

Question	Answer(s)
Will this presentation be emailed/provided?	Yes, all registered participants will receive a copy of the slide presentation.
Received a notice that this is being recorded. Will we receive the recorded portion?	Hi Edward. A copy of the recording will not be provided due to the size.
My CO advised our company needs to complete a Letter of Supply or else we can not add any new items. We are a wholesale HVAC/R supplier for multiple 100+ manufacturers and companies. Are you wanting letters from each of these manufacturers? We have approached a few of our vendors/suppliers and they have not seen any document like this. I did contact our PTAC and they confirmed it was mandatory but not much else. and when did this become mandatory. we've held contract since 2003.	We cannot advise on contracting/contract matters. You will need to contact your contracting officer for continued clarification.
Is there a way to determine actual sales by price and vendor of a particular item on GSA Advantage? This would greatly help with marketing/sales goals	There are some good resources available on the vendor support center that may be helpful for your analysis. Under Marketing > Market research, you might want to review ASAP (Advantage Spend Analysis Program), Advantage Archived Sales and SSQ. This data paired with pricing data publicly available on Advantage can yeild valuable insights.
Will the questions/answers from the Industry Day be part of the e-mailed documents?	Yes the Q/.A as welll as slide presentations will be provided to all registered participants
Can you please elaborate on GSA's relationship with USACE Huntsville?	Jennifer USACE Huntsville is one of our MAS customer and has procured services through MAS for maintenance services under 561210FAC Facilities Maintenance and Management.
Good 2 c u folks. Quick question How is the New adminstration adopting Best In Class & Category Manangement ? Thank you	The new administration is adopting and continuing to move forward in this strategic direction.
If you are seaching a continous contract under MAS, is the process streamlined and moved to the front of the line?	I don't fully understand the question about moving to the front of the line. Searching contracts on elibrary, both the existing and streamlined (new contract) would be visible.
What is the timeline for approval of streamlined offers? i. e., what's the average time from offer submittal to an executed contract?	Louis I believe this was addressed live but there is no set timeframe for processing the streamline offers. I would suggest contacting your current Contracting Officer for further assistance. They will be able to assist with process and potential timeframes.
Are any BMO on-ramps expected for Zone 1 and Zones 2-6?	We don't currently have any onramps scheduled at this point in time. Keep an eye on sam.gov for any updates.
What timeframe is BMO Zones 7-13 solicitation expected to be released?	Katherine at this time there is no tentative date scheduled for Zone 7-13.

<p>We are running into situations where different GSA regions are procuring 10-year task orders (with 6-month options) through the MAS Schedule. The problem we will soon be running in to is that we will no longer be able to bid these task orders because the GSA is requiring that we have 10.5 years left on our MAS schedule at the time of contract start. With the GSA taking up to a year to award these task orders in the time of COVID-19, we will soon be ineligible to bid them even though we have over 11 years left on a 20-year contract! For example, we are currently in the process of bidding on a MAS task order which is scheduled to be awarded October 1, 2021 and start November 1, 2021. Because it is a potential 10.5-year task order, the government has informed all bidders that their MAS contract must extend until May 1, 2032 (10.5-years after task order start date). What's the point of having a 20-year MAS contract if you will be ineligible to bid many task orders after 9.5 years?</p>	<p>The contract expirations has been a concern for many years. As you know BPAs end the last day of the schedule contract so this allows for companies to for a new contract under this Schedule so the ability to get a new contract will allow companies the opportunity to respond and potentially receive awards for new bpas or task orders.</p>
<p>What is the timeline for BMO Phase 2 & 3 on ramp?</p>	<p>Charles there are no upcoming on-ramp for new vendors under Phase 2. At this time there is not a tentative issuance date for BMO Phase 3.</p>
<p>Are there any 'on ramps' for small businesses to join 4PL or BMO?</p>	<p>Teresa the 4PL SIN is in MAS and available under the Miscellaneous Category therefore contractors can add that SIN at any time. At this time there are no on-ramps available to award new contract. This is only possible with Phase III.</p>
<p>We have a Schedule 84 (FOB Origin) and Schedule 51V (FOB Destination) contract. How will these be consolidated since we can charge shipping on Schedule 84 products?</p>	<p>We cannot advise on contracting/contract matters. You will need to contact your contracting officer for continued clarification.</p>
<p>I understand that DocuSign has replaced the cert, however, can we still use our certificate to sign as it's another form of digital cert?</p>	<p>Andrea I believe the digital certificate open was replaced as of Monday, March 8. For additional information please contact the eOffer/eMod Help Desk at 1-866 472-9114 or eoffer@gsa.gov.</p>
<p>In regards to reporting IFF for FEDMALL schedule items is that applicable if the FEDMALL contract begins with SP47W1 or for those only hosting their GSA contract on FEDMALL?</p>	<p>Raymond the .75% Industrial Funding Fee and sales reporting applies to GSA MAS contracts.</p>
<p>BPA's for NSN's had been competed in past and the requirement to bid was that you had to have items on your MAS to quote, are these BPA's being phased out? And if so, how will the NSN items be purchased?</p>	<p>Holly NSN are not allowed on MAS contracts unless the items represent approved AbilityOne items only. NSN are represented in Global Supply. I would suggest contacting Tyler Sikes (tyler.sikes@gsa.gov) for additional information on NSN awards.</p>
<p>Can you discuss the possibility of BMO on-ramps? Thank you.</p>	<p>Jennifer there are no on-ramps scheduled for BMO Phase I or Phase 2 for new vendors. This could only happen with the potential of Phase 3.</p>

