

UNITED STATES OF AMERICA
GENERAL SERVICES ADMINISTRATION

THE BUILDING MAINTENANCE AND OPERATIONS (BMO)
INDUSTRY DAY

Boston, Massachusetts
Monday, February 22, 2011

1 P R O C E E D I N G S

2 (2:41 p.m.)

3 MR. NICKERSON: Good morning, can
4 everyone hear me okay? Is this good? Well I want
5 to welcome you all to the Boston Office for the
6 New England region. My name is Joe Nickerson. I
7 am the regional commissioner for the Federal
8 Acquisition Service and I want to thank you for
9 taking the time out of your day to come join us
10 and talk about the buildings, the BMO and the
11 industry day because we are very excited about
12 this.

13 We have our team from region six who you
14 will meet shortly, who is going to talk and give
15 you all the information you need to know about
16 this and how to basically come on board and be a
17 partner with us as we are trying to solve for our
18 customer's requirements.

19 So GSA, our mission is to help all other
20 federal agencies and handle their mission so this
21 is one of the solutions that we have available to
22 offer to the federal community so we want to thank

1 you for the partnership because it doesn't happen
2 without the vender relationships and the strategic
3 partners that we have here in the room today and
4 across the country as well as our customers so
5 it's set up to be an industry day for the venders
6 this morning and we are bringing our customers in
7 in the afternoon to talk about the vehicle and get
8 some of their requirements and get some feedback
9 from them.

10 And this is very much meant to be a
11 feedback section. There will be a presentation, a
12 very formal presentation but after, it is meant to
13 be a conversation and really an exchange of ideas
14 to foster a better solution for all and so with
15 that, just to let you know, so the restrooms are
16 directly out the hallway, right across the room
17 here, men's and ladies' rooms. There is a
18 cafeteria on the second floor, there is a blind
19 stand on the first floor as well if anyone needs
20 coffee or a refill and if you could shut off your
21 cell phones, that would be helpful for us to
22 minimize the interruptions.

1 This is being recorded so will it be
2 posted on FBO? It will be posted on Interact so
3 this is all going to be recorded and all the
4 session will be recorded and so if you need
5 further information, you can certainly go to
6 interact. But with that, I want to turn it over
7 to the region six team and welcome them and
8 welcome them to Boston.

9 MS. SNODDERLY: Well good morning
10 everybody and thank you for attending. My name is
11 Mary Snodderly, I am the project lead for the BMO
12 and I am going to be your facilitator this
13 morning. Also, from Kansas City, Janet Schweer,
14 she is the supervisory contracting officer so she
15 is a supervisor for the BMO team and hopefully
16 we'll be able to answer a lot of your questions
17 and go through some information here today for
18 you.

19 As Joe mentioned, we are recording this
20 and we will be posting all transcripts. This is
21 session number five and we're going to be talking
22 about our phase II industry, our phase II -- kind

1 of what we are bringing on Board, we have five
2 additional zones so this is our fifth industry day
3 so it's going to be the last one. Once we kind of
4 wrap this up, we will be posting all of the
5 transcripts as well as our slide deck to the BMO
6 interact page and we're going to give you that
7 website so don't worry that will be up on the
8 slides.

9 Let's see, a couple of things that I
10 wanted to do before I start talking about category
11 management, a few people that I would like to
12 introduce, Deb Tarleton and Jerry Smith are with
13 our OSBU office which is the Office of Small
14 Business Utilization there in the back if you want
15 to -- thank you. And then we also have Dave
16 Politin, he is with the Small Business
17 Administration, the SBA so we do have some small
18 business folks, we will be taking a break during
19 this session so you will have a chance to talk
20 with those folks if you have any questions.

21 Deb assured me that she knows most of
22 you that are in the room so that's a good thing

1 there. One other thing I want to make an
2 announcement on, you checked in as you came in
3 which means we have your contact information. One
4 thing we have been asked is we can share that
5 contact information so if you do not want your
6 contact information shared, please let us know so
7 that we can mark it on the registration list.
8 That is unless your government, if you are a
9 government employee, we are not sharing any
10 government contact information but all the
11 industry and this is for networking purposes. As
12 we go through this, we are going to understand
13 that we have a list of required services.

14 If you cannot perform all those, you may
15 need to partner with some of the other companies
16 that maybe are part of this and all of this is
17 going to be posted, not -- we'll share the email
18 or the contact information to those who have
19 attended and then we will be posting, again the
20 transcripts and the slide deck probably within a
21 couple of weeks after this sessions, since this is
22 our last session.

1 And, as Joe mentioned, we are going to
2 have a question and answer session so we do ask
3 that you hold your questions until we get to that
4 part. Part of that has to do -- one, we want to
5 make sure we get through the information and
6 secondly so our court reporter can get all the
7 information and we'll give you instructions on
8 that as we go through.

9 Okay, well let's go ahead and get
10 started. Some of the things we're going to be
11 talking about this morning -- yeah, we can't see
12 the slides standing up here so we have the
13 computer -- they are not connected, the computer
14 and the slides are up there, my apologies. Some
15 of the things that we're going to be talking about
16 this morning, I am going to give you a brief
17 overview of category management and what that
18 entails is kind of the broad structure, if you
19 will, BMO is a piece of that category management.
20 Then I am going to talk a little bit about BMO and
21 give you some background, that way if you're not
22 familiar with what we have been doing, you will

1 all kind of be on the same page as we go through.

2 Then Janet is going to get up and talk
3 about the real meat of what this is all about and
4 she's going to go through the highlights of the
5 draft RFPs that have been posted for about a month
6 and a half now. I think they posted the 11th of
7 January is when we actually posted those and they
8 will be closing soon so we'll give you all of that
9 information and then we're going to be talking
10 about some next steps and then lastly, we'll talk
11 a little bit about what we call the acquisition
12 gateway which is again, part of the category
13 management and then again we'll open it up to the
14 questions and answers.

15 I assure you, we will have plenty of
16 time, we have allowed three hours and we will have
17 plenty of time to get to your questions so let's
18 go ahead and get started and talk a little bit
19 about category management. What is category
20 management?

21 Let's start by kind of giving you a
22 brief definition of what it's all about. Category

1 management is a strategic and systematic approach
2 to purchasing that is widely used in the private
3 sector. You and your own companies may be using
4 category management, okay? Where does the
5 government fit into this? Well, the government is
6 saying: "Yeah, let's start taking a look and see
7 how we can start buying smarter and start cutting
8 our cost." So we want to focus around to finding
9 and organizing products and services that behave
10 in a similar manner into logical groupings so this
11 our goal and this is not just GSA, this is
12 actually government wide where we are going into
13 category management.

14 I am just going to give you a brief, I
15 am not going to read everything that's on the
16 slides here. Again, these will be posted so you
17 will have that information so let's talk for a
18 minute about some of the goals for category
19 management. Within category management, there is
20 a council called the category management
21 leadership council.

22 This is made up of the seven high spend

1 agencies within the federal government and it is
2 led by OMB, the Office of Management and Budget,
3 OFPP, Office of Federal Procurement Policy
4 actually chairs what we call the CMLC. And you
5 know the government, we have to have those
6 acronyms so the CMLC is the Category Management
7 Leadership Council. This council is overseeing
8 the whole category management and I know that
9 there are meetings and things going on as we speak
10 where they are organizing and certain agencies are
11 going to be leads on various categories.

