



U.S. General Services Administration

Transactional Data Reporting (TDR) Requirements

September 21, 2016

Disclaimer

"The purpose of this webinar is to allow GSA FAS to verbally present the DRAFT planned solicitation refresh and related mass modification as a courtesy to industry. All comments on the information presented must be submitted via chat on this call. GSA FAS will consider all relevant comments and document them, but we are not obligated to respond to any questions at this time. GSA FAS may address some comments during the call or provide responses to relevant questions on the original Interact posting. GSA FAS does not guarantee a response to all questions, but may issue a formal response to industry comments or related inquiries. GSA FAS will make changes to the DRAFT as appropriate. Interested parties should review the final version of the solicitation refresh or mass modification closely for additional changes made to this DRAFT."

Introductions

Robin Bourne - Director, MAS Program Office

Kellie Stoker - Procurement Analyst, MAS Policy Division

Brandi York - Supervisory Industrial Operations Analyst

Donn Marcus - Project Manager, IAE Common Acquisition
Platform Governance Division

Transactional Data Reporting Rule Summary

The Transactional Data Reporting (TDR) [Rule](#) requires vendors to electronically report the price the federal government paid for an item or service purchased through GSA acquisition vehicles and other data elements. The rule supports the governmentwide category management initiatives by producing market intelligence that GSA and its partner agencies can use to make smarter acquisition decisions and save taxpayer dollars.

Additionally, vendors will also remit their Industrial Funding Fee (IFF) through a new portal, the FAS Sales Reporting System.

Transactional Data Reporting

- On June 23, 2016, the Final Rule incorporating Transactional Data requirements into the MAS and non-MAS Schedules was published in the [Federal Register](#).
- Vendors are strongly encouraged to accept the modification as quickly as possible, but at this time, the modification is not mandatory. Vendors will need to accept the TDR modification prior to exercise of their next option.
- When the mass mod is issued, vendors must acknowledge the mod and either accept or decline the mod.
- TDR will be rolled out across a Pilot selection of Schedules on a rolling basis.

TDR Pilot Schedule Roll Out

The following Schedules have been rolled out:

Schedule 58 I - Professional Audio/Video (All SINs) and
Schedule 72 - Furnishings & Floor Coverings (All SINs)

[Interact Notice](#) published 7-26-16

Mass Mod issued 8-29-16

Schedule 51V - Hardware Superstore (All SINs) and
Schedule 03 FAC - Facilities Management and
Maintenance (All SINs)

[Interact Notice](#) published 8-9-16

Mass Mod issued 9-9-16

TDR Pilot Schedule Roll Out

Schedule 75 - Office Products/Supplies (All SINs)

[Interact Notice](#) published 9-6-16

Mass Mod scheduled for issue on 10-17-16

Schedule 73 - Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals and Services (All SINs)

Interact Notice scheduled for posting on 10-17-16

Mass Mod scheduled for issue on 11-18-16

TDR Pilot Schedules

Schedule 70 - IT Equipment, Software & Services -
Following SINs only:

- 132-8 - IT Hardware
- 132-32 - IT Software
- 132-33 - IT Software
- 132-34 - IT Software
- 132-54 - Satellite Services
- 132-55 - Satellite Services

Interact Notice scheduled for posting on 10-17-16
Mass Mod scheduled for issue on 11-18-16

TDR Pilot Schedules

Schedule 00CORP - Professional Services Schedule,
Professional Engineering Services SINs only:

871-1 - Strategic Planning for Technology Programs/Act.

871-2 - Concept Development/Requirement Analysis

871-3 - System Design/Engineering/Integration

871-4 - Test and Evaluation

871-5 - Integrated Logistics Support

871-6 - Acquisition and Lifecycle Management

871-7 - Construction Mgt & Eng. Consulting Services
related to Real Property.