<p>Will SIP continue to be the application that is used for uploading products and price lists onto GSA Advantage and GSA eLibrary?</p>	<p>Danielle I believe this was discussed but there is no update or replaced scheduled at this time.</p>
<p>We have a GSA contract that has multiple NAICS codes. We are a small business under 333318TDTM however you list us as a Not Small business. The other NAICS codes we are listed under we are a Large business and we are accurately labeled on those. I have worked with my Contracting Officer to get the 333318 changed and was told it is impossible. There has to be a way to list us correctly, can you look into it and get back with me?</p>	<p>David I believe this was addressed but you will need to look at the preponderance naics code that's associated with your contract award.</p>
<p>I have been trying to submit my ISR. When I do, the system says it has already received one, but I have not submitted one. According to the CO, I have to get this solved through the Feredal Help Desk. I have submitted two tickets since the first of the year (early Jan 2021) and have not received any response. Who do I go to for help now??</p>	<p>Hi Rick - I would suggest continuing to work with your CO and the help desk. I also suggest looping in your ACO. You are welcome to reach out to me directly via email Nathan.Bragg@gsa.gov. I suspect you may have created a report that is in draft status, and you need to access the existing report rather than creating a new report. If this is the case, I can walk you through how to do this.</p>
<p>Does GSA provide a rating for vendors for the customers to review prior to ordering?</p>	<p>Holly GSA does not provide customers rating for our MAS contractors.</p>
<p>We saw an advertisement on E-buy earlier this year for a counterfeit military specification item, how does GSA validate the items being requested prior to posting? Is there a vetting prior to the award to ensure the item being purchasing is not counterfeit?</p>	<p>This is referring to items that are on a QPL/QPD listing</p>
<p>We have a schedule 03FAC and are located in the Houston area and have not been able to find a local GSA site willing to purchase under this schedule. Any recommendations?</p>	<p>Keep in mind the multiple award schedule can be use to sell to more than just GSA - it is a government wide procurement vehicle. I suggest keeping an eye on and bidding on opportunities through GSA eBuy and Sam.gov. The Vendor Support Center also has a marketing section that may help you develop a good marketing strategy to make the most of your contract.</p>
<p>I have a question regarding GSA / SBA / WOSB - we are a WOSB and have our certification through WBENC and it is renewed yearly. We are now being told that SBA requires a new certification process to maintain WOSB for GSA. Is there a good PTAC that GSA recommends that handles this new certification process ?</p>	<p>Ara we are seeking additional information on the SBA certifications as well. Look for a PTAC in your area https://www.aptac-us.org/</p>
<p>Is this a government wide initiative? reference to the replacement of the PKI? Some government sites still have that requirement.</p>	<p>Andrea I am not sure if this is government wide but it would be great if so.</p>

