

GSA Quality Partnership (QPC) Council Meeting

Q&A

5/12/2022

GSA FAS INTEGRATED WORKPLACE ACQUISITION CENTER (IWAC) UPDATES

Ryan Schrank, Director

Shaun Kelly, MAS Branch Chief

John Breen, Projects Branch Chief

Ivana Henry, Business Management Director

Is there information pertaining to the requirements on what is considered "packaged furniture"?

The following links may be helpful to better understand the requirements of Packaged Furniture

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/gsa-schedule-offerings/mas-categories/furniture-furnishing-category/industry-guidance-and-resources/packaged-furniture-program-industry-guidance-and-resources>

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/gsa-schedule-offerings/mas-categories/furniture-furnishing-category/furniture-furnishing-category-buyers-guidance-and-resources>

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/gsa-schedule-offerings/mas-categories/furniture-furnishing-category>

Will the BPA include the estimated requirements to be ordered via the BPAs? Without requirements how will the competition be conducted consistent with the FAR?

We typically use sample requirements.

Was a D&F done to limit the BPAs to a single award? If so, can it be shared with the public?

No, each BPA is anticipated to fall below the \$100M threshold.

To the extent each furniture requirement/order under the BPA is unique to a specific--how does GSA limit the BPA to a single awardee rather than just competing each requirement at the contract level?

The intent is for GSA to achieve the efficiency needed to support a large volume of low cost orders.

Can we get some consistent requirements for EPAs above and below 10% published in order to have some consistency and train both COs and contractors on these requirements? The variance between CO requirements is huge. This causes an unlevel playing field for contractors. Some COs have expressed that they have never read the new directive MV-22-02????

The requirements for an EPA mod can be found in section 5 of the MAS Modification Guide (link is below). These requirements are applicable to all EPA requests regardless of the amount of the increase. The CO may request additional information when a fair and reasonable determination cannot be made based on the required documentation submitted. Please direct contractors with questions regarding AL MV-22-02 to this GSA

Interact post in the Multiple Award Schedule group. Contractor questions can be posted in the Comment section on this page.

<https://www.gsa.gov/cdnstatic/MAS%20Modification%20Guidance%20May2022.pdf>

THE FUTURE OF THE FEDERAL REAL ESTATE FOOTPRINT POST-COVID

***Seyi Gbadegesin, Director, Customer Planning Division
GSA Public Buildings Service, Office of Portfolio Management &
Customer Engagement***

What is the Flex Hub IDIQ?

A FlexHub is a reservable federal coworking space operated by GSA. Our pilot site will be available to employees and contractors across the federal government on an as-needed basis. The site will be secure both physically and technologically, and we will continually gather user feedback to optimize its features and offerings.

Individual and shared resources within the FlexHub will be searchable on a reservation app. The app will allow users to locate available workspaces and to book these spaces by the hour, day, week, or month. For a one year period of time upon opening the GSA FlexHub pilot location at GSA's HQ at 1800 F Street, NW, Washington, D.C. we will not be charging our federal customers for use of the space, while we work toward a pricing solution that allows our customers to use the space with minimal administrative processes.

Over time, GSA will assess demand for future FlexHub sites across the United States. The model will be available simultaneously to other federal agencies, to release office inventory while preserving employee access to physical space.

See the description below and the link.

<https://drive.google.com/file/d/1veywhZ0vcb4GrCU8md38qd2bmTUsUz6r/view?usp=sharing>

GSA CATALOG MANAGEMENT

Kate Koch, Analyst, Catalog Management Office

Becky Kauffman, Analyst, Catalog Management Office

Peter Han, Branch Chief, Catalog Management Office

How will products that have tiers of pricing be handled, along with optional choices?

CCP will allow you to identify tiered pricing such as a quantity or volume discounts at the line item level. Additionally, you will also continue to be able to identify options to products you offer.

The 4P Market research is flawed and does not accurately compare pricing. Are there any efforts to fix the software?

