Before we get started…

- All attendees are muted - More than 500 attendees are online with us today!

- The **Q&A** Box will be open for you during the entire meeting.

- We encourage you to type questions and comments throughout the meeting.

- All questions, even if unanswered today, will be shared with the presenters.

- **This meeting is being recorded.**

- **Slides** and **Recording** will be shared after the meeting.

- **Closed Captioning** is available - see Chat window

- Download **Agenda** with links to **Breakout Rooms** - see Chat window

Dena McLaughlin
Regional Commissioner, FAS Mid-Atlantic Region
Government-Wide Category Manager, Office Management

Integrated Workplace Acquisition Center (IWAC) Updates

Ryan Schrank, IWAC Director

John Breen*, IWAC Projects Branch Chief*

Ivana Henry*, IWAC Business Development Director*

Meg Sutliff*, IWAC MAS Branch Chief*

IWAC Update: **Leadership Change**

Please join us in extending best wishes to

MAS Branch Chief Meg Sutliff

who will be retiring on July 2nd

after 43 years of Federal Government Service

and in congratulating

Shaun Kelly

on his promotion to MAS Branch Chief

- Packaged Office Program

- Business Volume

- Metrics

- Opportunity Pipeline

- Stakeholder Engagement

- GSA Office of Inspector General (OIG) [Audit Report](#)

- Corrective Action Plan Submission

- Communication with packaged office contractors and manufacturers

IWAC Update: **Business Volume**

Legacy Schedule No	YTD Sales Trend ($000)				YTD End of March	Growth	Busn Vol Plan
	FY17	FY18	FY19	FY20			
36	$330,884	$283,690	$289,846	$318,563	$323,028	1.40%	$640,446
71	$497,242	$517,452	$448,094	$476,921	$481,077	0.87%	$878,735
07102K	$21,608	$16,643	$14,206	$19,106	$26,823	40.39%	$40,048
72	$19,170	$12,180	$12,774	$9,910	$10,799	8.97%	$21,466
78	$86,965	$88,834	$93,587	$88,049	$83,173	-5.54%	$141,950
5801	$38,366	$44,237	$77,947	$36,927	$34,782	-5.81%	$62,562
00CORP							$1,098
IWAC	$994,235	$963,035	$936,453	$949,474	$959,682	1.08%	$1,787,649

	# of Mods	Average Cycle Time (Days)
Region 3/IWAC ⭐	**1939**	**6.12**
General Supplies and Services (GSS)	7108	9.91
Information Technology Category (ITC)	5206	21.47
Professional Services Human Capital (PSHC)	3055	24.86
Travel, Transportation & Logistics (TTL)	397	11.36
Multiple Award Schedule (MAS) Program Average:		**16.66**
Region 3/IWAC Acceptance Rate = 78% ⭐		

- **Traditional Furniture Projects**
  - Regions 9 & 10 Blanket Purchase Agreement (BPA) *Request for Quote (RFQ) planned for June 16*
  - Department of Education BPA in discussions
- **Furniture & Information Technology (FIT) Program**
  - Department of Labor (DOL, Employment and Training Administration (ETA)*, pending award*
  - GSA Region 2, *pending award*
- **National Stock Number Program**
  - Executive Casegoods *RFQ planned for June 16 (set-aside)*

Stakeholder Engagement & Support

Furniture & Furnishings Business Development POC:
Kris Stein kristine.stein@gsa.gov

qpc@gsa.gov

furniture@gsa.gov

Jane Schuster

Workplace Strategist

GSA Public Buildings Service

A once-in-a-generation opportunity

Federal agencies' pandemic response enabled them to **see things differently.**

To position the Federal Government for success, GSA's Workplace 2030 initiative is leveraging this moment for lasting change.
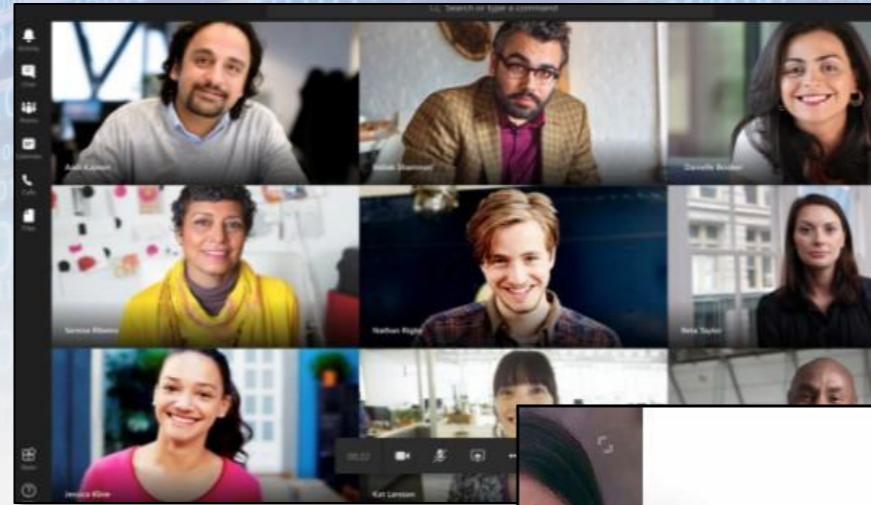
Workplace 2030 – Future of Federal Work