<p>separate question - we have a USAF customer asking us to add a product for urgent need. However, USAF does not want to be bound contractually until the item is actually on our schedule. is there any urgent need documentation we should or can provide to our CO that would be of assistance that USAF to get this added to our schedule?</p>	<p>yes, we experience this also, thanks for asking! A lot of times items are advertised on E-buy and not on schedule</p>
<p>How do we get our products into your retail stores?</p>	<p>Mary I'm not sure what you are actually referring to but we manage SIN 332510S Hardware Store, Home Improvement Center, Industrial or General Supply Store, or Industrial Maintenance Repair and Operations (MRO) Distributor - Store Front and Fourth-Party Logistics (4PL) Supplies and Services.</p>
<p>Thank you for attempting to answer my question. Your time and effort is very much appreciated! That was the answer my contracting officer said. We did over \$48M last year of schedule work under 333318 and another \$30M the year before. It was not our initial award SIN but we received it when the GSA combined schedules. Again, I appreciate you taking my question and I will continue to work this through my Contracting Officer as you suggested.</p>	<p>David if you need anything else from me please let me know kim.kittrell@gsa.gov.</p>
<p>We have customers that have Milstrip capability through FedMall. However, we were told that we could not load product into FedMall to be requisitioned through Milstrip because "Open Season" had closed prior to our registering and uploading products into FedMall. Will there be another "Open Season"?</p>	<p>Pamela I am not familiar with the Fedmall Open Season requirements. I would suggest contacting the Fedmall help desk for further assistance. DLA Customer Interaction Center (CIC): 1-877-352-2255 (1-877-DLA-CALL) dlacontactcenter@dla.mil</p>
<p>If we have a state an local customer looking to buy a large sum of a GSA product listed on our GSA contract, is it correct that we are mandated to provide a bid at the same price or a higher to the state and local customer that is seeking to buy the product through our GSA schedule?</p>	<p>You may find useful information about the state and local government purchasing program here: https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule/schedule-buyers/state-and-local-governments I would point out that if a state and local government customer is eligible and choosing to purchase through the GSA MAS contract, most of the rules remain identical to if the customer were a federal government customer. Of particular importance is that the pricing should be the GSA contract price or LOWER. In your question you mention having the same price or higher - in no instance is it acceptable to sell through the MAS contract at a price higher than the awarded contract price - regardless if the customer is a state/local or a federal customer.</p>

<p>Keep in mind the multiple award schedule can be use to sell to more than just GSA - it is a government wide procurement vehicle. I suggest keeping an eye on and bidding on opportunities through GSA eBuy and Sam.gov. The Vendor Support Center also has a marketing section that may help you develop a good marketing strategy to make the most of your contract.</p>	
<p>Can a customer use milstrip for purchasing thru GSA?</p>	<p>Yes. They do it everyday in GSA Global Supply for example. Additionally GSA Global Supply is a Best In Class (BIC) solution so customers can use that transaction toward their BIC spending goals.</p>
<p>Thank you for the clarification, I wasnt sure if the rules were different for State and Local entities purchasing through GSA. I was unde rthe mis-impression that we could not sell to state and local entities below the price offered to GSA (as in our GSA price has to be our lowest price to anyone out side of GSA).</p>	<p>It sounds like you may be referring to your "Basis of Award" based on a most favored customer relationship - you would need to check your specific contract to see what / if there is a requirement to maintain a relationship between the GSA pricing and another customer / class of customers. In the case where a state/local government is purchasing through the GSA contract, they would be treated just like any other federal customer. If they aren't purchasing through the GSA contract, then the only requirement from the GSA contract would be that BOA/MFC relationship if applicable. If you want to get into the specifics, I suggest reaching out to your CO / ACO</p>
<p>Hi Jeff, I like the idea of automating the auditing process. Every year, we have to go through an audit of our GSA fees. We have to report revenue,s and the fee information should be available since it has already been paid. These audits take a large chunk of our staff's time. The question I have is, if the revenue is already reported, the fee information is already in the system. Is there a way to automate the audit process in this situation. For example if the fees paid match the amount calculated based on revenue reported. There is a system calcaultion and check, and if you are within a certain threshold you can be exempt from going through an audit. Maybe this is already happening and I'm just not fully aware of how the audit process works. Perhaps just wishful thinking! Thanks! Jonathan</p>	<p>Hi Jerry, I am not as familiar with the audit of the GSA fees on the vendor side of the house. We do have systems where the information that you cited should be captured so it's a possiblity that some of that could be automated if not already done so by the GSA folks today. If you have more specifics you would like to share, don't hesitate to reach out to me at jeffrey.lau@gsa.gov.</p>
<p>I can speak somewhat to the IOA oversight. There are a number of automated checks based on reported data. The reality is that oversight is still required to ensure efficient and effective operation of the program. The data submitted is very useful, and we take a trust but verify approach. The IOA's assessment is a valuable way to verify the reported data is accurate and complete.</p>	<p>Response from GSA to a previous question</p>

