



U.S. General Services Administration

Federal Acquisition Service

Innovative Acquisition Methodologies In Support of Test & Evaluation Objectives

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Who are we?

- GSA Federal Acquisition Service...A New Service Representing
 - General Supplies and Services
 - Integrated Technology Services
 - Assisted Acquisition Services
 - Travel, Motor Vehicle, & Card Services



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Today's Topic - Part One

- Acquisition, Innovation and the Industrial Base
- Enabling GSA “Tools” (Professional Services Schedule contracts)
- GSA Tools – T&E *Crosswalk*
- Innovation Examples



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Today's Topic - Part Two

- The GSA Multiple Award Schedule Contract
- Basic Schedule Ordering Procedures
- Flexible Schedule Tools
- GSA E-Tools
- GSA Support



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NDIA's Principle Missions

.....are to improve weapons technology, improve defense management, and maintain a strong science-industry-defense team continually responsive to all needs of the research, development, test & evaluation, production, logistics and management phase of national preparedness.....



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Conference Objectives

- T&E Metrics for Suitability and Sustainability
- Reducing Total Ownership Costs and Role of T&E, SE, and Logistics
- Test Planning
- Planning and Implementing Sustainability as a KKP Effectively
- Design Techniques

Conference Objectives, Con't

- Test Methodology
- Testing for Realistic Estimates of Reliability
- Technologies to Reduce Life Cost
- Field Test Data & Archiving
- Feedback Sustainment Lessons to Improve Requirements, Programming T&E and Acquisition Process



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Leveraging the Industrial Base for Test & Evaluation

- T&E Agencies
- Acquisition
- Industry

GSA can be the enabler!



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Commercial Item Acquisition

Expanding the use of commercial items in DoD systems offers the DoD opportunities for reduced cycle time, faster insertion of new technology, lower life-cycle costs, greater reliability and availability, and support from a more robust industrial base. It is a fact that for many technologies that are critical to military systems, the commercial marketplace-and not the DoD-now drives the pace of innovation and development.

DoD Extension to PMBOK ® Guide
June 2003



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Acquisition Methodologies

- Full and Open
- Agency Organic Indefinite Delivery-Indefinite Quantity
- Set-Aside Programs
- Government-Wide Acquisition Contracts



GSA Schedules Program

What is a Schedule?

- GSA Awarded Competitive IDIQ contracts
- Mirrors Commercial Buying Practices
- Long-term Contracts Awarded to Multiple Companies
- 5 yrs. With Three 5-yr. Options
- Forty-three Schedules Offer 11 Million-Plus Products & Srv.
- Huge Selection: Over 14,000 Companies Represented
on Nearly 18,000 Contracts



Multiple Award Schedule Features

- MAS Program Has Grown From \$10 Billion in 1999 to over \$35 Billion in 2006
- Service Schedules Pave the Way for Integrated Solutions
- Used Throughout DoD, DHS and Other Top Agencies
- Flexibility to Support Multi-Agency Strategic Sourcing Efforts
- Full Suite of Customized Online Tools
 - Air Force Advantage, Other Specialized Stores
 - e-Buy, e-Library
- Online Contract Terms and Conditions
- Spend Data Helps Agencies Manage More Effectively



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Multiple Award Schedule Benefits

All Competition Requirements Have Been Met

- No Synopsis Required
- Prices Have Been Deemed Fair & Reasonable
- Terms and Conditions Have Been Pre-negotiated
- Reduced Need For Front-End Procurement Personnel

Continued



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Multiple Award Schedule Benefits, Con't

- Reduced Procurement Lead Time
- Minimizes Documentation Required
- Customized Solutions
- Direct Relationship With Contractors
- No Additional Administrative Fees
- Risk of Protest is Low



Transparent Pricing

Task Order Type:

- Firm fixed price or FFP (*preferred*)
- Labor hour
- Time and Materials
- Incentives with FFP



The service contract act does not apply!



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Enabling Tools

GSA Professional Services Schedule Contracts



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GSA Professional Services (samples)

- Professional Engineering Services
- Mission Oriented Business Integrated Services
- Logistics Services
- Environmental Services
- Laboratory Services



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Professional Engineering Services - Schedule 871



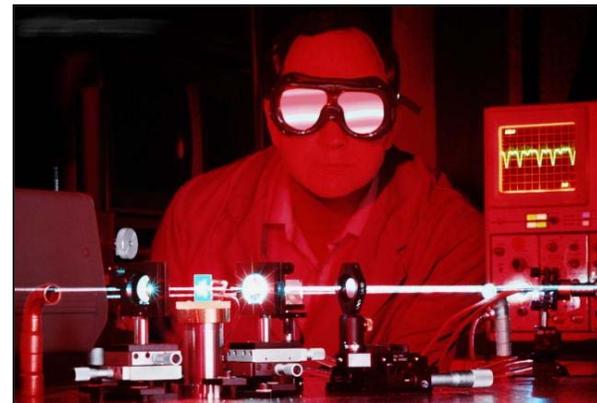


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Professional Engineering Services Scope of Schedule

This schedule provides a comprehensive vehicle for Federal agencies to use when obtaining all types of engineering services





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Professional Engineering Services NAICS Codes

- 541330 Engineering services and
- 541710 Research and development in the physical sciences

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Professional Engineering Services (Schedule 871) Industry Partners

- Over 800 Contractors as of January 2007, including:
 - Large Businesses
 - Small Businesses
 - Disadvantaged
 - HUBZone
 - Veteran-owned
 - SDVOB
 - Women-owned



Professional Engineering Services-871

- Special Item Numbers (SINs):
 - 871-1 Strategic Planning for Technology Programs/Activities
 - 871-2 Concept Development and Requirements Analysis
 - 871-3 System Design, Engineering and Integration
 - 871-4 Test and Evaluation
 - 871-5 Integrated Logistics Support
 - 871-6 Acquisition and Life Cycle Management



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SIN 871-1

- Strategic Planning for Technology Programs/Activities
- ...definition and interpretation of high-level organizational engineering performance requirements such as projects, systems, missions, etc.



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SIN 871-2

- Concept Development and Requirements Analysis
 - ...abstract or concept studies and analyses, additional requirements definition, preliminary planning and evaluation of alternative technical approaches...cost-performance trade-off analysis, feasibility analysis..



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SIN 871-3

- Systems Design, Engineering and Integration
- ...translation of a system or (subsystem, program, project activity) concept into a preliminary and detailed design (engineering plans and specifications), performing risks identification/analysis/mitigation, traceability...