Real estate will be used to maintain and enhance human connection

Work can be done anywhere, asynchronously

Technology will be the force that brings our work together

A vision co-created by over **100 experts** from **18 federal agencies**

Workplace 2030 Guiding Principles

Distributed work...is trusted work

From this
On-Site — Mobile

To this
On-Site — Hybrid — Mobile
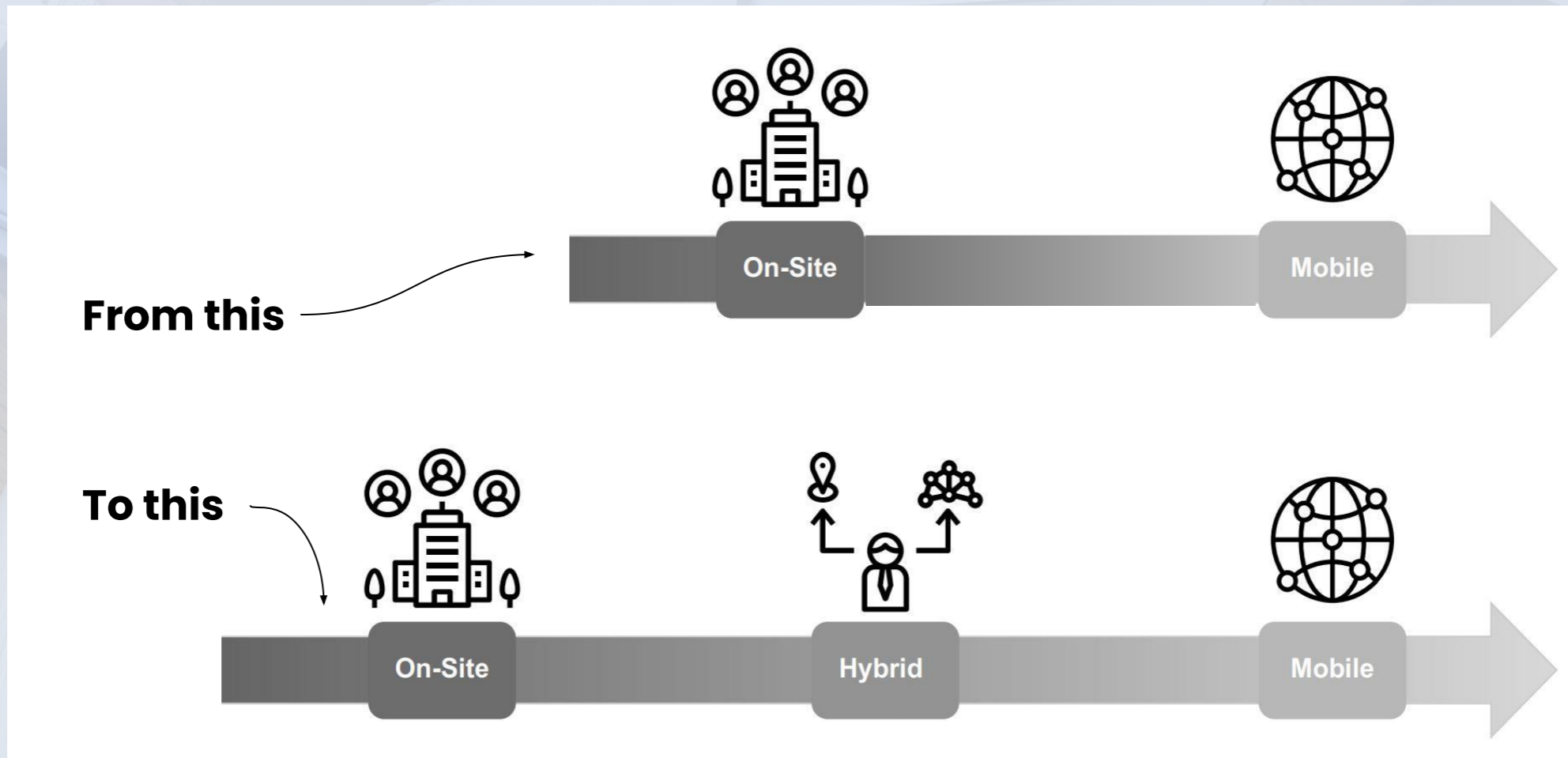
Workplace 2030 Guiding Principles

We will still want the office.

It just needs to be refocused.
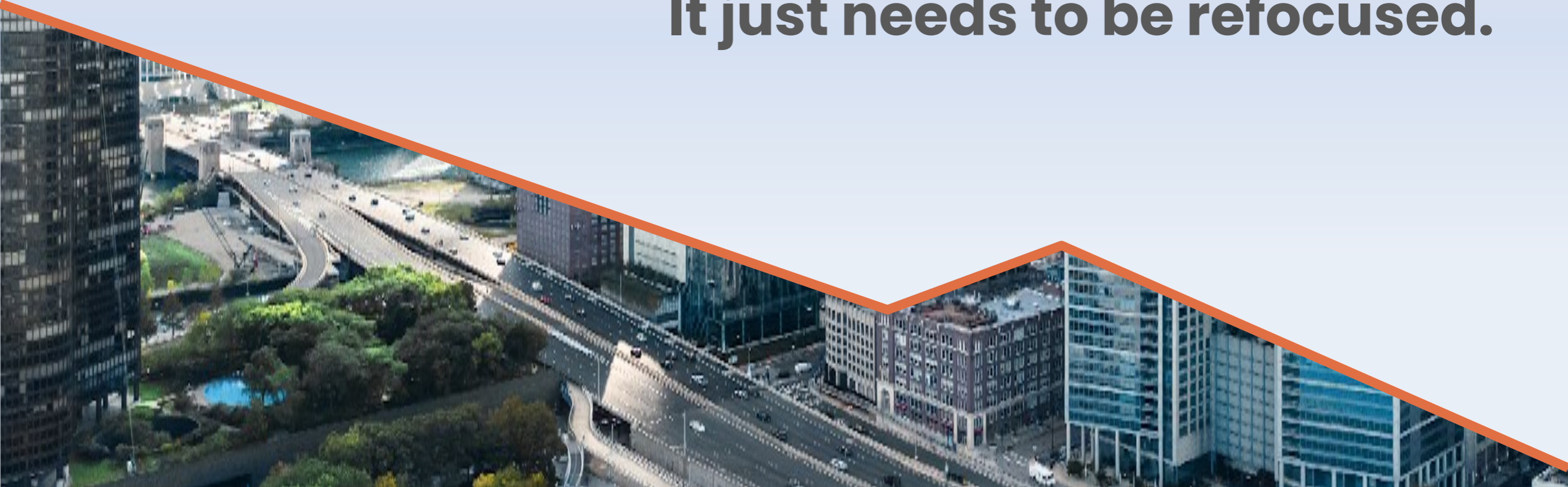
Workplace 2030 Guiding Principles

Remote work helps recruit and retain the best talent

Remote work allows agencies to recruit the **most qualified talent** no matter where they live.

