

Welcome to today's presentation:

*GLS Plus: Private Sector Experience, Public Sector Value*

*September 16, 2021*

*The presentation will start at 1:00 pm Eastern*

**Note:** Phones are automatically muted during the presentation. You can send questions to our presentation team via your Q&A pane and team will answer as many questions as possible during the presentation. All questions will be responded to in writing in a formal Q&A document, posted along with the slide deck and session recording, on our website, <http://www.gsa.gov/ces>



## *GLS Plus: Private Sector Experience, Public Sector Value*

September 16, 2021

### ***Presented by:***

Bridget Rhodes

National Contracting Officer's Representative

GSA Office of Leasing, Center for Broker Services



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National Contracting Officer's Representative

GSA Office of Leasing, Center for Broker Services



### ***Hosted by:***

Victor Mendez

CES Team Member



# *GLS Plus: Private Sector Experience, Public Sector Value*

## **Agenda**

### ***Private Sector Experience:***

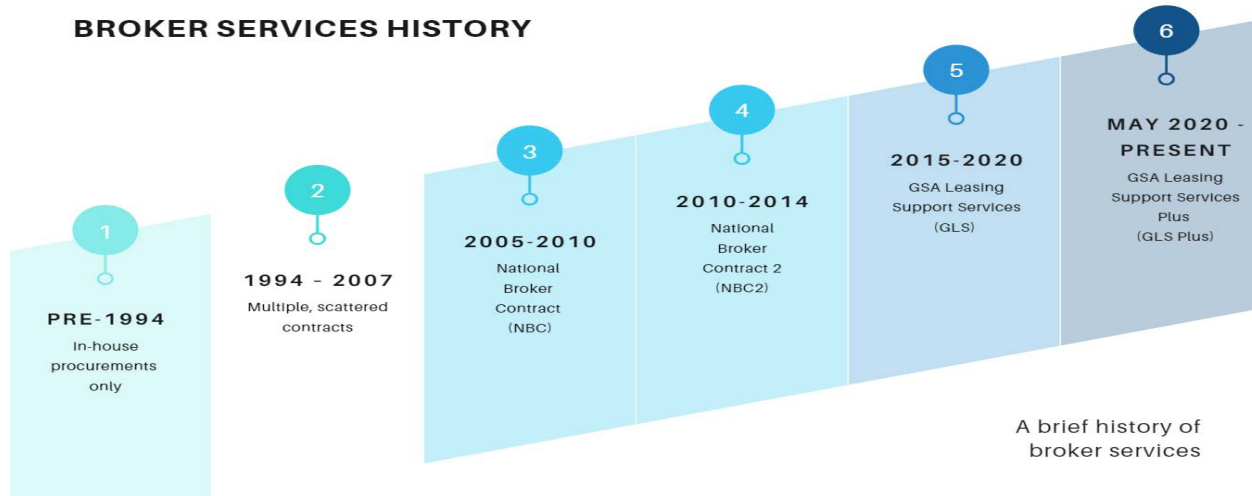
Introduction to GLS Plus  
Program Administration

### ***Public Sector Value:***

Funding: Commissions  
Enhanced Services  
Virtual Market Tours  
Portfolios of Work

# Program History

## BROKER SERVICES HISTORY



Pre-1994 – In-house procurement only

1994 - 2007 – Multiple, scattered contracts

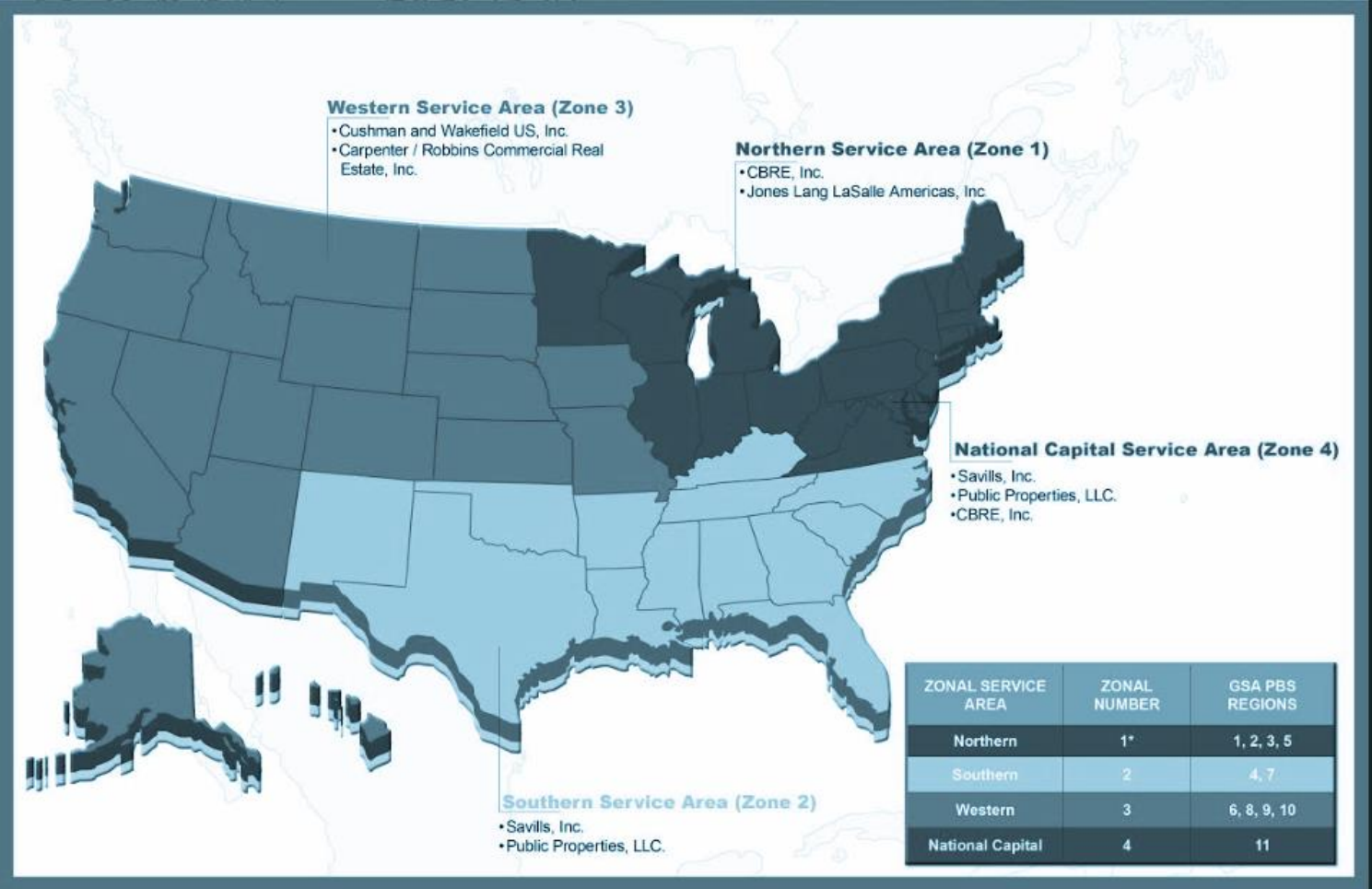
2005 - 2010 – National Broker Contract (NBC)