Interact Notice scheduled to post on 12-12-16

Mass Mod schedule to issue on 1-13-17

What is Transactional Data Reporting

- Updates several clauses including 552.238-74 Industrial Funding Fee and Sales Reporting
- Eliminates Price Reduction Clause (PRC) tracking and Commercial Sales Practice (CSP) submission requirements for vendors.
- PRC Liability for current contractors ends with acceptance of the TDR Mass mod which will be effective on the 1st day of the business quarter following acceptance of the mod

What is Transactional Data Reporting

- If a TDR covered SIN is included along with non-TDR SINs (for Schedule 70 and PSS only), then the entire contract becomes subject to TDR reporting.
- Changes the way contractor's report MAS sales
 - From summary data to line item detail
 - Moves from the 72A website to the TDR website FAS Sales Reporting

Impact of the Initiative

- Change from quarterly to monthly reporting (payments are still due quarterly) in the new TDR portal.
- The following data elements will be reported (552.238-74 Alt I):
 - Contract Number or BPA Number
 - Order Number or Procurement Instrument Identifier (PIID)
 - Non Federal Entity, if applicable
 - Description of Deliverable
 - Manufacturer Name

Impact of the Initiative

- Manufacturer Part Number
- Unit of Measure (each, hour, case, lot, etc.)
- Quantity of Item Sold
- Universal Product Code (UPC) if applicable
- Price Paid per Unit
- Total Price Sold
- SIN (mandatory for Services)

Additional data elements can be added with review and approval of Category Managers and HCA.

Impact of the Initiative

Add a couple of examples of how FFP and Bundled order can be reported.

use Schedule 70 examples.

Impact of the Initiative

- Changes acceptable points to recognize revenue for reporting purposes to invoice date and payment date only.
- Payments must be made through the [FAS Sales Reporting](#) portal via www.pay.gov. Vendors can pay by Credit or Debit card, electronic check or ACH transaction. Paper checks will no longer be allowed except in specific situations involving vendors located outside the US.
- Vendors cannot report negative amounts, errors must be corrected by adjustments to the item involved.
- No rounding of dollar amounts

Reporting Timeframes

If the date of the modification is:	72A Reporting	TDR Reporting
December 15th and March 14th	Report sales in 72A on current schedule	Report April data in FAS Sales Reporting Portal during May
Between March 15th and June 14th	Report sales in 72A on current schedule	Report July data in FAS Sales Reporting Portal during August
Between June 15th and September 14th	Report sales in 72A on current schedule	Report October data in FAS Sales Reporting Portal during November
Between September 15th and December 14th	Report sales in 72A on current schedule	Report sales for January of the following year during February of the following year in the FAS Sales Reporting Portal

Reporting Example

1. Mass modification is issued October 17, 2016 and vendor accepts the mass mod on November 1, 2016
2. The TDR reporting requirements do not become effective until January 1, 2017.
3. Vendor finalizes reporting for October - December, 2016 in 72A System with report due by January 30, 2017.
4. Vendor accumulates data for January, 2017 under TDR and reports data in the FAS Sales Reporting system 30 days after end of January reporting period (March 2, 2017.)
5. Vendor's IFF payment is due 30 days after the end of January - March quarter unless vendor paid monthly.

Changes to Price Analysis under TDR

NEW GSAR 538.270-2 - Evaluation of offers with access to Transactional Data

- TDR is a significant change to both PCOs and Industry Partners. PCOs are getting significant training on these changes.
- Applies to modifications after incorporation of TDR
- PCOs will first use existing data such as the FPT enhancement to eOffer/eMod for evaluation. PCOs will also review similar tools for services, and once available, Commercial data.

Changes to Price Analysis under TDR

NEW GSAR 538.270-2 - Evaluation of offers with access to Transactional Data

- If no identical data is available PCOs will then compare like items
- PCOs will be able to request additional data, as needed, if readily available data isn't sufficient for analysis.

Data Transparency

- Transactional data will be accessible only by authorized users
- GSA intends to share transactional data with the public to the maximum extent allowable - some data could be exempt from disclosure
- A Public data extract is proposed by the rule containing data otherwise releasable under FOIA
- GSA requested feedback on the proposed Public extract in the [Federal Register](#). The comment period closed August 29, 2016 and GSA is currently evaluating comments received and working to finalize the Public extract..

