

MAS, Nonstandard, Express Desk Orders, and You

By Claudia Epps, Charlesvincent Agbisit, and Ben Koses

A photograph of a stage with heavy red curtains. The curtains are closed and hang in vertical folds. The text "Let The Show Begin!" is overlaid in the center in a bright yellow, bold, sans-serif font. The background behind the curtains is dark, suggesting a theater interior.

Let The Show Begin!

Agenda

- Introduction
- A Volunteer (Customer Meetings)
- Multiple Award Schedules (MAS)
- Nonstandard Vehicle Program
- Express Desk
- Encore
- The Reveal





Mandatory Source Rule



41 Code of Federal Regulations 101-26.501-1

- “...each executive agency shall submit to GSA for procurement its orders for purchase in the United States of all new passenger motor vehicles...”

41 Code of Federal Regulations 102-34.35

- Motor vehicle means any vehicle, self propelled or drawn by mechanical power*, designed and operated principally for highway transportation of property or passengers



Everything Non-Tactical



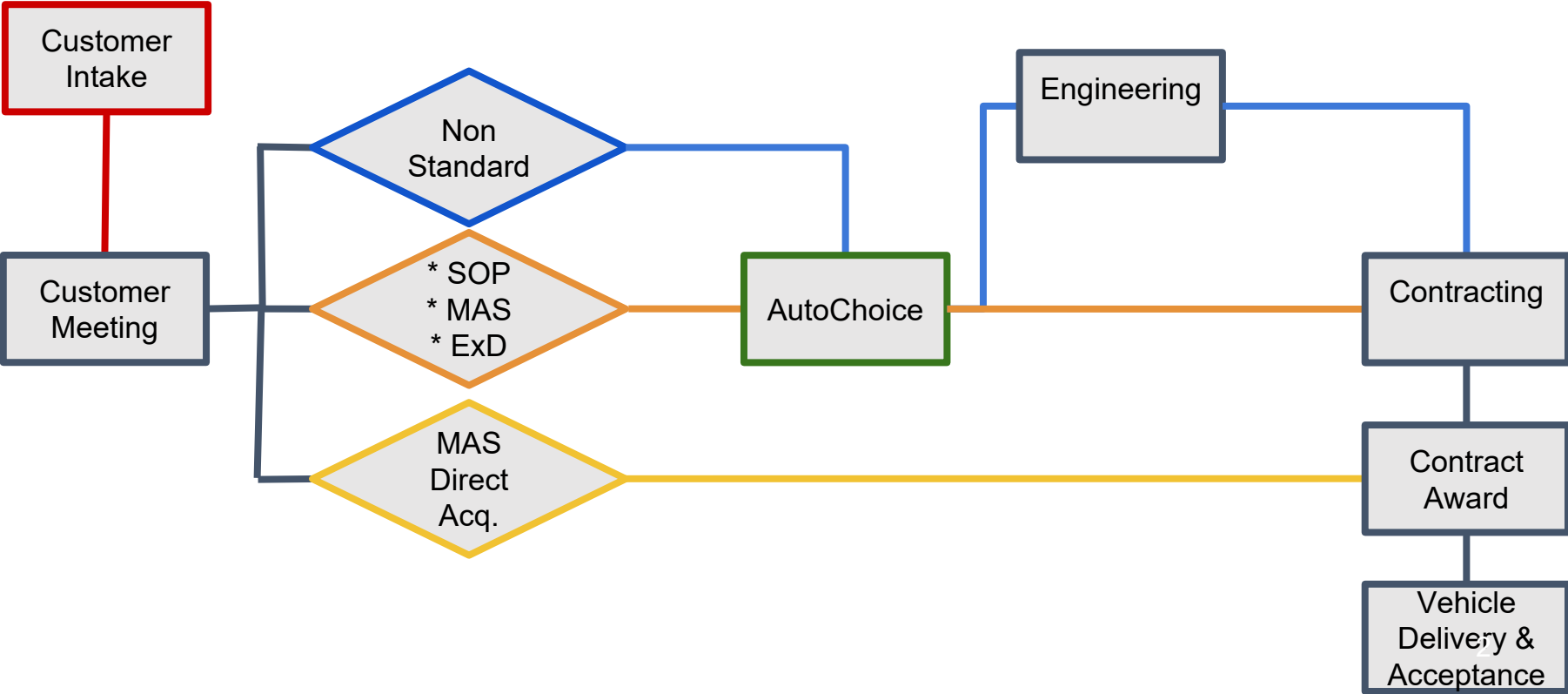
How does Non-SOP stack-up



In FY23:

- 40,074 vehicles ordered Government-wide
- 483 ordered through Non-SOP
 - 237 - Express Desk
 - 215 - MAS
 - 31 - Non-Standard Vehicle Program

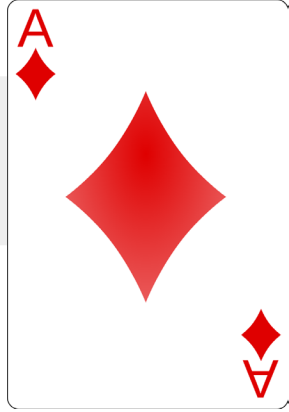
Vehicle Procurement Flow Chart



Customer Meetings

Standard for most non-SOP orders

Help us help you!



Requirement

Solution

Expectation

Multiple Award Schedule (MAS)



What can you buy through Autochoice MAS?

MAS Large Category Transportation and Logistics Services:

[Motor Vehicles \(non-Combat\)](#):

Primary SINS:

- Fire Fighting Apparatus ([SIN 3361](#))
- Law Enforcement Vehicles ([SIN 3361](#))
- Special Vocational Vehicles ([SIN 3361V](#))
- Low Speed Vehicles ([SIN 33611](#))
- Trailers ([SIN 336212](#))
- Tank Trucks ([SIN 336211](#))



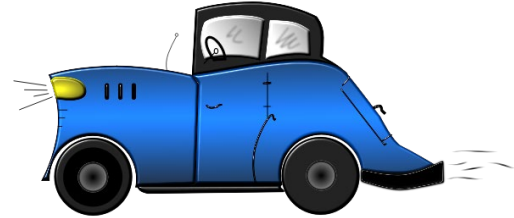
Direct Acquisition



Purchaser: Your agency

Method: Directly with vendor

Fee: None



MAS Self-Service



Purchaser: GSA on your behalf

Method: GSA MAS contracts

Fee: 2% of the quoted price



MAS Self Service Under/Over the SAT



- Request for Quote (RFQ)
- RFQ amendment docs
- Quotes received
- Source selection
- FAR 8.405-4 compliance
- Brand name justification
- Funding document
- Interagency Agreement (if more than \$600,000)

A background image of a sparkler with bright orange and yellow sparks radiating from a central point against a dark background.

\$250,000: The Magic Number

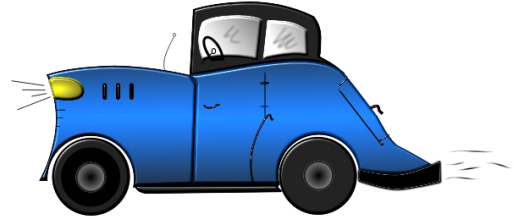
Federal Acquisition Regulations strongly prefers eBuy for procurements above the Simplified Acquisition Threshold

MAS Assisted Acquisition



Purchaser: GSA on your behalf

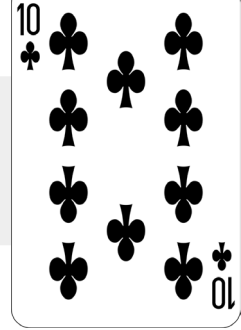
Method: GSA MAS contract



Fee: 10% of the quoted price



MAS Required Documents



Required Documents Uploaded in AutoChoice	Direct	Self	Assisted
Request for Quotes and Subsequent Modifications		X	
Vehicle Specifications/Requirements		X	X
Proof items are on GSA Schedule		X	
Quotes Received and Source Selection		X	
Funding Document		X	X
Three Surveys (under SAT) or three Quotes (over SAT)		X	
Interagency Agreement (IAA)		X*	X

*IAA needed if MAS Self Service is over \$600,000

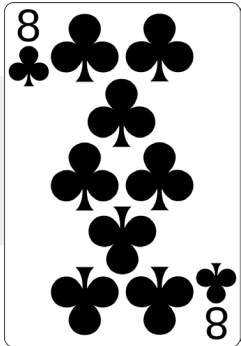
Multiple Award Schedule Program



Two methods of submitting a Request for Quotes (RFQ) for the automotive program:

1. eBuy
2. Obtaining a minimum of three written quotes

MAS Resources



336212: Trailers and Attachments

336211: Tank Trucks

3361V: Vocationals

336211V: Vocational Bodies

3361: Law Enforcement and Fire Fighting Vehicles

GSA eLibrary

An official website of the United States government [Here's how you know](#) ▾

GSA eLibrary GSA Federal Acquisition Service Home eBuy - quotes GSA Advantage - online shopping Help

Welcome to GSA eLibrary, your online source for the latest GSA contracts and information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goals is to deliver excellent acquisition services that provide best value to the customer, cost, quality and service, for the agencies and their employees.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit [GSA.gov](#).