12 Now what the Category Management
13 Leadership Council, the CMLC got together and
14 actually came up with some goals, six goals for
15 the government wide category management to include
16 increasing our spend under management, reducing
17 contract duplication, generating volume savings,
18 achieving administrative savings which we're
19 really looking at that as far as BMO, enhancing
20 data transparency, that's another thing when we're
21 talking about reporting through BMO, boosting
22 innovation, something that we heard from our

1 contractors is that -- sometimes government
2 contracting can be entirely too complex and so
3 therefore innovation kind of gets stifled, certain
4 things happen, the prices go up and things like
5 that. With this whole category management, we
6 want to bring that under control and then we want
7 to increase efficiency and effectiveness.

8 Again those are the six goals that are
9 outlined by the CMLC so what does that actually
10 mean to industry? It means that we can improve
11 relationships. I know we have focused on that but
12 through some of the other programs, particularly
13 within GSA, the category management overall we are
14 hoping we can improve relationships. Reduce that
15 complexity that I just talked about, not make
16 everything so hard that we can't realize those
17 costs savings, improve performance, increase
18 innovation. I mentioned innovation earlier, you
19 know, we don't want to make it so complex that you
20 can't bring in your innovation and then reduce
21 cost to our industry partners. If we reduce our
22 cost to the industry partners, that can be passed

1 on to the government and it's a win win for
2 everybody so that is just a very very quick, brief
3 overview on category management so let's go ahead
4 and talk about BMO and how BMO fits into it.

5 It is one piece of category management
6 and BMO, and I apologize, again those acronyms, if
7 I start using acronyms and don't define it, waive
8 your hand and we will make sure we get those
9 defined for you. BMO is building maintenance and
10 operation, it is services so let's kind of talk
11 about that and what BMO is all about.

12 We actually started BMO about three
13 years ago and we have an interagency commodity
14 team that has gotten together. This is made up
15 and you can see a list of the agencies that are
16 included on that interagency commodity team. The
17 first thing that we talked about, we did a menu of
18 best practices and when I talk about the
19 acquisition gateway, you will be able to access
20 that through the acquisition gateway and then we
21 moved into the world of actually the acquisition,
22 what are we going to do as far as the acquisition?

1 So let's kind of give you a brief
2 overview of what we are looking at in a contract
3 structure. Open market, the BMO contract vehicle
4 is open market, multiple award IDIQ. How many
5 people in here have a contract with the 03FAC
6 schedule? I see a lot of hands that went up.
7 Please keep in mind that I want to emphasize this
8 contract is not going against the 03FAC schedule
9 so if you have a 03FAC contract, this is totally
10 separate so it really doesn't matter, I guess,
11 bottom line. Commercial terms and conditions will
12 be included into the BMO contract, that is far
13 part 12. Again, if you an 03FAC schedule, we're
14 talking different FAR here, FAR applications.
15 Primary NAICS Code, Janet, when she gets up and
16 talks about the draft RFPs, she's going to talk a
17 little bit more about the NAICS but the primary NAICS
18 code that we are using for the BMO vehicle is
19 561210 and there is a whole host of other ones
20 that can actually go along with that. Like I
21 said, Janet will talk a little bit more about
22 that.

1 BMO, also allows for various contract
2 types at the task order level. They can be firm
3 fixed price, time and materials, labor hours and
4 the one thing you will not see is cost
5 reimbursement and that is primarily because cost
6 reimbursement is non-commercial and we are using
7 the commercial terms and conditions.

8 BMO will be a ten year IDIQ at the
9 parent level. This means it will be a base of
10 five years with one five year option. Again, this
11 is at the parent contract level, meaning any task
12 orders coming in -- it's going to be a little bit
13 of a different situation there. Typically the FAR
14 for these types of services, the FAR calls for a
15 five year contract length and so a deviation -- we
16 actually had to seek a deviation and get approved
17 for a deviation to make it a 10 year contract.
18 Any task orders going against this normally are
19 probably going to be a base of one with four one
20 year options, that's typically what we see.

21 Anything longer than that will have to
22 have a separate deviation for that. Now, as we

1 talk about and I am going to show you some slides
2 here, we're going to talk a little bit about
3 scope, what is included under the BMO and so this
4 kind of next bullet will make a little bit better
5 sense there. Agencies are able to order single
6 service or a mix of multiple services and when we
7 show you the scope, you're going to see that there
8 are some required services for contractors to
9 offer in order to be considered for an award.

10 Okay, sustainability, sustainable
11 product requirements are included at the parent
12 contract level. That is very broad, very
13 government wide, we did include some language
14 there, however, keep in mind that agencies can put
15 and most likely will put other information at the
16 task order level. We tried to keep the parent
17 contract very broad to encompass the needs --
18 remember when I talked about the commodity team
19 and the 18 different agencies to encompass the
20 needs of government wide and you keep hearing me
21 say government wide. This is not just a GSA
22 contract, this is a government wide vehicle.

1 Okay, unilateral changes cause waiver.

2 I think Janet maybe talked a little bit about that
3 as well. We did include that, that particular
4 clause. It's typically non- commercial but we did
5 get a waiver and we did include that within the
6 BMO vehicle and we also -- we're going to be
7 talking a bit about how we include both large and
8 small business participation with this vehicle.

9 Okay, so one of the things we did to
10 help ensure small business participation is we
11 took a zonal approach and I'll talk. I got a
12 slide I think coming up here, maybe the next slide
13 or two that's going to actually show you what
14 those zones look like and what we have done there.
15 Now, subcontracting requirements do apply if you
16 are other than a small business. You will have to
17 do a subcontracting plan, Janet again will talk
18 about that a little bit further.

19 Set aside, the way we have done it and
20 the way the RFP have been posted is you're going
21 to see two RFPs, one is unrestricted and one is a
22 total small business set aside. Now under the

1 small business set aside, task orders can be put
2 against that small business once we make awards
3 under the small business and then other
4 socioeconomic categories will apply too and Janet
5 and I kind of go back and forth and we do repeat
6 ourselves a little bit but this is very important
7 information or we wouldn't be repeating it. As
8 far as any other socioeconomic categories that you
9 would fall in, you would get credit for that.

10 Evaluation credit in awarding and then
11 customers, if there is ample competition, will be
12 able to set aside for maybe certain socioeconomic
13 categories as well. Okay, let's look at the scope
14 for BMO, now some of you in the backroom; this may
15 be a little bit difficult to read. Again, this
16 will be posted so you'll be able to see this. It
17 is actually outlined in the draft RFPs so you can
18 actually see them. In fact I think the exact same
19 chart is in there and then Janet is going to show
20 it to you again as well. What you're going to see
21 is we have two groupings, service groupings up
22 there. One is for operations and maintenance, the

1 second is for facility support services.

2 Now, under each of these, we have
3 service categories. The service categories you
4 can see, we have required services and then we
5 have optional services. For instance, under
6 operations and maintenance, what you are seeing
7 under the required is HVAC maintenance, plumbing
8 and pipe fitting, elevator maintenance and
9 electrical maintenance. Now there is a little
10 asterisk there under elevator maintenance under
11 the small business, that is an option service
12 rather than a required service so what we are
13 saying is for you to be able to be considered for
14 an award, you must offer these required services.