While we have not encountered systemic instances where the pricing is flawed or misaligned, we are aware of challenges stemming from suppliers failing to maintain current market pricing on GSA Advantage. To address this, FAS has begun to more proactively monitor order cancellations and we've piloted a robo-mod process to remove items from unauthorized suppliers. Ensuring that pricing is up to date and from authorized suppliers will help maintain and enhance the credibility of 4P's market research.

Are CO's permitted to demand a LOS even though the contractor is listed on the supplier's VPP?

A Letter of Supply is not required if the contractor is listed in the VPP as an authorized source of supply for the products they intend to sell. Feel free to send more details to CatalogManagement@gsa.gov to see if we can get it sorted out.

How will VPP tie into the new Schedules Teaming Agreement?

The VPP does not tie into the Schedule Contractor Team Agreement (CTA) because the CTA does not create a separate legal entity. The CTA allows Schedule contractors to meet buyer's requirements by combining the supplies and/or services from each team member's separate Schedule contract in response to a buyer's Request for Quote.

Do manufacturers need to be GSA Schedule Contractors in order to access VPP?

Manufacturers do NOT need to be GSA Schedule Contractors in order to participate in VPP. The majority VPP Participants are not GSA Schedule contractors. To learn more, go to www.gsa.gov/VPP

We are set up on GSA eBuy, but we do not have anything on advantage. How do we get set up on advantage?

To list your items on GSA Advantage, you would need to use the legacy tools while the Common Catalog Platform is still in development. There are two options available:

- The Schedule Input Program (EDI): desktop based application for submitting your electronic catalog to GSA Advantage! You can learn more about SIP on the Vendor Support Center's website: <https://vsc.gsa.gov/vsc/app-content-viewer/section/99> .
- Electronic Data Interchange (EDI): computer to computer exchange for submitting your electronic catalog to GSA Advantage! You can learn more about EDI on the Vendor Support Center's website: <https://vsc.gsa.gov/vsc/app-content-viewer/section/107>

Historically Advantage has not been used heavily for Furniture Products. Selecting and specifying furniture orders is problematic because of multiple features and options. Have your efforts included analyzing the GSA Advantage Sales History for the NAICS codes referenced under the Furniture SIN? Hopefully CCP will evolve in directions that help address those historic disconnects.

We have conducted a lot of discovery around products that are custom, or built to order; we have been, and will continue to, engage with industry partners to identify best practices for collecting catalog information for products that are not Commercial off the Shelf (COTS). Please contact CatalogManagement@gsa.gov to provide your suggestion for addressing these disconnects. We understand that for NAICS falling under 3372 Office Furniture (including Fixtures) Manufacturing, not many sales are conducted through GSA Advantage; however, to best benefit our customers, we would like to get as much product information on our eCommerce sites as possible.

MULTIPLE AWARD SCHEDULE (MAS) PROGRAM UPDATES

Steve Sizemore, Deputy Director, MAS Program Management Office

Our contract has an approved surcharge due to increased raw material costs. How will GSA advantage calculate the surcharge?

Please work with your contracting officer to submit a new SIP file to update the information in the GSA Advantage. The CO can help determine the best way to display the surcharge.

How is GSA handling order status requirement? Contractors are getting threatening emails about potential suspension if not 100% in compliance--so 95 or 97% compliance will result in suspension? This will significantly impact small businesses--a huge focus of the Biden Administration? How does this demonstrate partnership or support for small business? How can GSA hold contractors to this standard when Sam.gov is not working with the replacement of D&B?

It is imperative that GSA customers receive timely order status updates. The goal of GSA is 100% compliance. Terms of the contract require order status submission on all orders; contract compliance is required regardless of business size. If a company has circumstances as to why this goal cannot be met, GSA will review them and be reasonable and fair. SAM.gov is not part of providing order status.

What is the main difference between GSA Advantage and GSA eBuy?

