



GSA Integrated Workplace Acquisition Center



*Welcome to the Furniture & Furnishings
Quality Partnership Council (QPC)
Meeting - May 12, 2022*

The meeting will begin at 1:00 p.m.

Before we get started...

- All attendees are muted - More than 400 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



Announcement of new Quality Partnership Council, Winter 1992



Integrated Workplace Acquisition Center (IWAC) Updates

IWAC Leadership Team

Ryan Schrank, Director

Shaun Kelly, MAS Branch Chief

John Breen, Projects Branch Chief

Ivana Henry, Business Management Director



Packaged Furniture Program Update

- CTA requirements effective March 31, 2022 via Refresh 11
 - Detailed requirements found in Furniture & Furnishings solicitation attachment under the Packaged Furniture Subcategory
- Deadline to incorporate CTAs is September 27, 2022
- Guidance & Resources
 - Under *Industry Meeting Resources* section
- Please contact your CS/CO or furniture@gsa.gov with questions

- **AL MV-22-02**

- Lowers the approval for price increases above the EPA clause ceiling in 552.216-70, from the contracting director to one level above the contracting officer
- Relaxes time limitations on EPA increases
- Relaxes limitations on the number of EPA increases a contractor may request
- Clarifies that if a contractor has removed an item from their Schedule contract, GSA will not enforce the limitation on adding the same item back at a higher price.

****Even with this added flexibility, contracting officers remain responsible for evaluating price increases and may accept them, negotiate them, or remove items from the underlying contract.**

What Documents are Required?

- **Cover Letter (Modification Letter)**
 - Explain why pricing is increasing, what factors are driving the increase
- **Commercial Price Lists w/ effective date**
- **Supporting Pricing Documentation**
- **Modification Price Proposal Template (PPT)**
 - EPA Tab & Appropriate Products with Discount/Markup Tab
- **Notice of price increase from manufacturer/supplier**
 - Where applicable
- **Updated GSA Schedule price list (I-FSS-600)**
- **CSP or certification of no changes**
- ****Section 5. Pricing Modifications in the [MAS Modification Guide](#) provides additional information**



Economic Price Adjustments (EPAs)

Documents that may be helpful?

- eMod checklist
- Price Increase announcement to commercial (Non-GSA) customers
- Invoices
- Market Index information from their industry (Depends on the product)
- Top 10 selling products

*These are only examples and is not a exhaustive list.

**Additional information may be requested to support the offered pricing when traditional methods to determine fair and reasonable pricing are inadequate.

Packaged Furniture MOT

- Considering lowering the MOT for SINs under the Packaged Furniture Subcategory
- Working Group coming soon

- IWAC expects to release the RFQ for the small projects blanket purchase agreement (BPA) the week of May 23.
- Regions 1-4 initial quotes under evaluation. Determination of need for round of discussions pending.
- Office-in-a-Box renamed Home Office Solutions.
 - Last mile delivery under evaluation.
 - Inside delivery under consideration.



Questions for the IWAC Leadership Team?

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Small Manufacturer Spotlight

Loftwall, Inc

GSA Contract 47QSMA21D08QD

Stephanie Restivo, srestivo@loftwall.com

*This American based manufacturing company
is obsessed with privacy!
Specializing in solutions to solve privacy problems,
Loftwall operates its manufacturing facility
in Grand Prairie, Texas.*



Future of Federal Real Estate Footprint Post Covid

Seyi Gbadegesin

Director, Customer Planning Division

GSA Public Buildings Service,

Office of Portfolio Management & Customer Engagement



Small Manufacturer Spotlight

VIA Inc

GSA Contract GS-28F-005CA

Heather Arnold, harnold@viaseating.com

An American based manufacturing company that specializes in seating only and can build seating for specific needs! providing high performance furniture to the restaurant and food service industry. Founded in 1987, VIA Seating operates its manufacturing facility in Reno, Nevada.



GSA Catalog Management

Kate Koch, Analyst, Catalog Management Office

Becky Kauffman, Analyst, Catalog Management Office

Peter Han, Branch Chief, Catalog Management Office



Small Manufacturer Spotlight

Savoy Contract Furniture

GSA Contract GS-28F-004CA

Alicia Lee, alee@savoyfurniture.com

A Women-Owned Small Business and American based manufacturing company that specializes in wood and upholstered furniture for household, dormitory, quarters and office applications. Founded in 1946, Savoy operates its manufacturing facility in Montoursville, Pennsylvania.



MAS Program Updates

Steve Sizemore

Deputy Director, MAS Program Management Office



Closing and Transition to Breakout Sessions

Round ONE Options	<p>Small Business Contracting Assistance Programs <i>Join Syretta Dyson from GSA's Office of Small and Disadvantaged Business Utilization (OSDBU), to learn more about the Biden Administration's actions to advance equity in government procurement, small business contracting assistance programs rules, and resources available to help you compete:</i> https://gsa.zoomgov.com/j/1611527449?pwd=c1dpQ1dvOFliZjZWU0p2RVJGYXQyQT09</p>	<p>Tutorial on FAS Schedule Sales Query Plus (SSQ+) <i>Join John Varghese and Mike Zenn from GSA's Office of Policy and Compliance (OCP) Acquisition Evidence & Analysis Division to learn how to access schedule sales data and create reports that show how your sales compare to the competition:</i> https://gsa.zoomgov.com/j/1606768022?pwd=TjA2SjVDc0xVYXZpRWxCdmlGNnhqUT09</p>
Round TWO Options	<p>MAS Solicitation Management Improvements Brainstorming Session <i>Join Jeff Calhoun and Steve Gervasi from the MAS Solicitation Management Office to discuss your concerns and share ideas for improving the Multiple Award Schedule (MAS) solicitation:</i> https://gsa.zoomgov.com/j/1611527449?pwd=c1dpQ1dvOFliZjZWU0p2RVJGYXQyQT09</p>	<p>MAS Packaged Furniture Maximum Order Threshold (MOT) and Contractor Teaming Arrangements (CTA) Discussion <i>Join Shaun Kelly from the Integrated Workplace Acquisition Center (IWAC) to provide your feedback on the Packaged Furniture Program MOT and CTAs:</i> https://gsa.zoomgov.com/j/1606768022?pwd=TjA2SjVDc0xVYXZpRWxCdmlGNnhqUT09</p>