15 You will again get credit, evaluation
16 credit if you offer optional services. We're
17 trying to build a whole package for the customer
18 agencies so that we can get what they are looking
19 for. Okay, zones, I promise to give you some
20 information on the zones that we have. Up here in
21 green, you will see that is our zone one. Zone
22 one is Washington D. C. And the seven surrounding

1 states.

2 Zone one is -- everything is closed on
3 that. We are in the process of making awards. We
4 hope to be able to make those announcements here
5 within a couple of weeks on who were successful
6 offerors under those awards so at this point and
7 time, we can't really talk about zone one other
8 than it is there.

9 Now, you can see and I mentioned earlier
10 that phase II is coming on and this is what this
11 is part of. We have five additional zones that
12 are coming on in phase II, zone two, right here in
13 New England, which covers Massachusetts,
14 Connecticut, New Hampshire, Vermont, Maine, and
15 Rhode Island. Zone three covers Florida, Georgia,
16 North Carolina, South Carolina. Zone four, Texas
17 and Oklahoma. Zone five, California and Nevada
18 and then zone six, we're looking at Missouri,
19 Illinois, Iowa, Nebraska and Kansas. Now these
20 are proposed zones.

21 Remember, this is a draft RFP. This is
22 why we're here. I think Joe said it perfectly, we

1 are looking for your feedback on this and these
2 are proposed zones. If for some reason you think
3 these zones are too large or too small, that's the
4 type of feedback that we are looking for. We
5 tried to keep land mass pretty much equal and that
6 is again to help with the small business
7 participation with that.

8 Again, we started with zone one, that is
9 primarily because that is where the biggest spend
10 was and then we are looking -- the reason why it
11 has spread across the country is we were looking
12 at spend. In fact, you're going to see numbers up
13 there that is total government wide spend for
14 building maintenance and operation services and
15 that was pulled from FPDS, the Federal Procurement
16 Data System and I believe it's FY 14 data. We are
17 still kind of processing FY 14 data so it is FY 14
18 data. And that's what you're going to see as far
19 as numbers and the spin numbers there but again,
20 we are still looking for feedback on that so if
21 you have any thoughts on the zone sizes or
22 anything else that will be included -- now, keep

1 in mind, that's still not covering the entire
2 United States. Most likely, there will be a phase
3 III and when that's going to happen, we don't
4 know.

5 As I mentioned, we're in the process of
6 awarding zone one. Our goal for phase II which
7 includes the five zones is to have it awarded by
8 the end of September this year so by the end of
9 the fiscal year. And I said our goal.

10 Okay, I know I went through that pretty
11 quickly but that's okay. I keep forgetting to
12 change this up here. So at this point and time,
13 Janet is going to come up here and she's going to
14 actually go through the draft RFPs. Again, we're
15 going to take a break partway through Janet's
16 presentation and then come back and she will
17 finish up.

18 We will wrap up things and then we will
19 open it up for questions so, Janet?

20 MS. SCHWEER: Good morning, as Mary
21 said, I am the Supervisory Contracting Officer for
22 the BMO team. We have myself and four other

1 contracting officers on the team and Mary who is
2 not a contracting officer. We have a pretty small
3 team and everybody is back in Kansas City working
4 on the zone awards that Mary was talking about so
5 I will do my best to answer question when we get
6 to that part. Josilyn Reed was the contracting
7 officer for zone one.

8 You guys have probably seen her name on
9 a lot of things so if I didn't know the answer,
10 that's why we have the lovely court reporter here,
11 we'll get the question back and I will get it
12 answered so I am just putting that out there right
13 now in case there is something I cannot answer
14 when we get to that part.

15 Okay, acquisition solution. As Mary
16 mentioned, we have two draft request for proposals
17 out right now. One is for the unrestricted
18 solicitation and one is a small business set aside
19 solicitation. You can see the dates, they are
20 posted out there on the screen.

21 We did extend the closing dates to
22 February 26th -- I don't remember what the earlier

1 date was but because we had to reschedule this
2 even here in Boston, we did push that out. That
3 is to submit questions for the RFP that we will
4 answer. There is also a questionnaire in those
5 RFPs that we would hope everyone can take a look
6 at and submit to us.

7 We've asked that that be submitted by
8 March 4th. That's really where we're going to get
9 a lot of information from you all, like Mary
10 mentioned, especially on the zones, the sites,
11 where you can deliver the services and what
12 services you all can deliver. That helps us know
13 if we need to make changes before we issue the
14 final.

15 For example, in zone one, we did make
16 some changes based on the feedback that we got to
17 those draft RFPs and that was one of the decisions
18 we made, to make elevator services an option
19 service for the small business set aside so just
20 an example there, we do take that feedback because
21 we want to make sure that this is something that
22 we can get participation on.

1 It doesn't do us any good to issue these
2 contracts if we can't get the vendors to do the
3 work. And then again, the final RFPs are
4 projected to be released in summer. We're hoping
5 late May or early June. We have quite a few
6 levels of approval that we have to go through on
7 our side before we can issue those so that's why
8 it will take a little bit longer between when the
9 drafts close and when the finals are issued.

10 Okay so I am going to kind of go through
11 section by section of the draft RFP. Basically
12 unrestricted and Small Business set-aside
13 solicitations are pretty similar. There is a
14 couple of differences that I will point out along
15 the way but if you are a small business or other
16 than a small business, the sections are going to
17 be the same so we are going to go through it that
18 way.

19 Section A is reserved for the standard
20 form 33. There isn't much to say about the form
21 other than I would caution you that when you are
22 submitting your final -- your actual proposal for

1 the finals, please read the directions on the
2 form.

3 That sounds really silly, you guys are
4 laughing, people don't do that so make sure you
5 read the instructions of the form and filling out
6 what you need to fill out because people overlook
7 those. It's a form and it's really easy. There
8 are a lot of boxes on it and there are big boxes
9 and small boxes but just make sure you're taking a
10 (inaudible).

11 Okay, contract type. Mary mentioned
12 this. This is a government wide multiple award
13 indefinite delivery, indefinite quantity family of
14 contracts so an MAIDIQ. Basically what that means
15 is we're going to be making multiple awards. It's
16 not a single award and it allows for various
17 contract types at the task order level. Most of you
18 probably only see fixed price task orders, but time
19 materials and labor hour are also permitted.

20

21

22 We are using commercial contract terms

1 and conditions. There is a minimum guarantee,
2 similar to a schedule contract if you have one of
3 those of 2,500 dollars. There is a maximum order
4 ceiling on these contracts. For zone one, it's 15
5 billion which is very very high. That will be set
6 per zone so I don't know what it will be for zone
7 two yet. We will look at the spend in the zone
8 and make that determination. I guarantee you that
9 it will be high enough that I doubt a single task
10 order is going to put anybody at the top of it but
11 we do have to have a ceiling. It's part of an
12 IDIQ contract.

13 Okay, one thing that's a little bit
14 different about our solution versus a schedule or
15 maybe some of the other open market O&M contract
16 that you all perform on is that we have
17 standardized labor categories. That is, these are
18 posted with the draft so if you haven't seen those
19 yet, you need to go take a look at that. What we
20 have done is we have standardized the minimum
21 experience and education levels for every labor
22 category that we are accepting for this contract.