SIN 871-4

➤ Test and Evaluation

- ...application of various techniques demonstrating that a prototype system (subsystem, program, project or activity) performs in accordance with the objectives outlined in the original design....



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SIN 871-5

➤ Integrated Logistics Support

-analysis, planning and detailed design of all engineering specific logistics support including material goods, personnel, and operational maintenance and repair of systems throughout their life cycles.....



SIN 871-6

➤ Acquisition Life Cycle Management

➤ ...planning, budgetary, contract and systems/program management functions required to procure and/or produce, render operational and provide life cycle support to technology based systems, activities, sub-systems, projects, etc.....



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Mission Oriented Business Integrated Services (MOBIS)-874

- **Special Item Numbers (SINs):**
 - **874-1 Consulting Services**
 - **874-2 Facilitation Services**
 - **874-3 Survey Services**
 - **874-4 Training Services**
 - **874-5 Support Products**
 - **874-6 Competitive Sourcing Support**
 - **874-7 Program Integration and Project Management Services**
 - **874-99 Introduction of New Services**



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MOBIS Schedule NAICS Codes

- 541611 Administration Management & General Management Consulting Services



Some MOBIS Tasks

- Quality Management
- Business Process Re-engineering
- Strategic & Business Planning
- Benchmarking
- Competitive Sourcing
- Activity-Based Costing
- Financial Management Analysis
(related to improvement effort)



More MOBIS Task Examples

- Statistical Process Control
- Surveys
- Individual & Organizational Assessments & Evaluation
- Process Improvements
- Process Modeling and Simulation
- Performance Measurement

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Logistics Worldwide (Logworld)-874V

➤ Special Item Numbers (SINs):

- **874-501 Supply & Value Chain Management Services**
- **874-502 Acquisition Logistics**
- **874-503 Distribution & Transportation Logistics Services**
- **874-504 Deployment Logistics**
- **874-505 Logistics Training Services**
- **874-506 Support Products**
- **874-507 Operations & Maintenance Logistics Management and Support Services**



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Logistics Worldwide Schedule NAICS Codes

- 541614 Process, Physical Distribution, and Logistics Consulting Services
- 561210 Facilities Support Services

Some LOGWORLD Tasks

- Design & Fabrication (in support of a logistics effort/process)
- System Testing
- Range & Communications Engineering (But any IT must be related to logistics application/task. No volume purchases or software development not related to Logistics tasks.)
- Remote site logistics support (National & International)
- Food Service / Motor Pool / Courier Service



More LOGWORLD Tasks

- Spares Support (to include purchase support if items are listed on GSA contract)
- Inventory Management
- Analysis of Distribution Points – Air, Road, Water, Rail or Pipeline
- Material Handling Training / Forklift Certification
- Planning (Scenarios, databases, after action review support, archive operational lessons learned)
- Train and mentor foreign military services in logistics methods and techniques

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Environmental

➤ Special Item Numbers (SINs):

- **899-1 Environmental Planning Services & Documentation**
- **899-2 Environmental Compliance Services**
- **899-3 Environmental Occupational Training Services**
- **899-4 Waste Management Services**
- **899-5 Reclamation, Recycling and Disposal Services (This does NOT include handling/disposal and/or transportation of nuclear or radioactive waste.)**
- **899-6 Remote Advisory Services**
- **899-7 Geographic Information Services (GIS)**
- **899-8 Remediation Services**



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Environmental Schedule NAICS

- 541620 Environmental Consulting Services
- 562920 Material Recovery Facility
- 562112 Hazardous Waste Collection
- 541380 Lab Services *[check scope]*
- 562910 Remediation Services



Some Environmental Tasks

- Environmental Impact Statements
- Develop programs or regulations
- Risk Analysis or Vulnerability Assessments
- Environmental Compliance Audits
- Spill Prevention
- Environmental Training
- Permitting
- Waste Management Plans or Studies
- Establish/operate HAZMAT, electronics, CRT, battery or chemical recycling programs



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Laboratory Testing and Analysis Services

(Now part of Schedule 66)

- Special Item Numbers (SINs):
 - 873-1 Mechanical Testing and Analysis
 - 873-2 Chemical Testing and Analysis
 - 873-3 Electrical Testing and Analysis
 - 873-4 Geotechnical and Thermal/Fire Testing and Analysis
 - 873-99 Introduction of New Testing and Analysis



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GSA Tools – T&E *Crosswalk*



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T&E Metrics for Suitability and Sustainability

- SIN 871-6 Acquisition Life Cycle Management
- SIN 874-502 Acquisition Logistics
- SIN 871-5 Integrated Logistics Support
- SIN 874-7 Program Integration and Project Management

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Reducing Total Ownership Costs and Role of T&E, SE and Logistics

- SIN 871-6 Acquisition Life Cycle Management
- SIN 871-2 Concept Development and Requirements Analysis
- SIN 871-5 Integrated Logistics Support
- SIN 874-7 Program Integration and Project Management



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Test Planning to Assure Priority for Assessment of S&S

- SIN 871-3 Systems Design, Engineering and Integration
- SIN 871-4 Test and Evaluation
- SIN 874-1 Consulting Services
- SIN 874-7 Program Integration and Project Management



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Planning and Implementing Sustainability as a KKP Effectively

- SIN 871-3 Systems Design, Engineering and Integration
- SIN 871-4 Test and Evaluation
- SIN 871-5 Integrated Logistics Support
- SIN 874-7 Program Integration and Project Management



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Design Techniques such as Conditioned-Based Maintenance and its T&E

- SIN 871-3 Systems Design, Engineering and Integration
- SIN 871-4 Test and Evaluation



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Test Methodology

- SIN 871-2 Concept Development and Requirements Analysis
- SIN 871-3 Systems Design, Engineering and Integration
- SIN 871-4 Test and Evaluation
- SIN 874-1 Consulting Services (MOBIS)



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Testing for Realistic Estimates for Reliability

- SIN 871-Test and Evaluation
- SIN 874-7 Program Integration and Project Management



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Reducing Total Cost of Ownership

- SIN 871-1 Strategic Planning for Technology Programs
- SIN 871-5 Integrated Logistics Support
- SIN 871-6 Acquisition Life Cycle Management
- SIN 874-1 Consulting Services (MOBIS)



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Technologies to Reduce Life Cycle Cost

- SIN 871-1 Strategic Planning for Technology Programs
- SIN 871-2 Concept Development and Requirements Analysis



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Field Test Data and Archiving

- SIN 871-4 Test and Evaluation
- SIN 871-6 Acquisition Life Cycle Management
- SIN 874-7 Program Integration and Project Management



