



U.S. General Services Administration

# Heartland Acquisition Center

MAS Consolidation

presented by

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# Benefits - MAS Consolidation

- Reduces contract duplication and increases competition in the Federal marketplace
  - Contractors will be able to offer all products and services on a single Schedule
- One set of terms and conditions across the MAS Program
  - ensuring more consistency in contracting practices
- Buyers will be better able to acquire total solutions under the new MAS NAICS-based SIN structure
- Industry will have a single point-of-entry for the GSA Schedule program

# Benefits - MAS Consolidation

- More streamlined process for customers to find and acquire the products, services, and solutions needed to meet mission requirements
- NAICS based SINs simplify scope determination process and alignment with appropriate industry partners for the customers
- Easier for customers to identify the NAICS for the order
- Easier process to view and understand Schedule contract terms and conditions

# MAS Consolidation Structure

## 12 Large Categories

<b>Facilities</b>	<b>Furniture and Furnishings</b>	<b>Human Capital</b>	<b>Industrial Products and Services</b>
<b>Information Technology</b>	<b>Miscellaneous</b>	<b>Professional Services</b>	<b>Office Management</b>
<b>Scientific Management and Solutions</b>	<b>Security and Protection</b>	<b>Transportation and Logistics</b>	<b>Travel</b>

# MAS Consolidation Structure

## LARGE CATEGORIES & SUBCATEGORIES

Facilities	Furniture and Furnishings	Human Capital	Industrial Products and Services	Information Technology	Miscellaneous
<ul style="list-style-type: none"> <li>• Structures</li> <li>• Facilities Services</li> <li>• Food Service Equipment</li> <li>• Facilities Supplies</li> <li>• Facilities Solutions</li> <li>• Facilities Maintenance and Repair</li> </ul>	<ul style="list-style-type: none"> <li>• Miscellaneous Furniture</li> <li>• Office Furniture</li> <li>• Flooring</li> <li>• Fitness Solutions</li> <li>• Signs</li> <li>• Household, Dormitory &amp; Quarters Furniture</li> <li>• Packaged Furniture</li> <li>• Healthcare Furniture</li> <li>• Furniture Services</li> </ul>	<ul style="list-style-type: none"> <li>• Human Resources</li> <li>• Background Investigations</li> <li>• Compensation and Benefits</li> <li>• Temporary Help Services</li> <li>• Social Services</li> </ul>	<ul style="list-style-type: none"> <li>• Industrial Products</li> <li>• Packaging</li> <li>• Cleaning Supplies</li> <li>• Fire /Rescue / Safety / Environmental Protection Equipment</li> <li>• Hardware and Tools</li> <li>• Fuel Management</li> <li>• Machinery and Components</li> <li>• Test and Measurement Supplies</li> <li>• Industrial Products and Services Maintenance and Repair</li> </ul>	<ul style="list-style-type: none"> <li>• IT Hardware</li> <li>• IT Software</li> <li>• Telecommunications</li> <li>• IT Solutions</li> <li>• IT Training</li> <li>• Electronic Commerce</li> <li>• IT Services</li> </ul>	<ul style="list-style-type: none"> <li>• Apparel</li> <li>• Complimentary Special Item Numbers (SINs)</li> <li>• Personal Hair Care Items</li> <li>• Musical Instruments</li> <li>• Awards</li> <li>• Flags</li> </ul>

# MAS Consolidation Structure

## LARGE CATEGORIES & SUBCATEGORIES

Office Management	Professional Services	Scientific Management and Solutions	Security and Protection	Transportation and Logistics Services	Travel
<ul style="list-style-type: none"> <li>• Printing and Photographic Equipment</li> <li>• Office Supplies</li> <li>• Audio Visual Products</li> <li>• Media Services</li> <li>• Media Products</li> <li>• Records Management</li> <li>• Document Services</li> <li>• Office Services</li> <li>• Audio Visual Services</li> <li>• Mail Management</li> <li>• Office Management Maintenance and Repair</li> </ul>	<ul style="list-style-type: none"> <li>• Marketing and Public Relations</li> <li>• Financial Services</li> <li>• Legal Services</li> <li>• Technical and Engineering Services (non-IT)</li> <li>• Business Administrative Services</li> <li>• Logistical Services</li> <li>• Language Services</li> <li>• Environmental Services</li> <li>• Training</li> <li>• Identity Protection Services</li> </ul>	<ul style="list-style-type: none"> <li>• Laboratory Equipment</li> <li>• Laboratory Animals</li> <li>• Search and Navigation</li> <li>• Medical Equipment</li> <li>• Testing and Analysis</li> <li>• Scientific Services</li> </ul>	<ul style="list-style-type: none"> <li>• Protective Equipment</li> <li>• Security Services</li> <li>• Security Systems</li> <li>• Security Animals and Related Services</li> <li>• Marine and Harbor</li> <li>• Testing Equipment</li> </ul>	<ul style="list-style-type: none"> <li>• Motor Vehicles (non-Combat)</li> <li>• Automotive Body Maintenance and Repair</li> <li>• Packaging Services</li> <li>• Package Delivery</li> <li>• Transportation of Things</li> </ul>	<ul style="list-style-type: none"> <li>• Employee Relocation</li> <li>• Lodging</li> <li>• Travel Agent and Misc Services</li> </ul>