It empowers employees to live where it best suits them, which has the potential to **extend their careers** in public service.

Workplace 2030 Guiding Principles

Agencies are willing to share space

Sharing resources between agencies would create **cost savings** to **invest in mission**.

Agencies say even specialized space like SCIFs can be shared.

Workplace 2030 Guiding Principles

Distributed work is also an employee benefit

Employees report that they value the **scheduling flexibility** allowed by working from home.

Workplace 2030 Guiding Principles

There are challenges to overcome

Federal agencies' pandemic response is revealing the **limits** of present-day technology.

In the future of federal work, **physical and virtual workplaces** alike will champion values that the pandemic placed in relief.

Capturing this opportunity will take a new approach

Work today requires an interrelated mix of services.

These services must **adapt and expand** to support the evolution of work over time.

AGENCY PARTNERS

GSA

TECHNOLOGY

REAL ESTATE

WORK SUPPORT

Hybrid and remote work will drive the new model

Agencies have different priorities and will need a different mix of services.

We will co-create the right solution with our agency partners.

REAL ESTATE	TECHNOLOGY	WORK SUPPORT

ON-SITE

HYBRID

REMOTE

New services will make it possible

Agencies will need additional support from GSA to bolster their efforts and increase the chance of success.

GSA has begun to develop an expanded suite of services.

WP2030 SUITE OF SERVICES

Home office in a box · Workplace in a bag · Flex hub · Integrated training · Psychological safety net

Healthy work · One.gov · Work Support App · Readiness Assessment · Workplace standards

Occupant feedback loops · Space monitor · Technology showcase · Café international · Innovation next space
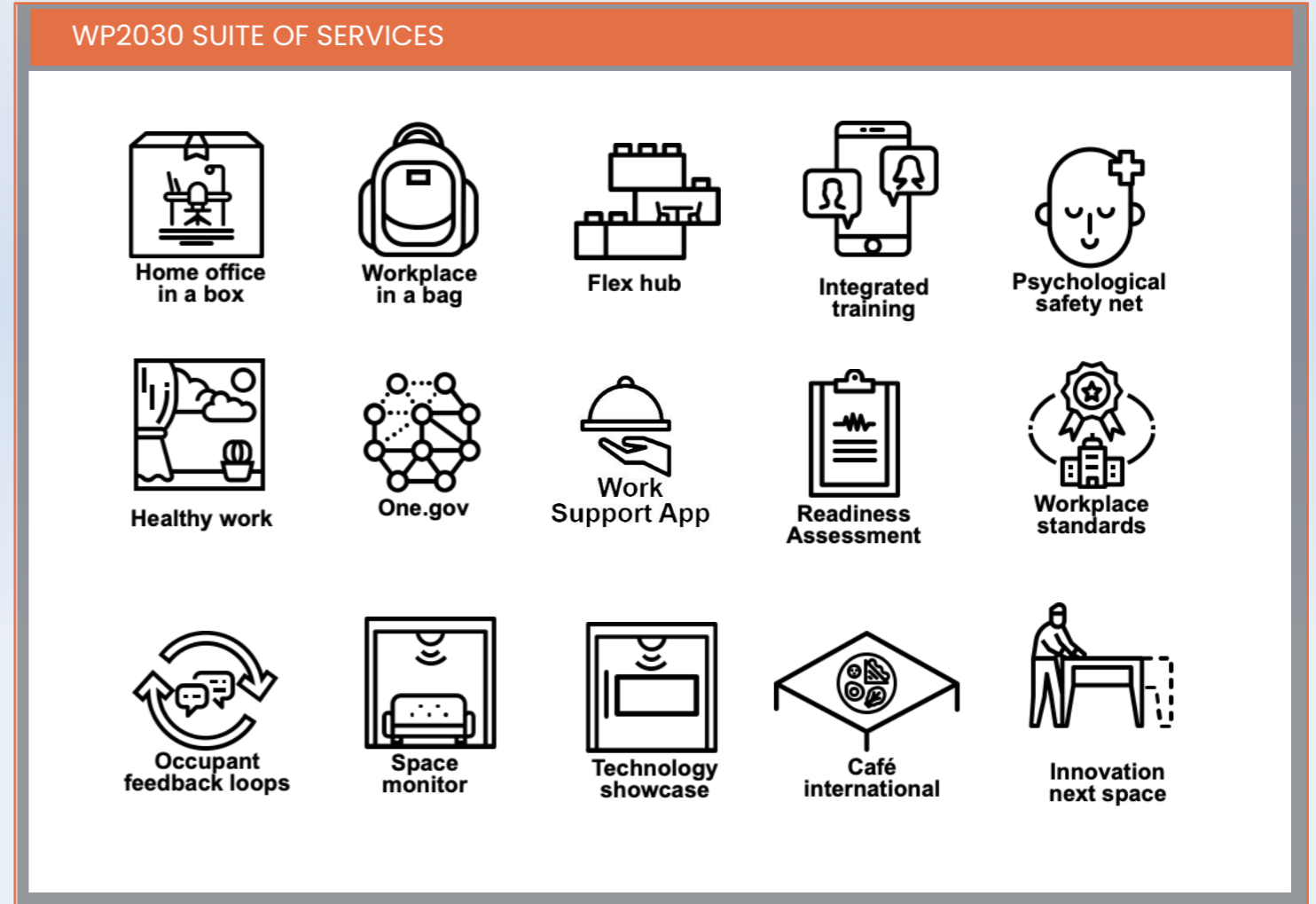
GSA emerging services prioritization

IMPACT

LOW ← → HIGH

What would have the greatest result / serve the largest volume of people?

URGENCY

NOT URGENT ← → URGENT

What is needed now?

EASE OF IMPLEMENTATION

HARD ← → EASY

What could be done easily?