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Feedback Sustainment Lessons to Improve Requirements, Programming T&E and Acquisition Process

- SIN 874-1 Consulting Services (MOBIS)
- SIN 871-5 Integrated Logistics Support
- SIN 871-6 Acquisition Life Cycle Management
- SIN 874-7 Program Integration and Project Management

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INNOVATION Examples-CTAs, BPAs

1. NASA Marshall Space Flight Center

- One Schedule
- One Task Order, One Contractor

2. Marine Corps Systems Command

- Eight Schedules
- Multiple-Award BPA, Many Contractor Teams



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NASA: One Schedule, One Task Order

A. Select Schedule

- Aggregated Requirement
- Logistic Support Services
 - Property
 - Mail
 - Move
 - Disposal
 - Motor Pool
 - Equipment Maintenance
 - Environmental
 - Food

Logistics Worldwide
(LOGWORLD) Schedule 874V

- SIN 874-501 Supply & Value Chain Mgmt
- SIN 874-502 Acquisition Logistics
- SIN 874-503 Distribution & Transportation
- SIN 874-504 Deployment Logistics
- SIN 874-505 Logistics Training
- SIN 874-506 Support Products
- SIN 874-507 Operations and Maintenance
Logistics Management & Support

B. Select Applicable SINs





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MARCORSYSCOM Requirements

Multiple diverse program offices (each \$20M+ annually)

- Information Systems & Infrastructure
- Battle Management/Air Defense
- Infantry Weapons Systems
- Armor & Fire Support
- Transportation/Engineering Systems
- Combat Equipment Support Systems



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Solution: Multiple BPAs, Multiple CTAs

- All requirements met through Schedules
 - \$3.6B+ annually (supplies & products)
 - \$180M+ annually (services)
 - \$340M+ total GSA Task Orders (through May 2005)
 - GSA Task Orders ranging from \$150K to \$6M each
- 27 Contractor Teams, 27 Multiple-Award BPAs
- 150+ Schedule contractors



Multiple-Schedule Solution

Specialty Engineering

874 MOBIS
871 Engineering
899 Environmental
70 IT

Business & Analytical

874 MOBIS
520 Financial & Business
69 Training

Engineering & Scientific

874 MOBIS
871 Engineering Services
70 IT

Acquisition, Log. & Admin.

874 MOBIS
874 V LOGWORLD
871 Engineering

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Multiple BPAs & Contractor Teams

Specialty Engineering

- **FY05:** 8 BPA Teams
- **Avg. Team Size:** 11
- **Team Leads:** AOT, AT&T, Battelle, CSC, EMA, ManTech, MTC, Unitech

Business & Analytical

- **FY05:** 4 BPA Teams
- **Avg. Team Size:** 8
- **Team Leads:** Booz-Allen, Kalman, MCR, RCI

Engineering & Scientific

- **FY05:** 8 BPA Teams
- **Avg. Team Size:** 12
- **Team Leads:** AERA/EDO, Anteon, BAE, DCS, NGMS, OSEC, Sverdrup, SAIC

Acquisition, Log. & Admin.

- **FY05:** 7 BPA Teams
- **Ave. Team Members:** 11
- **Team Leads:** CACI, EG&G, INS, MKI, Titan, BRTRC, CRC



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Examples: Using CTAs & BPAs for Complex Requirements

- Marine Corps Systems Command
www.marcorsyscom.usmc.mil/sites/acss/
- Army Aviation and Missile Command
<https://wwwproc.redstone.army.mil/acquisition/omnibus2>



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PART TWO

- The GSA Multiple Award Schedule Contract
- Basic Schedule Ordering Procedures
- Flexible Schedule Tools
- GSA E-Tools
- GSA Support



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Multiple Award Schedule Contract



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Schedule Contract Features

- Streamlined Ordering
- Best Value
- Blanket Purchase Agreements
- Teaming Arrangements
- Maximum Order Provisions
- E-Tools



Streamlined Ordering

- Under \$3,000
 - Select any Schedule Contractor

(The Micro Purchase Threshold for Davis Bacon Act Procurements is \$2,000.
The Micro Purchase Threshold for Service Contract Act Procurements is \$2,500.)

- Over \$3,000
 - Send RFQ to a Minimum of 3 Schedule Contractors
 - Review the Quotes Received (can use GSA e-Buy)
 - Select the “Best Value” Based on Other Evaluation Factors in Addition to pricing
 - Issue a Task Order/Delivery Order



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Awards Based on Best Value

Best Value is Determined on What is Important to the Buyer

- Price
- Technical Solution (including program management)
- Corporate Experience
- Past Performance
- Delivery

Blanket Purchase Agreements

- BPAs Offer Flexible Solutions and Options
- Build Long Term Relationships With Vendor Partners
- Useful for Replacing Expiring IDIQs
- Easy to Establish
 - Establish BPA From the Pool of Schedule Contractors
 - Used to set up “Accounts” to Fill Recurring Requirements
 - Can Last as Long as the Contract Period
 - Review Annually for “Best Value”
 - May be Offered Volume Discounts When Establishing a BPA

Contractor Teaming Arrangements

- Schedule Contractors May Team With Each Other to Provide a Total Solution for a Customer
- Best for Complex Acquisitions
- Enables Contractors to Consolidate Unique Capabilities
- Offers the Government the Best Combination of Performance, Cost and Delivery
- Increases Small Business Participation
- CTA Team Leader Responsible for Task Order Execution, Even If Not Identified



Maximum Order Provisions

- Customer Agencies Must:
 - Seek Additional Price Reductions
 - 3+ Contractors for Further Competition

- Contractors can:
 - Offer a Lower Price
 - Offer the Current Contract Price
 - Decline the Order

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GSA Schedule Contract Fundamentals

- Standing solicitation - offers accepted throughout the year with no closing date (uniform updating, mass mods conform all Schedule contracts to existing solicitation)
- Part 12 Multiple Award IDIQ (FFP w/EPA)
- Task Orders (FFP, LH, and/or T&M)
- Three 5-year option periods
 - Task Order performance could extend beyond since performance continues even if Schedule option not exercised (or contract terminated)
 - However, agency couldn't award new orders or exercise options on TOs/BPAs without existing Schedule contract

Pricing & EPA Methods

1. Established Commercial Price List/Equivalent

Requires a Modification Request from Contractor for Increase to Take Effect

2. Negotiated Escalation Prior to Award

A. Fixed Escalation for Term of Contract (Multi-Year Pricing 20 Years)

Price Increases Automatically Effective on the Anniversary of Contract (No Modification)

B. Adjustments Based on Market Indicator (Yearly Mod)

Based on a Published Index, Survey or Market Indicator

Are Schedule Prices the Best Prices?