Resources Available

Three frontline resources are available for vendor questions or concerns:

1. Your Contracting Officer or Contract Specialist

- Explain impact/relationship to terms and conditions of the contract
- Know what data vendors are required to submit
- Interpret incoming concerns and questions and refer them to the appropriate source

Resources Available

2. Your Industrial Operations Analyst (IOA)

- Explain impact/relationship of TDR on reporting
- Understand generally how to use the new FAS Sales Reporting System
- Know generally what data is compiled through TDR
- Interpret incoming concerns and questions and refer them to the appropriate source
- Assist vendors with definition of data elements.

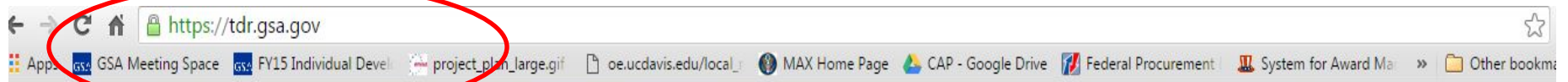
Resources Available

3. Help Desk / Online Resources

- Understand and explain FAS Sales Reporting System
- Interpret incoming concerns and questions and refer them to the appropriate source
- Vendor Training is posted on the [FAS Sales Reporting Portal](#)
- The [Interact](#) website has extensive FAQs, recorded vendor training as well as copies of the vendor training slide deck.
- The [Vendor Support Center](#) has information about the TDR Mass Modification
- Any remaining questions can be sent to tdrteam@gsa.gov or posted to the [Interact](#) website

Quick Tour of the FAS Sales Reporting Module

Log In Location



FAS Sales Reporting



Welcome to FAS Sales Reporting!

Please be advised that you are required to have a digital certificate for access into the FAS Sales Reporting portal, and to submit and pay IFF payments. GSA requires an ACES Business Representative Certificate because this certificate ties the individual with the certificate to their respective company.

Instructions for obtaining a Digital Certificate are posted below:

- IdenTrust (<http://www.identrust.com/gsa/index.html>)
- Operational Research Consultants (ORC) (<http://aces.orc.com>)
- It will take between 7 and 14 days for a digital certificate to be issued after you have notarized you paperwork and submitted it to the company.
- Digital certificates must be updated every two (2) years.
- It is imperative that affected contractors keep their digital certificates current. An expired digital certificate will delay the ability to submit an electronic offer or modification.



REPORT SALES

RESOURCES



TUTORIAL



ONLINE HELP

GSA Sign In

Need to know

Helpful Links

Vendor Sign In



FAS Sales Reporting



Welcome to FAS Sales Reporting!



Please be advised that you are required to have a digital certificate for access into the FAS Sales Reporting portal, and to submit and pay IFF payments. GSA requires an ACES Business Representative Certificate because this certificate ties the individual with the certificate to their respective company.

Instructions for obtaining a Digital Certificate are posted below:

- IdenTrust (<http://www.identrust.com/gsa/index.html>)
- Operational Research Consultants (ORC) (<http://aces.orc.com>)
- It will take between 7 and 14 days for a digital certificate to be issued after you have notarized your paperwork and submitted it to the company.
- Digital certificates must be updated every two (2) years.
- It is imperative that affected contractors keep their digital certificates current. An expired digital certificate will delay the ability to submit an electronic offer or modification.



RESOURCES

-  TUTORIAL
-  ONLINE HELP

[GSA Sign In](#)

Need to know

Helpful links

On Line Help

Welcome to FAS Sales Reporting!

Please be advised that you are required to have a digital certificate for access into the FAS Sales Reporting portal, and to submit and pay IFF payments. GSA requires an ACES Business Representative Certificate because this certificate ties the individual with the certificate to their respective company.

Instructions for obtaining a Digital Certificate are posted below:

- [IdenTrust \(http://www.identrust.com/gsa/index.html\)](http://www.identrust.com/gsa/index.html)
- [Operational Research Consultants \(ORC\) \(http://aces.orc.com\)](http://aces.orc.com)
- It will take between 7 and 14 days for a digital certificate to be issued after you have notarized you paperwork and submitted it to the company.
- Digital certificates must be updated every two (2) years.
- It is imperative that affected contractors keep their digital certificates current. An expired digital certificate will delay the ability to submit an electronic offer or modification.

