



ACTIVITY
Knowledge Check: Contract Vehicles



What do you recall about contract vehicles?

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Question 1

- “Launched in 2005 to identify commodities that could be purchased more efficiently through voluntary government-wide strategic sourcing” best describes:
 - a) Multiple Agency Contracts (MACs)
 - b) Multiple Award Schedule (MAS)
 - c) Government-Wide Acquisition Contracts (GWACs)
 - d) Federal Strategic Sourcing Initiative (FSSI)

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Question 2

- Which of the following statements about Multiple Award Schedule (MAS) contracting is true?
 - a) An MAS contract is a good fit for all businesses
 - b) The MAS program is an application process
 - c) An MAS contract is guaranteed revenue
 - d) The MAS program is continuously open

Question 3

- Fixed Price Award Fee and Time & Materials are:
 - a) Contract types
 - b) Contract clauses
 - c) IDIQ types
 - d) Only used by GSA

Question 4

- MAS contract rewards include:
 - a) Dependable and reliable business
 - b) Being a part of a fast growing commercial acquisition program
 - c) Innovative business solutions developed to meet customer needs
 - d) All of the above

Question 5

- “Multiple award IDIQ contracts for information technology established by one agency for government-wide use” best describes:
 - a) IDIQs
 - b) GSA schedules
 - c) GWACs
 - d) BPAs

Question 6

- The MAS contracting environment offers:
 - a) Increased competition
 - b) The ability to enter into contract teaming arrangements to provide customers with a “total solution”
 - c) Both A and B
 - d) Access to at least 40 billion in federal sales annually

Question 7

- Which of the following is **not** included or specified in an MAS IDIQ contract:
 - a) Maximum quantities of supplies and services
 - b) Statement of Work (SOW)
 - c) Minimum quantities of supplies and services
 - d) Contract period and extension options

Question 8

- MAS contracts are what type of contracting vehicle?
 - a) Task and/or delivery order contracts operated by an executive agent designation
 - b) Indefinite delivery, indefinite quantity (IDIQ) contracts for commercial products and/or services
 - c) Task and/or delivery order contracts subject to the Economy Act
 - d) Definite quantity, definite delivery contracts

Question 9

- True or False: GWACs are only “open” for a set period of time.
 - a) True
 - b) False

Question 10

- Which of the following statements is **not** true about Blanket Purchase Agreements?
 - a) They satisfy recurring requirements for products and services
 - b) They include a five-year base period with three five-year options
 - c) They reduce administrative costs and procurement lead time
 - d) They may be established under any GSA Schedule with one or more GSA contractor

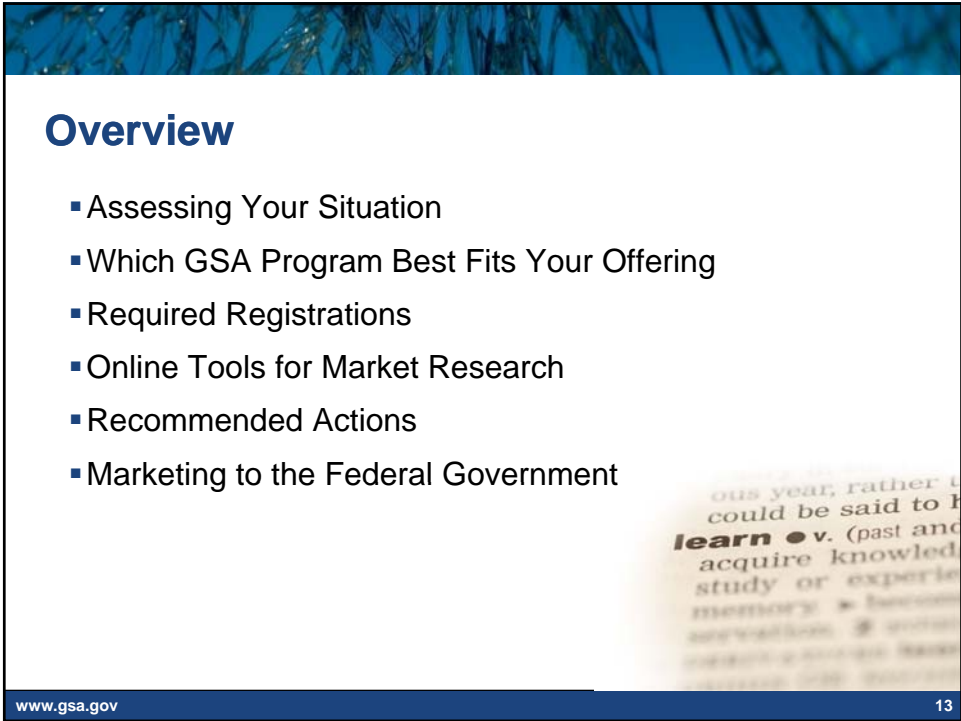
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GSA