➤ Contract Level

- Contract Pricing Objective: “Most Favored Customer”
- Price Reductions Clause
- Inspected during contractor assist visits
- Ordering agencies pay no fee to GSA to use the Schedules

➤ Task Order Level

- Shall seek discounts (FAR 8.405-1(d)) if:
 - Task Order exceeds “Maximum Order Threshold”
 - BPA regardless of estimated value
- Encouraged to seek discounts for all orders
- Make best-value determination, total price/LOE/labor mix reasonableness



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CONTRACT TERMS and CONDITIONS

- **What Does the Schedules Contract Say?**
- **Where Can I Read the Contract Clauses?**

Search FedBizOpps Schedule RFP

- Standing solicitation periodically replaced (GSA says “refreshed”)
- All contracts updated with mass modifications to match the most recent FedBizOpps-posted “refresh”
- Opens as a searchable *Word* document
- Use <Edit> <Find> in *Word* to locate words or phrases of interest.
- Good method both for numbered clauses and for other “free text”



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GSA Advantage e-Buy

Home

Federal Supply Schedule Listing

Basic Schedule Ordering Guidelines

Help

Search: all the words

Schedule Summary

For general schedule questions, contact:

Phone: 1-800-241-RAIN

E-mail: environmental@gsa.gov

899

ENVIRONMENTAL SERVICES



GSA Contracts Online
Federal Buyers...
 View Contract Clauses >>

Vendors
 Click here to view the current solicitation on **FedBizOpps**

899 Category list:

Category

Description

899 1

Environmental Planning Services & Documentation - Services to include, but not limited to: Environmental Asses: under the National Environmental Policy Act (NEPA); Endangered Species, Wetlands, Waterbodies, and other Nat



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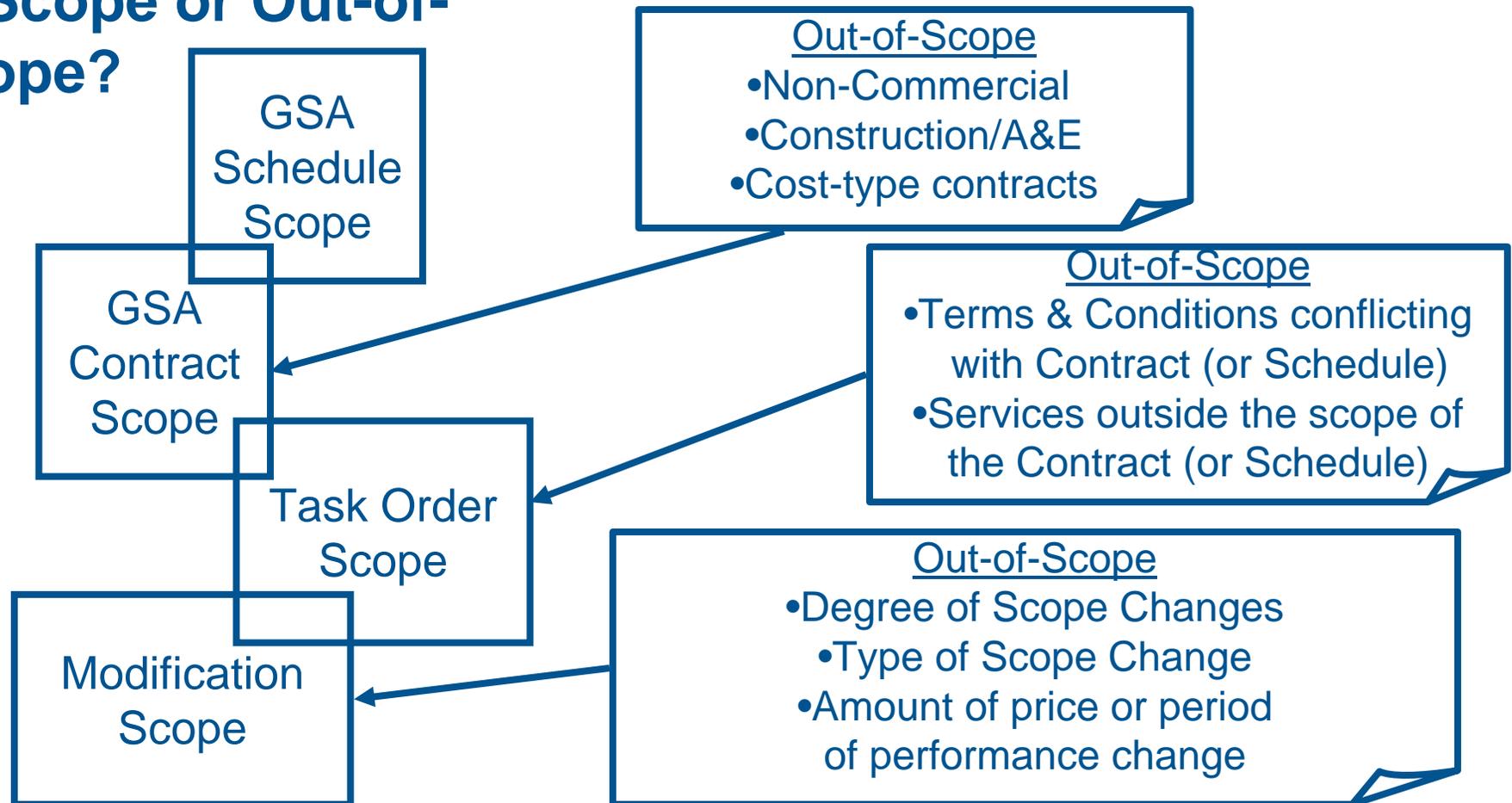
BASIC SCHEDULE ORDERING PROCEDURES

&

TASK ORDER CONTRACTING

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In-Scope or Out-of-Scope?