The home office is an integral part of real estate strategy

Home Office In a Box

We can all test new technologies and ways of working

Workplace & Technology Showcase

Continuous feedback improves conditions

Space Monitor / Feedback Loop

Sharing space reduces the cost of real estate services

GSA Flex Hub (Space as a Service)

Technology brings our work together

Work Support App

A roadmap to engage customers

PHASE 1 — *Identify projects* — **PHASE 2** — *Launch projects* — **PHASE 3** — *Scale deployment* — **PHASE 4**

UNDERSTAND — ALIGN — DEPLOY — IMPROVE
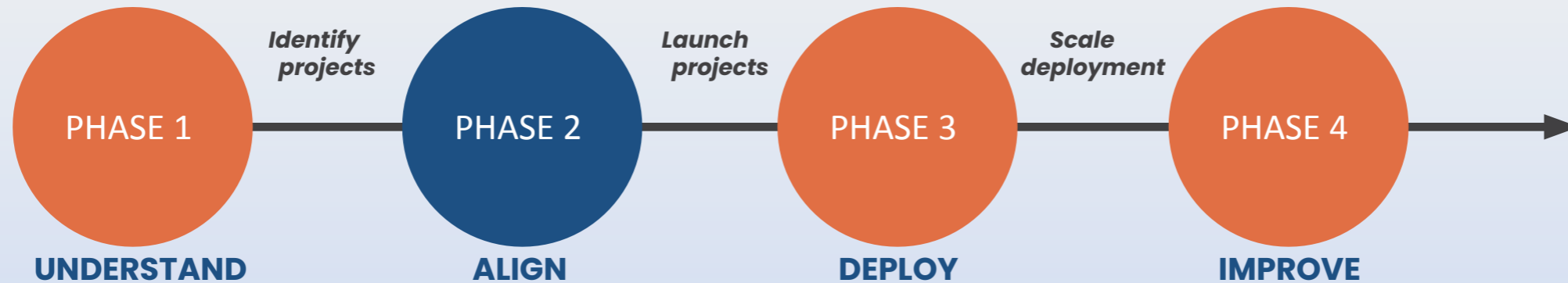
This framework will enable GSA to continuously evaluate, refine, and adapt the emerging set of services throughout the development process.

Partnership with our customers should be a **continual process** - not just when OAs and leases are expiring.

Small Manufacturer Spotlight

Seating Concepts, Inc.

GSA Contract 47QSMA20D08PL

Tom St. Julien, tstjulien@seating-concepts.com

*An American based manufacturing company
that specializes in providing high performance furniture
to the restaurant and food service industry.
Founded in 1980, Seating Concepts, Inc.
operates its manufacturing facility in Rockdale, Illinois.*

Economic Price Adjustments (EPAs)

Meg Sutliff

Multiple Award Schedule (MAS) Branch Chief

GSA Integrated Workplace Acquisition Center (IWAC)

Economic Price Adjustments (EPAs)

What is an EPA?

An Economic Price Adjustment (EPA) is a clause (552.216-70 Alternate I or I-FSS-969) that allows price increases for your product and/or services.

Is there a monetary limit?

Yes, the maximum price increase per product or labor category, in a 12 month contract period, is 10%

How do I request an EPA?

Submit a contract modification (MOD) to your GSA contracting officer.

When can I request an EPA?

You can submit your first EPA request on or after the first 12 months of your contract period. For example, if your contract began on 01/01/2021. You may submit an EPA mod on 01/01/2022.

Can I submit additional EPAs?

Yes, you can submit up to 3 EPA mods per product in any succeeding 12 month period. Note that product lines fall within your overall contract offering and do not necessarily represent your entire contract offerings. You may have one or multiple product lines on your GSA contract.

Are there any limitations?

Yes, EPA mods cannot be submitted during the last 60 days of your contract period. Example: Your contract expires on 12/31/2026. You may submit an EPA mod up until 11/01/2026. Also, 30 days must elapse between each EPA mod. For example, if you submit an EPA for product line XYZ on 01/01/2022. The next time you can submit an EPA for the same product line is 01/31/2022.

Pricing Questions?
Ask your GSA Contracting Officer.

Economic Price Adjustments (EPAs)

- 552.216-70 ECONOMIC PRICE ADJUSTMENT – FSS MULTIPLE AWARD SCHEDULE CONTRACTS (SEP 1999) (ALTERNATE I – SEP 1999) <u>Linked here</u>

- Limitations

  – 10% ceiling per year

  – 3 EPAs per year

  – 60 days prior to end of Contract Period

  – Definition of Contract Period

Economic Price Adjustments (EPAs)

Monetary 10% Limitation

- 552.216-70 provides COs with the authority to accept *reasonable* requests over the 10% ceiling

  EPA clause 552.216-70 (c) *The Government reserves the right to raise the ceiling when market conditions during the contract period support such a change.*

- Provide a detailed explanation for the EPA, particularly those over 10%

  EPA clause 552.216-70 (d) (3) *Documentation supporting the reasonableness of the price increase.*

Economic Price Adjustments (EPAs)

Monetary 10% Limitation (Cont'd)

- No Average of EPA %

- Use of Price Proposal Template (PPT)

- Discussions with your Contracting Officer is Key

Economic Price Adjustments (EPAs)

Number of EPAs Per Year

- Limited to Three (3) EPAs per Year

- Applies to Each Item or Labor Category, not to the Contract

Economic Price Adjustments (EPAs)

What is a Contract Period

- Base Period

- Each 5-Year Option Period

Economic Price Adjustments (EPAs)

Sixty Days Prior to End of Contract Period

- Option Process

- Notification of Upcoming EPA vs Submission of EPA Modification

Economic Price Adjustments (EPAs)

QUESTIONS?