Accessing the Federal Marketplace

business**BREAKTHROUGH**





Overview

- Assessing Your Situation
- Which GSA Program Best Fits Your Offering
- Required Registrations
- Online Tools for Market Research
- Recommended Actions
- Marketing to the Federal Government

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learn • v. to

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Objectives

- By the end of this workshop, participants will be able to:
 - Assess their situation to determine eligibility, financial stability, and appropriate placement within the GSA programs

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General Standards of Responsibility

- Have adequate **financial resources** to perform the contract, or the ability to obtain them
- Be able to comply with the **delivery** or performance schedule
- Have a satisfactory **performance record**
- Have a satisfactory record of integrity and **business ethics**
- Have the necessary **organization, experience**, accounting and operational controls, and **technical skills**, or the ability to obtain them
 - Production control procedures, property control systems, quality assurance measures, safety program, etc.
- Have necessary production, construction, and **technical equipment and facilities**, or the ability to obtain them

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Financial Documentation for Contracting

- Form GSA 527
- Dun & Bradstreet financial report

www.gsa.gov/forms

www.gsa.gov

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Construction Performance Bonds

- The Miller Act requires prime contractors on government construction contracts exceeding \$150,000 to post bonds guarantying both the performance of their contractual duties and the payment of their subcontractors and material suppliers
 - The penal amount of each **performance bond** is 100% of the original contract price plus 100% of any price increases
 - The penal amount of each **payment bond** is 100% of the original contract price plus 100% of any price increases
 - The amount of the payment bond must be no less than the amount of the performance bond



Construction Performance Bonds (cont.)

- Bond timeframes:
 - For contracts subject to the Miller Act, the later of:
 - (A) One year, following the expected date of final payment;
 - (B) For performance bonds only, until completion of any warranty period; or
 - (C) For payment bonds only, until resolution of all claims filed against the payment bond during the one-year period following final payment.
- Construction contracts between \$30,000 and \$150,000 may also require a bond or security, such as an Irrevocable Letter of Credit (ILC) or Certificate of Deposit

Proving Financial Stability

- Must show two years of “solid” financials
- Current ratio
 - Current assets and current liabilities
 - Should be between 1.18 and 1.36
- Debt to equity ratio
 - Total liabilities and total equity
 - Should be between 0.72 and 1.11

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	2010	2009	2-Year Average
Net Income/Loss	\$ 90,570.00	\$ 80,250.00	\$ 85,410.00
Total Revenue/Sales	\$ 5,478,217.00	\$ 4,987,500.00	\$ 5,232,858.00
Profit Margin Ratio	1.65	1.61	1.63
Normative Industry Range: 1.29–1.75 higher is better			
Current Assets	\$ 4,477,598.00	\$ 3,982,476.00	\$ 4,230,037.00
Current Liabilities	\$ 3,303,613.00	\$ 3,102,803.00	\$ 3,203,208.00
Current Ratio	1.36	1.28	1.32
Normative Industry Range: 1.18–1.36 higher is better			
Total Liabilities	\$ 582,083.00	\$ 550,083.00	\$ 566,083.00
Owners Equity	\$ 597,597.00	\$ 520,597.00	\$ 559,097.00
Debt to Equity Ratio	0.97	1.06	1.02
Normative Industry Range: 0.72–1.11 lower is better			

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Performance Record

- Open Ratings review – Schedules only
- Similar past performance examples – contractors submit with proposals/quotes, including reference contact information
- Past Performance Information Retrieval System (PPIRS)/Contractor Performance Assessment Reporting System (CPARS)
 - For all contracts, input by Contracting Officer
 - Upon receipt of notification, the contractor has 30 days to review and approve or contest the assessment
 - Assessments can be viewed for one year in CPARS
- FAR 15.304

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Where You Fit in GSA’s Programs

Legend:
GSA Specific
Gov-wide, managed by FAS
Non-GSA Specific

	Purchase Order	Definitive Contract	IDIQ	Schedule	BPA	FSSI	GMAC	MAC*
Leasing	X							
Construction	X	X						
Facility Maintenance	X	X	X	X				
Professional Services	X	X	X	X	X			X
IT	X	X	X	X	X		X	X
Janitorial		X	X	X				
Office Products				X	X	X		
Building Supplies				X				
Architect/Engineering		X	X					