Some Limitations

- Broad Acquisition Limitations
 - Commercial Services
 - Personal Services
 - Inherently Governmental Functions
- Schedules Program Limitations
 - Architect/Engineer Contracts
 - Cost-Reimbursement Type
 - Construction



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Ordering Procedures & Issues

- Schedules as Priority Source
- Ordering (RFQ Process, Quotes, Evaluation)
- Types of Orders
- GSA Orders vs. Open Market Procurement
- “Other Direct Costs”



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The Basic Schedule RFQ Process

- Requirements Identification
- Market Research
- Acquisition Planning
- Develop Performance Work Statement
- Develop & Distribute RFQ (w/ Selection Factors)
- Evaluate Quotes Received
- Task Order Award



Prepare & Distribute RFQ

- Select non-conflicting order clauses
- FAR Clauses for Commercial Items [in GSA Schedule contract already]
- Define quote submittal requirements
- Establish offer/quote deadline
- Obtain necessary approvals (AAS, etc.)
- Provide to Schedule holders (e-mail, *eBuy*, fax)

Contents of RFQ for GSA Task Order (Keep It Simple)

- What Does the Government Think is Important for Award? (Evaluation Factors)
- What Does the Government Need to See? (Quote Submittal Instructions)
- What Are the Order's Terms & Conditions (if any) Not Already in the Schedule Contract? (add non-conflicting clauses)
- What Will the Contractor Do? (PWS)

GSA Ordering

- 8.404(a) – Orders placed against a MAS using the procedures under this subpart are considered to be issued using full and open competition
- Micropurchase: Place orders with any Schedule contractor, but should “rotate” buys.
- Micropurchase to Maximum Order Threshold (MOT): Provide RFQ (PWS + Eval Factors + Submittal instructions) to at least three contractors
- Above MOT or if establishing BPA: As above plus an “appropriate number of additional contractors”

Receive & Evaluate Quotes

- Oral Proposals?
- Clarification of Minor Irregularities & Errors
- Technical Review
- Past Performance Review
- Communications (“Negotiation”)
 - - Discount from GSA Schedule Price
 - - Reasonableness of Labor Mix/Total LOE

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Best Value Evaluation

- The expected outcome of an acquisition that, in the Government's estimation, provides the greatest overall benefit in response to the requirement.
- Best Value Continuum: From *price predominates* (Low-Price Technically Acceptable) to *technical/past performance predominates*
- Best Value permits tradeoffs between price and non-price factors. The ordering activity may be willing to pay more for:
 - Achieving Socioeconomic Objectives (but not “Set Aside” Task Orders)
 - Better Past Performance
 - Better Technical Approach
 - Better Management Capability

Level of Effort Task Orders

- Time & Material [FAR 16.601]
 - Direct labor at fixed, hourly, fully-burdened rates
 - Materials at cost and handling costs
- Labor Hour [FAR 16.602]
 - Like T&M, but contractor supplies no materials
- Fixed Price is preferred over LOE
 - Like Cost-Reimbursement, no contractor incentive for cost control
 - Requires more surveillance and control than FFP
 - Use only where duration and extent of work cannot be estimated
 - CO determination, sometimes higher approval, required
 - Include ceiling price contractor exceeds at its own risk

GSA Orders (vs. Open Market)

- No FedBizOps synopsis for GSA Orders
- Prices on *FSS Authorized Price List* (GSA web-posted) already determined fair & reasonable, but Ordering Officer determines Best Value and reasonableness of overall LOE and labor mix.
- Competition (CICA) requirements already met, no competing outside Schedules
- Unrestricted (not “Set Aside” but can be eval factor), except for certain Schedules/SINs set aside by GSA



Other Direct Costs (ODCs)

- Three Categories of ODCs
 1. Contract Support Items (on Schedule contract)
 2. Open-market items (“Incidentals”) (not on Schedule contract)
 3. Reimbursables: Lodging, Transportation & Per Diem
- All ODCs must be within the scope of the contract and awarded SIN
- ODCs support, are not the primary purpose of the order
- ODCs may not duplicate costs already included in the contract price
- ODC prices must be determined fair and reasonable by a CO (Schedules level or Task Order level)

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1. Contract Support Items

- Commercial Items
- Items included in the MAS contract
 - Contract award
 - Added by Schedule contract modification
 - Not to be separately ordered without the services
- Items for which the Schedule CO has already determined the price fair and reasonable
- Example: items awarded, priced, and listed under a “Support Products” SIN (but separate *product-only* SIN not required)

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2. Open-Market Items (“Incidentals”)

- Items not awarded under that Federal Supply Schedule contract
- No assumption of price reasonableness (or scope)
- Schedule T&Cs don’t apply unless cited
- Open-market items purchased IAW all applicable acquisition regulations:
 - FAR Part 5 – Publicizing contract Actions
 - FAR Part 6 – Competition Requirements
 - FAR Part 12 – Acquisition of CI’s
 - FAR Part 13 – Simplified Acquisition Procedures
 - FAR Part 14 – Sealed Bidding
 - FAR Part 15 – Contracting by Negotiations
 - FAR Part 19 – Small Business Programs

3. Travel Reimbursables

- Federal Travel Regulation
 - 41 CFR, Chapters 300 – 304
 - Travel policies for Federal civilian employees and others authorized to travel at Gov't expense
- Joint Federal Travel Regulations
 - USC, Title 37 and 10
 - Availability of contract fares or prices to government contractors
- Local travel in the performance of a task order
 - Reimbursable IAW ordering agency regulations

FAR Parts Not Applicable to Schedule Orders/BPAs

- Synopsis requirements in Part 5
- All of Part 6 (8.405-6 is “Limiting Sources”)
- All of Part 13 (except 13.303-2(c)(3))
- All of Parts 14 and 15
- All of Part 19 (except 19.202-1(3)(iii))

However, if mixing open-market items (total over micropurchase) then all regulations apply to those items.

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“Limited Source Justification” GSA Sources

- Only one source capable of responding due to the unique or specialized nature of the work
- New work is a logical follow-on to an existing order (excluding previous orders placed previously under sole source requirements)
- Item is peculiar to one manufacturer (a brand name item, available on various Schedule contracts, is an item peculiar to one manufacturer); or
- An urgent and compelling need exists and following the ordering procedures would result in unacceptable delays

How Can Need for Quoted Open Market Products Be Reduced?

- Contractor requests GSA CO to add to contract by modification
- Agency preference for all-Schedule order (Schedule contractors team)
- Agency procures and furnishes as GFP/GFE (need those clauses in Task Order)



Pricing in Task Order Quotes

- Compare with website *GSA Advantage* price list
- Scrutinize non-Schedule services & items
- Labor rates on Schedule contract are already fully- loaded
- Question additional G&A, esp. on travel (paying twice?)
- Don't pay a separate "Industrial Funding Fee" (that 0.75% already included in contract price)
- If concerned about what is included in price, contact the GSA CO
- Contract labor rates assume "normal" bid & proposal expense - - may get "no quote" if unusual quote requirements for Task Order/BPA



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Flexible Schedule Tools

- Blanket Purchase Agreements (BPAs)
- Contractor Teaming Arrangements (CTAs)



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Blanket Purchase Agreements

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Why Establish MAS BPA?