1 The reason we have done that is to make it easier
2 honestly on us and on the customers to evaluate
3 pricing.

4 It is a lot easier for us to compare
5 HVAC mechanic one to HVAC mechanic one in another
6 company if we know that they have the same minimum
7 education experience requirements. You might have
8 -- let's see, landscape technician two at one
9 company might be \$30 an hour and landscape
10 technician two at another might be \$50 an hour but
11 maybe they had different experience requirements.

12 It makes it really difficult on the
13 customers to do an apples to apples comparison so
14 we have standardized those, based on -- you can
15 see on the slide, the Office of Management and
16 Budget's standard occupational classifications.
17 We have done that for both the non-exempt and the
18 professional services labor categories so we ask
19 that you take a look at those.

20 We've mapped them to service contract
21 determination occupational codes for the
22 non-exempt categories. The reason that we are

1 encouraging you to take a look at those is there
2 may be labor categories that you don't see, let us
3 know. I don't think we had anybody give us any
4 feedback for zone one but it might be that they
5 didn't look at it because it is kind of a big
6 document, there's a lot in there so just take a
7 look at those, get familiar with them because when
8 you submit your final price proposal, you're going
9 to have to use those standard definitions.

10 Okay, section C, statement of work.
11 Again, Mary mentioned and we're going to repeat
12 each other a little bit. I am going to hammer in
13 the scope quite a bit. The background of the
14 vehicles and it is a comprehensive solution
15 crossing multiple service categories again that
16 can be set as a single or multiple services. The
17 period of performance is 10 years so a 5 year base
18 and one five year option.

19 Scope covers most commonly used
20 services. Mary mentioned our interagency
21 commodity team. They helped us develop the scope
22 along with feedback with industry along the way so

1 what we tried to do was make sure that we were
2 covering service that are most commonly purchased
3 together by government customers so no, it may not
4 cover absolutely everything that every customer
5 purchases in an O&M or other building maintenance
6 contract but it covers those that are most
7 commonly used and that you as vendors most
8 commonly all offer.

9 The geographic coverage you can see up
10 there again. We'll talk about this a little bit
11 more but part of the reason that we're trying to
12 keep the zone small, like Mary said, for small
13 business participation is because you are required
14 to be able to deliver or perform in all the states
15 in the zone that you're offering for. So for zone
16 two, you'd have to be able to deliver to all 2, 3,
17 4, 5, 6 states. That's why we are trying to keep
18 them small.

19 Okay, still on section C, the
20 performance objectives, as Mary mentioned, we had
21 two separate service groups, operation and
22 maintenance and facility support services and each

1 group has services that are required and services
2 that are optional. When we say required, that
3 means you have to be able to show that you can
4 qualify for those services in order to receive a
5 contract at our level, so the BMO level. It
6 doesn't mean that at the task order level, they're
7 going to ask you for maybe any of those services.
8 They may ask for an optional service and if you
9 have qualified for that optional service, you can
10 bid on that opportunity so here is the chart
11 again.

12 Repetition, repetition, that's what we
13 are going for here so this is the setup that we
14 have used for zone one and that we anticipate
15 using for the rest of the zones again unless we
16 get feedback that we need to make changes. You
17 can see we have quite a few optional services so
18 the way we have that set up right now is that a
19 vender can bid on the facility support services
20 side only if they wish and then they have to offer
21 janitorial and landscaping or they can offer the
22 operations and maintenance side. If your company

1 does the required services for operation and
2 maintenance as well as janitorial and landscaping,
3 that's covered under the optional service and
4 facility support services so if your company does
5 everything on the left side under O&M, you're
6 going to offer only on the O&M side. You are not
7 going to submit two proposals to cover both
8 groups.

9 Okay, and again, I'll just highlight the
10 asterisk and the elevator maintenance because it
11 gets cut off at the bottom. It's an optional
12 service under our BMO small business set aside.
13 Okay, other direct costs, those that have a
14 schedule contract note that this is a
15 very very challenging area for our customers as
16 well as for you all so we have tried to simplify
17 that for this contract. Other costs, the
18 definitions on the screen are related to
19 incidental services and supplies that do not fall
20 within the scope of any other service category
21 listed on the vehicle. What we have done and what
22 we have determined, I guess based on market

1 research is that all agencies have different
2 thresholds of where they -- what they consider
3 ODCs. One agency might say anything under 2,500
4 you have to be responsible for.

5 Another agency might say that anything
6 under 10,000, you are responsible for so what we
7 have done is we have structured this to allow
8 agencies to use their current ODC thresholds,
9 basically what they are comfortable with already
10 in formulating their task orders. One thing that
11 you will hear us emphasize with this is that we
12 have tried to make it flexible. It may seem very
13 broad but really the purpose of that is for it to
14 be flexible for agencies to tailor it if they need
15 to.

16 Okay, we talked a little about what is
17 in scope. This slide addresses services that are
18 not within scope. Again, this is what we have
19 used for zone one and what we are proposing for
20 the next five zones, if there are additional
21 services that you think should be identified here,
22 please let us know. If you can make a case for

1 why something on this screen shouldn't be or
2 should be within scope, let us know that.

3 You are not going to convince me on A
4 and E services or asbestos is going to be within
5 scope those; I will tell you that right now.
6 Those are definitely not going to be in scope so
7 we have telecommunication services, computers and
8 IT equipment. Personally owned appliances.

9 Again, I said asbestos. I think one of
10 our other sessions, somebody pointed out that it
11 should basically say any hazardous waste, so lead,
12 mold, we are not going to do any of that within
13 the scope of this and inherently governmental
14 functions.

15 Okay, section D, packing and marking,
16 not terribly exciting for a services contract.
17 What we have in there just to conform to the
18 commercial standards. An additional language can
19 be added at the task order level if a customer has
20 specific requirements.

21 Section E, under the same thing for
22 inspection and acceptance, we have the standard

1 FAR clause in there and additional language can be
2 added at the task order level by the agency.

3 Section F, deliveries and performance, I
4 mentioned this earlier, you can see the places and
5 performance proposed up there for the new zones
6 again. On the unrestricted and the small business
7 side, you have to be able to deliver to all the
8 states in the zone your offering for -- you are
9 not required to bid on everything that comes out
10 so you may choose not to bid on something but at
11 the proposal level for our contract, you're going
12 to have to show us and explain to us how you could
13 deliver to those areas.

14 Again, we talk about the period of
15 performance, the five year base, one five year
16 option, possibility of a six month extension
17 depending on the need for it if we extend it.

18 Okay, section G, outlines the rules and
19 responsibilities and kind of all the people
20 involved, the contracting officers, and then you
21 will see a definition for OCO, which is the
22 Ordering Contracting Officer, which is the

1 contracting officer at the task order level so if
2 we say contracting officer, that's usually going
3 to be like Josilyn or myself, somebody in my
4 office, the ordering and contracting officer is
5 going to be your agency contracting officer.

6 Obviously there is a definition for the
7 COR, the contracting officers representative, et
8 cetera. You will also see an explanation here
9 about the contract access fee or the CAF. For
10 schedule contracts, there is an industrial funding
11 fee of 0.75 percent for this contract and for
12 many of the strategic sourcing contracts
13 throughout the government, the fee is a little bit
14 higher. It's 2 percent of the total fixed price
15 or estimated price and the difference here between
16 this and your schedule contract is that this is
17 not included in your price proposal, you are not
18 building it into your prices. This will always
19 show up as a separate line item on your invoices
20 to your customers. You can see that it will be
21 proposed as a separate line CLIN.

