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MASQUARTERLY

From the MAS PMO

Warm weather is finally here and GSA is ready for a busy spring! We would like to introduce the new quarterly GSA MAS Newsletter - aimed at providing our Schedule contractors with important updates on significant activities related to GSA's MAS program. In our first spring issue, you will find articles summarizing important industry events, the latest on contract-impacting regulations, information on programs, and a featured quarterly introduction to helpful places for you within GSA.

Spring also signals the kickoff of "buying season" for the federal government, making this a great time to ensure that your contract and pricelist is up to date and complete.

If you would like to provide feedback or topics for future MAS Newsletters, please send your suggestions to maspmo@gsa.gov. Enjoy the long-awaited warm weather and this issue of the MAS Newsletter!

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GSA Reverse Industry Training - February, 2018



GSA Administrator Emily Murphy gave the keynote address during the agency's second Reverse Industry Training event. (L-R) GSA Ombudsman Millisa Gary, GSA Administrator Emily Murphy, GSA Sr. Procurement Executive Jeffrey Koses

On February 20, 2018, GSA's Office of the Procurement Ombudsman hosted a Reverse Industry Training (RIT) event for the acquisition workforce focused on several aspects of the MAS program. The event turned the table on our traditional Industry Days: instead of GSA subject matter experts outlining their latest programs or discussing a specific requirement with industry, the RIT gave industry a chance to offer its perspective on the acquisition process. With opening remarks from Federal Acquisition Service (FAS) Commissioner Alan Thomas, a keynote address by Administrator Emily Murphy, and closing remarks by GSA Senior Procurement Executive (SPE) Jeff Koses, this daylong training gave GSA an opportunity for GSA to listen and learn from our industry partners so that we may improve our program moving forward.

Fourteen representatives from a diverse group of companies participated in three panel sessions focused on the MAS program:

- Barriers to Entry/Doing Business in the Federal Marketplace
- Bid Strategy and Teaming
- Post-Award Execution Modifications and Compliance

The panelists shared and discussed “real-life” examples and impacts from an industry perspective. In addition, they provided recommendations and suggestions on how to improve the overall MAS program. Industry challenges brought to the table included GSA's lack of consistency in process and procedures within Schedules, difficulty in understanding the requests from contracting officers, and government “lingo”. Industry also spoke about the struggles in marketing the Schedule, including having a need for information regarding upcoming opportunities.

According to GSA's Office of the Procurement Ombudsman, the feedback received during the RIT is being taken seriously. “We are looking to consolidate the industry feedback and look for process improvements in coordination with the MAS PMO.”

Please contact GSAOmbudsman@gsa.gov to learn more about upcoming Reverse Industry Training events.

MAS in the News

GSA issued two final General Services Acquisition Regulation (GSAR) rules to improve the MAS program:

- Commercial Supplier Agreements (CSAs)
- GSA Order Level Materials (OLMs)

Both of these rules are aimed at better meeting our stakeholder needs while saving time and money.

What you need to know about both:

CSA QUICK LINKS

Register to receive GSA Interact updates at: <https://interact.gsa.gov/> and join the [Multiple Award Schedules](#) group to receive GSA MAS Interact updates

View a [summary of changes](#) and ongoing webinars

Keep up with CSA's [frequently asked questions](#)

Read the [summary](#) on what you need to know about CSAs

Commercial Supplier Agreements (CSAs)

When you sign up for a new service, you are often required to agree to the provider's "Terms and Conditions". Also known as End User License Agreements (EULAs), Terms of Service (TOS), Commercial Supplier Agreements (CSAs), etc., these commercial terms and conditions are intended to create a binding legal obligation with the end user. Most CSAs include terms and conditions that are acceptable to industry and citizens, but are improper or even illegal for acceptance by the federal government.

This [GSAR rule](#) finalizes a 2015 Class Deviation which addresses many common CSA terms and conditions that are inconsistent with federal law. The final rule decreases the time needed for legal review prior to contract formation, significantly reduces costs to both FAS and our industry partners, and further clarifies expectations for all parties.

The rule allows GSA to incorporate terms into its contracts that remove all inconsistencies. By explicitly addressing common unenforceable terms upfront, the CSA does not require negotiations to remove any unenforceable language. The CSA rule mitigates government risk and streamlines negotiations, saving time and money for both industry and the government.