Search in **all the words** **Search**
enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS

▶ Contractor Directory (a-z) ▶ Total Solution Search

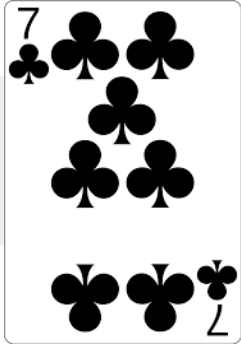
Category Guide

▶ Facilities	▶ Furniture & Furnishings
▶ Human Capital	▶ Industrial Products and Services
▶ Information Technology	▶ Miscellaneous
▶ Office Management	▶ Professional Services
▶ Scientific Management and Solutions	▶ Security and Protection
▶ Transportation and Logistics Services	▶ Travel

Quick Search
Go to: Select a Contract Vehicle ▾

Schedule Contracts
GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!
▶ View schedule contracts
▶ GSA schedules info
▶ VA schedules info
▶ MAS Available Offerings
▶ MAS Clause Applicability Matrix

Technology Contracts
GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

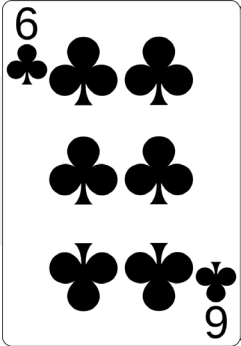


MAS Self Service Tips and Tricks

- Post your solicitation to GSA eBuy for 30 days or more
- Post your solicitation to ALL contract holders under the selected SIN
- List your best value factors (FAR 8.405-1(f)) in your RFQ (e.g., past performance, delivery terms, etc.)



MAS Resources



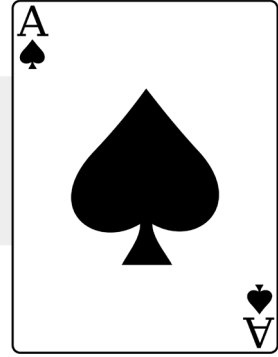
The screenshot shows the GSA eBuy website interface. At the top, there is a search bar with the text "Vehicles & Equipment" and a dropdown menu showing "trailer". To the right of the search bar are buttons for "Advanced Search" and a shopping cart icon with "0". Below the search bar, the GSA eBuy logo is on the left, and "Sign in as a..." is followed by "Buyer" and "Contractor" buttons. The main content area features a large banner with the text "GSA Advantage" and "eBuy" overlaid. The banner includes a description: "GSA eBuy is a powerful and intuitive acquisition tool used by thousands of US federal agencies and military services worldwide to achieve required competition, best pricing and value. GSA eBuy saves you time and money - all while keeping you FAR compliant." The background of the banner shows a hand pointing at a screen with various icons representing business and technology.

Includes:
S

Nonstandard Vehicle Program



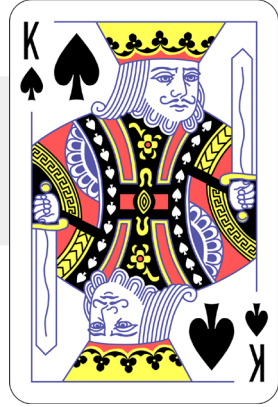
Nonstandard Vehicle Program



- Unique and specialized vehicles that are not available through SOP or MAS
- Fee for the first vehicle is 10% and 2% for each additional vehicle



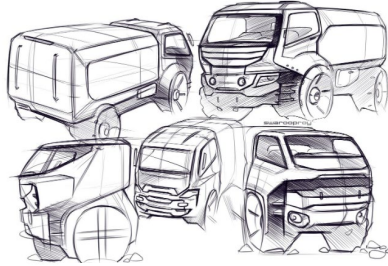
Nonstandard Vehicle Program



Project Management



Engineering



Contracting



Quality Assurance



Required Documents



1. Funding document
2. Vehicle specifications
 - a. Minimum general specifications for the engineers to reference
3. Interagency Agreement (IAA)

GSA Fleet will assist the customer with all necessary documentation (i.e., vehicle specifications, quotes, etc.)