22 They will still pay it to you, you will

1 still remit it to us, just like your industrial
2 funding fee but it is to show up as a separate
3 line item so there shouldn't be any confusion of:
4 "Well I included it in my prices." You should
5 never be including it in your prices. Also,
6 section G talks about the reporting modules. One
7 thing, if you've read this section, you may have
8 noticed that we are going to be asking you for a
9 lot of data. This is very very different from
10 schedules where all we pretty much get from you is
11 a total dollar value of your sales.

12 Part of the value of strategic sourcing
13 and category management that Mary
14 mentioned is data. We don't have a lot of
15 transparency right now into the data prices paid,
16 especially for services. For products it's a
17 little bit easier but they still have some
18 challenges as well.

19 It's really hard for government agencies
20 to know what they are paying for services and what
21 they are getting for those dollars. A lot of our
22 agencies are really looking to this vehicle to get

1 this data back from us so I am going to be asking
2 you for that data. You know, what kind of task
3 order was it, what price is your customer paying,
4 what labor categories was that for, et cetera.

5 The bullets on the screen are kind of
6 only a small part of what you are going to be
7 reporting to us and you will be reporting that
8 monthly to us once you start receiving orders.

9 If you are not receiving orders yet or
10 you haven't received an order yet, you will not be
11 reporting any of it, obviously. This section also
12 addresses BMO and task order closeouts and then
13 the option and termination. I am going to talk a
14 little bit more when we get to a later section
15 about how you -- what you have to do to get your
16 option exercise under BMO.

17 Okay, section H, special contract
18 requirements. This is really on the order side,
19 ordering procedures. All task orders under the
20 BMO must be solicited and awarded by an ordering
21 contracting officer with the delegation of
22 procurement authority, okay, so that's different

1 than your schedule contract.

2 Any agency that is eligible to use the
3 GSA schedule can place an order against the GSA
4 schedule. In order to use this, they have to
5 receive training from us and receive the
6 delegation of the procurement authority. We have
7 already started that training, actually for zone
8 one. We have trained a few dozen people, not all
9 contracting officers yet but we will be offering
10 that training frequently. It will be virtually,
11 it could be in person depending on how many the
12 agency wants trained but that will not be an issue
13 with getting them -- it's not going to be a
14 roadblock, if they want to use it, we will give it
15 to them as fast as we can, it's only about an
16 hour, an hour and a half long training.

17 It has to be within the scope of section
18 C. Obviously, it has to identify the BMO labor
19 categories and the service occupational codes. It
20 has to be solicited and awarded under the proper
21 NAICS Code and again, NAICS, if you're not sure is
22 North American Industrial Classification System.

1 We'll talk a little bit about that more in just a
2 minute. You have to comply -- the ordering and
3 contracting officer has to comply with the
4 ordering procedures in FAR, part 16.505. Mary
5 mentioned earlier that this is not a schedule
6 contract, or it is not issued against a schedule
7 contract so they are not using the ordering
8 procedures in FAR part 8. We are using fair
9 opportunity ordering procedures.

10 So if you are not familiar with that
11 part of the FAR, or the Federal Acquisition
12 Regulation, I suggest that you take a look at that
13 because that's what customers will be using to
14 place their orders. Basically it means that they
15 will have to send the solicitation out to anybody
16 who is offering the services that they are looking
17 for. They will give everybody a shot so it's
18 different than schedules where they might just
19 (inaudible). They will give everybody a shot and
20 you can decide if you're going to propose or not.

21 Okay, moving down to the NAICS section.

22 Again, we have to separate service groups and

1 these basically span across about 18 different
2 NAICS codes. Mary mentioned that we are using
3 561210 which is, I think, facility support
4 services for the entire contract.

5 The reason for that is we are covering a
6 lot in this contract. The scope is very large.
7 We couldn't just use the NAICS code for plumbing,
8 for examples, so the size standard for 561210 is
9 38.5 million. What that means is that if your
10 company's average annual revenue for the past
11 three years is above 38.5 million, then you would
12 be considered other than small for this contract.
13 If it's below that, you would be considered a
14 small business. Now at the task order level, the
15 ordering contract officer is probably going to
16 use, depending on what they are ordering, they may
17 use a different NAICS code.

18 For example, if they are only ordering
19 janitorial services, they are going to use the
20 NAICS code for that which I don't know off the top
21 of my head but I know the size standard for that is
22 a lot smaller so if they are doing a small

1 business set aside for that, even though you are
2 small under 38.5 million, you might not be small
3 under the janitorial one so keep that in mind so
4 if you see something come out and it didn't come
5 to you, that could be why.

6 I think we will talk a little bit more
7 about that and we can take questions about that
8 later but the reason we used 561210 is because,
9 again, it covers the scope of our entire contract
10 but then at the task order level, the ordering
11 contract officer must use the NAICS code that most
12 closely matches what they are buying.

13 Now, if they are buying 10 different
14 services, they might use 561210 because that might
15 be the most appropriate one, it kind of depends.
16 If they are buying more than one service though,
17 they are supposed to pick the one that is the
18 predominant NAICS code. In other words, if a
19 contract is heavy on the electrical side, they
20 should be using the electrical NAICS code.

21 Section H also talks a little bit about
22 our GSA BMO webpage. This will be on the GSA.gov

1 site. It's not up there yet if you go look for it
2 because they won't let us put it up until we have
3 awards done so hopefully in the next couple of
4 weeks, when we get done, they will launch
5 that. We do have it ready to go and we will have
6 information about the contract holders, what
7 services they offer, we will have ordering guides
8 on there and some statement of work templates for
9 the customers. It will also link to the
10 acquisition gateway which Mary is going to talk
11 about a little bit later but that's addressed in
12 section H as well.

13 Okay, minimum task order awards. This
14 is the section that kind of tells you what you
15 would have to do to qualify for your option, if
16 you are a BMO contract holders. So starting from
17 the date of the notice to proceed, the contractor
18 shall attain a minimum of five task order awards
19 or total sales of 1.25 million. Again, this is
20 for the unrestricted prior to the exercise of the
21 option. For small business, it is three task
22 order awards or total sales of 325,000 so for you

1 schedule holders out there, you are used to
2 hearing that you have to have 25,000 in sales in
3 the first two years and then every 12 months after
4 that so this is not quite the same as that, you do
5 have the full five year period to get this amount
6 and again, if it is close to this amount or close
7 to whatever, it is the contracting officer's
8 discretion. It's not an absolute. We will take
9 into account effort but the reason for this is
10 that we want contractors on this vehicle who are
11 engaged, who are seeking work, we know that
12 doesn't necessarily mean you're going to get it
13 but that's why we -- you might get one task order
14 and that's all your company can handle but it
15 might have been half a million dollars. Okay,
16 you're a small business, we understand that,
17 that's why we have the dollar value there. Or
18 maybe you're a small business and you need about
19 three task orders but each was \$10,000 and that
20 was what you guys did, okay, that's fine too so
21 we're trying to be flexible there.

22 If you have ideas on this or feedback on

1 this, please send that in along with your draft
2 RFP questions. Okay, also a little bit different
3 than your normal schedule contract schedule,
4 solicitations are always open, our contract will
5 not be. As Mary mentioned, zone one is closed
6 right now so this will have an open and closed
7 date and will make awards but we do have
8 provisions built in for on ramping.