2010 – 2014 – National Broker Contract 2 (NBC2)

2015 – 2020 – GSA Leasing Support Service (GLS)

May 2020 – Present – GSA Leasing Support Services Plus (GLS Plus)

# GLS Plus Zonal Map



**Northern Service Area (Zone 1)**

GSA Regions 1, 2, 3, 5  
 CBRE, Inc  
 Jones Lang LaSalle

**Southern Service Area (Zone 2)**

GSA Regions 4, 7  
 Savills  
 Public Properties

**Western Service Area (Zone 3)**

GSA Regions 6, 8, 9, 10  
 Cushman and Wakefield  
 Carpenter / Robbins

**National Capital Service Area (Zone 4)**

GSA Region 11  
 Savills  
 Public Properties  
 CBRE

# Information Gathering

- **GSA Regional Outreach**
  - *Leadership direction*
  - *Roundtable regional knowledge exchange*
- **Customer Agency**
  - *Client Enrichment Series*
  - *Performance Feedback*
- **Industry Outreach**
  - *Pre-Conference Surveys*
  - *Roundtable discussions*
  - *“Industry Day”*

# Outcomes

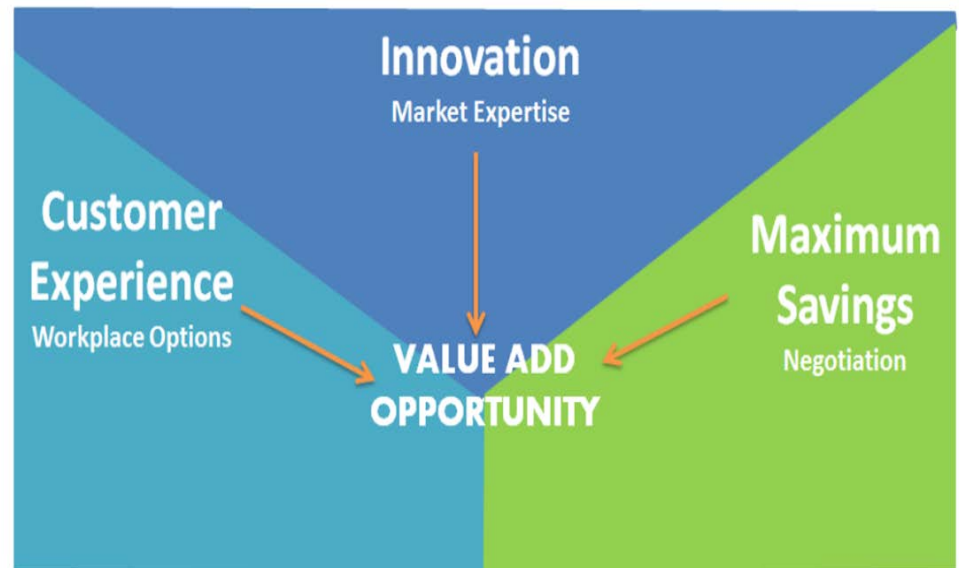
## *PBS provides value by bringing together*

A positive customer experience with our Workplace Options

Innovation through Market Expertise

and

Maximum Savings through Skilled Negotiation



# Program Administration

## National Program Officials:

<b>Title</b>	<b>Responsibility</b>
National Program Manager	Oversight responsibility and program management
National Contracting Officers	Award and administer contracts
National Contracting Officer's Representatives	Quality assurance and technical expertise/ oversight for both Leasing and Contracting
Zonal Contracting Officers	Award and administer task orders
Program Analysts	Data collection and management

## Regional Program Officials:

<b>Title</b>	<b>Responsibility</b>
Regional Program Managers	Program oversight/achievement of regional measures
Contracting Officer's Representatives	Program execution at the project level



# Project Team

## Regional Team Members:

<i>Title</i>	<i>Responsibility</i>
Client Planning Manager (CPM)	Assists customers with project development
Project Manager (PM)	Primary POC for the project duration
Contracting Officers' Representatives (COR)	Program execution at the project level

## The Reason We Exist:

To serve YOU!

and guide the project vision

# Brokers


## Broker Partners:

<b><i>Title</i></b>	<b><i>Responsibility</i></b>
Transaction Manager (TM)	Partner with GSA Lease Contracting Officer
Market Survey Specialist	Coordinates and may perform building tours
Post Award Manager (PAM)/Senior Past Award Manager (SPAM)	Oversees design and construction

# Broker Qualifications

Role	Minimum Education	Years Experience	Minimum Training	Annual Training Requirements
Zonal Project Manager	N/A	3 years of commercial real estate experience	Lease Acquisition Training, Pricing training, + Zonal Training or equivalent	Required OLU Training
Transaction Manager	2- 4 Year College Degree + Broker Licensure requirements by State/Local jurisdiction	5 years (high value projects), 3 years (moderate and limited value projects) of commercial real estate experience	Lease Acquisition Training, Cost and Price Analysis of Lease Proposals, Federal Real Property Lease Law, Pricing training, Zonal Training or equivalent, + Client Planning Requirements Development Training (or its equivalent)	Required OLU Training
Market Survey Specialist / Individual Activity Participant (Local Broker)	Broker Licensure requirements by State/Local jurisdiction	1-3 years of experience in research and/or market analysis	Market Survey Training	Required OLU Training
Post Award Manager	N/A	3 years of post award support related to buildout	Lease Acquisition Training, Pricing training, + Zonal Training or equivalent	Required OLU Training
Senior Post Award Manager	Project Management Professional (PMP) Certification or a degree in Project Management	10 years of post award support related to buildout	Lease Acquisition Training, Pricing training, + Zonal Training or equivalent	Required OLU Training

