systems- Water Based (Requires proper Certifications & Licences)Maintenance of Fuel Facility SystemMaintenance of Renewable Energy SystemsMaintenance of Utilities

www.gsaelibrary.gsa.gov

GSA eLibrary (continued)

Schedule Designation

Category (12 Total)

Link to Solicitation

Category List

Subcategory (82 Total)

NAICS Based SINS

Schedule Summary
For general questions, contact:
FAS National Customer Service Ctr.
Phone: 1-800-468-3111
E-mail: ncscustomer@gsa.gov

MAS Multiple Award Schedule - Available offerings include commercial goods and services organized by 12 Large Categories, corresponding Subcategories, and SINS.

GSA Contracts Online
Federal Buyers...
View Contract Clauses

Vendors
Click here to view the current solicitation on FedBizOpps

MAS Category list: - Categories -

Download Contractors (Excel)

Category	Description
561210FAC	Facilities - Facilities Services - 561210FAC Includes all services related to the complete operations, maintenance and repair of federal real property. Real property could include stand-alone facilities and structures such as hospitals and federal buildings to DoD military installations. Services can be ordered individually or in combination. Typical maintenance services include: elevator, HVAC, electrical, plumbing, septic, fire alarm/fire suppression, energy management control systems, telephone, water tanks, renewable energy systems, waste management, recycling, etc. This SIN can also be used for facilities management solutions such as to fulfill a requirement for adequate staff/personnel to help manage federal facility operations. In addition, this SIN provides a complete array of facilities consulting and facilities assessment services.

Subgroups (not all vendors have been placed within the following subgroups. To view a complete list of vendors, click on the SIN)

- Elevator / Escalator Inspection Service (Requires proper Certifications & Licences)
- Elevator / Escalator Maintenance Service (Requires proper certifications & Licences required)
- Facilities Consulting, Assessment and Planning
- Facilities Management
- HVAC Maintenance: Boilers, Chillers, Refrigeration, etc.
- Janitorial Services
- Maintenance of Fire Alarm Systems (Requires proper Certifications & Licences required)
- Maintenance of Fire Suppression Systems- Water Based (Requires proper Certifications & Licences)
- Maintenance of Fuel Facility System
- Maintenance of Renewable Energy Systems
- Maintenance of Utilities

Category	Description
238320	Surface Preparation - Services related to the preparation for application of chemical compounds to Federal vehicles, machinery and other equipment and Support Training/Consultation Services as they pertain to preparation for and application of chemical compounds to Federal vehicles, machinery and other equipment. Does not cover passenger cards, trucks or buses. These services include surface preparation for painting and sealant application on ships, aircraft, vehicles and other equipment or machinery surface that requires application of chemical compound, such as paint, sealant, coatings, or adhesives.

<https://www.gsaelibrary.gsa.gov/ElibMain/scheduleSummary.do?scheduleNumber=MAS>

Contractor Listing by SIN

GSA eLibrary GSA Federal Acquisition Service

Home eBuy - quotes GSA Advantage - online shopping Help

Search: all the words

Contractor Listing
 For general questions, contact:
FAS National Customer Service
 Phone: 1-800-488-3111
 E-mail: ncscustomer.service@gsa.gov

Category **Subcategory**

MAS Multiple Award Schedule
 Professional Services - Technical and Engineering Services (non-IT)

SIN

541330ENG Engineering Services Services include: applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems. 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 of engineering projects, and related services.

NOTE: Services do not include architect-engineer services as defined in the Brooks Act and FAR Part 2, or construction services as defined in FAR Parts 2 and 36.

