1. **Which Special Item Numbers (SINs) are being opened and established?**

GSA is re-opening Multiple Award Schedule (MAS) 75 to new offers and also establishing new Enhanced Special Item Numbers (SINs).

SINs being reopened are:
- SIN 75-200 for Office Products with updated Requirements
  - Demonstrated ability to meet all environmental reporting and green product requirements
  - Demonstrated system to remain compliant with Trade Agreements Act
  - Updated Letter of Supply (LOS)
- SIN 75-85 for Restroom Products with an updated Letter of Supply
- SIN 75-210 for Office Services with an updated Letter of Supply

MAS 75 newly established *Enhanced SINs* mirroring the attributes of the FSSI OS3 solution:
- SIN 75-220 Enhanced SIN for Office Products & Services / Office Supplies 4th Generation (OS4)
- SIN 75-280 Enhanced SIN for Overseas Office Products & Services / Office Supplies 4th Generation (OS4)

2. **What is the difference between the legacy and enhanced SINs.**

Please reference the below chart for an outline of the differences between the legacy and enhanced SINs.

<table>
<thead>
<tr>
<th>Program Requirements</th>
<th>OS4 Enhanced SIN (MAS 75 220 &amp; 280)</th>
<th>MAS 75 Legacy SINs (MAS 75 85, 200, &amp; 210)</th>
</tr>
</thead>
<tbody>
<tr>
<td>OCONUS (Overseas) utilization</td>
<td>SIN 75 280 provides provides 7 day direct delivery to overseas customer base of products.</td>
<td>Optional, demonstrate a proper tracking system and provide a sample packaging label.</td>
</tr>
<tr>
<td>Demonstrated ability to meet all environmental reporting and green product requirements</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Improve compliance with Trade Agreements Act (TAA) and other regulations via a demonstrated system</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Stronger Letter Of Supply (LOS) with enhanced controls against gray/black market abuses</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Fee structure</td>
<td>IFF of 0.75% and Contract Access Fee of 1.25%</td>
<td>IFF of 0.75%</td>
</tr>
<tr>
<td>AbilityOne requirements</td>
<td>Must be AbilityOne Certified Distributor (*75-220 only)</td>
<td>AbilityOne Certified Distributor Optional</td>
</tr>
<tr>
<td>Transactional Data Reporting (TDR)</td>
<td>Required</td>
<td>Optional</td>
</tr>
<tr>
<td>Provide point of sale discount for</td>
<td>X</td>
<td>Optional</td>
</tr>
</tbody>
</table>
3. When will the new SINs be open?
It is expected that Schedule 75 will reopen on January 16, 2018.

4. I am an existing contractor but I would like to be on a new Enhanced SIN, what should I do?
Vendors are not permitted to be on both the legacy SIN 75-200 and Enhanced SIN 75-220/280 (OS4) at the same time. If a contractor is already on SIN 75 200, the contract with the legacy SIN will be cancelled upon contract award of Enhanced SIN 75 220 or 75 280.

If an existing MAS 75 contractor wants a contract under SIN 75 220 or 75 280, they should submit an offer for these SINs for all the products they currently offer under SIN 75 200. In addition, existing contractors with SIN 75 85 should include this SIN on their offer for all the restroom products, if they wish to continue offering these products.

GSA will provide a solution if BPA(s) were previously awarded on a contract with the legacy SINs.

Reference Business Rules attachment for more information.

5. I am not an AbilityOne certified reseller. Which SIN should I apply for?
AbilityOne certification is required for Enhanced SIN 75 220. It is optional for the Legacy SINs. If you are interested in becoming an AbilityOne distributor, visit the following website for additional information: http://abilityone.gov/

6. What is Transactional Data Reporting (TDR) and what if my business is not capable of providing it?
The TDR rule enables GSA to collect transactional-level data on purchases made through a GSA contract vehicle. This data provides valuable information that not only helps us craft smarter buying strategies, but allows agencies to make smarter purchasing decisions, enhances competition and gives the federal government key intelligence around buying patterns.

Transactional Data Reporting (TDR) is mandatory for SINs 75-220 and 75-280. TDR is optional for the legacy SINs. If your company is not able to meet this requirement, consider applying for the legacy SINs.