The rule affects FAS contracts, including MAS contracts and Indefinite Delivery Indefinite Quantity (IDIQ) contracts, like Governmentwide Acquisition Contracts (GWACs). Contracts will be modified to incorporate the change starting in early summer 2018.

OLM QUICK LINKS

Register to receive GSA Interact updates at: <https://interact.gsa.gov/> and join the [Multiple Award Schedules](#) group to receive GSA MAS Interact updates and to view ongoing webinars

Keep up with OLM's [frequently asked questions](#)

Read the [summary](#) on what you need to know about OLMs

Visit the [Federal Register](#) for additional information on the final rule

Order Level Materials (OLMs)

The final GSAR rule creates Order Level Materials (OLMs) authority for the MAS program. OLMs are products or services that are needed to complete a scope of work and that may not be specifically offered on a current Schedule contract. For example, think of the Information Technology (IT) needs associated with facilities and construction - not a major part of the need, but a need nonetheless.

This change to the MAS program provides agencies more flexibility in the procurement process and creates consistency between the MAS program and other established contract vehicles. Providing agencies and industry with additional flexibility will result in more consistent application of policies and better value for customer agencies, industry partners and taxpayers.

Contracting Officers (COs) will have the authority to acquire OLMs when using authorized Multiple Award Schedules. Prior to this rule, COs would frequently have to ask contractors to add these items to their Schedule contract. Having to add these line items is a time-consuming task to accommodate the unexpected ancillary need - or worse, conduct an entire separate procurement to acquire these items. This rule saves that time!

Contracts will be modified to incorporate the change starting early summer 2018. To receive this OLM modification, eligible contractors must first agree to the Commercial Supplier Agreement (CSA) modification (see above article on this topic). Acceptance of the modification will be optional. Once accepted, the OLM Special Item Number (SIN) and OLM terms and conditions will be automatically added to the existing Schedule contract.

Updates to Current MAS Programs

The following provides updates to some of our current initiatives aimed at continually improving GSA's MAS program.

TDR QUICK LINKS

Visit tdr.gsa.gov for more information on TDR

Email tdrteam@gsa.gov with any questions or comments

Register to receive GSA Interact updates at: <https://interact.gsa.gov/> and join the [Multiple Award Schedules](#) group

Transactional Data Reporting (TDR)

The Transactional Data Reporting (TDR) rule, issued in 2016 and currently optional, provides contractors in the initial [pilot group](#) the ability to choose how to negotiate pricing and report their Schedule sales.

At this time, new offerors (and those contractors provided the mass modification) must choose either Commercial Sales Practice or TDR. Please note that regardless of which path is selected, only sales made through your GSA contract will be reported.

	TDR	Traditional
Sales Reporting	Transactionally (List out items on all reportable invoices)	Summary (Total of all reportable sales)
Frequency	Monthly	Quarterly
Industrial Funding Fee	Pay fee based on sales reported	Pay fee based on sales reported
Frequency	Quarterly (can opt for Monthly)	Quarterly
Pricelist	Horizontal. Compares pricing of products, services and solutions across the federal and commercial world to negotiate pricing	Vertical. Provide all Commercial Sales Practices and negotiate a discount off of a favored customer(s)
Commercial Sales Practice	No, there is no discount ratio	Yes, plan to monitor discount ratio
Price Reduction Clause (522.238-75)	No	Yes, if discount is disturbed - constitutes a price reduction

For more information on how to determine what is reportable, visit the [Vendor Support Center](#). To learn more about TDR and how to report sales, please visit the [TDR portal](#) and click on the “Help” tab to access tutorials. We are holding a live webinar on May 16th at 1:00 p.m. ET, featuring a demonstration of TDR with a focus on the industry/user’s perspective. [Register](#) now!

SSQ+ QUICK LINKS

Visit the [SSQ+ tool](#)

[Read more](#) about SSQ+

Watch the SSQ+ [recorded training](#)

Schedules Sales Query+ (SSQ+) Tool

FAS has created a better way for industry partners, the public, and government agencies to view and track the business volume on GSA's MAS contracts. The new Schedules Sales Query+ (SSQ+) dashboard provides sales information in an interactive and dynamic manner. Previous reports were only available in a canned Excel or text format. Our improved dashboard makes it easier and faster for Industry to see how their company stacks up compared to other contractors on the same Schedule and how their sales compare to the competition overall. Data can be leveraged to improve business practices and take advantage of new opportunities. The information provided by FAS is especially important for small businesses that may not have adequate resources to conduct their own in-house data analytics.