1104 contractors Display:

Hold the 'Ctrl' key to select all that apply

Contractor	Contract #	Phone	City, State	Socio-Economic	Contractor T&Cs /Pricelist	View Catalog
3S SOLUTIONS LLC	47QCA23D0085	703-786-7047	FAIRFAX ,VA	s/d		
3U TECHNOLOGIES, LLC	DISAST PURCH GS-10F-119AA	301-452-3152	CONROE ,TX	s		
4M RESEARCH, INC.	DISAST PURCH 47QRAA19D0094	2563194646	HUNTSVILLE ,AL	s/w/wo		
5-D SYSTEMS, INC.	GS-23F-0322N	512-238-9840 X18	ROUND ROCK ,TX	s		
5TH DYMENSION SOLUTIONS, LLC	DISAST PURCH 47QRAA23D001X	858-220-2417	ALEXANDRIA ,VA	s		
74 WELD, INC.	DISAST PURCH 47QRAA22D00C0	619-286-6656	EL CAJON ,CA	s		
A-P-T RESEARCH, INC.	47QRAA21D0040	2563274015	HUNTSVILLE ,AL	s		
A2 SYSTEMS ENGINEERING, INC.	DISAST PURCH GS-10F-0316X	31046966606	EL SEGUNDO ,CA	s/v		
A3GEO, INC.	GS-00F-370GA	1-415-425-0247	BERKELEY ,CA	s/w/wo/ew/d		
ABACUS TECHNOLOGY CORPORATION	DISAST PURCH GS-35F-720GA	301-215-7593	CHEVY CHASE ,MD	o		
ABACUS TECHNOLOGY CORPORATION	DISAST PURCH GS-00F-191CA	301-215-7593	CHEVY CHASE ,MD	o		
ABSG CONSULTING INC.	DISAST PURCH GS-00F-026CA	571-982-2225	SPRING ,TX	o		
ABT, INC.	DISAST PURCH GS-23F-0109S	256-679-7950	HUNTSVILLE ,AL	s/dv		
ACCURA ENGINEERING AND CONSULTING SERVICES, INC.	DISAST PURCH GS-10F-0251Y	404-241-8722	ATLANTA ,GA	s/w/wo/ew/d/8a		
ACCURATE MACHINE & TOOL CORP	DISAST PURCH 47QRAA20D0013	(256)461-8063	MADISON ,AL	s/w/wo		

Contractor Detail Page

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

Search: deloitte all the words **Go**

Contractor Information (Vendors) How to change your company information

Contract #: GS-00F-128CA Change Contract

Contractor: NORTHROP GRUMMAN SYSTEMS CORPORATION
Address: 7575 COLSHIRE DR
 MCLEAN, VA 22102-7508
Phone: 703-713-4588
E-Mail: monica.kulich@ngc.com
Web Address: <http://www.northropgrumman.com>
SAM UEI: DJUCEANK2KP4
NAICS: 541611

Socio-Economic : Other than small business
EPLS : Contractor not found on the Excluded Parties List System

Govt. Point of Contact:
 John M. McGlothlin
 Phone: 253-931-7883
 E-Mail: john.mcglathin@gsa.gov

Contract Clauses/Exceptions:
[View the specifics for this contract](#)

Source	Title	Contract Number	Contractor T&Cs /Pricelist	Current Option Period End Date	Ultimate Contract End Date	Category	View Catalog
MAS	Multiple Award Schedule	GS-00F-128CA		May 3, 2025	May 3, 2035	541330ENG	DISAST PURCH
						541380	DISAST PURCH
						541420	DISAST PURCH
						541611	DISAST PURCH
						541614	DISAST PURCH
						541614SVC	DISAST PURCH
						541715	DISAST PURCH
						611430	DISAST PURCH
						611512	DISAST PURCH
						OLM	COOP DISAST PURCH

Contract Vehicle

SINs Awarded

The Solicitation

Training and Solicitation

- **Training:** Complete the “**Pathway to Success**” and “**Readiness Assessment**” training located at <https://go.usa.gov/xS5G7>
- **Understand the solicitation:** Download, read, and understand the solicitation and applicable category attachment(s) located at [this link](#)
- To qualify for a GSA MAS contract, your company must have products or services that fit under a GSA Schedule category, i.e., Special Item Number (SIN). For more information on SINs, visit GSA eLibrary at www.gsaelibrary.gsa.gov



Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History
- Award Notices

Follow

Multiple Award Schedule

ACTIVE

Contract Opportunity

Notice ID
47QSMD20R0001

Related Notice

Department/Ind. Agency
GENERAL SERVICES ADMINISTRATION
Sub-tier
FEDERAL ACQUISITION SERVICE
Office
GSA/FAS FURNITURE SYSTEMS MGT DIV

Looking for contract opportunity help?