For more information about TDR please visit: https://vsc.gsa.gov

7. Which is the best SIN to apply for?
This is a business decision that must be made by each individual vendor. Your target federal customer and the contract vehicles they use will help you decide which SIN to submit an offer under. GSA has

<table>
<thead>
<tr>
<th>all contract orders</th>
<th>Delivery timeframe requirements</th>
<th>Demonstrated ability to provide “Fill or Kill” status</th>
<th>Agency-defined reports at no additional cost</th>
<th>Desktop and Secure Desktop delivery (optional)</th>
<th>Real time order status on GSA Advantage (optional)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Standard CONUS delivery within 4 business days ARO</td>
<td>X Optional</td>
<td>X Optional</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td></td>
<td>Maximum CONUS delivery up to 30 days (Many are 7-14 days ARO)</td>
<td></td>
<td></td>
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</tbody>
</table>
developed a market outlook document to assist vendors in this process. The market outlook is attached with this interact posting.

GSA will be holding webinars to help vendors decide how to choose the best SIN for their individual strengths. Please stay tuned to GSA Interact for more information.

8. I am a large business. Will I be able to apply?
The new enhanced SINs (75-220 and 75-280) and legacy SINS (75-200, 75-210, and 75-85) will be open to all socio-economic categories and business sizes. There is no restriction on the number of contracts to be awarded.

9. I am a small business. Will I be able to apply?
The new enhanced SINs (75-220 and 75-280) and legacy SINS (75-200, 75-210, and 75-85) will be open to all socio-economic categories and business sizes. There is no restriction on the number of contracts to be awarded.

10. What does it mean that a contractor must have a “demonstrated system to remain TAA compliant?”
It is the contractor's responsibility to develop (or have in place) an adequate system to ensure that all products awarded on GSA schedule contracts are compliant with the Trade Agreements Act (TAA) in accordance with Federal Acquisition Regulation (FAR) Clause 52.225-5. This system must allow you to monitor the country of origin (COO) for products awarded on contract to ensure that they are TAA compliant and that they remain TAA compliant while on contract, particularly for products not manufactured by your company. In developing a TAA compliant system, your approach should include proactive processes and not rely on the manufacturer and/or wholesalers to notify you of changes in production points. In addition to maintaining TAA compliance, you must ensure the COO information you upload to GSA Advantage is accurate.

11. What does “point of sale discounts” refer to?
The GSA price negotiated must be offered no matter which contractor sales platform the customer buys from. For example, if a contractor operates retail stores, the price for items on contract in that store must be automatically available to an eligible customer.

12. What is the deadline to submit an offer?
There is no deadline. All SINs will be continuously open to offers. We encourage offerors to take their time and submit the best offer possible.

13. Why has GSA decided to reopen MAS 75 for new offers?
The reopening of MAS 75 & OS4 will meet the goals of GSA’s Federal Acquisition Service by:
- Refreshing and expanding a competitive pool of qualified vendors
- Increasing opportunity for small business participation
- Improving customer’s value on OS4 by offering more favorable terms/conditions and savings
- Increasing OCONUS (overseas) utilization

14. What does MAS 75 offer that is different from the current solution?
Combining the attributes of MAS 75 and the FSSI OS3 solutions into a single acquisition solution will allow us to reduce contract duplication and improve efficiencies. A single acquisition solution will result in increased market share, reduced program leakage, and improved customer satisfaction. The reopening of MAS 75 and addition of the new enhanced SIN, aka OS4, will meet the goals of GSA’s Federal Acquisition Service by:
- Refreshing and expanding a competitive pool of qualified vendors
- Increasing opportunity for Small Business participation
- Increasing OCONUS (overseas) utilization
- Creating opportunities for small business
- Enhancing controls against gray/black market abuses
- Improving compliance with Trade Agreements Act (TAA) and other regulations
- Establishing a trusted marketplace with good pricing and strong oversight
- Maximizing efficiencies and effectiveness in contract administration
- Supporting Agencies in meeting socio-economic goals
- Increasing competition to drive cost savings

15. What impact will the reopening have on the current strategic sourcing solution, OS3?
This reopening, which includes the OS4 SINs, is intended to provide an office supplies solution that is the successor acquisition vehicle to OS3.

16. What information sessions are available to understand the requirements of submitting an offer?
Please stay tuned for more information. A schedule of information sessions will be posted soon. In the meantime, please review the MAS Roadmap on how to prepare an offer at www.gsa.gov/masroadmap.