Federal Acquisition Service

GSA's State and Local Programs
Lesson 2: Cooperative Purchasing

Learning Objectives

By the end of this lesson, you will be able to:

❑ Identify the program scope and governing regulation for Cooperative Purchasing program

❑ Describe Schedule 70 and its purpose in Cooperative Purchasing

❑ Describe Schedule 84 and its purpose in Cooperative Purchasing

The two main authorities for the Cooperative Purchasing program are:

❑ Public Law 107-137: Section 211 of the e-Gov Act of 2002, which allows purchase from Schedule 70

❑ Public Law 110-248: Local Preparedness Acquisition Act, which allows purchase from Schedule 84

Eligibility

Eligible Users per 40 U.S.C § 502 (c) offers the following definition of State or Local government:

"…any State, local, regional, or tribal government, or any instrumentality thereof (including any local educational agency or institution of higher education)."

Scope

❑ State and Local (S&L) governments have access to purchase via Schedules 70 and 84, at any time, for any reason, using any funds available

❑ S&L governments may purchase using grant money or State and Local funds under this program

State and Local Participation

❑ Voluntary Participation

- No obligation by State and/or Local governments to use the schedule

- Contractors decide whether to accept orders from State and Local governments

❑ Always Open for Use

- Meet GSA Eligible Users Criteria

- Have State or Local Authority; granted by State or Local entity

IT Schedule 70 – Who Are We?

IT Schedule 70 grants agencies direct access to commercial experts who can thoroughly address the needs of the government IT community.

IT Schedule 70 Features

➢ Wide Variety of IT Products and Services

➢ Competitive Prices and Discounts (Cost Savings)

➢ Flexible Contracting and Streamlined Ordering (Time Savings)

➢ Compliant with Federal Cybersecurity Guidelines

➢ Ability to Set-aside Procurements for Small Businesses
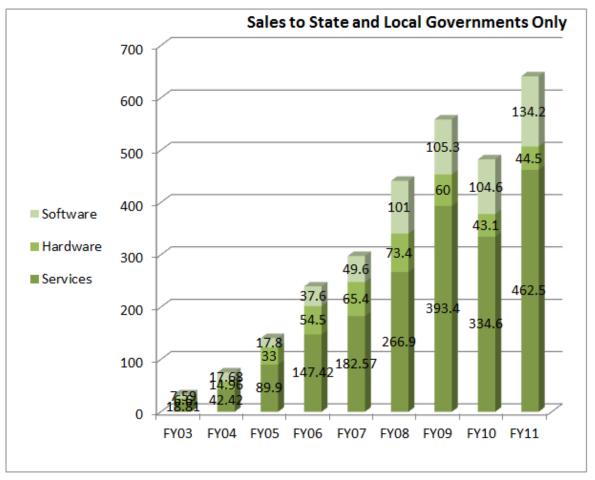
IT Schedule 70 Offerings

➢ Software Licenses

➢ IT Equipment (Sales or Lease)

➢ IT Training Courses

➢ IT Professional Services

➢ E-Commerce Services

➢ Wireless Services

➢ Satellite Services

➢ Identity and Access Management Products and Services:

   Digital Certificates

   HSPD-12 Products and Services

Sales to State and Local Governments only

Sales to State and Local Governments Only

Legend:
- Software
- Hardware
- Services

Fiscal Year	Software	Hardware	Services
FY03	7.59	6.31	18.81
FY04	17.68	14.96	42.42
FY05	17.8	33	89.9
FY06	37.6	54.5	147.42
FY07	49.6	65.4	182.57
FY08	101	73.4	266.9
FY09	105.3	60	393.4
FY10	104.6	43.1	334.6
FY11	134.2	44.5	462.5

What is a Special Item Number (SIN)?

- ❑ SINs are the product and services categories within a Schedule Contract

- ❑ They are also referred to as "Categories"

- ❑ They are a method of categorization that groups similar products, services, and solutions together to aid in the acquisition process

- ❑ IT SINs cover the most common general purpose commercial IT hardware, software, services, and total IT solutions

IT Schedule 70 Categories

Software:

132 32 Term Software Licenses

132 33 Perpetual Software Licenses

Hardware:

132 8   Purchase of Equipment

132 9   Purchase of Used/Refurbished Equipment

New SIN: 132 99 - Introduction of New Information Technology Services and/or Products

IT Schedule 70 Categories Cont.