# Value Added...



**Force Multiplier:** \fo(e)rs \mæl-tə-plī(ə)r n:  
A tool that dramatically amplifies  
your effectiveness.



# *Public Sector Value*

# *GLS Plus: Private Sector Experience, Public Sector Value - Section Two*

## **Agenda**

### *Private Sector Experience:*

Introduction to GLS Plus

Program Administration

### *Public Sector Value:*

Funding

Enhanced Services

Market Survey 360

Portfolios of Work



# *Funding: Commissions*

# Definitions

## Aggregate Lease Value

- Full service rent paid for firm term
- Includes –
  - shell rent/taxes
  - operating costs
  - Tenant Improvements (TI)
  - Building Specific Amortized Capital (BSAC) and
  - any fixed rent bumps
- Does not include any rental abatement except for commission credit or lump sum TI buy downs





# Definitions (contd)

## Commission

- The percentage of the Aggregate Lease Value
- A rate per square foot or a fixed amount, depending on the market

## Commission Agreement

- Written agreement between Lessor and Broker

## Contractor's Commission

- The portion of the commission that is owed to the Contractor.

## Commission Credit

- Portion of the commission that is returned to the Govt, as reduction in the shell rent



# The Process



## Steps in the Process:

- GLS *Plus* Base Contract Award
- Brokers Establish Commission Rates with Offerors
- Brokers forgo a % of commission for the commission credit; Credit is applied as an offset to the shell rent in the Lease as seen in the

***Client's Occupancy Agreement***

# General Notes

- Government will make every effort to issue Task Orders in markets where commissions should be available
- Firm Term Only
- Options are excluded
- If no post award services, the Tenant Improvement and Building Security allowances are excluded from Aggregate Lease Value



# Quantifiable Results

Tactic	Savings Associated
Taxpayer savings associated with rent credits: passed directly to Clients	\$490M in past 16 years, with \$246M projected on remaining TOs
Projecting 1800 task orders under GLS Plus	Estimating \$200M in estimated rent credits
Negotiations and rightsizing Client workspaces	\$3.119B in Lease Cost Avoidance since 2018

# *GLS Plus: Highlighting the Features*










# Enhanced Services: Requirements Development



# Enhanced Services: GLS Plus Menu of Services



**GLS Plus**  
GSA Leasing Support Services  
Savings - Expertise - Customer Experience

MODULE TYPE	MODULE DESCRIPTION / TARGET PROJECT TYPES	+ REQUIREMENTS DEVELOPMENT	LEASE ACQUISITION	+ POST AWARD SERVICES	EXTENSION
1	<b>DELUXE ACQUISITION SERVICES</b> Requirements Development, Lease Acquisition, Post Award Services				
2	<b>PROGRAMMING &amp; ACQUISITION SERVICES</b> Requirements Development & Lease Acquisition				
3	<b>OCCUPANCY SERVICES</b> Lease Acquisition & Post Award Services				
4	<b>LEASE ACQUISITION</b> Lease Acquisition				
5	<b>LIMITED VALUE LEASES</b> *TBD at Task Order Award				
6	<b>PLANNING SERVICES</b> Lease Extensions	With an associated Task 1-5 or NPM Approval			

# Onboarding the Broker

<b>Prospectus Projects</b>	<b>Non-Prospectus Projects</b>
42-36 months prior to lease expiration	30-24 months prior to lease expiration



# Client Facing Meetings: Foundational for Project Success

- **Project Commencement Meeting**
  - *Preliminary schedule discussion*
  - *Initial market overview*
  - *Preferred methods of communications, etc.*
  - *Assignment of Roles and Responsibilities*



# *Enhanced Requirements Development*

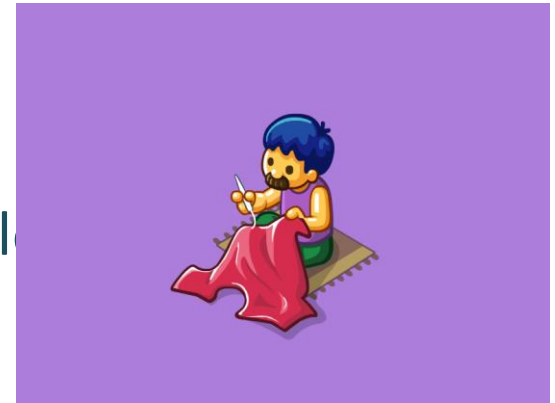


# Enhanced Requirements Development

SERVICE/SCOPE	Requirements Development	ENHANCED Requirements Development
Obtain Request for Space documents/Client Project Agreement (CPA)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Obtain the agency's Special Requirements package (provide feedback)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Delineated Area Consultation	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Rural Development Compliance	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Justification of Delineated Area Outside CBA	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Notification to City Officials (draft)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Combined Project Management and Acquisition Plan (draft)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Project Milestone Schedule	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Obtain the tenant agency's standard work hours	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Market Analysis (Initial)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Conduct Needs Interview and provide Completed Questionnaire	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Meeting Minutes	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Macro POR	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- Executive Summary	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- Space Situation Assessment	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- Conduct interviews with specified agency representatives	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- Recommendations for the Future Workplace/Gap Analysis	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- Perform walkthrough surveys of existing space situation	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- Housing Plan	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- Preliminary Budget/Funding Forecast (price per sqft)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
- POR Project Timeline/Milestone Schedule	<input type="checkbox"/>	<input checked="" type="checkbox"/>