Advantage is an eCommerce platform for ordering and conducting market research for typically COTS products. Service Price Lists are also available as files on eLibrary. eBuy is an RFQ or RFI for typically larger or more complex requirements that may require a Statement of Work or Bill of Materials for vendors to respond to government RFQs or RFIs.

Do we report to TDR at the time of order or at the time of shipping/invoice? For example, if an order has a 30 day lead time, when do we report the sale?

Contractors reporting under the TDR rule must report line-item data on a monthly basis.

Regarding TDR: Most furniture products do not have UPC codes . Is a UPC mandatory on the TDR monthly report?

UPC is mandatory to the extent a product has a UPC. If a product does not have a UPC the contractor may state this.

Why does MFC pricing not matter anymore with TDR? Wouldn't we still be required to offer our absolute best pricing to GSA?

CSP disclosures are not required under TDR; therefore, price analysis does not include consideration of MFC pricing.

If a dealer provides invoices from a supplier showing the price increase why is GSA asking for cost data in some situations?

SCP-FSS-001 of the Solicitation: "...per GSAM 538.270-2 Evaluation of offers with access to transactional data, paragraph (c)(3), if the Government cannot determine the prices offered to be fair and reasonable based on readily

available data or market research, it may request the offeror provide other than certified cost or pricing data to facilitate the Government's evaluation of the proposed pricing."

What is the authority for asking for cost data under a commercial item contract?

Per GSAM 538.270-2 Evaluation of offers with access to transactional data, paragraph (c)(3), if the Government cannot determine the prices offered to be fair and reasonable based on readily available data or market research, it may request the offeror provide other than certified cost or pricing data to facilitate the Government's evaluation of the proposed pricing.

Regarding TDR - how will reported sales data be used? Can/will it be used AGAINST the contractor? In future contract negotiations, competitive price analysis against other contractors, etc.?

GSA contracting officers (and all federal contracting officers) are required to negotiate fair and reasonable pricing when awarding contracts. Transactional data is one point of reference the CO may consider when negotiating prices.

Are you tracking the resolution of EPA requests?

Yes, all modifications are tracked.

Are you assessing the timing for approvals above the 10%?

Yes. Cycle times are tracked for all modifications. EPA modifications over 10% are tracked as well.

We are seeing the managers one level above not addressing the EPA request?

Please provide more information to Shaun Kelly (shaun.kelly@gsa.gov)

If we are interested in TDR when 33721 is added where can we get further information of what that requires for us as a manufacturer? Is there training?

The TDR page referenced is a good place to start: <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/mas-roadmap/mas-roadmap-learn-and-understand/transactional-data-reporting>

Is GSA looking into helping contractors with FOB Destination with the increased shipping and fuel surcharges? We have been told this is not allowed under the fixed price contracts.

Recommend you discuss price increases and options with your CO. Surcharges can be considered and must be consistent with your commercial practices. Please email shaun.kelly@gsa.gov with further details of your situation.

Regarding EPA - Can you confirm that the CO is not permitted to enforce the provision referenced in MV-22-02. Can we get a definition of Fair and reasonable?

COs are required to follow the guidance in MV-22-02. Fair and reasonable is not "defined" in the FAR, but here is a good overview:

<https://www.dau.edu/acquipedia/pages/ArticleContent.aspx?itemid=55>.

How will fuel surcharges be handled? These were allowed 15 years ago as a temporary charge due to the fuel costs.

Surcharges can be considered and must be consistent with your commercial practices.

Under TDR, would we still be expected to offer our best pricing to GSA? Could we get into trouble if our GSA price is higher than our MFC price?

MFC price is no longer a point of reference for TDR price analysis. It is difficult to say what price a particular PCO will determine to be fair and reasonable, but they should not reference CSP/MFC in their analysis.

The EPA question regarding invoices from suppliers is why is that not enough? Why would GSA ask for more?

It depends on what the CO requires to ensure fair and reasonable pricing is obtained and what substantiates the price submitted.