Procurement Technical Assistance Centers (PTACs) are an official government contracting resource for small businesses. [Find your local PTAC](#) for free government expertise related to contract opportunities.

General Information

Contract Opportunity Type: Combined Synopsis/Solicitation (Updated)
All Dates/Times are: (UTC-04:00) EASTERN STANDARD TIME, NEW YORK, USA
Updated Published Date: May 19, 2023 09:13 am EDT

<https://sam.gov/opp/c3621cd18404429498c811896a04f3d2/view>

	Display Name	Update Date
Significant Changes	SF30 Attachment for Refresh Mod 47QSMD20R0001.pdf	May 19, 2023
Available Offerings Excel Sheet	MAS Available Offerings	May 19, 2023
Regulations by Ref. PDF File	IBRAttcahment_47QSMD20R0001_Ref_16.pdf	May 19, 2023
Category Attachments	Travel_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Transportation and Logistics Services_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Security and Protection_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Scientific Management and Solutions_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Professional Services_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Miscellaneous_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Information Technology_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Industrial Products and Services_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Human Capital_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Furniture and Furnishings_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Facilities_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Office Management_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
	Base Solicitation	SOLICITATION DOCUMENT FOR 47QSMD20R0001.pdf

Significant Changes

Available Offerings Excel Sheet

Regulations by Ref. PDF File

Category Attachments

Base Solicitation

Display Name	Update Date
☞ SF30 Attachment for Refresh Mod 47QSMD20R0001.pdf	May 19, 2023
☞ MAS Available Offerings	May 19, 2023
☞ IBRAttcahment_47QSMD20R0001_Ref_16.pdf	May 19, 2023
☞ Travel_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Transportation and Logistics Services_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Security and Protection_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Scientific Management and Solutions_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Professional Services_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Miscellaneous_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Information Technology_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Industrial Products and Services_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Human Capital_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Furniture and Furnishings_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Facilities_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ Office Management_Category_Attachment_Sol_47QSMD20R0001_Amd_16.pdf	May 19, 2023
☞ SOLICITATION DOCUMENT FOR 47QSMD20R0001.pdf	May 19, 2023

The Roadmap

MAS Roadmap

What is the MAS Roadmap?

- Provides information on the contract award process to make it easier to do business with the government.

Why is this helpful?

- Breaks down the offer process into easy to follow step-by-step instructions.

www.gsa.gov/masroadmap

Questions to Consider Up Front

1. Does market research show that Federal, state and local governments are buying the types of products and services that your company wants to offer?
2. Have you been in business for at least two years and have two years of financial statements to support this?
3. Do you have evidence of successful past performance?
4. Do you have the resources to market your commercial products and services after the award of the contract?

Items to Consider Before Submitting an Offer

- Minimum Sales Requirements: You must generate at least \$25,000 in sales within the first 2 years of your GSA Schedule contract and at least \$25,000 each year thereafter.
 - GSA may cancel your schedule contract in accordance with GSAR clause 552.238-73, for failure to meet minimum sales criteria.
- Lead Time: It may take up to 6 months to get a MAS contract, provided that the firm meets all evaluation criteria and has a successful negotiation.