- Satisfy recurring requirements
- Reduce administrative burden
- Leveraging buying power through volume
- Support field offices/other contracting offices
- Quicker order turn-around
- Can incorporate non-conflicting terms & conditions
- Can include contractor teaming
- No funding required to establish BPA
- No synopsis, no competition outside Schedules to establish or use BPA
- Opportunity to negotiate better discounts



Blanket Purchase Agreements

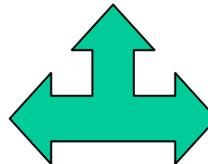


- Simplified Acquisition Method
- Anticipated Repetitive Needs
- Qualified Source(s)
- Single or Multiple Award



The Contractor's Perspective

- Recurring source of orders
- Volume
- Quicker turnaround on orders
- Expectation of price discounting



The Government's Perspective

- Flexibility in exact services, quantities, and period of performance
- Efficiencies by having summary invoicing and consolidated payment
- Expectation of best pricing for each Task Order

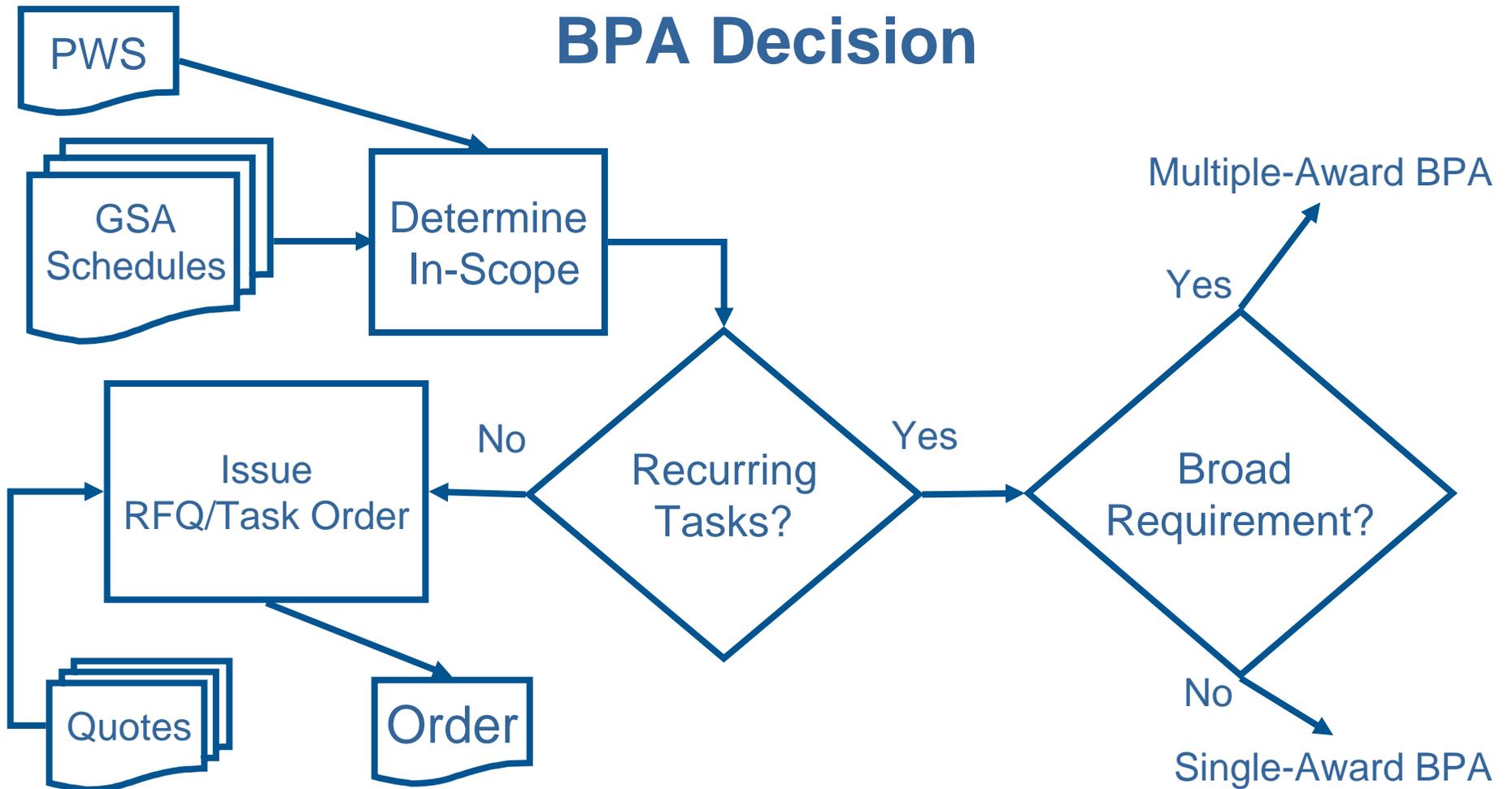
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What's in a BPA?

- Estimated value/level of effort (not a ceiling)
- Duration
- GSA Schedule(s) & Contract(s)
- Participating offices/agencies
- Invoicing/billing procedures
- Ordering procedures (if multi-award)
- Terms & conditions
- Discount terms
- Types of orders to be placed
- Scope
- BPA Termination

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BPA Decision





Single-Award BPA

- Receive & Evaluate BPA Quotes
- Award One BPA
- Issue BPA RFQ (PWS)

Then, for Each Recurring Task:

- Award Task Order
- Issue Task Order RFQ (PWS) to sole
- Evaluate the Quote
- BPA-holder

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Multiple-Award BPA

1. Issue BPA RFQ (PWS)
2. Award Multiple BPAs
3. Receive & Evaluate BPA Quotes

Then, for Each Recurring Task:

1. Develop Task Order Evaluation Criteria
2. Issue Task Order RFQ (PWS) to all BPA-holders
3. Evaluate the Multiple Quotes: Best-Value Source Selection
4. Award Task Order

Two Best Value “Competitions”: Who Gets the BPA? Who Gets the Task Order?