# Macro Program of Requirements

- Comprehensive document for the Client Agency outlining the total space requirement
- Macro POR includes:
  - Housing Plan
  - Preliminary budget/funding forecast
  - Project timeline and Milestone Schedule
- Conducted once with only one revision maximum
- Customized to meet your Client Agency's needs



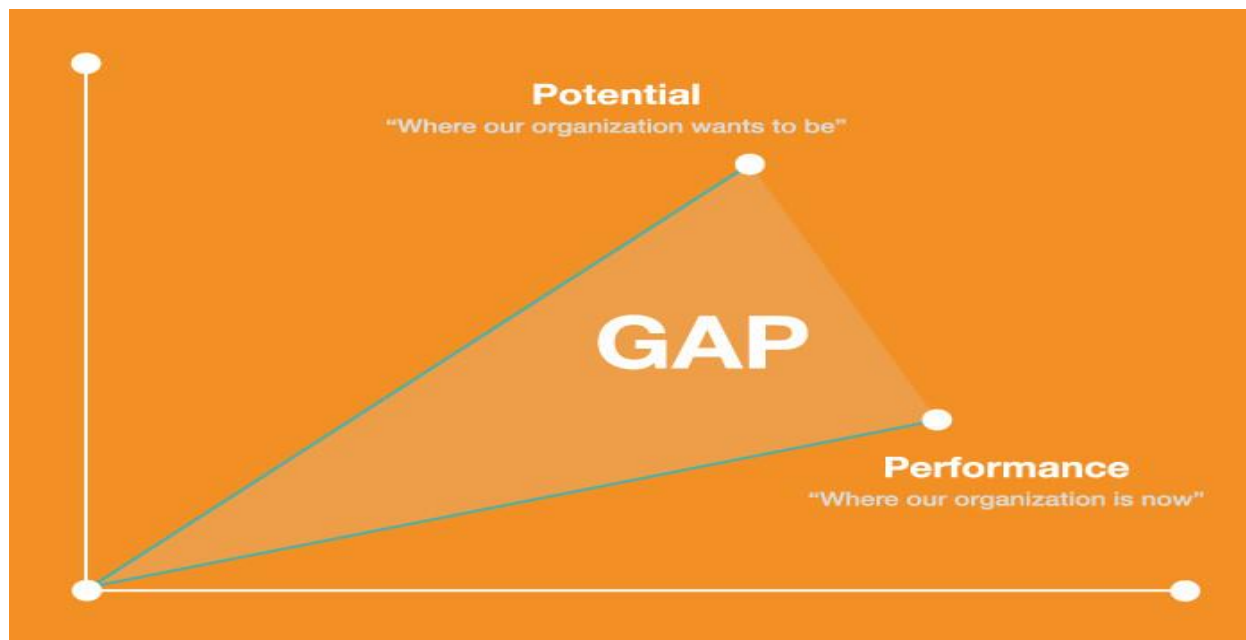
# Macro Program of Requirements

- Executive Summary
- Space Situation Assessment
  - Office space
  - Special space
  - Storage
  - Parking requirements
  - Conduct interviews with specified agency representatives
  - Headcount data



# GAP Analysis

- Client agency organizational information
- Develop options and scenarios



- From here to a better place

# Macro Program of Requirements, con't

- Government review period of 10 days, with one revision
- Government Acceptance is defined by approval of the Client Agency

***Client agency leadership buy-in is key!***



# Delays in Requirements

- Regional and national escalation protocols
- Terminations

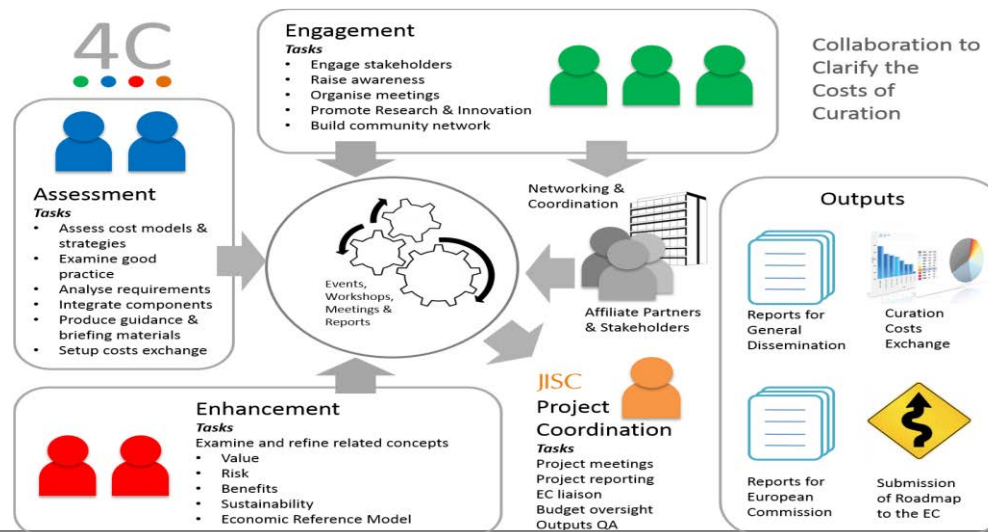




# In summary. . .

## GLS Plus Enhanced Requirements Development:

- Leverages private sector expertise without funding constraints
- Results in timely, quality space acquisitions reflecting carefully developed space requirements



# *Enhanced Services: Post Award*



# Enhanced Services: Menu of Services



**GLS Plus**  
GSA Leasing Support Services  
Savings - Expertise - Customer Experience

MODULE TYPE	MODULE DESCRIPTION / TARGET PROJECT TYPES	REQUIREMENTS DEVELOPMENT	LEASE ACQUISITION	POST AWARD SERVICES	EXTENSION
1	<b>DELUXE ACQUISITION SERVICES</b> Requirements Development, Lease Acquisition, Post Award Services				
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5	<b>LIMITED VALUE LEASES</b> *TBD at Task Order Award				
6	<b>PLANNING SERVICES</b> Lease Extensions	With an associated Task 1-5 or NPM Approval			

# Post Lease Award Orientation Meeting

- Scheduled by the broker within 5 days of Lease Award
- Goals:
  - Gather the parties to kick off Post Award
  - Establish roles and responsibilities
  - Set the stage for design through occupancy