Services:

132 3	**Leasing**	**132 60A**	**Electronic Credentials, Not Identity Proofed**
132 4	**Short Term Rental**	**132 60B**	**Electronic Credentials, Identity Proofed**
132 12	**Maintenance of Equip./Repair**		
132 34	**Maintenance of Software as a Service**	**132 60C**	**Digital Certificates, including ACES**
		132 60D	**E-authentication Hardware Tokens**
132 50	**Training Courses**	**132 60E**	**Remote Identity & Access Managed Service Offering**
132 51	**IT Professional Services**		
132 52	**E-Commerce Services**	**132 60F**	**Identity & Access Management Professional Services**
132 53	**Wireless Services**		
132 54	**Commercial Satellite Communications (COMSATCOM) Transponded Capacity**	**132 61**	**Public Key Infrastructure (PKI) Shared Service Provider (SSP) Prog.**
132 55	**Commercial Satellite Communications (COMSATCOM) Subscription Services**	**132 62**	**HSPD-12 Product and Service Components**
		132 100	**Ancillary Supplies and/or Services**

IT Schedule 70 Solutions

In addition to products, IT Schedule 70 also offers the following solutions:

- ❑ Cloud IT Services
- ❑ Computer and Networking Hardware
- ❑ Systems Life Cycle Integration
- ❑ Cyber Security
- ❑ Data Centers and Storage
- ❑ Satellite Services
- ❑ SmartBUY: Commercial Software Solutions
- ❑ Software and Applications
- ❑ Wireless and Mobility

Multiple Award Schedules Training

Schedule's based Blanket Purchase Agreements

❑ Cloud IT Services

❑ SmartBUY BPAs

Let's take a look at each…

Cloud IT Services

Infrastructure as a Service (IaaS)

❑ Head-to-head competition occurred resulting in 12 awarded BPAs (BPAs cover cloud storage, virtual machines and web hosting)

❑ Requirements include 99.5% availability and Disaster Recovery and Continuity of Operations Plan

Software as a Service (SaaS)

❑ SaaS solutions are identified on existing Schedule 70 contracts

❑ SaaS Business and Productivity offerings include CRM, Analytics, Asset Management, Knowledge Management and Document and Content Management

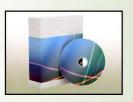❑ https://Apps.gov is primary source for SaaS

SmartBUY

- ❑ SmartBUY (Software Managed and Acquired on the Right Terms)
- ❑ SmartBUY leverages software purchasing power via BPAs that were awarded via head-to-head competition
- ❑ Improves the configuration management, security, and standards of computers
- ❑ Incorporates the latest National Institute of Standards and Technology (NIST) standards
- ❑ Focuses on software; ordering entities can use Schedule 70 for hardware and complementary purchases to support the software

SmartBUY Achievements

SmartBUY currently has 24 active Blanket Purchase Agreements (BPAs):

- ❑ 9 of the BPAs are available for State and Local use
- ❑ Planned and recompeted BPAs will also include State and Local government end users, when possible

Since program inception, Federal agencies saved over $1.3 Billion through SmartBUY purchases

Available SmartBUY Agreements

9 SmartBUY BPAs Available to State and Local Governments

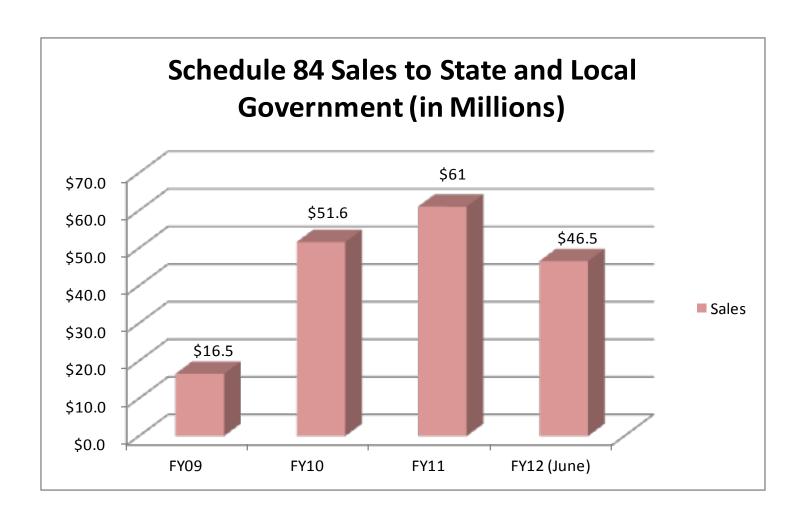| SmartBUY BPAs Available for State, Local, & Tribal Use		
Market Category	**Software Publisher**	**BPA Software Reseller**
Enterprise Content Management	**Meridio**	**Point One**
Geospatial Information Systems	**ISC**	**ISC**
	Google/CubeWerx	**Onix Networking**
	Planet Associates	**Planet Associates**
	SAIC	**SAIC**
Information Assurance *(Situational Awareness and Incident Response Tier 1)*	**BigFix, Inc.**	**Autonomic Resources, LLC**
	IBM	**Intelligent Decisions, Inc.**
	Symantec	**The Winvale Group, LLC**
	McAfee	**Arete Government Solutions**