This user-friendly public dashboard offers searchable and filterable information from Fiscal Year 1991 to present. Some examples of filtering include:

MAS sales by fiscal year and quarter	Overall sales by contractor
Sales by Schedule	Average sales by contract
Sales by Special Item Number (SIN)	Count of contracts by fiscal year
Business volume by geographic location	

Drilling down deeper in the map section, users can zoom in and search for contractors by city, state, or zip code to see sales numbers and additional data such as contract number and reporting office.

We invite prospective contractors and current contractors to make use of this helpful tool.

If you are a prospective contractor, please visit our [MAS Roadmap](#) to find a plain language guide to submitting an offer to sell commercial products and services under the MAS program.

GSA's Featured Quarterly Department: The Office of the Procurement Ombudsman



GSA Ombudsman, Millisa Gary, leads GSA's Office of the Procurement Ombudsman.

The Office of the Procurement Ombudsman (OPO) is a GSA resource to help contractors and industry navigate the contracting maze of the federal marketplace. Its mission is to provide an informal forum for industry and industry associations who do business with GSA to voice their concerns with GSA's acquisition programs and practices.

The Ombudsman's vision is to be the conduit for fostering open dialogue between GSA and industry, encouraging competition and innovation, and increasing GSA's supplier base.

Independent.

Impartial.

Confidential.

"Effective industry engagement is critical to the mission and priorities of GSA. Our work directly assists with increasing competition at both the contract and order level, and promoting acquisition transparency. As a neutral party, we offer assistance to both GSA vendors and GSA offices. Our goal is to expand the GSA Ombudsman brand across a government-wide audience."

- Millisa Gary

The [Office of the Procurement Ombudsman](#) was established to foster healthy and productive relationships between GSA and industry partners. While collaborating with GSA services and staff offices, the GSA Ombudsman provides early intervention to resolve differences and reduce the likelihood of formal protests and litigation. As a voice for industry, the GSA Ombudsman ensures that concerns with programs and processes are directed to, and addressed by, the appropriate entities within the agency.

Have a concern you are unable to resolve? Contact GSA's Ombudsman at: gsa.gov/ombudsman.

Helpful MAS Resources

GSA and Multiple Award Schedules:

GSA Schedules: <https://www.gsa.gov/gsa-schedules>

Schedules News and Training: www.gsa.gov/masnews

Electronic Subcontracting Reporting System (eSRS): esrs.gov

MAS on GSA Interact: <https://interact.gsa.gov/groups/multiple-award-schedules>

MAS Desk Reference: www.gsa.gov/mas-desk-reference

GSA's Blog: www.gsa.gov/blog

GSA's Vendor Support Center: vsc.gsa.gov

GSA Small Business Assistance: www.gsa.gov/acquisition/small-business

Finding Your IOA and ACO: https://vsc.gsa.gov/tools/aco_ioa.cfm

GSA's Office of the Procurement Ombudsman: gsa.gov/ombudsman

Preparing and Submitting a MAS Offer:

Roadmap to Preparing a MAS Offer: www.gsa.gov/acquisition/purchasing-programs/gsa-schedules/industry-partners/guide

Procurement Technical Assistance Centers (Free Assistance): <http://www.aptac-us.org/contracting-assistance/>

GSA's Office of Small Business Utilization (OSBU): <https://www.gsa.gov/acquisition/small-business>

Marketing:

eLibrary - Contract Award Information: www.gsaelibrary.gsa.gov

eBuy - Electronic Request for Quote (RFQ) / Request for Proposal (RFP) System: www.ebuy.gsa.gov

Schedules Sales Query+ (SSQ+): <https://ssq.gsa.gov>

FedBizOpps: www.fbo.gov

Small Business Forecasting Tool: <https://hallways.cap.gsa.gov/app/#/x/forecast-of-contracting-opportunities>

GSA Advantage! - Online Shopping: www.gsaadvantage.gov

Feedback

Share feedback or your ideas for future MAS Newsletter content with us anytime at: maspmo@gsa.gov.