# Enhanced Post Award Services: Distinction

SERVICE/SCOPE	POST AWARD	ENHANCED POST AWARD
Expertise: Post Award Manager (3 years + TI experience)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Expertise: <b>Senior</b> Post Award Manager (10 years + TI experience) (More specific demonstrated experience)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Elevated</b> Communication Standards: Demonstrated proficiency in strong work ethic: Extremely communicative, Solution-oriented approach, Very proactive, Increased accountability with lessor team, knowledgeable, self-initiated, detail-oriented, and efficient. Creative use of technological tools to communicate Government requirements.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Post Lease Award Orientation Meeting	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
DID (Traditional and/or Workshop): pre-coordination with architect (articulating the requirement overview to ensure the DID development is successful).	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Design Intent Drawings Review per DID Review Guide	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Design Intent Drawings Comment Assembly	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Construction Drawings: Evaluate for conformance to the specific requirement/lease	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Construction Drawings Comment Assembly	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Lessor's Tenant Improvement (TI) Pricing: Shell/TI separation	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Lessor's Tenant Improvement (TI) Pricing: More detailed review	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Preparation and Submission of TI-PNM	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Construction Schedule and Initial Construction Meeting	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
On-Site Construction Progress Inspections	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Increased</b> Progress Inspections	<input type="checkbox"/>	<input checked="" type="checkbox"/>
QA/QC - Reports / Photography	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Increased</b> QA/QC - Reports / Photography	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Request IGE	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Coordination of Tenant Occupancy Services	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

# Enhanced Post Award Services

## Senior Post Award Manager

- Elevated Communications, including full support of the firm
- Pre-DID Coordination
- TI price review



# Enhanced Post Award Services: Progress Inspections, Reports & Photos

- Increased number of progress inspections places the Client Agency's interests as a top priority
- Progress Inspection Report within 3 days
- Recommendations:
  - Schedule
  - Deficiencies, non-conformance
  - Workmanship
- Photo documentation, 360 degree image of the space or electronic time lapse video of construction progress



# To Recap. . .



- GLS *Plus* Post Award Services focus on **Partnership**:

*Broker expertise complements the GSA team, as a workforce multiplier which results in an improvement Client experience.*

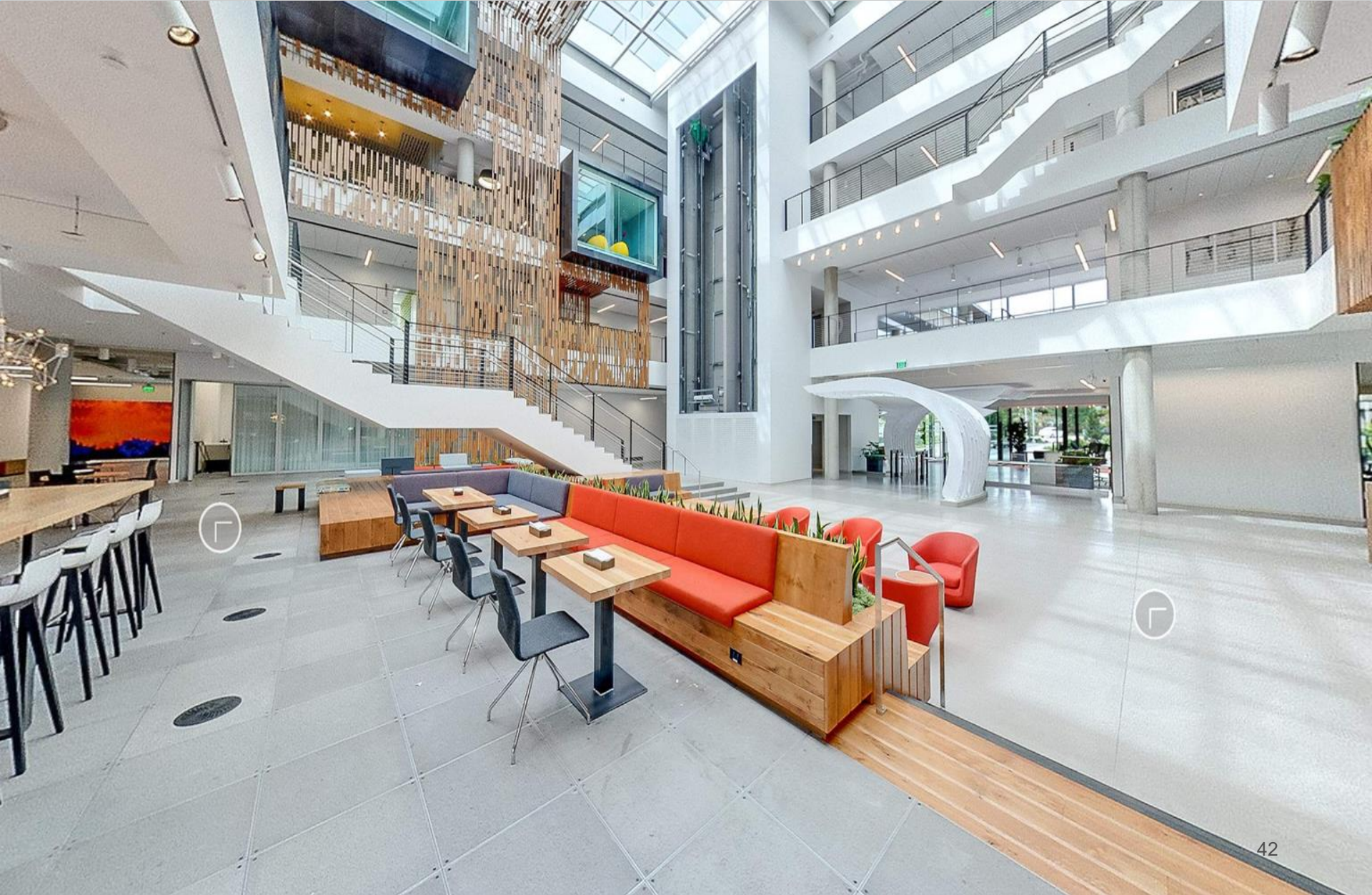




# *Virtual Market Tours: Market Survey 360*

# Showcasing 360 Degree Technology

<https://tours.invisionstudio.com/458134>



# Why Market Survey 360?

**PROVIDE TRANSPARENCY INTO PROJECT STAGES AND STAKEHOLDERS/ROLES**

**UPDATE CUSTOMERS ON THE STATUS OF PROJECTS IN A REGULAR/STANDARDIZED FORMAT**

**ENABLE CUSTOMERS TO EXPLORE COST ESTIMATES ON THEIR OWN**

**STRATEGIC PLANNING**

**BUILD OUT**

**LEASES**

**SPREAD PLANNING**

**LEASING**

**LEASE PORTFOLIO**  
 - Map of the United States showing project locations.  
 - Includes notes: "LIKE THE TRACK FROM LEASING APP", "ACTIVE IN THE REGION", "LEASING APP".