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Contractor Teaming Arrangements



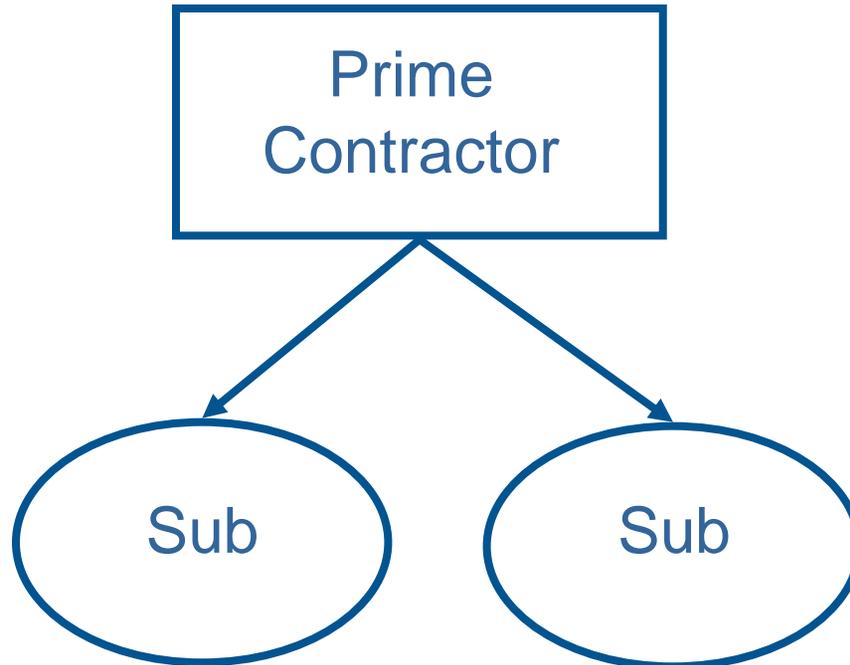
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Subcontracting vs “Teaming”

- Only Prime must have a Schedule contract
- Only Prime has privity of contract (and interface) with Government
- Ordered and invoiced at Prime’s Schedule rate (less discount)
- Limited to SINs and labor categories on a single Schedule contract
- Prime can’t “delegate” responsibility
- Each Team Member must have a Schedule contract
- Each Team Member has privity of contract (and can interface) with Government
- Ordered and invoiced at each Team Member’s Schedule rate (less discount)
- Total Schedule solutions possible
- Each member can be responsible for duties in a teaming agreement



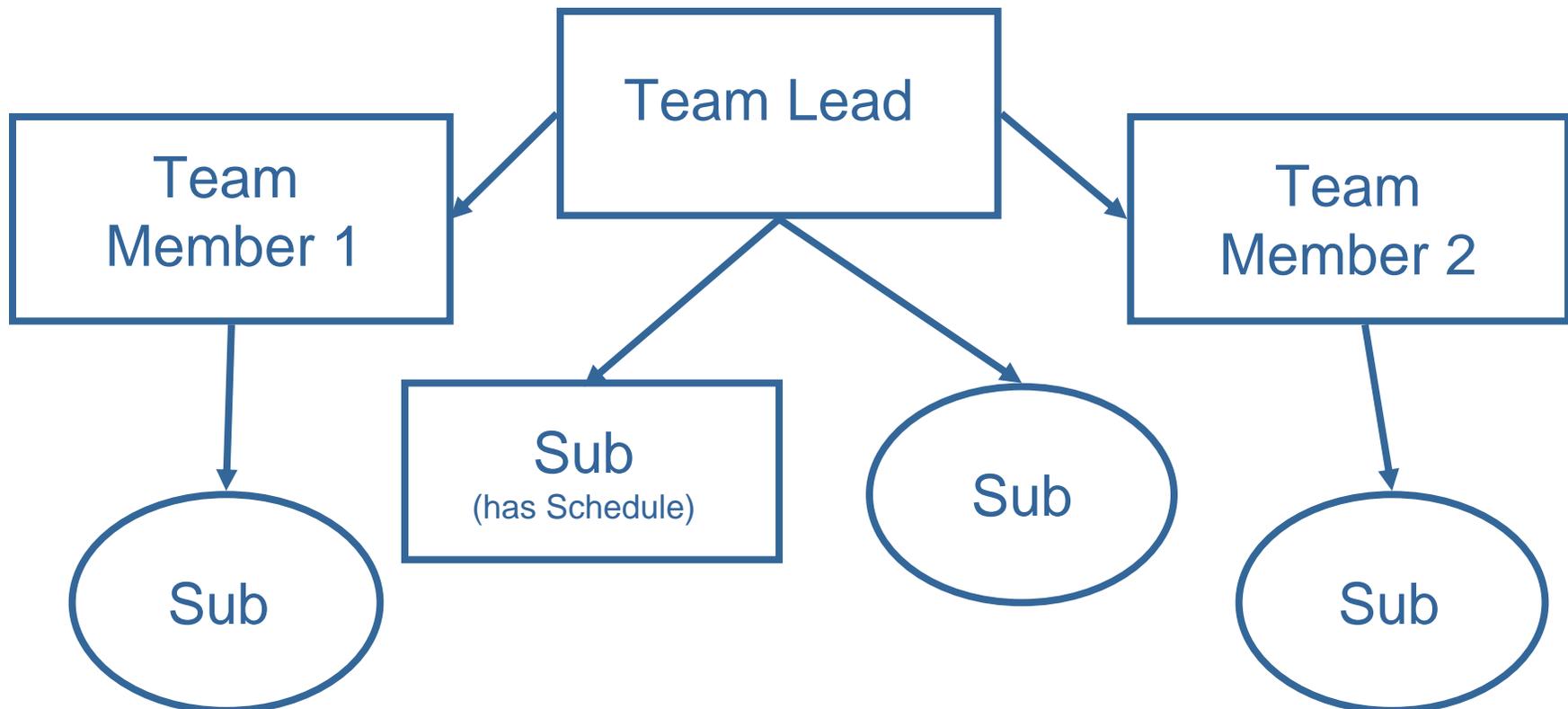
Prime/Subcontractor Relationship



BPA/Orders Only to Prime (Schedule Contractor)

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MAS Teaming and Subcontracting



Schedule Teaming Requires Teaming Agreement

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MAS CTAs

- Team Leads & Members must have GSA Schedule and use their Schedule rates
- Contractor Teams are issued one BPA
- Could include subcontractor effort, as long as mapped to their Prime's Schedule labor category
- If Multi-Award BPA, Teams compete for Task Orders
- Task Orders can be issued to Team Lead or directly to Team Member
- Not a separate legal entity but acts *like* joint venture
- Include Teaming Agreement with quote for agency review
- Government incorporates CTA into BPAs/Orders

CTA Can Reduce Need for Open-Market Items on a GSA Task Order!

