



U.S. General Services Administration

Heartland Acquisition Center

Center Updates

presented by

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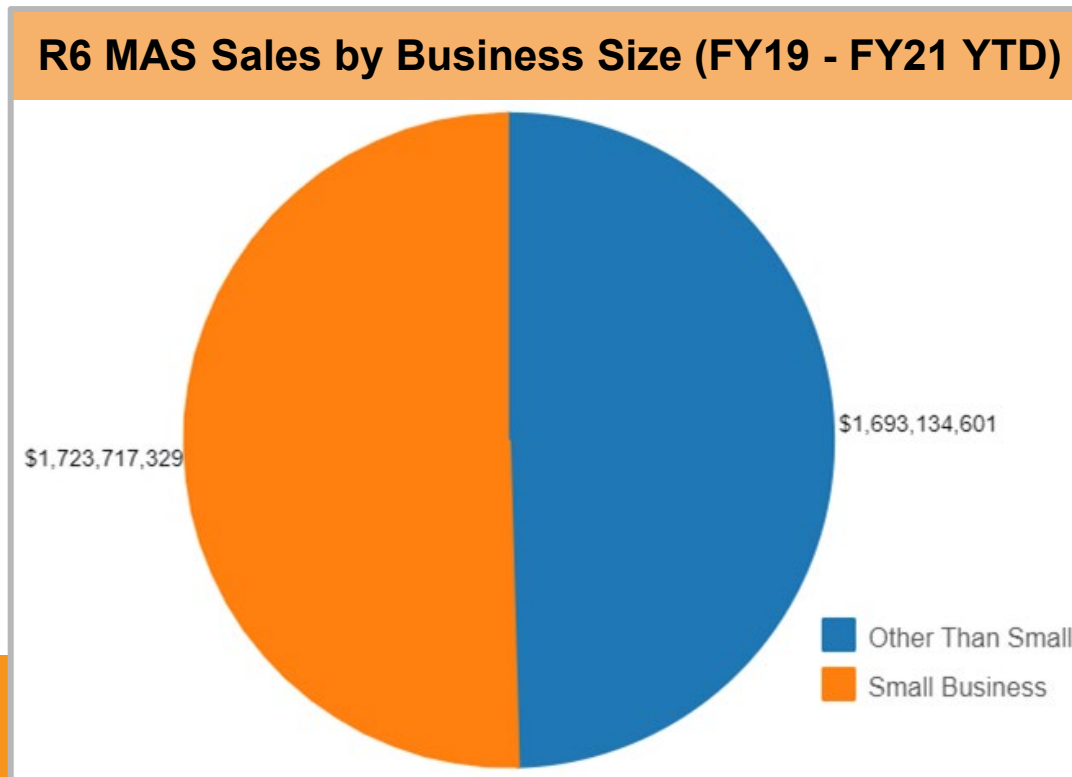
Agenda

Year in Review

- HAC Financials/R6 Sales
- Customer Partnerships
- Advantage Initiatives
- 889 Compliance
- MRFS

R6 Sales

| | FY19 | FY20 | FY21 |
|---------------------|----------|----------|------------------------|
| R6 MAS Sales | \$1.391M | \$1.336M | \$691K (YTD thru Jan) |
| BMO Sales | \$40M | \$62.5M | \$30.9M (YTD thru Jan) |
| MRFS Sales | \$146.4M | \$162.8M | \$32.5M (YTD thru Dec) |



Customer Partnerships

GSA Public Building Service

- Updated [Class Deviation 2021-01](#) allows for up to 10 year BPAs against MAS for Operations & Maintenance services - extended to Nov 30, 2025
- HAC participation on National Implementation Team led by PBS
- HAC provided virtual training to PBS nationwide on how to order using MAS Facilities Category

GSA Fourth Party Logistics (4PL)

- Working closely with Acquisition and Retail Operations teams as they solicit for Navy and USMC stores CONUS and OCONUS

Customer Partnerships

USACE Huntsville

- Continue to support Fuels System Maintenance and Access Control Points programs
- Inception through FY 21
 - 25 Task Orders - \$116.8M

DECA

- Support for Whole Facility Maintenance of Commissary Facilities.
- HAC worked closely with DeCA for a year as they moved to a self service acquisition for the consolidated 177 CONUS DeCA facilities O&M.
- 8 task orders awarded against 03FAC for Facilities Maintenance.
- The base performance year July 1, 2020 through June 30, 2021 with an estimated value of approximately \$54.7M and a lifetime amount of \$400M.

GSA Advantage! Initiatives

- GSA Advantage has many features that support Presidential Initiatives
- Advantage Order & Ship Status
 - Requirement in accordance with MAS Solicitation under SCP-FSS-001, section xv - Schedule contractors must use EDI, cXML or the GSA Advantage Purchase Order (PO) Portal to provide order acknowledgement information
 - Use the PO Portal to add/update ship status on all orders
 - Ongoing Monitoring:
 - Acknowledge orders
 - Ship status
 - [PO Portal Help Document](#)
- Advantage Survey
 - Working with NCSC to survey customers
 - April 2021

Advantage Shipping Regional Snapshot

GSS Stats:

| Region | Shipped % of the Lines Sent | Compliance % of Lines Sent |
|------------------|-----------------------------|----------------------------|
| 2 | 64.0% | 88.9% |
| 3 | 58.4% | 98.9% |
| 6 | 71.3% | 78.9% |
| 7 | 60.3% | 89.0% |
| GSS Total | 66.3% | 85.3% |

NDAA Section 889 - Part B

Went into effect: August 2020

SEC. 889. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.