**BRIDGE BETWEEN BUYERS AND SELLERS**  
 - Diagram showing the flow of information between buyers and sellers.  
 - Includes notes: "HOW DOES THE BUYER KNOW THE SELLER?", "CONTRACTS".

**DIGITAL PUBLIC BILLBOARDS**  
 - Diagram showing a billboard with a QR code.  
 - Includes notes: "DIGITAL PUBLIC BILLBOARDS - POSITION", "EXPOSURE OR TIME WE WANT NOT", "LOCATION OF THE BILLBOARD", "SPONSOR".

**LEASES**  
 - Diagram showing a lease agreement flow.  
 - Includes notes: "LEASES", "LEASES", "LEASES".

**SHARED INBOX**  
 - Diagram showing a shared inbox for multiple users.  
 - Includes notes: "SHARED INBOX", "AS relevant updates on one place, accessible to all stakeholders", "INTERNAL COMMUNICATION", "EXTERNAL COMMUNICATION".

**PBS API**  
 - Diagram showing a PBS API interface.  
 - Includes notes: "PBS API", "HOW ARE THE GET POINTS A CONTRACT?", "RECORDS", "GETTING THE RECORDS", "GETTING THE RECORDS", "GETTING THE RECORDS".

**SPREAD PLANNING**  
 - Diagram showing a spreadsheet for planning.  
 - Includes notes: "SPREAD PLANNING", "Plan planning software", "Estimated Cost: \$7200", "Sales: \$1000", "WHAT DOES THE COST OF THE BUILD OUT MEAN?", "WHAT DOES THE COST OF THE BUILD OUT MEAN?".

**CONFERENCE CALL AGENDA ITEM**  
 - Diagram showing a conference call agenda item.  
 - Includes notes: "CONFERENCE CALL AGENDA ITEM", "SUBJECTS (Short, PPT, etc.)", "Virtualized (Platform)", "Agenda", "Agenda", "Agenda".

**GOOGLE SHEET + EMAIL**  
 - Diagram showing a Google Sheet and email integration.  
 - Includes notes: "GOOGLE SHEET + EMAIL", "CONTRACTS", "GET UP TO DATE", "SCRAPE LAST YEAR", "DATA - COST", "LEASING".

**PM APPLICATION**  
 - Diagram showing a PM application interface.  
 - Includes notes: "PM APPLICATION", "Develop an app that provides project performance when business updates", "Monitor an app that provides project performance when business updates", "Monitor an app that provides project performance when business updates".

**EMAIL DRIP CAMPAIGN**  
 - Diagram showing an email drip campaign flow.  
 - Includes notes: "EMAIL DRIP CAMPAIGN", "SERIES OF EMAILS", "HOW DOES THE USER INTERACT?", "HOW DOES THE USER INTERACT?", "HOW DOES THE USER INTERACT?".

**TUESDAY'S**  
 - Diagram showing a Tuesday's interface.  
 - Includes notes: "TUESDAY'S", "To display Cost Estimate", "Cost Estimate", "Cost Estimate".

**INTERMEDIATE ESTIMATE FOR BUILD OUT**  
 - Diagram showing an intermediate estimate for build out.  
 - Includes notes: "INTERMEDIATE ESTIMATE FOR BUILD OUT", "How much information to get - plan", "Estimate to build a project", "Estimate to build a project".

**DIGITAL INSPIRATION SPACE**  
 - Diagram showing a digital inspiration space.  
 - Includes notes: "DIGITAL INSPIRATION SPACE", "SHOW TO STAKEHOLDERS", "HOW DOES THE USER INTERACT?", "HOW DOES THE USER INTERACT?".

**INTEREST FOR GSA**  
 - Diagram showing interest for GSA.  
 - Includes notes: "INTEREST FOR GSA", "GSA", "GSA", "GSA".

**GIVE CUSTOMERS GSA**  
 - Diagram showing giving customers GSA.  
 - Includes notes: "GIVE CUSTOMERS GSA", "GSA", "GSA", "GSA".

**WEDDING BUILDING REGISTRY**  
 - Diagram showing a wedding building registry.  
 - Includes notes: "WEDDING BUILDING REGISTRY", "WEDDING BUILDING REGISTRY", "WEDDING BUILDING REGISTRY".

**VR Cade for Cost**  
 - Diagram showing a VR Cade for Cost.  
 - Includes notes: "VR Cade for Cost", "VR Cade for Cost", "VR Cade for Cost".

**AR COST EXPLORATION**  
 - Diagram showing AR cost exploration.  
 - Includes notes: "AR COST EXPLORATION", "AR COST EXPLORATION", "AR COST EXPLORATION".

**BILLETS FOR EVERLAST**  
 - Diagram showing billets for Everlast.  
 - Includes notes: "BILLETS FOR EVERLAST", "BILLETS FOR EVERLAST", "BILLETS FOR EVERLAST".

**BLOCKCHAIN**  
 - Diagram showing blockchain technology.  
 - Includes notes: "BLOCKCHAIN", "BLOCKCHAIN", "BLOCKCHAIN".

**FACEBOOK for Least Asset Stakeholders**  
 - Diagram showing Facebook for least asset stakeholders.  
 - Includes notes: "FACEBOOK for Least Asset Stakeholders", "FACEBOOK for Least Asset Stakeholders", "FACEBOOK for Least Asset Stakeholders".