Do we have a timeline for when we expect the new platform to be available?	live answered
In GSA Advantage you cannot display rental pricing, i.e., day week, month. We put this pricing in the long description. Are there plans to fix this?	we are considering different approaches to address pricing for non-standard offerings
Peter will it have ETS scrub capabilities ?	Yes we are planning to have continuous flagging for ETS compliance within our broader environment- this will also be addressed on a later slide!
many smaller wholesalers and manufacturers do not have API data feed capability. Many suppliers also have items available to sell that are special order and inventory is not kept. Instead of removing or graying out items and making the stock availability management so cumbersome, it may be simpler to just indicate 'stock level unavailable' or something of that nature.	Thank you for that feedback, we definitely want to make it cumbersome!
Peter will the new System have any data/ sku limitations...Example :Over 2 million items for sale ?	Jim would you be able to expound on that question and/or we would be happy to follow up if you want to email us at CatalogManagement@gsa.gov
Aside from the letter of supply, how will you verify they are authorized to sell another vendors product?	Hi Holly, the manufacturer (or authorized wholesaler) would be providing the information as to who is authorized
no research found.talk about this	Ajaya what specific topic would you like more information on? For further discussion please contact your assigned Contracting Officer to schedule a follow up to your statement.
When will the ASAP Program be up and Running again please? It has been down for over 3 months now?	I hadn't heard that ASAP was down. It is possible the issue is something with either your account or your computer. In any case, I suggest contacting the VSC help desk so they can either assist you directly or report the issue up the chain to fix the program for everyone. The help desk is available at: 877-495-4849 or vendor.support@gsa.gov .
How do we begin the process of adding products to the Verified Product Portal?	Hi Brent, please email VPP@gsa.gov if you would like to get set up with a VPP demo & account

<p>We're a (national) large business providing services under NAICS codes that are almost entirely set-aside for small business. There are only a couple of firms in our categories that are similarly prevented from selling directly at this time. Larger scope BMO opportunities also exclude us--our QA/code compliance services end up being bundled in with those of the providers we typically audit. We are supposed to maintain independence in confirming regulatory compliance, and should not have a special relationship with the larger BMO contractors. This is also the reason we don't simply expand our own offering. Could you please put me in touch with someone who might advise us, including the best vehicle to advertise project-based subcontracting, if nothing else?</p>	<p>Please contact fssi.bmo@gsa.gov to we can schedule a follow up call for clarity on this question.</p>
<p>Why isn't PBS using BMO instead of MAS? BMO was designed specifically for facility services?</p>	<p>Eric customers have the ability to use the vehicle that best suit their needs.</p>
<p>Does PBS procure Energy Management/Consulting services?</p>	<p>Kajal PBS could procure Energy Management/Consulting services if there was a need.</p>
<p>Are there instructions on getting Ancillary and ANCRA SINS on the 03FAC MAS contract?</p>	<p>Tracy please review the modification guideline for add a new SIN to the contract. https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/selling-through-schedules/schedule-contractors/contract-requirements-and-modification-guidance/modifications-and-mass-modification-guidance</p>
<p>How soon will we receive the PP slide decks?</p>	
<p>Quite often RFQs require references for past performance of government projects. Government personnel are reluctant to give the references and don't always respond to the requests for references. How do we improve this process?</p>	<p>Denise the Government utilizes CPARS for past performance.</p>
<p>I understand they seem to be unable to fix it. A person by the name of Jim has been working on it and not able to solve the problem for months. Is there someone I could call/email to help</p>	<p>Josh - please reach out directly to me regarding the ASAP issue: Nathan. Bragg@gsa.gov and provide me with the detail you have from the help desk. I can follow up with the help desk.</p>
<p>Question on COO on Schedule items: There are certain suppliers that are continuously listing incorrect country of origin for items that everyone knows are made in China. How is GSA handling these rogue contractors and ensuring a level and fair marketplace for competition?</p>	<p>Thank you for addressing my concern. It HAS gotten better, although it is not perfect. Can you consider a method for a contractor to point out incorrect COO info to a CO?</p>
<p>Can you expound on "except COTS items" Not sure I know what that means</p>	<p>live answered</p>