Evaluation Criteria

- Must be in business for two years and you must provide two years of financial statements
 - *Unless you are proposing under the* [Startup Springboard](#)
- Ability to demonstrate past performance
- Products or services must be commercially available
- Products or services must be compliant with the Trade Agreements Act (TAA)

Startup Springboard

In lieu of the two-year corporate experience requirement, you may:

- Use professional experience of executives and key personnel as a substitute
- Use project experience of key personnel
- Provide financial documentation that demonstrates the company's financial responsibility in lieu of submitting two years of financial statements.
- For more information visit: www.gsa.gov/springboard

Trade Agreements Act (TAA) Compliance

- The TAA, described in FAR Subpart 25.4, applies to all Schedule contracts and orders. The TAA, which provides a waiver to the Buy American Act, states that only U.S.-made or designated-country end products may be offered or sold under Schedule contracts.
- **For services**, country of origin is determined by the country in which firm providing the services is established.
- Please refer to the TAA clause in your contract for complete details, including relevant definitions and the list of designated countries.
- Remember that it is the responsibility of each Schedule contractor to ensure that product information is accurately incorporated into the contract and displayed on GSA Advantage!® throughout the life of the contract.
- For more information about the TAA, refer to *FAR clause 52.225-5, Trade Agreements.*

SAM Registration and Certification

- In order to do business with the federal government:
 - You must register for a Unique Entity Identifier (UEI) at the System for Award Management (SAM)
 - <https://sam.gov/content/entity-registration>
- Registration is 100% Free!



Registration and Certification

The screenshot displays the SAM.gov website interface. At the top, it identifies itself as an official U.S. government website with a 'Sign In' link. The navigation menu includes Home, Search, Data Bank, Data Services, and Help. The main content area features the SAM.gov logo and a badge stating 'Official U.S. Government Website 100% Free'. A central section titled 'The Official U.S. Government System for:' lists various services: Contract Opportunities (was fbo.gov), Contract Data (Reports ONLY from fpds.gov), Wage Determinations (was wdol.gov), Federal Hierarchy (Departments and Subtiers), Assistance Listings (was cfda.gov), Entity Information (Entities, Disaster Response Registry, and Exclusions), and Entity Reporting (SCR and Bio-Preferred Reporting). To the right, a 'Learn More' link is followed by a call to action: 'Register Your Entity or Get a Unique Entity ID', with a subtext explaining that registration is required to do business with the federal government. Below this are three buttons: 'Get Started' (green), 'Renew Entity' (light green), and 'Check Registration Status' (white with a checkmark icon). At the bottom, a search bar prompts users with 'Already know what you want to find?' and includes a dropdown for 'Select Domain...' and a search input field with the example 'e.g. 1606N020Q02'.

FAS ID

- All contractors must register for the FAS ID multi-factor authentication to access the eOffer and eMod systems.
- Please ensure that you are listed in SAM as one of the following points of contact:
 - Government Business POC / Alternate POC
 - Electronic Business POC / Alternate POC
 - Past Performance POC / Alternate POC

FAS ID (continued)

Account Registration
Register Account
Register new Account

Contract Offers
Prepare an Offer
Prepare, Submit, or Update an eOffer
Before you begin...

Contract Modifications
Submit a Modification
Prepare, Submit, and Correct a Modification Request
Before you begin...

FAS Sales Reporting
Report Sales
Report Sales Data

GSA made changes to Letter of Supply requirements effective May 17, 2021. Please visit [the MAS Roadmap - Letter of Supply requirements](#) for more information.

<https://eoffer.gsa.gov/>

GSA

Create FAS ID

Email Address *
Please enter your FAS ID or Primary Email Address
email@email.com

First Name *
First Name

Last Name *
Last Name

DUNS Number *
DUNS Number

Submit

The Offer

Offer Preparation

After you have completed the **preliminary training, registered, and familiarized yourself** with the solicitation, you will start developing your proposal to submit to GSA.

As part of assembling your offer, you must complete the following forms, which are located at the Available Offerings and Requirements page at www.gsa.gov/masscopeandtemplates under “Required Templates to Submit Through eOffer (as applicable).”