Schedule 84

❑ What is Schedule 84?

Schedule 84 - Law Enforcement & Security - provides a variety of equipment and services across the full spectrum of Law Enforcement and Security; including facility protection, covert and overt surveillance, alarm system and all types of duty products and services.

❑Why is it isolated out for the Cooperative Purchasing Program?

Public Law 110-248 of the Local Preparedness Acquisition Act authorized the cooperative purchasing by State and Local governments for economic purchase of equipment and services to better prepare the country for emergency situations

Schedule 84 Sales to State and Local Government (in Millions)

Schedule 84: Marine Craft

- ❑ Boats, Engines, Trailers, Spare Parts & Accessories

- ❑ Harbor/Waterfront Security Products & Services

- ❑ Marine Craft Repair and Modifications to all type Marine Craft

- ❑ Professional Consulting and Training Services for Marine Craft, Harbor, or Waterfront

- ❑ Floating Marine Barriers, and Booms

Schedule 84: Firefighting

❑ All types of Urban and Wildland Firefighting Equipment and Supplies

❑ Flood Control Products, Medical Rescue Kits and Patient transport/immobilization devices

❑ Fire Extinguishing/Suppressing Products

❑ Breathing Air Equipment & Respiratory Protection Products

❑ Hoses, Valves, Fittings, Nozzles, Couplings and Related Accessories

❑ Aerial Search and Rescue and Aerial Firefighting Products

Multiple Award Schedules Training

❑ Security Systems Integration and Design Services

❑ Security Management and Support Services

❑ Security System Life Cycle Support

❑ Alarm and Signal Systems, Access Control Systems, Intrusion Detection Systems, Patient Wandering Detection, and Fire Alarm Systems

❑ Facility Management Systems including building comfort systems and integrated security system and Professional Security/Facility Management Services

Schedule 84: Special Purpose Clothing

- ❑ Gloves and Protective Clothing
- ❑ Hazmat Clothing
- ❑ Rainwear, Footwear
- ❑ Extreme Cold Weather Clothing
- ❑ Fire Fighting Clothing, Wildland Fire Fighting Clothing
- ❑ Flotation Devices
- ❑ Medical/Hospital Clothing
- ❑ Security Clothing, High Visibility and Reflective Products
- ❑ Industrial Work Clothing
- ❑ Concealment Clothing
- ❑ Miscellaneous Undergarments for use with Special Purpose Clothing, and Cool/Hot Clothing Products

- ❑ Body Armor, Miscellaneous Personal Law Enforcement Equipment

- ❑ Restraining Equipment, Canine Training and Handling Equipment, Search and Detection

- ❑ Night Vision Equipment

- ❑ Bomb Disposal and Hazardous Material Equipment

- ❑ Radiation / Nuclear material Detection Equipment

Cooperative Purchasing Resources

The GSA Cooperative Purchasing site offers:

- ❑ General Information on the Program
- ❑ FAQs on the Program and other related topics
- ❑ Links to the sites for Schedule 70, 84 and the Consolidated Schedule
- ❑ Cooperative Purchasing Fact Sheet, Brochure and Presentation
- ❑ Local Customer Service Directors (CSD) www.gsa.gov/csd

www.gsa.gov/cooperativepurchasing

Customer Service Directors (CSDs)

Training

- In-person
- 24/7 Web-based training

Free eTools

- GSA*Advantage*!®
- eBuy
- eLibrary

What authorized State and Local governments access to Schedules?

Knowledge Check 2

What two Schedules did Congress authorize access to under Cooperative Purchasing?

Lesson Summary

You should now be able to:

- ✔ Identify the program scope and governing regulation for the Cooperative Purchasing program

- ✔ Describe Schedule 70 and its purpose in Cooperative Purchasing

- ✔ Describe Schedule 84 and its purpose in Cooperative Purchasing