Mark Voorhis

Contracting Officer
Air Force Installation Contracting Center (AFICC)

771ˢᵗ Enterprise Sourcing Squadron

USAF Furniture Program Update

Overview

- **USAF Category Management 6.3**

- **Active Programs**

- **Developing Programs**

- **Potential future actions**

- **Takeaways**

- **Questions**

USAF Category Management 6.3

- **USAF has fully adopted the OMB program of Category Management**

- **Mr. Lombardi HAF/MB heads up program**

- **Furniture is assigned to category 6.3**

- **The 6.3 category manager is Mr. Guadarrama**

- **Rate, Process, and Demand**

Active Programs

- ## Office Seating II
    - ### Awarded 10 BPAs for five years in late Dec 2019
    - ### In 15 Months 27K chairs or $6.1M purchased
    - ### USAF Savings of 20%
    - ### 100% Small Business
    - ### Utilizes AFAdvantage

- ## Executive Office & Conference Furniture II
    - ### Tier 2 by piggy backing on Navy BPAs in Sep 2019
    - ### Selected 8 Small Business plus UNICOR
    - ### In 18 months $2.6M vs $57M in 5yr on EOCF I
    - ### Using AFAdvantage

Active Programs

- **Hight Adjustable Stand Up Desk – Convertor**
  - **No awards just policy directive to use GSA FSS**
  - **Now promoting GSA ordering of Ability One**

Developing Programs

- **Systems & Modular II**
  - **Currently in market research**
  - **Covid effect on equipment / workforce**
  - **100 responses from industry to RFI will take a while to analysis**
  - **Then try to set our requirements**
  - **Goal is for award in 2022**

- **EOCF III**
  - **Currently talk of starting Opportunity Assessment**
  - **Are reduced purchasing new norm?**

Potential future actions

- **Rebuild of Tyndall AFB in next few years**

- **A package office solution**

- **Specialized furniture needs**

- **Trying to move the demand away from the end of fiscal year**

Takeaways

- **Category Management supports Small Business**

- **Larger programs mean FAR requirements not normally in play are and you need to be prepared**

- **Reporting on current programs help with correcting follow on programs**

- **Inputs to RFIs are critical to successful acquisition plan development**

- **Be ready for GPC sales**

Questions

Mark Voorhis
Contracting Officer
Mark.Voorhis.2@us.af.mil

Small Manufacturer Spotlight

Datum Filing Systems, Inc.

GSA Contracts GS-28F-005BA, GS-28F-006CA

Michelle Strickhouser

michele.strickhouser@datumstorage.com

Datum Storage Solutions' team of in-house engineers, designers,
and skilled craftsmen has manufactured storage solutions
for over 40,000 companies around the world.
Datum's diverse lines of products are made in York, Pennsylvania

Mike Shepherd
Director, Catalog Management Office (CMO)

Josh Royko
Data Branch Chief, CMO

Peter Han
Business Requirements Branch Chief, CMO

GSA Catalog Management
Region 3 Quality Partnership Council
Presented by: Mike Shepherd, Peter Han, Josh Royko
June 2021

Agenda

Catalog Management Overview

Update on System Modernizations
Common Catalog Platform (CCP)
Verified Products Portal (VPP)
Authoritative Catalog Repository (ACR)

Verified Products Portal Demo

Catalog Management: Background

GSA is streamlining and improving how we manage the data associated with 60+ million products & services offered to the federal marketplace, including those on GSA Advantage!

Enhancing our catalog management capabilities will ensure:

Suppliers

Can easily add and modify offerings

+

GSA Workforce

Can easily access and analyze data

→

Customers

Can easily search, compare, purchase, and receive offerings that meet their requirements

---

The Catalog Management initiative is one of the four cornerstones of <u>GSA's Federal Marketplace Strategy</u> to modernize & simplify the buying & selling experience.

Catalog Management: Background

40%

Percent of suppliers dissatisfied with the Schedule Input Program

- *Contractors identified GSA systems as a top barrier to keeping catalogs current*
- *GSA Vendor Support Center fields over 12,000 SIP related calls annually.*

90%

Percent of the Acquisition Workforce contacted for assistance loading catalogs

- *Disjointed nature of SIP/CORS leaves workforce unfamiliar with contractor screens*
- *Average cycle time is over 84 hours*
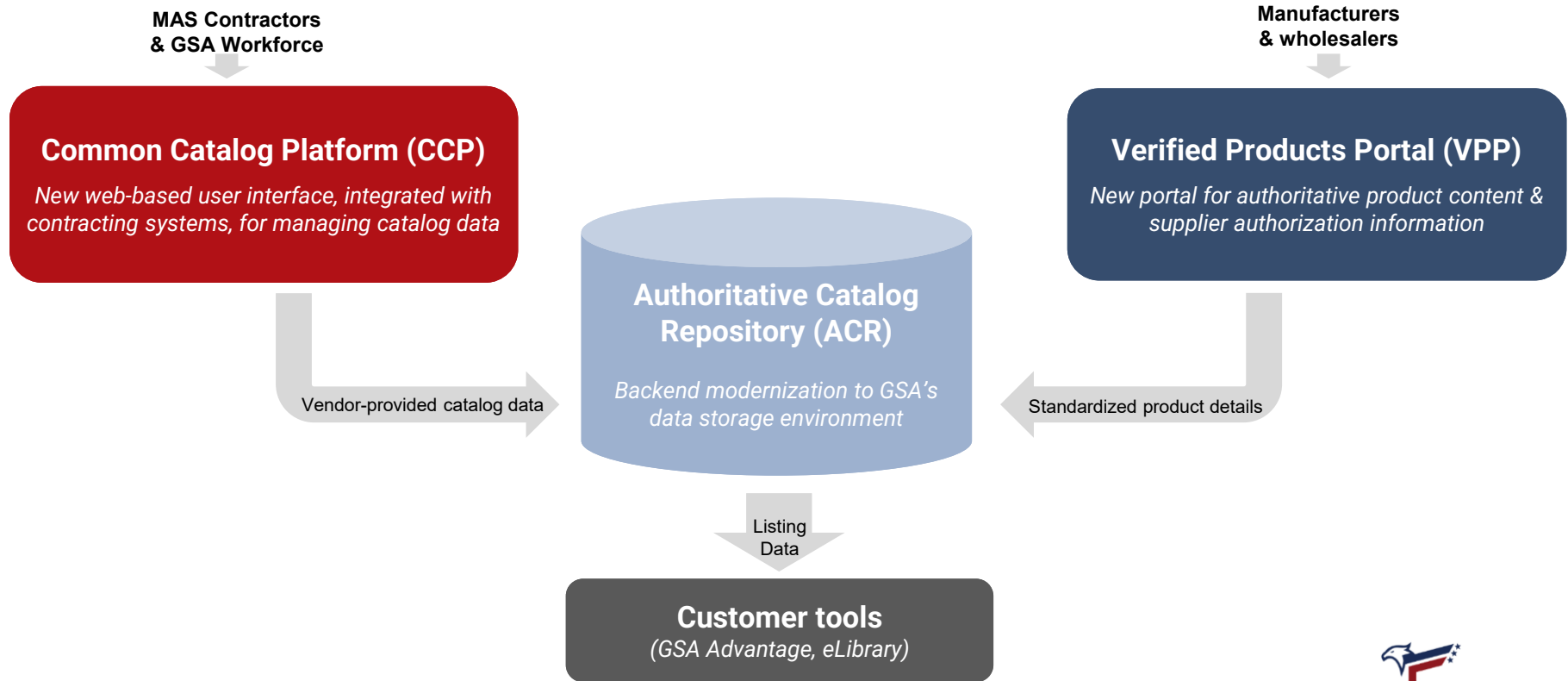- *Two-step is inefficient / ineffective*