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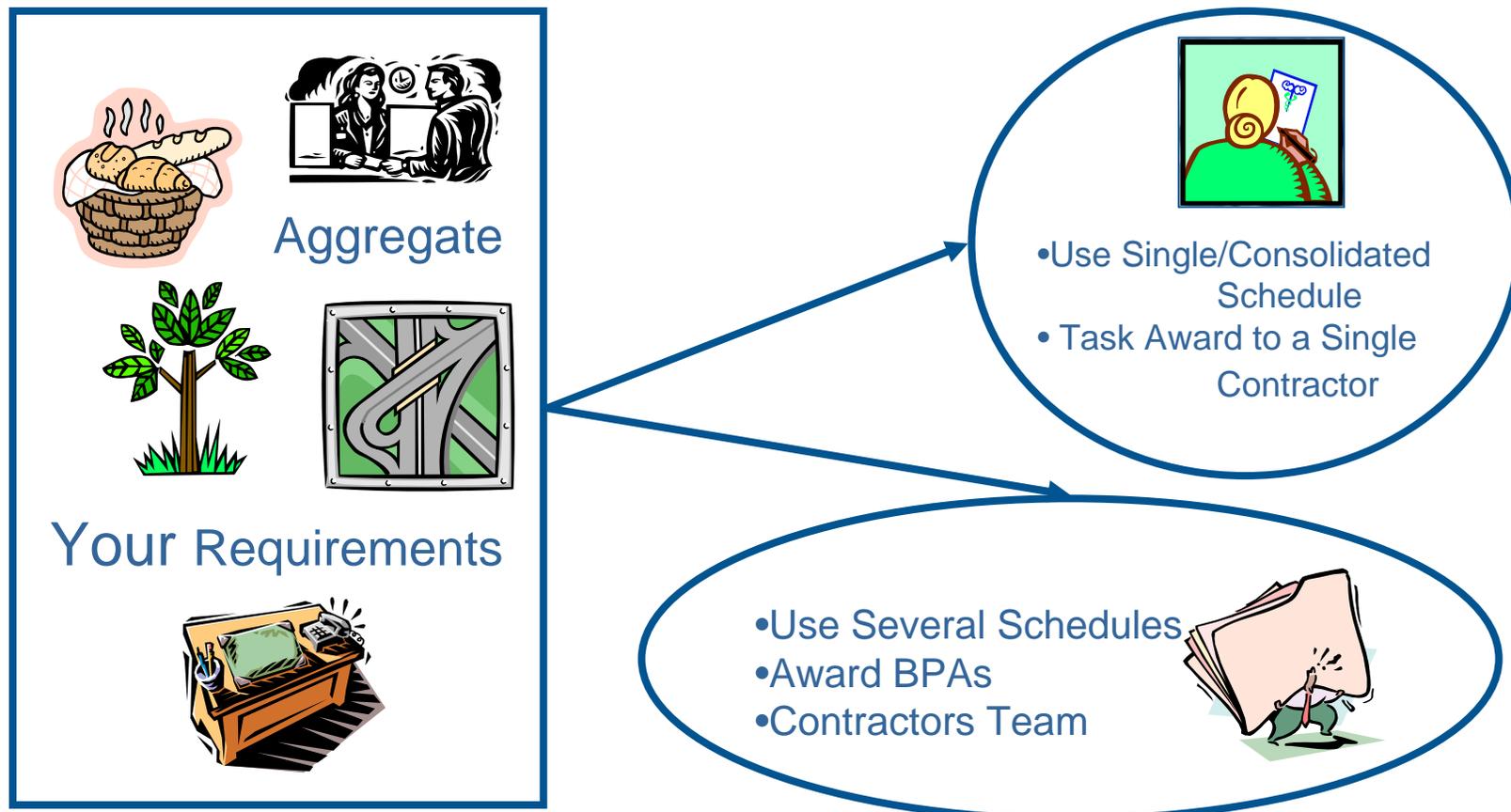
Teaming Agreement Highlights

- Identify Parties (Members and Lead)
- Teaming Activities (w/ responsibilities)
- Type & Duration of Agreement
- CTA Terms
- Ordering Procedures
- Team Lead & Team Member Duties
- Pricing, Invoicing, and Payment
- Performance Responsibility/Evaluation
- Reporting Sales to GSA
- Warranty
- Confidential Information

Agreement is solely between the Members, can't conflict with Schedule

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CTAs and BPAs: Putting It All Together



Aggregate

Your Requirements

- Use Single/Consolidated Schedule
- Task Award to a Single Contractor

- Use Several Schedules
- Award BPAs
- Contractors Team



Two Ways to Satisfy Multi-Domain (Schedule/SIN) Requirements

1. One GSA Contractor holds all needed domains, so teaming not required:
 - a. As separate single-Schedule contracts, and/or
 - b. On the Consolidated Schedule

OR

2. GSA Schedule holders team across domains.



Consolidated Schedule

- Only for contractors with two or more Schedules (e.g., PES and MOBIS)
- One GSA contract, so just one Task Order for agency to award/administer
- Contractor can offer their entire business line on a single contract
- Includes most service Schedules and some related product Schedules (including IT)



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E-Tools: Bringing Buyers and Sellers Together

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- e-Buy
- e-Library



Market Research Tools





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Market Research Web Address

Schedules E-Library

www.fss.gsa.gov/elibrary

GSA *Advantage!*[®]

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GSA e-Buy

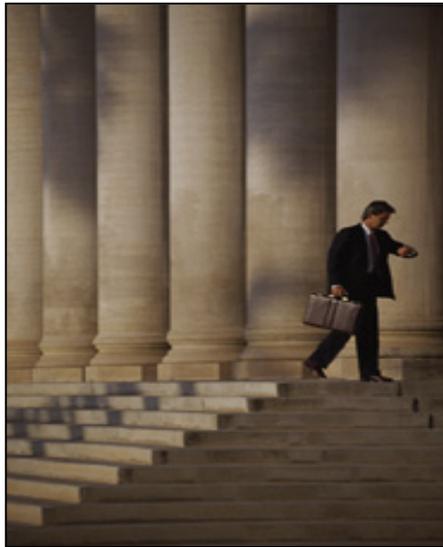
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GSA Support



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Support Provided By GSA

- Agency outreach: guidance, training & education
- Industry outreach: promote, facilitate the growth of schedules supplier base
- Expedite awards/mods of “potential” suppliers



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GSA Support (continued)

Value added assisted procurement service or agency in-house buying are customer options.



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Assisted Services Support Provided By GSA

- Acquisition management
- Program management
- Financial management

Costs to Use GSA



- No additional administrative fee for in-house buying (IFF built into rates)
- Competitive negotiated fee for procurement service

GSA

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**THANK
YOU!**

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