*Multiple Agency Contract


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Market Research Tools

	FPDS	GSA eLibrary	Schedule Sales Query	GSA Advantage!®	FedBizOpps	USA Spending	GSA eBuy*
Who buys what you sell?	X					X	
Who are the top federal spenders?	X					X	
To whom is the competition selling?	X					X	
Who else sells what you offer?	X			X			
What contract vehicles do they hold?	X	X		X			
Where can you find competitive pricing information?				X			
Where can you find schedule sales information?			X				
Where can you look for potential opportunities?					X		X


*Schedules only

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GSA's eLibrary

- Search company name or contract number to find competitors
 - View contractors who currently hold the SIN your offerings fall under
- Find potential partners for teaming or subcontracting arrangements
- Browse Schedules and subcategory, or special item number (SIN) descriptions



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GSA Advantage®

- Find out who else offers what you sell
- See what contract vehicles your competitors hold
- Gather information for making your pricing competitive



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GSA Schedule Sales Query


- View GSA sales by:
 - Schedule
 - Contractor
 - Special item number (SIN)



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

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E-Buy

- E-Buy is an online procurement tool for federal customers
- Allows agencies to streamline the procurement process by asking for online quotes or proposal for commercial products or services
- Do not have to receive invitation to respond to SOW
- FSS contractors may review requests and post responses
- Works hand in hand with e-Offer and e-Mod

<p style="font-size: small; margin: 0;">Government</p> <p style="margin: 0;">Buyers</p> <p style="font-size: x-small; margin: 0;">Please enter your GSA Advantage! Membership User ID and Password.</p> <p style="margin: 5px 0;">User ID <input style="width: 80%;" type="text"/></p> <p style="margin: 5px 0;">Password <input style="width: 80%;" type="password"/></p> <p style="text-align: center; margin: 0;"><input type="button" value="Login"/></p>	<p style="font-size: small; margin: 0;">GSA</p> <p style="margin: 0;">Contractors</p> <p style="font-size: x-small; margin: 0;">Please enter your Contract number and Password as provided by the Vendor Support Center.</p> <p style="margin: 5px 0;">Contract Number <input style="width: 80%;" type="text"/></p> <p style="font-size: x-small; margin: 0;">(Example: G59F9999F, V123P1234A, or G500T07N01234)</p> <p style="margin: 5px 0;">Password <input style="width: 80%;" type="password"/></p> <p style="text-align: center; margin: 0;"><input type="button" value="Login"/></p>
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www.ebuy.gsa.gov/advantage/ebuy/start

www.gsa.gov
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FedBizOpps

- Get added to the interested parties list
- Find post contract award information
- Who has a need/opportunity for what I sell?
- Where I can find my MAS schedule
- Search solicitations posted on FBO
- Schedule SOWs may be there
- Register for notifications



★ **FEDBIZOPPS.GOV** Federal Business Opportunities

Home Getting Started General Info Opportunities

Search more than **27,800*** active federal opportunities.

Posted Date:

Set-Aside Code:

Place of Performance:

Type:

Keyword / Solicitation #:

Agency:

Additional criteria and multiple selections are available on the [advanced search](#).

www.fbo.gov

www.gsa.gov
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FedBizOpps (cont.)

- Search for federal opportunities by:
 - Place of performance
 - Keyword or solicitation number
 - Agency
 - NAICS code
 - Classification code
 - Date
- Schedule search agents
- “Watch” opportunities
- Check Justifications & Approvals (J&As) for “sole source” research



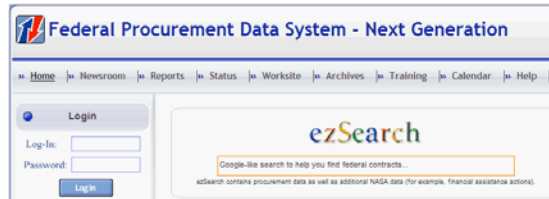
www.fbo.gov

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Federal Procurement Data System (FPDS)

- Who buys what you sell?
- Who are the top federal spenders?
- Who is your competition selling to?
- What contract vehicles do they hold?
- TIP: Review contract expiration dates to begin marketing for re-compete opportunities



https://www.fpds.gov/fpdsng_cms/

www.gsa.gov

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How to Interpret FPDS Data Definitions

- Use the GSA Federal Procurement Data System-Next Generation (FPDS-NG) Data Element Dictionary –
<http://www.fpdsng.com/downloads/FPDS-Data-Dictionary-Version1.3.pdf>
- This will be included in the post-event handouts you will receive by email

Interagency Contract Directory (ICD)

- Who is winning government contracts?
- What type of products and services is the government buying?
- Where is the government spending their money?