Nonstandard Process

- Customer intake meeting
- Customer submission of required documents
- Document review
- AutoChoice order submission
- Customer kick-off meeting
- Vehicle specifications finalized
- Solicitation
- Source selection
- Prebuild Meetings
- Contract award

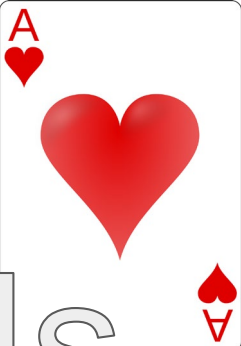


Express Desk



Express Desk

The Magic Phrase Is



Harm to the Federal Government and your agency mission



Express Desk



- Market prices

~~DEAL~~

- No speciality vehicles

Express Desk Requirements



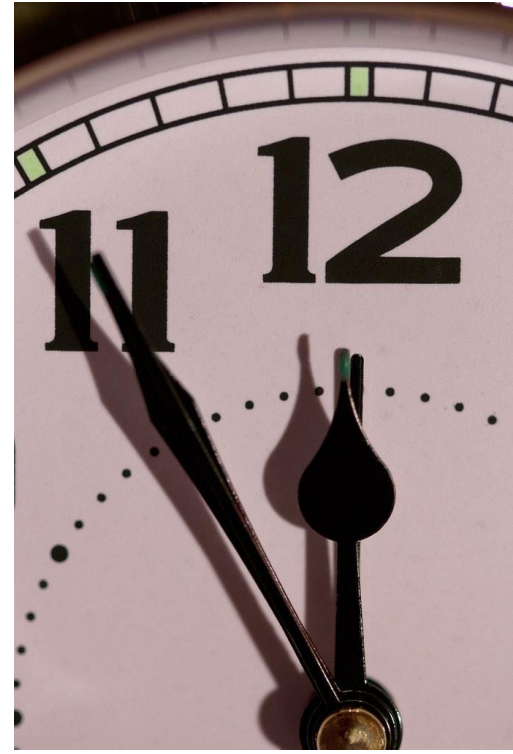
- 1: Urgent requirement justification
 - a. Must be signed by GS-15 or equivalent
- 2: Funding document
 - a. Must be signed by funds approver or budgetary official
 - b. 2% fee. 5% in Aug/Sept
- 3: Vehicle specification sheet
- 4: Market research
 - a. Dealerships must be registered in SAM
- 5: InterAgency Agreement



The Midnight Stroke

The following are NOT justifications for using Express Desk.

- Poor planning or negligence
- Expiration of fiscal year funds
- It closed for ordering but we really want it



Name Brand Justification

FAR 11.1 and FAR 13.501

(Blank) is the only one with the...

- Engine
- Wheelbase
- Off-road capability
- Aftermarket part availability
- Specs
- Etc.

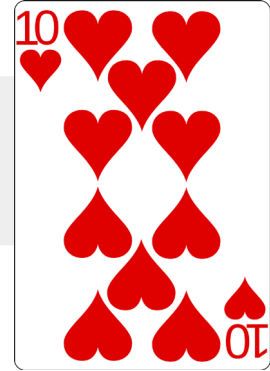
To meet mission requirements



Unusual and Compelling Urgency

- Other than full and open competition
- Very rare

- FAR 6.302-2
- FAR 6.303-2



Encore

- Standardized request forms
- Interagency Acquisition (IAA)
- Ordering through GSAFleet.gov

Ordering through [GSAFleet.gov](https://www.gsa.gov/transaction/gsa-fleet)

Purchase

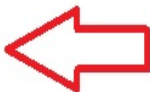
Standard Vehicle Ordering Program

The Fleet Standard Vehicle Ordering Program is GSA Fleet's most popular method for vehicle purchasing and provides an easy to use online vehicle ordering tool that helps you choose the right vehicles for your agency. You can use the Standard Vehicle Ordering Program to configure vehicles, choose equipment and color options, and view side-by-side comparisons of vehicle models. You can also check your order status, find fuel ratings, choose dealerships, and run reports. Vehicles you purchase through our online vehicle ordering tool are built-to-order with a delivery time frame based on vehicle type, equipment and color choices, and delivery location.

[Start Here →](#)

Can't find what your looking for?