- Agent Authorization Letter
- Letter of Supply
- Price Proposal Template

MAS Roadmap

Overview

MAS Prospective Contractors: Read Me First

MAS Roadmap: Learn and Understand

MAS Roadmap: Prepare

MAS Roadmap: Gather Information

MAS Scope and Templates

MAS Roadmap: Finalize and Submit Offer

MAS Roadmap: Post Submission

Schedule Contractors

MAS Scope and Templates

Scope and Structure

The GSA Multiple Award Schedule (MAS) is organized by 12 Large Categories, 83 Subcategories, and over 300 North American Industry Classification System (NAICS)-based Special Item Numbers (SINs).

Please view the latest [Available Offerings Attachment \[XLSX - 96 KB\]](#) for a complete listing of this structure.

For reference only, the 24 legacy Schedules and their SINs are mapped to the MAS SINs available in this version of the available offerings attachment [XLSX - 208 KB].

Attachments and Templates

The MAS solicitation outlines requirements for all offerors, including certain templates and attachments that must be submitted with your offer.

For more information on the applicability of each template or attachment, please refer to SCP-FSS-001, Instructions to Offerors, under Section I of the MAS solicitation and each applicable "Large Category Attachment" related to your offerings.

Required Templates to Submit Through eOffer (as applicable) +

Commercial Sales Practice and Commercial Subcontracting Plan Templates +

SCLS Wage Determinations Applicable to MAS Contracts +

Order Level Materials and Transactional Data Reporting Information +

Contact

National Customer Service Center

- Hours: Sundays 8 p.m. to Fridays 8:30 p.m. Central Time
- 800-488-3111
- ncscustomer.service@gsa.gov

Help with GSA Schedule

- Review MAS Offeror Training
- Attend MAS Office Hours
- Subscribe to the MAS Interact Group

www.gsa.gov/masscopeandtemplates

Offer Preparation (continued)

You will need to compile all the information below and submit it through the eOffer system.

You can find the forms and their descriptions at <https://go.usa.gov/xSUaA>.

- Financial statements
- Subcontracting plan
- Technical proposal
- Commercial Sales Practice-1 (CSP-1)
- Professional compensation plan
- Commercial price list
- Previous cancellation and rejection letters
- Price narrative with supporting documentation

Offer Submission

- Submit your completed offer in eOffer at <https://eoffer.gsa.gov>.
- After you submit your offer via eOffer, it will be assigned to one of our contracting professionals for review.
- Work directly with your assigned representative to clarify any questions or issues and negotiate pricing or other elements of your offer, if necessary.
- After review and negotiation, you will know whether you will receive a Schedule contract, based on the decision of the GSA Contracting Officer.
- Learn more about finalizing your offer at <https://go.usa.gov/xHssV>.

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The Resources

Schedules Sales Query Plus (SSQ+)

- Designed to provide our suppliers with the figures they want and need.
- SSQ+ is a tool that depicts sales in both report and dashboard format.
- SSQ+ replaces the SSQ and offers searchable and filterable information from FY 1991 to present, including sales dollars for TDR contracts.

<https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>

Schedules Sales Query Plus (SSQ+) (continued)

Key report features include:

- Ability to build a custom report to view MAS sales by fiscal year and quarter based on various level of details: Product or Service, Government wide Category, Government wide Subcategory, Schedule Number, SIN, NAICs, Business Size, Contract Number etc.
- Access to prebuilt dashboards that allow visibility into sales trends by the various levels, trends specific to contracts within the first two years, and overall success rate for new contracts.

<https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>

Helpful Links

- www.gsa.gov/masroadmap
- www.gsa.gov/schedule
- www.gsa.gov/events
- www.gsa.gov/smallbizresources
- <https://interact.gsa.gov/groups/small-business-solutions>
- Georgia PTAC - <https://gtpac.org/>
- Email: maspmo@gsa.gov



Questions



FEDERAL ACQUISITION SERVICE
**INDUSTRY
PARTNER**
SYMPOSIUM

2023



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