**SELECT YOUR LEASE SITE**  
 - Diagram showing selecting a lease site.  
 - Includes notes: "SELECT YOUR LEASE SITE", "SELECT YOUR LEASE SITE", "SELECT YOUR LEASE SITE".

**LEASE TEAM**  
 - Diagram showing a lease team.  
 - Includes notes: "LEASE TEAM", "LEASE TEAM", "LEASE TEAM".

**TUESDAY'S HOW TO LEASE**  
 - Diagram showing Tuesday's how to lease.  
 - Includes notes: "TUESDAY'S HOW TO LEASE", "TUESDAY'S HOW TO LEASE", "TUESDAY'S HOW TO LEASE".

**PUBLIC WEBPAGE (GSA)**  
 - Diagram showing a public webpage for GSA.  
 - Includes notes: "PUBLIC WEBPAGE (GSA)", "PUBLIC WEBPAGE (GSA)", "PUBLIC WEBPAGE (GSA)".

**PBS PIZZA TRACKER**  
 - Diagram showing a PBS pizza tracker.  
 - Includes notes: "PBS PIZZA TRACKER", "PBS PIZZA TRACKER", "PBS PIZZA TRACKER".

**VERTISE BY PROJECT**  
 - Diagram showing advertising by project.  
 - Includes notes: "VERTISE BY PROJECT", "VERTISE BY PROJECT", "VERTISE BY PROJECT".

**TRANSPARENT OPS**  
 - Diagram showing transparent operations.  
 - Includes notes: "TRANSPARENT OPS", "TRANSPARENT OPS", "TRANSPARENT OPS".

**CARRIER PIGEON**  
 - Diagram showing a carrier pigeon.  
 - Includes notes: "CARRIER PIGEON", "CARRIER PIGEON", "CARRIER PIGEON".

**AUTO EMAIL UPDATE**  
 - Diagram showing an auto email update.  
 - Includes notes: "AUTO EMAIL UPDATE", "AUTO EMAIL UPDATE", "AUTO EMAIL UPDATE".

# Innovation: What is a 360 Camera?

- An omnidirectional camera, with a 360-degree field of view so that it captures just about everything around the sphere.
- How does it work?
  - These eyeball-shaped cameras record all 360° of a scene thanks to their multiple lenses. The camera will then automatically stitch the two images together to bring you one spherical image.
- They're easier to use than you think
  - Shooting video couldn't be easier. Simply push a button to start shooting footage.
- In 360-degree stills, everything is static, so what you see is what you get. You can navigate the image at will, choosing which portion of it you wish to focus your attention on.



# Innovation: Market Survey 360

## Digital still images using 360 degree camera technology

- Modern-era technology **innovates** an existing process
- Use of camera technology to provide 360 degree images of space. More robust, “virtual” images will **reduce travel needed**
- **Cost/time savings**
- **Efficiency in operations** and service delivery
- **Improved customer experience** through broad virtual space viewing access



# 360 Degree Imaging



# Market Survey 360 in Action



# Types of Projects for Market Survey 360

- ❑ Remote locations
- ❑ Smaller lease footprint
- ❑ Minimal buildings to survey
- ❑ Single-tenant buildings

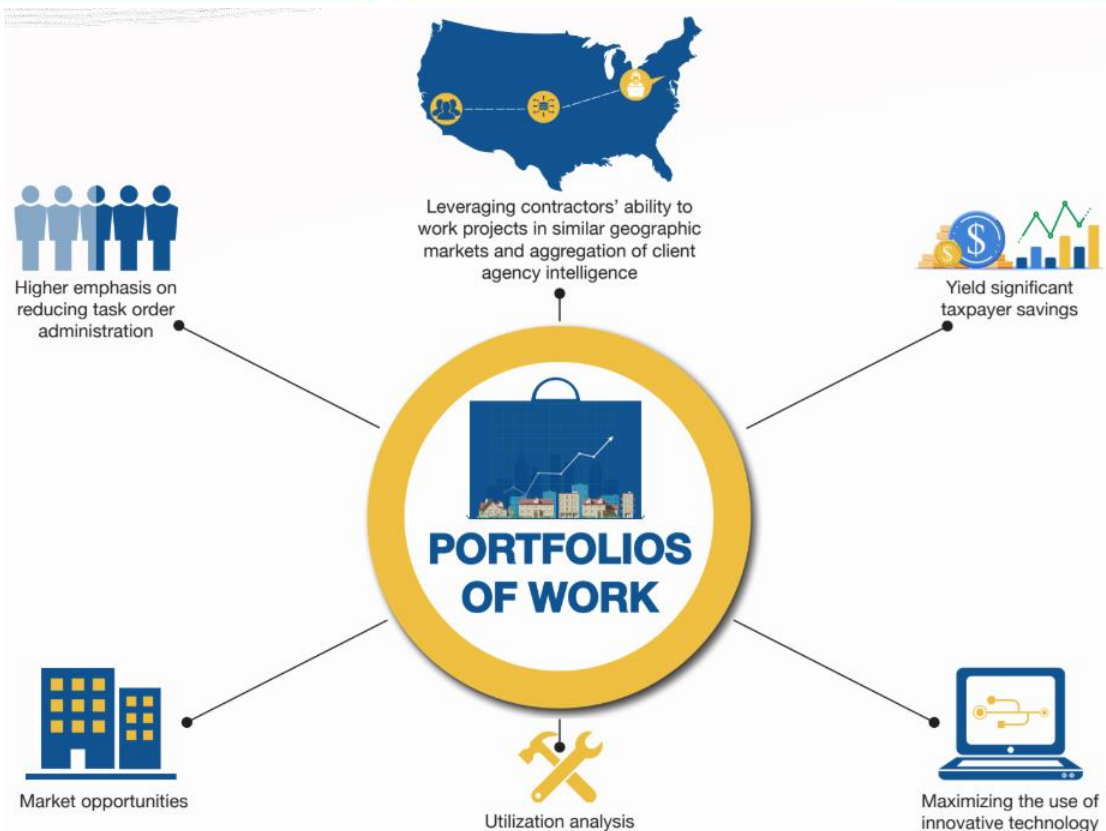






# *Portfolios of Work*

# Portfolios of Work – an Introduction



- *What is a Portfolio of Work?*
- *How will we implement?*
- *How is success measured?*