If you're unable to find the right vehicle for your agency using our Standard Vehicle Ordering Program, consult with one of our Offering Support Professionals. Working with a team of Fleet Engineers they can assist with meeting your vehicle requirements using the following methods:



- Multiple Award Schedules
- Non-Standard Vehicles
- Urgent Vehicle Order

[Start here →](#)

Just Browsing

View vehicles and options to see what is currently available without placing an order.

[Browse vehicles and options →](#)



Standard Vehicle Ordering Program is easy to use online vehicle ordering tool. Use the Standard Vehicle Ordering tool to view side-by-side comparisons, choose dealerships, and build-to-order with a delivery location.

To find the right vehicle for your Standard Vehicle Order, work with one of our Offer Specialists. Working with a team of specialists can assist with meeting your needs using the following options:
Standard Schedules
Standard Vehicles
Special Order

Clicking on the link below will take you to the IPT Request Intake page. This page will allow you to enter your vehicle requirements and options →



Please confirm/acknowledge before continuing...

I acknowledge that by continuing the **Non-Standard Vehicle Ordering Options with GSA's Integrated Process Team (IPT)** that I will incur a fee for services provided in the technical requirements development to end user delivery.

Please follow the link below to enter your vehicle requirements using the **IPT Request Intake**:

[IPT REQUEST INTAKE](#)



Confirm acknowledgment

[Cancel](#)

[Continue Non-standard Vehicle Order Options](#)

Non-Standard Vehicle Ordering Options

In the event your Agency is unable to find the right vehicle using our Standard Vehicle Ordering Program, GSA Fleet is able to provide several offering options to find the vehicle that meets your Agency's mission. Please consult with one of our Offering Service Professionals so that we can ensure your Agency is selecting the best offering option. You can initiate a consultation with one of our Offering Service Professionals by emailing your requirements to kjdlkds@gsafleet.gov

Urgent Requirement

Choose this option if you have an unusual and compelling urgency that requires you to obtain a vehicle(s) that can typically be fulfilled within 30 days.

Multiple Award Schedules (MAS)

Vehicle requests for requirements that can be fulfilled utilizing GSA Multiple Award Schedule contracts. These orders can be completed by customer agencies directly through GSA Advantage or with GSA's assisted acquisition professionals.

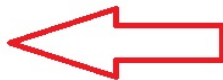
Non-Standard Vehicle

Requests for customized or unique non-tactical vehicle requirements. This program provides a turnkey solution to agency customers with GSA Vehicle Engineering support, Project Management support, and Contracting Officer support.

MyRequisition00007

Draft

Your latest edits are AUTOSAVED



1 of 5 Vehicle Specifications

▲ This is an Urgent Requirement

The Express Desk processes vehicle orders for government agencies with urgent requirements. Agencies must justify the urgent and compelling reasons for using the Express Desk instead of waiting for the normal procurement cycle and delivery time to take place.

[Read more](#)

Provide vehicle specifications

Please provide the vehicle specifications and minimum requirements to fulfill the agency mission. Provide as much information as possible. Ordering submissions of ambiguous requirements will cause GSA to reject or return the request.

Vehicle Type *

Ambulance

Drive train *

Drive train

Quantity *

25

Color *

Red

Fuel type *

Gasoline

Gross vehicle weight rating (lbs)

5000

Gross combined weight rating

5000

Requisitions and Orders

Draft requisitions are orders that have not yet been submitted. Any incomplete draft will be canceled within 45 business days. Canceled drafts will be deleted after 365 days. Requisitions which have been submitted and approved will display within the Orders tab.

Requisitions Orders Modifications

Requisitions

✔ You have successfully submitted **MyRequisition0007** to your agency approver. [View details](#)



Hide filters Requisition actions

- FILTERS** [Reset All](#)
- 0 Filters applied +
- Requisition +
- Requisition status +
- Vehicle type +
- Agency +

Requisition number	Requisition name	Requisition status	Last edited	Actions
> 1234AB-1234-A234	My Requisition 0007	Draft approval	10/10/2021	...
> 1234AB-1234-A234	Requisition Name	Engineering review	10/10/2021	...
> TBD	Requisition Name	Draft	10/10/2021	...
> 1234AB-1234-A234	Requisition Name	Draft approval	10/10/2021	...
> TBD	A Really Really Really Long Requisition Name	Draft	10/10/2021	...
> 1234AB-1234-A234	Requisition Name	Canceled	10/10/2021	...



Introducing the Non-SOP Team



**Charlesvincent
Agbisit**



**Adam
Winchester**



Dustin Scott



Daniel Lord



Ben Koses



Claudia Epps

Any Volunteers for Questions?