# MAS Consolidation Structure

## NEW SIN STRUCTURE

### 561210FAC - Facilities Maintenance and Management

Legacy SINS	New SINS	Title	Example Services
541 001	561210FAC	Facilities Maintenance and Management	Facilities consulting, assessment and planning, Facilities Management, HVAC Maintenance, Fire Alarm Maintenance, Elevator Escalator Maintenance and Inspection, Utility Maintenance, Renewable Energy Systems, Fuel Facility System Maintenance, Janitorial, etc.
561 001			
561 002			
811 001			
811 002			
811 003			
811 004			
811 005			
811 006			

# MAS Consolidation Structure

## NEW SIN SUB-GROUPS

### Facilities - Facilities Maintenance and Repair

Category	Description
561210FAC	<p><b>Facilities Maintenance and Management - 561210FAC</b> Includes all services related to the complete operations, maintenance and repair of federal real property. Real property could include stand-alone facilities and structures such as hospitals and federal buildings to large, multi-facility complexes such as DoD military installations. Services can be ordered individually or in combination. Typical maintenance services include: elevator, HVAC, electrical, plumbing, septic, fire alarm/fire suppression, energy management control systems (EMCS), water distribution, septic, telephone, water tanks, renewable energy systems, waste management, recycling, etc. This SIN can also be used for facilities management solutions such as to fulfill a requirement for adequate staff/personnel to help manage federal facility operations. In addition, this SIN provides a complete array of facilities consulting and facilities assessment services.</p> <p><b>Subgroups</b> (not all vendors have been placed within the following subgroups. To view a complete list of vendors, click on the SIN)</p> <ul style="list-style-type: none"><li>Elevator / Escalator Inspection Service (Requires proper Certifications &amp; Licences)</li><li>Elevator / Escalator Maintenance Service (Requires proper certifications &amp; Licences required)</li><li>Facilities Consulting, Assessment and Planning</li><li>Facilities Management</li><li>HVAC Maintenance: Boilers, Chillers, Refrigeration, etc.</li><li>Janitorial Services</li><li>Maintenance of Fire Alarm Systems (Requires proper Certifications &amp; Licences required)</li><li>Maintenance of Fire Suppression Systems- Water Based (Requires proper Certifications &amp; Licences)</li><li>Maintenance of Fuel Facility System</li><li>Maintenance of Renewable Energy Systems</li><li>Maintenance of Utilities</li></ul>

# Phase 3 Info (As applicable)

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- **This phase only applies to contractors with multiple MAS contracts**
- **Goal:** Get contractors down to 1 MAS contract per DUNS number
- **Phase 3 benefits for Industry & Customers:**
  - Fewer contracts to manage
  - More streamlined Schedule business strategy and reduce overhead
  - Single point of contact with one Procurement Contracting Officer (PCO) for all MAS business
  - Customer get access to contractors' full suite of awarded offerings on the new single Schedule
  - The organization of SINs by large and subcategories makes it easier for agencies to find industry partners to meet their missions
  - Customers can expect continuity of operations for existing orders and Blanket Purchase Agreements (BPAs) during MAS Consolidation.

# Phase 3 Info (As applicable)

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## ➤ **Timeline:**

- Phase 3 began August 1 - planning through FY 2021
- Full execution of Phase 3 will take 5-10 years because of BPAs

## ➤ **Actions that require your immediate attention:**

- Continue to prioritize supporting customers and Q4 buying season
- Review the [Phase 3 Overview and FAQs](#) (provided by email)
- Determine if you have an immediate need (expiring contract, opportunity, etc.) to begin Phase 3 and communicate with your PCO as soon as possible
- Continue management of your multiple contracts
- Be responsive to PCOs if they contact you with questions about your contracts

# Phase 3 Info (As applicable)

- Contractors will complete the Contractor Checklist and Plan by end of FY 2021:
  - Select surviving contract or elect to submit an offer
- The majority of contract transfers to move all contracts under one PCO for Phase 3 will occur in Q4 FY2020 and Q1 FY2021
- The PCO and contractor will determine strategy for completing Phase 3:
  - Performing a bulk SIN adds, adding and deleting SINs one at a time, etc.
- Contractors will submit Add SIN, Add Products, Add Services or Training modification requests following modification guidance on [GSA.gov/MASContractRequirements](https://www.gsa.gov/MASContractRequirements)
- After approval of eMod, contractors will update their GSA Advantage! catalog and Price List (text file)
- Contractors will determine earliest cancellation dates for non-surviving contracts
- Contracts with open orders and BPAs cannot be cancelled until work is completed

# Industry Resources

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- [MAS Roadmap](#) - guide that helps answer many common questions related to your MAS contract.
- [GSA Vendor Support Center \(VSC\)](#) - an array of resources and information covering both compliance and business development topics.
- [GSA Interact](#) - GSA's community platform. Register and join various community groups with other vendors.
- [GSA Events and Training](#) - learn more about GSA events, Industry Days, or training.
- [GSA Schedule Contractor Success - Marketing Matters!](#) - video series on successfully marketing your contract.
- [Acquisition Gateway - Forecast of Contracting Opportunities](#) - dashboard of upcoming federal contracting opportunities (current participating agencies: GSA, Interior, Labor and Commerce).

# Industry Resources

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- [MAS Modification Guidance](#) - info on mods and other important guidance.
- [IOA/ACO Lookup Tool](#) - look up IOA and ACO contact info for any contract.
- [eOffer/eMod](#) - where you submit offers and modifications. If you have questions, check out the [eOffer/eMod Help Center](#).
- [MAS Solicitation](#) - found on beta.SAM.gov
- [Schedule Sales Query](#) - sales data reported by Schedule vendors.
- [Federal Procurement Data System](#) - procurement data reported by federal buyers (migrating to beta.SAM.gov in FY21)

Questions?

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