9 What this means is we can open it back
10 up at a later time if we need to add more
11 contractors. There are a couple of different
12 things we can do with these. The first one you
13 see up there is vertical contract on ramping. Ten
14 years is a long time, five years is a long time in
15 the world of business. If you are a small
16 business at the beginning of the contract, you
17 might not be after five years. You might have
18 grown. You might be a large business then. So if
19 we get to the five year period and we're looking
20 at your option and we do a size redetermination,
21 we determine that you are large, we are going to
22 offer vertical on-ramping from the small business

1 contract but give you a chance to submit a proposal
2 on the unrestricted. You will have to meet the same
3 requirements that all the unrestricted companies
4 met though so keep that in mind. One questions we
5 got, I don't know if it was in Kansas City, I
6 don't remember exactly where it was but what if it
7 was the opposite, what if the large became small
8 and that wasn't a question that we had before so
9 we're going to check on that one and see if it can
10 go the other direction. The other one you will
11 see up there is open season on ramping. That just
12 might mean that based on the demand that we're
13 getting for use of this vehicle, we just need to
14 add more contractors and then we will just open it
15 back up and all of this will be posted on FBO, Fed
16 Biz Ops and we would just need to add more
17 contractors. Focused on ramping, this might be if
18 we need more contractors that are service disabled
19 veterans who might open it up only for those
20 companies. Now they still have to meet all the
21 requirements and technical qualifications that
22 everybody else had to meet but we might only open

1 it for that group if we need more of those
2 contractors to meet a customer need.

3 Dormant status, another phrase you might
4 not be familiar with. That is kind of what we can
5 do with a contractor if they are having some
6 problems and this might be you're having
7 performance problems. You are having some quality
8 problems. We have gotten complaints from
9 customers, you're not doing what you said you were
10 going to do. We put you in dormant status and
11 that means that you will continue performing on
12 orders that you currently have but you will be
13 taken off the list to receive new orders until you
14 can correct those issues so you will work with our
15 contracting officer to fix those problems, if you
16 fix them to our satisfaction, take you off dormant
17 status and put you back on the regular list. If
18 you are not successful in fixing those problems,
19 you may be off ramped which is essentially
20 canceling your contract.

21 Section I, contract clauses. Those are
22 all on the drafts and we are not going to through

1 them all today. One I am going to point out and
2 Mary mentioned earlier is that we did obtain a
3 class waiver for paragraph C of FAR 52.212-4 and
4 this is on changes. We have feedback from
5 customers that the unilateral changes clause was
6 very valuable to them and that's not normally done
7 with a commercial contract. Normally it's only
8 bilateral so we sought and received a waiver to
9 allow for unilateral changes to be made in
10 situations impacting safety and working conditions
11 or when it is in the government's best interest so
12 I just wanted to draw your attention to that. I
13 anticipate that will not change any of the future
14 zones so that will stay the same.

15 Section J, attachments and there's a
16 few. Just a few attachments up there. There are
17 a few highlighted and we are going to go through
18 all of them. The first one that is bolded is the
19 BMA phase two, zones 2-6 questionnaire that I
20 mentioned earlier. Please make sure you take a
21 look at that and send that in to us. J2 is the
22 proposal checklist. That is there to help you

1 when you are submitting your proposal to us and it
2 has to be submitted when you submit your proposal
3 along with the self-scoring worksheet. The
4 self-scoring worksheet might be new to most of
5 you. It is something that we hadn't done until we
6 did zone one. It was used on the oasis
7 procurement for professional services. Basically,
8 we are telling you how we are going to score you
9 and say that you take this self-scoring worksheet,
10 you score the proposal and send it in to us.

11 We want to know where you scored
12 yourself. And then we'll take that and compare it
13 against what we actually see in your proposal and
14 see where there are discrepancies. J4 is the
15 standardized labor categories and definitions I
16 mentioned earlier. J9 is the price template and
17 we'll talk more about pricing towards the end so
18 please make sure you take a look at that.

19 We would appreciate your feedback on
20 that, if you see ways to improve that. What is in
21 there right now is what I think we used for zone
22 one but if there is any way that we need to change

1 that or make it easier for you or easier for us,
2 please let us know what you see. Wage
3 determinations, you will see that we have five in
4 there right now and again I'll talk about that at
5 the end -- at the end we will talk about pricing.

6 Relevant project experience template,
7 this is where you're going to give us all the
8 information about all your projects that show us
9 how you are qualified to do this work and again,
10 we'll talk about that but the reason we pointed
11 out is because it is kind of a complicated form if
12 you looked at it.

13 It's complicated because we ask for a
14 lot of information that we do need but we
15 recognize it takes you guys a long time to
16 complete it. It takes us a long time to evaluate
17 it so if you see ways to streamline that, please
18 let us know that feedback.

19 And then the last one that's bold is the
20 subcontracting plan. Again, that's only for the
21 unrestricted solicitation and only if you are
22 other than a small business and the reason I say

1 that is because small businesses can bid on the
2 unrestricted solicitation as well.

3 What we have included on the
4 subcontracting plan is the template that GSA
5 provides, you are not required to use that
6 template. You may use your own. I do encourage
7 you though that if you do use your own, to look
8 carefully at what we have on the template because
9 you need to include all the same information and
10 if you don't, you're going to spend a lot of time
11 revising it and it's a lot of our time and a lot
12 of our OSBU office's time spent looking at it so
13 please make sure you're addressing everything you
14 need to address.

15 Okay, section K, representations and
16 certifications, please make sure you're looking at
17 the instructions for this when you do your actual
18 offer. We have some folks who didn't necessarily
19 always follow the instructions I just wanted to
20 make sure we point that out.

21 Yes, you all probably all have these in
22 your system for award management or SAM (inaudible)

1 registration, but we may ask you for additional
2 information, section K so please make sure you
3 look at that carefully.

4 Okay, section L, instructions,
5 conditions and notices to offerors or
6 respondents. This has a list of provisions out of
7 the FAR, the Federal Acquisition Regulation and
8 then the GSA regulations. It gives you the format
9 for the proposal and actually gives you the format
10 for how we would like questions submitted. It may
11 seem silly to you that we are giving you a
12 suggested format for that but when we receive 400
13 questions in response to an RFP, it's a lot easier
14 for us if they all come in in the same format and
15 we can just paste them into one Excel spreadsheet
16 and post the answers on Interact.

17 When we get an email here and an email
18 there, yeah, we are going to do our best to get
19 all of those in there. It is a lot easier for us
20 if they come in in this format so please use this
21 to the best of your ability. You can see up on
22 the screen, the zone number of your questions,

1 page number, section number, title, paragraph
2 number and then what your question or comment is
3 so if you submit it in this format and then when
4 we go to post the answers, we just add a column,
5 put the answer right there, it's easier for
6 everybody, including you when you are reviewing
7 the questions and answers that we're going to
8 post.

9 Now as far as the actual proposal, when
10 you are submitting that, we will be asking you to
11 include both hard copies and electronic copies in
12 zone one for anybody who might have been on that.
13 We did ask for 10 hard copies, I think we will be
14 reducing that for the future zones. At first we
15 weren't sure exactly how many we would need so it
16 will probably be more like five hard copies and I
17 know we'll probably get the question later. If
18 your company is submitting from more than one
19 zone, are you going to have to submit five copies
20 from each zone?