44%

Percent of customers dissatisfied with product photos on GSA Advantage!

- *38% are dissatisfied with descriptions*
- *32% did not find what they were looking for*
- *9% encountered order fulfillment issues*

The systems and processes our workforce & industry partners use to manage catalogs ultimately impacts customer experience.

Catalog System Modernizations

MAS Contractors & GSA Workforce

Common Catalog Platform (CCP)

New web-based user interface, integrated with contracting systems, for managing catalog data

Vendor-provided catalog data

Manufacturers & wholesalers

Verified Products Portal (VPP)

New portal for authoritative product content & supplier authorization information

Standardized product details

Authoritative Catalog Repository (ACR)

Backend modernization to GSA's data storage environment

Listing Data

Customer tools
(GSA Advantage, eLibrary)

Common Catalog Platform (CCP)

A web-based user interface for <u>GSA workforce and contractors</u> to manage catalogs. Catalog data submitted via the CCP will be stored in the ACR and reflected on customer tools like GSA Advantage! The CCP will:

Common Catalog Platform (CCP)

Verified Products Portal (VPP)

Authoritative Catalog Repository (ACR)

Customer tools
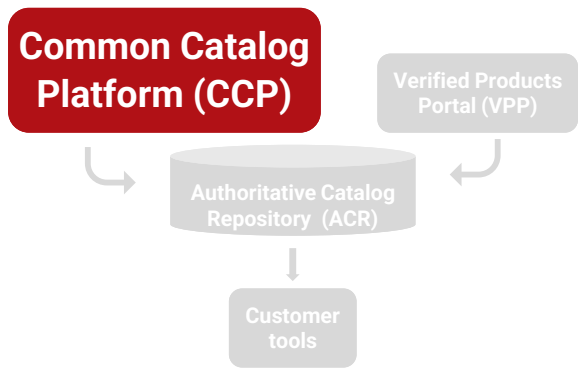
Provide a **web-based, user friendly interface** for managing catalog data that replaces the **Schedule Input Program**

Enable **single-step catalog upload** and streamline review/approval via a **direct link with contracting systems**

Support **line-item and/or bulk review and approval** of new or modified catalogs and **track line-item changes** for vendors / COs

Offer a new vendor profile to supplement the TnC file with searchable information to enhance customer market research

Configure data fields to a vendor's offerings and replace MAS Price Proposal Template (PPT) and SIP Template

Provide **relevant market research**, similar to current 4P report, to vendor during the new offer/mod preparation phase

Facilitate **access to product and supplier authorization data** provided by VPP participants

CCP- Complementary Process/Policy Changes

GSA is exploring policy and process changes to make it easier to manage catalogs via the CCP:

Reclassify catalog changes to streamline modification process: *Examples:*

01 **Traditional Modification**
Changes that require contractual modification

Add Products, Add Special Item Number (SIN), Economic Price Adjustment (EPA)

02 **No Modification Required**
Changes that would not require a contractual modification

Photo Update, Non-Price Related Options, Temporary Removals

03 **Published Immediately but Mod Required**
Changes that can be published immediately, but require a contractual modification

Delete Products/Services, Temporary Price Reductions

Provide new options to improve quality of data available to customers:

Inventory Management
Enable temporary removals that communicate to customers the item is unavailable

Selective publishing to Advantage
Ability to tag at the line item level if an item should be published to Advantage
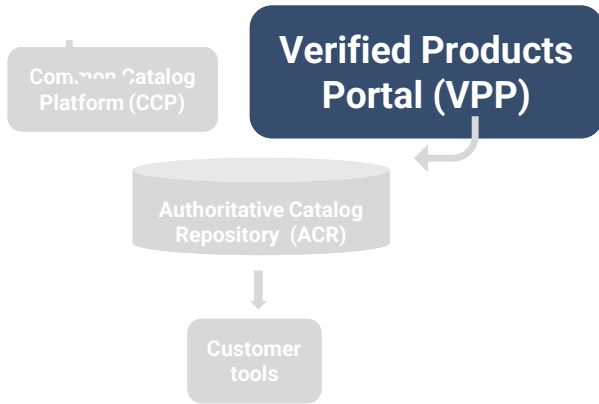
Note: submitting a detailed catalog to the CCP is a prerequisite for these new flexibilities.