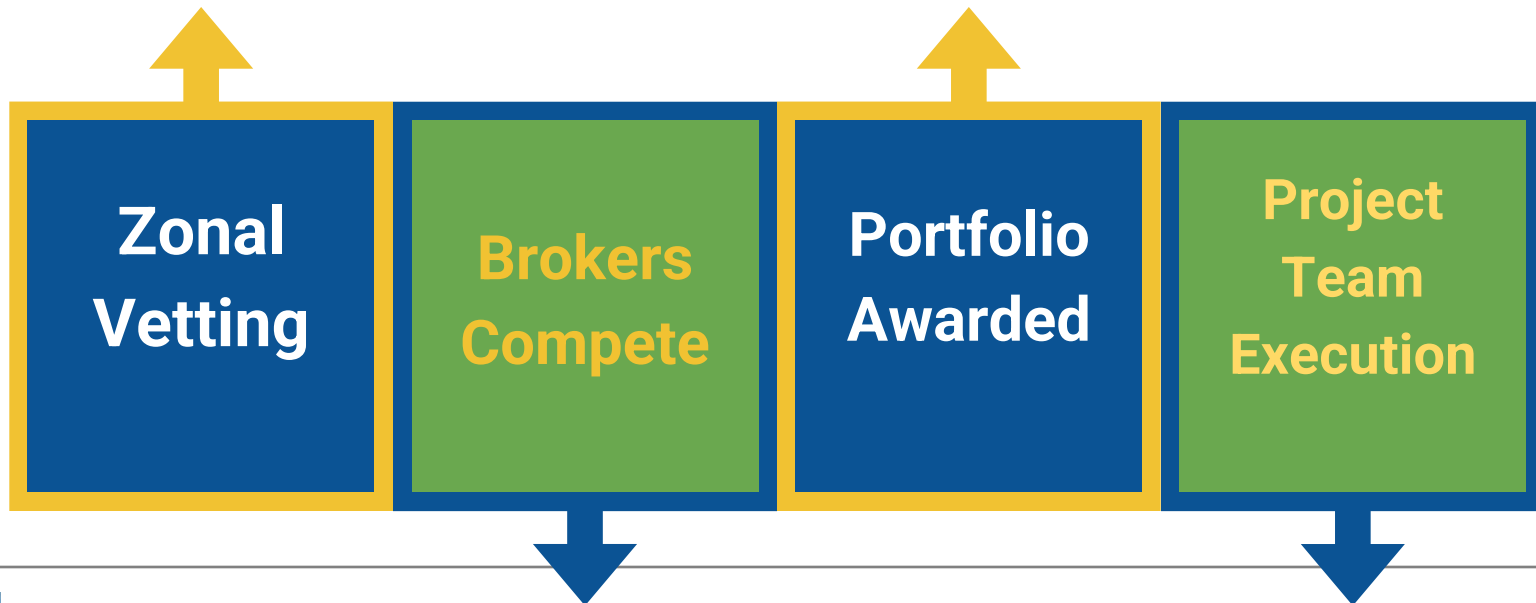
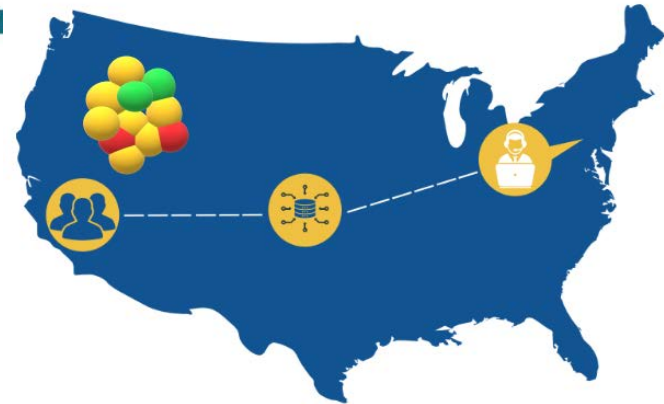
# Portfolios of Work

## Sample Agency Portfolio of Work

Lease No.	Exp. Date	Current Square Footage	Current Rental Rate	New Req.	Requested Term	Procurement Type	Space Type	Lease Module	Bullseye Rate	Details
1	4/10/2024	225,333	\$51.05	+/-	20 Years 15 Firm	Full and Open Procurement	Office	Module 1 <i>Enhanced</i> Requirements Development	\$54.85	Current location can't meet requirements, Delineated Area is CBD of Washington, DC
2	6/9/2022	44,846	\$44.62	40,846	15 Years 10 Firm	Full and Open Procurement	Office (TAC)	Module 3	\$54.85	Delineated Area is CBD of Washington, DC. Current location is being developed for retail.
3	8/30/2022	38,986	\$24.04	27,908	10 Years 8 Firm	Full and Open Procurement	Office	Module 4	\$25.13	Current location can meet requirements. Delineated Area is CBD of Landover, MD
4	10/15/2022	50,678	\$27.33	39,398	10 Years 8 Firm	Full and Open Procurement	Office	Module 1 <i>Enhanced Post Award Services</i>	\$26.84	Current location has ABAAS issues, Delineated Area is the CBD of Beltsville
5	12/5/2022	53,399	\$41.23	45,399	10 Years 5 Firm	Succeeding	Office	Module 4	\$43.93	Succeeding Lease, Paint and Carpet Refresh only. Arlington, VA.

# Portfolios of Work - Implementation

*How will we implement?*



# Measuring Success



# Portfolios of Work - Summary

- ***What makes Portfolios of Work different?***
  - *Single task order*
  - *Project diversity*
  - *Success based on portfolio*
- ***How will we implement?***
  - *Careful vetting*
  - *Best value awards*
  - *Emphasis on constant communication*
- ***How is success measured?***
  - *Minimum performance standards*
  - *Program Metrics/Key Performance Indicators*
  - *G-REX updates critical!*



Thank you for joining us today for a discussion on  
***GLS Plus:***  
***Private Sector Experience, Public Sector Value***



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***Questions?***



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*October 21, 2021 1pm eastern*

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