(a) PROHIBITION ON USE OR PROCUREMENT.—(1) The head of an executive agency may not—

(B) *enter into a contract (or extend or renew a contract) with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.*

R6 Compliance

- SAM updated in October for provisions 52.204-26 and 52.212-3(v) allowing vendors to annually represent they do not provide to the government AND do not use covered telecom equipment and services. They need to go in and update their reps and certs and then annually thereafter.
 - ***ACTION - Vendors need to go into SAM and update Reps and Certs***

NDAA Section 889 - Part B

R6 Compliance

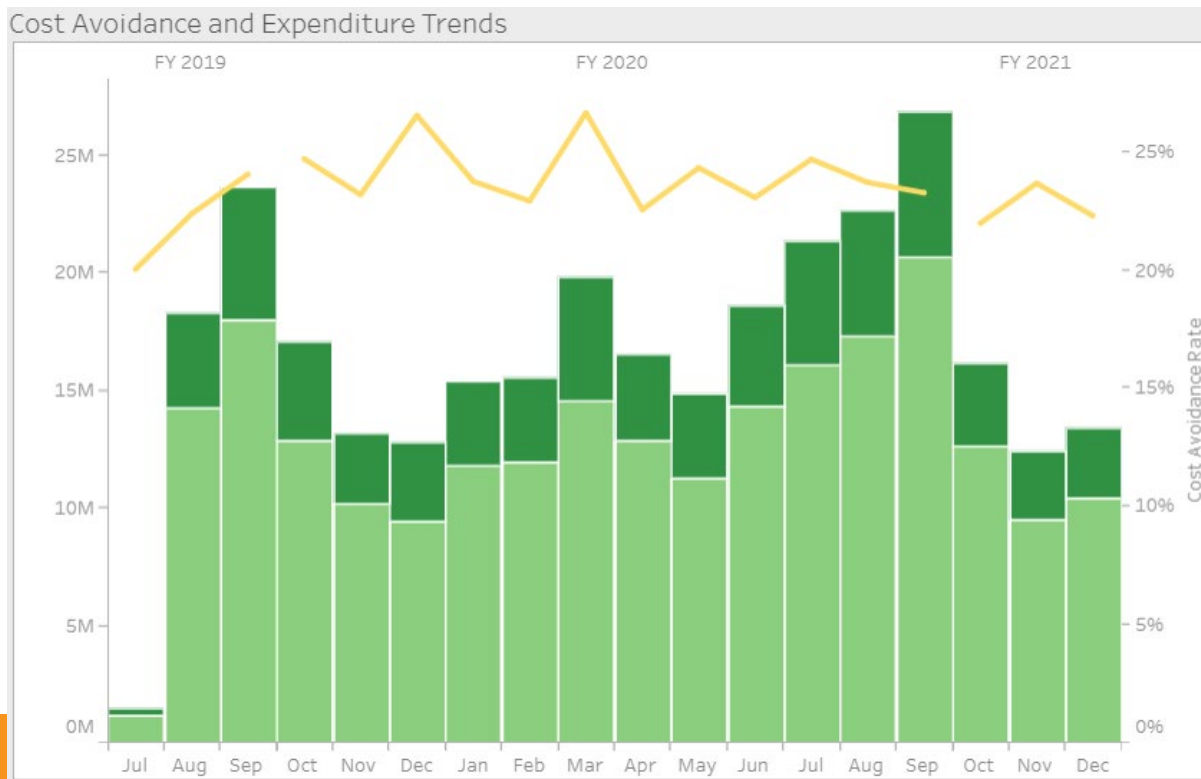
- MAS Mod A826 allows vendors to accept Clause 52.204-25 *Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment (Aug 2020)*, acknowledging compliance and reporting of violations

Government Actions for Non-Compliant Vendors

1. Contracting Officers will be reaching out to vendors as a final attempt to resolve the issue.
2. If not resolved following phone call, COs will initiate a unilateral modification to cancel these contracts citing clause 552.238-79 *Cancellation*.

MRFS

- Contractor-provided data pays off: promotes the solution, drives smarter agency spend
 - [Acquisition Analytics dashboard](#)
 - \$70.0m in savings on \$228.5 in spend, Award (Jul 2019) - Dec 2020 (24% cost avoidance rate)



MRFS

- Making it easy for customers to learn about the solution
 - Full length training and promo videos up at gsa.gov/mrfs and [youtube](#) to share with potential customers
 - Still offer live training every month; [easy sign-up](#)
 - Special HHS training event scheduled for March 9, 2021
- Making it easy for customers to save money
 - MRFS recertified for Best in Class (BIC) status (Oct 2020); helping agencies increase their Spend Under Management (SUM)
- Making it easy for contractors to stay compliant
 - Custom Google Sheets for easy access to key metrics
 - BPA to MAS discount, On-Time Performance, etc.
 - Enhancements on the way (more frequent calculations/updates)!