CCP Timeline

User research to inform requirements

FY 2020

Issue Request for Quote to COMET BPA holders

June 2021

Target: Share Phase 1 (MAS) Minimum Viable Product

Late FY 2022

March 2021

Shared draft requirements

September 2021

Target: make award for CCP development

FY 2023+

Continue CCP development

The CCP will be extensible to other GSA catalogs:
Phase 2: MAS-based Blanket Purchase Agreements (BPA)   Phase 4: Global Supply Catalogs
Phase 3: Retail Operations and 4th Party Logistics   Phase 5: Non-MAS GWACs, IDIQs

Verified Products Portal (VPP)

Verified Products Portal (VPP)

Common Catalog Platform (CCP)

Authoritative Catalog Repository (ACR)

Customer tools

The VPP is a <u>manufacturer and wholesaler</u> facing portal where participants can provide authoritative product content and supplier authorization information to improve the representation of COTS items. The VPP will:

- **Improve the buyer experience** by eliminating variability and providing more consistent product representations
- **Reduce the burden on resellers** to provide Letters of Supply (LoS) and product specifications
- Ensure Commercial off the Shelf (COTS) products are **accurately represented** on GSA ecommerce platforms
- **Allow for greater automation** in reviewing and approving catalog files for GSA workforce and enhance **supply chain risk management** capabilities

VPP Status

November 2020	May 2021	In the coming months:	Long term
Launched Prototype	**Full Launch**	**Develop connection to GSA Advantage!**	**Supply VPP data to CCP**
• Onboarded limited number of manufacturers • Connected to 4P tool	• Solicitation Refresh • VPP is authoritative for evaluating products and can be used to fulfill Letter of Supply requirement	• Augment contractor provided catalogs to offer customers authoritative data	• Provide contractors with VPP data (as applicable) for standardizing catalogs

For more information on the VPP, including a link to the Letter of Supply requirements and the publicly accessible VPP Participants dashboard, visit [gsa.gov/VPP](gsa.gov/VPP).

Authoritative Catalog Repository (ACR)

Common Catalog Platform (CCP)

Verified Products Portal (VPP)

Authoritative Catalog Repository (ACR)
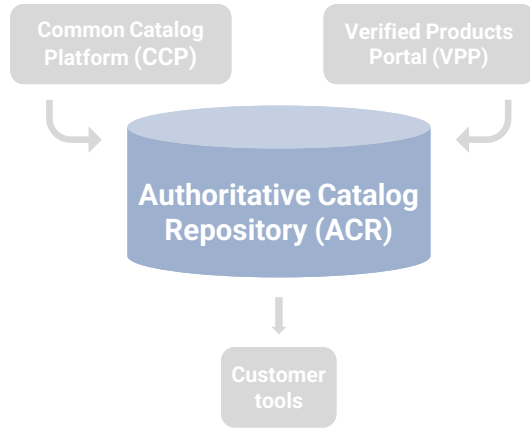
Customer tools

The ACR is an internal modernization to GSA's storage environment for catalog data, and will be the new source of data for customer tools like GSA Advantage! The ACR will:

- **Improve catalog processing time** so contractor changes are reflected more rapidly for customer consumption
- **Increase data accessibility** so GSA can execute quality control activities
- **Increase data accuracy and compliance** by enabling catalog enrichment and flagging of discrepancies

Status:

- ACR is in active development
- Target end of FY21 - Proof of Concept
- **ACR development is a foundational step to CCP coming online**

Reminder: ACR is a backend modernization that enables new features in the CCP; contractors will not work in the ACR.

Impacts to Customer Tools

Common Catalog Platform (CCP)

Verified Products Portal (VPP)

Authoritative Catalog Repository (ACR)
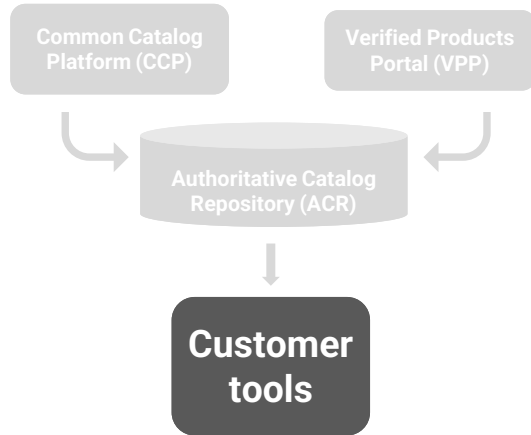
Customer tools

Ultimately, these new systems will improve the quality of data sent to our customer tools, with the ACR becoming the data source for GSA Advantage! data. This modernization will:

- **Improve the quality of photos and descriptions** provided to Advantage
- **Improve the speed** at which data is delivered to Advantage
- **Offer more flexibility** as to what is published to Advantage
- **Introduce new fields** on Advantage, such as basic inventory information
- Enable GSA to **continuously monitor the quality of data** on Advantage

Short term: Augment GSA Advantage! with VPP data

Long term: Contractors will use CCP to manage what is displayed on GSA Advantage!, and will be provided VPP data to populate catalogs as applicable.

VPP DEMO

Next Steps & Discussion

- **Develop working group(s) to address industry specific issues such as:**
  - Price Proposal Template
  - Part Number Configuration
  - Systems Furniture

Join our Interact page

Stay up to date with the project and provide input/feedback!

\+

Email us at CatalogManagement@gsa.gov

Provide us feedback or ask a question!

[For a VPP account, email VPP@gsa.gov]

Small Business Compliance and Goaling

Deborah Eble

CFCM, Procurement Analyst

GSA Office of Small and Disadvantaged Business Utilization

GSA

Office of Small and Disadvantaged Business Utilization

How you can help small businesses (and the US Economy)

Deborah Eble, GSA Subcontracting Program Manager

Impact on US economy
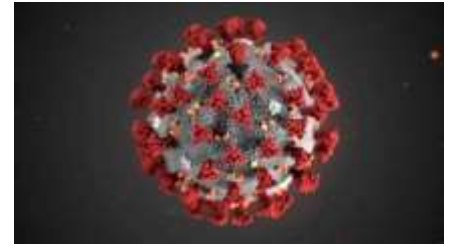
- COVID-19
  - Support SB in your everyday job!
- White House Priorities
  - Small Business
  - Equity
- Congressional/GAO interest
- GSA Leadership commitment

What's in your contract?