21 I don't know yet. We are looking at a
22 couple of different options for how we might be

1 able to combine those -- the proposal for
2 companies that may be offering more than one zone
3 so send us that feedback if you have ideas on that
4 because we don't want -- we know companies might
5 be bidding on all five zones and you don't want to
6 have to do five different ones so we're talking
7 about some options back in the office for that but
8 we don't have the answer quite yet.

9 I think we will go ahead and take a
10 break before we get to section M because section M
11 is quite long so I have about 10:00, yeah so 15
12 minutes and again the restrooms are out this door.
13 There is a café upstairs and there is a little
14 snack shop over here.

15 (Recess)

16
17 MS. SNODDERLY: If everybody can take
18 your seats, we are going to get started again. It
19 is really good to see everybody networking. We
20 like to see that and that's part of the reason we
21 have these industry days, so that you can talk
22 amongst yourselves. I have an announcement and

1 you're probably going to hear me do it another
2 time or two: your contact information, as you
3 signed in out here. We will be sharing your
4 company and your contact information, not
5 government contact information but any -- for
6 those government people in the office, we will not
7 -- or in the audience, we will not share that but
8 we will be sharing your company contact
9 information.

10 If you do not want that shared, you need
11 to let us know so that we can market it on that
12 registration sheet not to share that information.
13 Again, part of it is just for the networking, like
14 what you were doing right here so I am going to
15 let -- well I guess Janet can kind of continue
16 here with a lot of information.

17 MS. SCHWEER: I'll just add to what Mary
18 said. I think she said it earlier too but we are
19 not going to post that contact information on
20 Interact, we will just email that out to the
21 people that were here so don't worry, it's not
22 going to be on Interact for everybody to see.

1 Okay, let's get into section M,
2 evaluation factors. We will be using the best
3 value continuum for awards. This is going to be
4 the highest technically rated offer with a fair
5 and reasonable price. In other words, we want the
6 best of the best technically. We are going to be
7 looking for companies who have a lot of experience
8 in this area and we are going to talk about in a
9 minute but there are going to be opportunities
10 throughout for extra credit so you can qualify and
11 meet the minimums but there is also going to be
12 opportunities where you can get extra points along
13 the way.

14 Again the core technical expertise and a
15 variety of service capabilities are most
16 important to government customers so all
17 evaluation factors other than cost and price, when
18 combined, are significantly more important than
19 cost of price so you can see that the highest
20 offers with a fair and reasonable price; this is
21 not lowest price technically acceptable and it's not
22 that technical is equal to price. Technical is more

1 important than price in this procurement.

2 The government does intend to award
3 contracts without discussions so we ask that your
4 initial proposal must contain your best offer. We
5 may conduct clarifications, if we see minor things
6 or discrepancies in the proposal but we do reserve
7 the right to conduct discussions if it's
8 determined necessary and in the best interest of
9 the government. Trust me, it goes a lot faster if
10 we don't have to do that so if your first offer is
11 your best offer, it helps everybody.

12 QUESTIONER: May I ask, relative to
13 that, without discussion, how much public
14 knowledge is there about what you are looking at
15 --

16 MS. SCHWEER: I am going to ask you to
17 hold that until we get to the end, okay? Can you
18 write it down or try to remember it? I'll try to
19 remember it and call on you when we get there.

20 So the screening and evaluation process
21 will be a two-step process. The first step is when
22 we get all the proposals in, we look through all of

1 them to make sure that all of the documents are
2 the main sections. At that point, we are not
3 reviewing the technical for experience or anything
4 yet, we are just making sure that it's there.
5 That everything that you basically checked on your
6 proposal checklist that you have submitted.

7 The next thing we will do is compare it
8 to your self-scoring worksheet. So in other
9 words, did you tell us that you were offering
10 seven services but we only see four here and then
11 if there is a discrepancy there, we will treat
12 that as a clarification and then the evaluation
13 team will assign a preliminary score in accordance
14 with our scoring table so in other words, we are
15 using the scoring worksheet that we are giving you
16 guys so you're going to have exactly what we are
17 using so you know exactly how we are evaluating
18 you.

19 Okay, section one of section M, so this
20 is a general information section and has the
21 following subsections, again the standard form 33,
22 your proposal checklist, the self- scoring

1 worksheet, the meaningful relationship commitment
2 letters, if it's applicable and the existing joint
3 ventures and partnership information if applicable
4 so if your company, for some reason doesn't think
5 you're going to qualify for the required services
6 and you are part of a joint venture, you might
7 submit that information to us and then the
8 proposal will be from a joint venture to qualify
9 so we will need that information.

10 Section two is responsibility, very
11 standard information. Your SAM or System for
12 Award Management record, again, SAM replaced the
13 central contractor registry CCR several years
14 ago so if you have never registered in SAM, you
15 need to do that. It says to include EPLs. EPLS
16 is the Excluded Party List System. This is where
17 we check to see if your company is debarred from
18 doing business with the federal government. We
19 will check that. Your SAM record does tell you
20 that though so if you're curious, you can go look.
21 Representation and certifications, financial
22 information on GSA form 527. This form, if you've

1 not seen it before asks for your company's basic
2 financial information. It's going to be about the
3 same as your balance sheet and your income
4 statements and there is a place on the form where
5 you can just check that you're attaching that
6 information but there is some information on the
7 form still that you have to fill out so don't just
8 check that box and not look at the rest of it.
9 Make sure again to review the instructions for the
10 form.

11 Pre-award survey, standard form 1408,
12 again, read the instructions for the form. Okay,
13 section 3, technical experience, relevant project
14 experience. We are requiring three projects per
15 service offering so you have to show us three
16 different examples of projects that you've done to
17 qualify for a service. The projects can cover a
18 single service or multiple service categories so
19 if your company has examples where you have three
20 projects where you've done all the services that
21 you're offering, great, send us three. If you
22 might have three projects for HVAC but a couple of

1 different projects where you did electrical and
2 plumbing, that's fine, you can send us a different
3 one.

4 It's in your best interest probably, if
5 you have projects where you have done multiple, to
6 use those because it's less work for you, less
7 work for us but mostly less work for you when you
8 are putting it together.

9 The projects have to have been completed
10 within the past three years or be ongoing. The
11 three years is for unrestricted, the five years is
12 for the small business set aside. Completed
13 within the past three years, what we would use for
14 the date for that would be the date that proposals
15 are due for the RFP so for example, for zone one,
16 those -- the RFP closed December 18th, so it would
17 be three years from the date back from December
18 18th, 2015.

19 If it's ongoing, it should have been
20 ongoing for at least 12 months to be submitted so
21 we don't want to see something that you got last
22 month submitted as one of these projects because

1 that doesn't really give us history or experience.

2 Okay, the projects that you can submit
3 may be for federal government, they may have been
4 state government, they may have not been
5 government at all, they may be commercial, no
6 restriction there. Each project shall identify
7 the following, and this is on the template, the
8 building type, the building size, stories of the
9 building, of each building, services covered
10 relevant to the scope of services and we're going
11 to have boxes. The way that it's setup now is
12 that there are boxes that you can check to tell us
13 which services that project was for.