REPORT SALES

RESOURCES

- TUTORIAL**
- ONLINE HELP**

[GSA Sign In](#)

Need to know **Helpful Links**

Web Based Training

The screenshot shows a web browser window with the URL <https://tdr.gsa.gov>. The browser's address bar and tabs are visible at the top. The main content area features a header with the text "FAS Sales Reporting" and the GSA logo. Below the header, there is a "Welcome to FAS Sales Reporting!" section with a paragraph of text and a list of instructions. To the right, there is a "RESOURCES" section with three buttons: "REPORT SALES" (blue), "TUTORIAL" (orange, circled in red), and "ONLINE HELP" (green). At the bottom right, there is a "GSA Sign In" button. The bottom of the page has two sections: "Need to know" and "Helpful Links".

Welcome to FAS Sales Reporting!

Please be advised that you are required to have a digital certificate for access into the FAS Sales Reporting portal, and to submit and pay IFF payments. GSA requires an ACES Business Representative Certificate because this certificate ties the individual with the certificate to their respective company.

Instructions for obtaining a Digital Certificate are posted below:

- IdenTrust (<http://www.identrust.com/gsa/index.html>)
- Operational Research Consultants (ORC) (<http://aces.orc.com>)
- It will take between 7 and 14 days for a digital certificate to be issued after you have notarized you paperwork and submitted it to the company.
- Digital certificates must be updated every two (2) years.
- It is imperative that affected contractors keep their digital certificates current. An expired digital certificate will delay the ability to submit an electronic offer or modification.

RESOURCES

- REPORT SALES
- TUTORIAL**
- ONLINE HELP

GSA Sign In

Need to know Helpful Links

Web Based Training Portals

Training

- Introduction
- 1- Accessing FAS Sales Reporting
- 2- How To Report Sales
- 3- How To Adjust Sales Data
- 4- How To Make Payments
- 5- Using The Search Feature
- 6- Administrative Closeout Request

Table Of Contents

Slide Title	Duration
Contractor Training	00:07
Introduction	00:20
Overview	00:25
Navigation	00:18
Vendor Support	00:20

FAS Sales Reporting

Introduction

Welcome to the GSA Federal Acquisition Service (FAS) Sales Reporting training for contractors.

The training consists of six lessons that run approximately five (5) minutes each.

Each lesson will demonstrate a specific FAS Sales Reporting function with the objective of covering the technical system aspects of sales reporting.



00:26 / 01:31 Minutes



FAS Sale Reporting FAQ's

Jul 05, 2016 09:13 AM EDT

Donn J Marcus Logout | **FAQs** Help

Menu

FAS Sales Reporting

GSA

This page provides a list of contracts for which you have reporting rights. Click on the Contract Number hyperlink to view the contract details.

Current Reporting Period: **Jul 2016**

Current Reporting Due Date: **08/15/2016**

Show 10


Filter e.g. October 2016

Contract Number	Last Reported	Total Outstanding Balance
GS35F0590X	--	--
GS35F0154X	--	--

Helpdesk Support

Training


- Introduction
- 1- Accessing FAS Sales Reporting**
- 2- How To Report Sales
- 3- How To Adjust Sales Data
- 4- How To Make Payments
- 5- Using The Search Feature
- 6- Administrative Closeout Request


Table Of Contents 


Slide Title	Duration	
Contractor Training	00:07	<input checked="" type="checkbox"/>
Introduction	00:20	
Overview	00:25	<input checked="" type="checkbox"/>
Navigation	00:18	<input checked="" type="checkbox"/>
Vendor Support	00:20	<input checked="" type="checkbox"/>

Vendor Support

If you have questions or need assistance with the features discussed in any of the lessons, you can contact the [Vendor Support Center](#) at 877-495-4849 or by email at vendor.support@gsa.gov.



01:31 / 01:31 Minutes 



Thank you for attending

Please submit questions via the chat function on this webinar. For additional questions after the webinar, please submit via the [Interact](#) posting. GSA will address questions, as appropriate.