FAR clauses you need to know:

▸ FAR 52.219-8, *Utilization of small business concerns*

▸ FAR 52.219-9, *Small business subcontracting plan:*
  ◦ Cradle to grave
  ◦ Requirements before, upon, after award
  ◦ Reports

What is the statutory requirement?

FAR clause 52.219-8 (in your MAS Contract):

"*(b) It is the policy of the United States that **small business concerns, veteran-owned small business concerns, service-disabled veteran-owned small business concerns, HUBZone small business concerns, small disadvantaged business concerns, and women-owned small business concerns shall have the maximum practicable opportunity to participate** in performing contracts let by any Federal agency, including contracts and subcontracts…".*

FAR 52.219-8 (continued)

(c) The Contractor hereby **agrees to carry out this policy** in the awarding of subcontracts **to the fullest extent** consistent with efficient contract performance.

Agency Small Business (SB) Goals

- COs and industry play an active role
- Results in government-wide achievement
- Negotiated each year with SBA for both prime contract awards and subcontracting
- Benefits customer agencies who issue orders against GSA contracts such as MAS
  - Prime awards
  - Subcontracting credit for agency-funded task orders

What is a subcontracting plan?

- ▶ Goals- dollars and percentages
- ▶ Describes what will be subcontracted for
- ▶ How the plan was developed and what will be done throughout the life of the plan?
- ▶ Who is responsible for administering the plan, including duties
- ▶ Required reports
- ▶ Assurances

What is a "good faith effort"?

- ▶ Basis for evaluating subcontracting plan performance
- ▶ Defined in SBA regulations 13 CFR 125.3(d)(3)
- ▶ Definition also includes "failure to make a good faith effort"
  - ◦ Material breach of contract (FAR clause 52.219-9)
  - ◦ May put company at risk for assessment of liquidated damages (FAR 52.219-16)

What does GSA/SBA look for in a subcontracting plan?

- Does the plan reflect "**maximum** practicable opportunities for SBs, SDBs, WOSBs, VOSBs, SDVOSBs and HUBZone SBs to participate?
  - Agency goals may be a minimum, not maximum
- Do the goals show a stretch over past achievement?
- Does the narrative of the plan support the goals?
- Does the plan "tell a good SB story"?

Common mistakes to avoid

- ▶ Not seeking new SBs, SDBs, WOSBs, VOSBs, SDVOSBs, HUBZone -- Keep market research fresh!
- ▶ eSRS reports - Same bland excuse year after year with no results
- ▶ Failing to follow eSRS directions:
  - ◦ Must report "actual" dollars not estimates
  - ◦ "Current goal" not updated; "Cumulative" must build on last report

Plans = material part of the contract

▸ Required by FAR

▸ Incorporated in full text

▸ Administered as any other "material" part of the contract

▸ Subject to liquidated damages (FAR 52.219-16)

How is performance evaluated?

- ▶ Good faith effort- what is it?
  - ◦ Document good faith effort in eSRS reports
- ▶ Where is "good faith" defined?
  - ◦ 13 CFR 125.3(d)(3)
- ▶ What is failure to make a good faith effort?
  - ◦ Places company at risk for assessment of liquidated damages (FAR 52.219-16)

Resources to find SBs

- Did you do what FAR 52.219-9 requires?
- What about GSA's Model Subcontracting Plan?
- Is your Small Business Liaison Officer in sync with your purchasing department? Early & often!
- **Your company website** identifying subcontracting opportunities
- SBA Commercial Marketing Representative
- Minority Business Councils

Existing suppliers?

FAR 52.219-9(c)(2):

(i) The Contractor **may accept a subcontractor's written representations of its size and socioeconomic status** as a small business, small disadvantaged business, veteran-owned small business, service-disabled veteran-owned small business, or a women-owned small business if the subcontractor represents that the size and socioeconomic status representations with its offer are current, accurate, and complete as of the **date of the offer for the subcontrac**t.

- ▶ Exception is HUBZone SBs- must be certified by SBA
- ▶ Means you can rely on the subcontractor's self certification
  - ◦ Are they small for the NAICS code for the subcontract
  - ◦ Do they meet the FAR definition for SDB, WOSB, VOSB, SDVOSB?

Successful partnerships…..

- Ensures GSA meets its goals
- Ensures funding agencies meet their goals

  MORE IMPORTANTLY
- Dollars into SB, SDB, WOSB, VOSB, SDVOSB and HUBZones
- Benefits "U.S." as taxpayers

Breakout Sessions

Round ONE Options	**MAS Consolidation** **Hosted by Jeff Calhoun** Join the MAS Solicitation Management Office for the latest on MAS Consolidation and for this opportunity to ask the experts anything! STAY HERE	**Data and Marketing** **Hosted by Kris Stein** *Join the IWAC Business Development Team for a look at the tools and sites you can use for improved customer and sales data analysis.* *Click Join Link in Zoom Chat*	**Office Relocation and Reconfiguration** **Hosted by Holly Caputo** *SIN 541614OR Office Relocation and Reconfiguration Contract Holders, this open discussion is for you.* *Click Join Link in Zoom Chat*
Round TWO Options	**Contractor Teaming Arrangements (CTAs)** **Hosted by John Breen** Join the IWAC Projects Team for a discussion about CTAs. Stay in "MAS Consolidation" Room OR Click Join Link which will be chatted in other Round 1 Zoom Rooms	**MAS Contract Administration** **Hosted by Matt Cohen** Join the IWAC MAS Team to discuss the tools and information you need to effectively manage your contract. Stay in "Data & Marketing" Room OR Click Join Link which will be chatted in other Round 1 Zoom Rooms	**Flooring** **Hosted by Zuleima Vaughan** Attention all MAS contract holders under the Flooring sub-category, this open discussion is for you. Stay in "Office Reloc/Reconf" Room OR Click Join Link which will be chatted in other Round 1 Zoom Rooms