<https://www.contractdirectory.gov/contractdirectory/>

FFATA and USA Spending

- Federal Funding Accountability and Transparency ACT (FFATA)
 - Which agencies are purchasing your products and services (by NAICs)
 - Who are they currently purchasing from?
 - How are they purchasing? What contract vehicles are they using?
 - Search by vendor name, agency, NAICs code, contract number, etc.
 - Drill down
- USA Spending
 - View contracts awarded by:
 - Prime/sub award
 - Agency
 - Fiscal year
 - Recipient state
 - Place of performance

www.ffata.org

www.usaspending.gov

www.gsa.gov

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Policy Indicators – Marching Orders on What/How Agencies Should Buy

- General Accountability Office – www.gao.gov
 - Recommendations to address deficiencies identified by GAO audits/reports
- Congressional bill tracking – <http://thomas.loc.gov>
- Regulations – www.regulations.gov
- Executive Orders – www.whitehouse.gov
- Procurement policy guidance – www.whitehouse.gov/omb/procurement

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GSA Priorities and Funding

- GSA strategic plan and budget request –
www.gsa.gov/stategic_plan
www.whitehouse.gov/omb/budget
- GSA procurement forecast –
www.gsa.gov/smallbusinessforecast (all agencies' forecasts are available on www.acquisition.gov)
- GSA News Room –
<http://www.gsa.gov/portal/category/26627>
 - Press releases
 - Congressional testimony

Washington, DC Beltway Press

- Monitor the news for policy trends and initiatives.
- What we buy may be written about in the trade press months ahead of the RFP
- Use GSA resources such as:
 - GSA Events – www.gsa.gov/events
 - MarkeTips – www.gsa.gov/marketips

Other Online Tools

- Data.gov
 - Search and download data sets generated by the federal government
 - Example: GSA Inventory of Owned and Leased Buildings - <http://explore.data.gov/d/w5ud-2k2v>
 - Example: Matrix of Schedule and GWAC NAICS - <http://explore.data.gov/d/fbsp-g4z2>
- CIO.gov – www.cio.gov/
 - Central resource for federal IT information

Other Online Tools (cont.)

- Agency procurement forecasts
 - www.acquisition.gov
 - www.dhs.gov/xopnbiz/opportunities/ (DHS)
 - www.fido.gov (Commerce)
 - www.farsmarterbids.com (DoD and others)
- Federal IT Dashboard www.usa.gov
- PBS industry relations www.gsa.gov/pbs_ird

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eLibrary Research

Question 1

- Company A provides energy efficiency audits for commercial and government buildings
 - Schedule
 - SIN
 - Reasoning

Question 2

- Company B provides Section 508 accessible online courses to train public and private sector employees
 - Schedule
 - SIN
 - Reasoning

Question 3

- Company C offers financial management software
 - Schedule
 - SIN
 - Reasoning

Question 4

- Company D sells LED lighting that uses 75% less energy than incandescent lighting
 - Schedule
 - SIN
 - Reasoning

Question 5

- Company E sells ammunition to the U.S. Army.
 - Schedule
 - SIN
 - Reasoning

GROUP DISCUSSION

What's new or "hot" in your region?

What's the best way to access buyers in your region?

What's the best way to access opportunities in other GSA regions?



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Assisted Acquisition Services (AAS) Business Approach

- Strategic Business Development unit
- Customer Accounts and Research (CAR) identifies shows that target:
 - FAS strategic accounts
 - Acquisition and procurement communities
 - State and local governments
 - Green solutions that support the environment
 - Information technology/security solutions
- How to market effectively

www.gsa.gov/aas

www.gsa.gov

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GSA Office of Small Business Utilization (OSBU)

- At OSBU, small businesses can take advantage of:
 - Procurement networking sessions
 - Marketing strategies and techniques workshops
 - Electronic commerce/electronic data interchange training sessions
 - Interagency networking breakfasts
 - Trade missions, roundtables, and procurement conferences
 - Social media tools such as Twitter, Facebook and our new Interact site

<http://www.gsa.gov/portal/osbu>

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GSA Industrial Operations Analyst (IOA)

- Educate contractors about their MAS contract
- Provide general business development resources
- Conduct Contractor Assistance Visits (CAVs)
- Explain MAS performance requirements
- Strategically located in major metropolitan areas

www.gsa.gov/resources

www.gsa.gov

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www.aptac-us.org

Procurement Technical Assistance Program (PTAP)

- Congress created the PTAP to help businesses seeking to compete successfully in federal, state and local government contracting
 - 93 Procurement Technical Assistance Centers (PTACs) - with over 300 local offices - form a nationwide network of dedicated procurement professionals working to help local businesses compete successfully in the government marketplace
 - To find out more about PTACs and where they are located in your area visit their website at: www.aptac-us.org

www.gsa.gov

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Questions?



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Evaluation Survey

- The **Day 1** evaluation survey has been placed in front of you
- Please take a few minutes to complete it and then place it in the envelope on your table