<p>right, but the BAA, I can't remember the exact words, stated "except COTS items. What is the meaning behind that? That if its a COTS item, those rules don't apply?</p>	<p>Yes, FAR 25.001(c)(1) states, The Buy American statute uses a two-part test to define a "domestic end product" or "domestic construction material" (manufactured in the United States and a domestic content test). The domestic content test has been waived for acquisition of commercially available off-the-shelf (COTS) items, except a product that consists wholly or predominantly of iron or steel or a combination of both (excluding COTS fasteners) (see 25.101 (a) and 25.201(b)).</p>
<p>I also want the answer to Ajayi Akinkuotu's question.... We are forcing Government buyers to go off contract due to the time it takes us to get these new items on Contract.</p>	<p>The request for a priority or expedited modification request should be discussed with the assigned Contracting Officer to get timeframes established in order to meet customer need.</p>
<p>Are Letters of Supply from the manufacturer required by a wholesaler that want to get the manufacturers products on Schedule? Because there are Wholesalers that have products on their schedule that have a LOS from a Distributor and not the manufacturer</p>	<p>Please follow up with your assigned Contracting Officer on this question. They can assist with the LOS requirement.</p>
<p>You will need to get into a subgroup through EBUY.</p>	<p>I believe the statement is a response to a discussion. If not, please contact your assigned Contracting Officer for further discussion and/or clarification.</p>
<p>How many vendors are attending this industry day?</p>	<p>At the start of the session one of the presenters had the exact numbers, it was something just shy of 300</p>
<p>Hi Aletha, so our company has multiple contracts. Which PCO or CO should be contacted by us to start the Phase 3 process?</p>	<p>Training for Consolidating Current Contract can be found at https://www.youtube.com/watch?v=ywcxIWrtiA.</p>
<p>Our company will be hiring a Contract Administrator in the coming weeks. Would it be possible for the recording of this session to be available again in the near future for other staff to view?</p>	<p>Sorry, but the recording was for internal training purposes only and will not be distributed. I would recommend contacting your Business Development Specialist, Larry Fotovich for additional questions.</p>
<p>is Todd planning to still answer this question live as stated above?</p>	<p>This question is a follow up to Question no. 5.</p>
<p>How would we get the RFP to respond when the CO won't sent it to us?</p>	<p>An RFP generally applies to an open solicitation and should be available on beta.sam.gov. All RFQs on eBuy should be available to all contract holders in that SIN regardless of whether the CO chose to send them an email asking for a quote. You should be able to access that solicitation by logging into eBuy.</p>
<p>How do I find/access an eBuy RFI/RFQ that I did not receive by email and that was not listed in my "RFQs" in eBuy?</p>	<p>You must go into eBuy to find out if there are RFI's/RFQ's. We encourage you to go in and check a fewweek to identify new opportunities to respond to.</p>

<p>On Marketing - we have products on our schedule that we know to be on blanket purchase agreements with certain agencies. these agencies usually only reach out to us once they hit their dollar limit with the vendor that holds the BPA. We would like to get more information on where we can bid BPAs on products we supply. Is there a place to find that information?</p>	<p>beta.SAM.gov and https://www.ebuy.gsa.gov/ebuy are where RFQ's are posted.</p>
<p>Did you say we could add SINS to our existing contract? I am managing our GSA contract now. Starting from not knowing a lot about it yet, but learning. We are on the 03FAC and have 541690 and 541690E SINS. We do commissioning and other engineering services. Is it possible to add 541330 to our contract? Would I go through my KO?</p>	<p>That is correct Rick. Please contact your KO.</p>
<p>We see several agencies use the BMO Why do we not see GSA use this platform for services?</p>	<p>Please contact fssi.bmo@gsa.gov for further discussion.</p>
<p>The Schedule is a great tool and does save time, however, the clients that use the Schedule to procure services need training on the use of the Schedule. What do you do to assist in that area?</p>	<p>We provide monthly group trainings and ad hoc training to groups or individuals as requested.</p>
<p>can you expand upon what "best in class" means for the contracting officer</p>	<p>https://www.gsa.gov/buying-selling/category-management/best-in-class</p>
<p>What percentage of opportunities are marketed on open market vs. schedules?</p>	<p>Schedule purchases account for 21% of all government purchases, however, the percentage varies by category. LF</p>
<p>Will The GSA In Person show come back in 2022?</p>	<p>This has not been determined at this time. We will keep our industry partners informed as we learn more.</p>
<p>The one that was cancelled last April 2020</p>	<p>For 2021 we will be having a virtual event June 15 thru June 17. You can go out to gsa.gov and follow this event</p>