14 The performance period, the total dollar
15 value, the number of trade skills employed and the
16 number of exempt positions employed and a
17 complete, clear and concise detailed statement of
18 description of services covered including how you
19 provide the services. Please don't just give us a
20 list of the services because you already checked
21 those boxes at the top of the form and that
22 doesn't really tell us that your company knows how

1 to do them, it just tells us that you can take
2 stuff out of the instructions and paste it into the
3 project template, okay?

4 Tell us how you did it. If you were
5 (inaudible) or HVAC maintenance, how often were
6 you out there doing inspections, how often were
7 you out there doing preventative maintenance? We
8 are -- the way that it is set up now, there is a
9 word limit on this section which I think can be a
10 little bit challenging, especially if you submit a
11 project from multiple services so that's something
12 that we're looking at to see how we can be more
13 flexible in that for the future zones.

14 If you have ideas on that, give us that
15 when you submit your questions or when you submit
16 your response to the draft because we do want the
17 information from you and how you did the services
18 but we also don't want 30 pages of it because some
19 of them can get kind of long. We don't want the
20 whole statement of work from the project.

21 Okay, I mentioned it earlier, there are
22 places where you can get additional evaluation

1 credit. If the work was for a federal government
2 customer, you can get additional credit for that
3 project. If you are a large business and the
4 project involves subcontracting or teaming for
5 services with at least two separate entities that
6 are certified as small business, you will get
7 extra credit for that.

8 The optional services, in order to
9 qualify for a contract at all, you have to meet
10 the required services for whichever group you're
11 offering for. For each optional service that you
12 qualify for, in other words, you still have to
13 submit three projects for those too, you will get
14 additional credit for each optional service that
15 you qualify for. If the contracts and the
16 projects were for over three years, you will get
17 additional credit. That helps show us that you
18 were in a facility for a long time and you had to
19 take care of it -- the customers had confidence in
20 you, et cetera.

21 Large square footage, this says over
22 20,000, we may end up changing that -- I think we

1 were told that one of the industry days that we
2 were at, that that was really small for a large
3 business so we may look at changing that for a
4 large versus small so if you have feedback on what
5 that should be, give us that.

6 If you successfully demonstrated
7 innovative approaches to reach savings, there is a
8 section in the project experience template where
9 we asked if for example your customer came to you
10 and said: "I want to save 10 percent on my
11 utilities in this building over the next three
12 years, help me." And you tell us how you did that
13 and then what the result was. Did you save 10
14 percent, did you save a million dollars, how did
15 you do that. You can show us that in your project
16 experience, you will receive additional credit.
17 Please don't just tell me that they ask you to
18 save money and you did it. That doesn't tell me
19 anything.

20 Socio-economic status certification.
21 Mary mentioned this earlier so on the small
22 business solicitation, if you have additional

1 designations, if you're small disadvantaged, if
2 you're HubZoned, if you are woman owned, you will
3 get additional credit for each one of those
4 additional socio- economic statuses that your
5 company holds and that is to help us ensure that
6 we have a diverse pool of companies for our
7 customers.

8 Okay, so project location, we talked a
9 little bit about this earlier, the offeror shall
10 submit a capability statement identifying the
11 following: your overall capability of providing
12 service coverage for all the states in the zone
13 you wish to provide a proposal for; so how can you
14 provide that coverage, the state that you have,
15 previously or currently provide those services in,
16 so are you already performing in this zone? If so,
17 which states are you already performing in or have
18 you performed in?

19 If you haven't performed in some of the
20 states in this zone, that's fine but you have to
21 tell us a little bit about how you would do it if
22 you received an award so say you've never

1 performed in Rhode Island but if you received an
2 award, you have people could go there. Tell us
3 how that would work, tell us how you could do it.

4 So this is meant to be flexible. We
5 know that not every company, large or small, has
6 delivered maybe every state in the zone so we are
7 trying to make this flexible so that you can tell
8 us how you would do it if you did receive an award
9 there. Finally, additional evaluation
10 credit for the required services, those three
11 projects, if any of those cover multiple states in
12 the proposed zone, you can receive additional
13 credit so let me be clear that the projects you
14 submit don't have to be for the zone that you're
15 offering for. They can be from anywhere in the
16 country but if any of them do cover multiple
17 states in the zone that you're offering for,
18 you're going to get additional credit but that is
19 only for the required services so if your projects
20 or your optional services cover states in the
21 zone, that's great but you don't get any
22 additional credit for those.

1 Okay, these three are fairly standard,
2 staffing plans should identify the roles and
3 responsibilities for key employees because we are
4 not giving you an actual building requirement, you
5 may not be able to tell us all of the employees
6 that you would use but just tell us the key
7 employees that are kind of at your company to
8 oversee these services. Professional compensation
9 plan. Fairly standard to what you're probably
10 used to seeing, address the methodology for
11 determining salary and fringe benefits for
12 professional employees and then uncompensated
13 overtime, policy for addressing uncompensated
14 overtime, consistent with your cost accounting
15 practices.

16 For both of these, please don't give me
17 one sentence. You need to look at this and tell
18 me what your company's practices are, okay?
19 Saying that you're not going to give anybody
20 overtime is not a policy.

21 Look at the instructions in the RFP, if
22 you have questions, ask us. Okay, subcontracting

1 plan, I talked a little bit about this earlier,
2 again, this is going to apply only for other than
3 small businesses. We will provide you the GSA
4 template. Again, you don't have to use it. If
5 you choose not to use it, it should still have
6 everything that's in our template. A couple of
7 things that I have frequently seen in my years as
8 a contracting officer that people overlook when
9 they are doing subcontracting plans, one it has to
10 have your DUNS number, your Data Universal
11 Numbering System, D-U-N- S, DUNS number.

12 If you are registered in SAM, you have a
13 DUNS number. That needs to be on it. Your
14 company address needs to be on it. Both of those
15 should usually be on the front page. Another is
16 it will ask you for the plan or the program
17 administrator for your subcontracting plan and it
18 has to be signed by someone from your company,
19 those cannot be the same people. It has to be
20 signed by someone who is at least one level above
21 the person who is the plan administrator and that
22 is for accountability purposes.

1 We don't want that done in a vacuum
2 where nobody else at the company has any
3 accountability for what is in that plan. Okay,
4 section three, sustainability plan, there are
5 instructions in the RFP for this. We ask about
6 your approach towards implementing and promoting
7 sustainable practices and all aspects of BMO
8 services.

9 There is opportunity for additional
10 credit with the sustainability plan. In addition
11 to the elements that we ask you to address, if you
12 have examples of where your company has
13 implemented sustainable practices above and beyond
14 those minimums, tell us about that and you can get
15 additional credit so if your company has done
16 something within the company to eliminate the use
17 of paper -- to minimize the use of paper in your
18 office, for example, tell us about that. I can't
19 think of any other examples but if your company is
20 doing something else, other than what we've asked
21 for, tell us about that.

22 Section three, quality control plan,

1 description of the internal review procedures that
2 your company has and the roles and
3 responsibilities -- roles responsible for ensuring
4 quality control. Okay, section three, past
5 performance. If you were doing the math on those
6 projects, you probably figured out that there
7 could be a lot of projects that your company
8 submits. I don't know the number off the top of
9 my head because I don't know how to extrapolate
10 that out but I know it could be a lot if you have
11 individual projects for all those individual labor
12 categories or service categories.

13 For past performance, we're limiting it
14 to three surveys so you don't need to send us a
15 past performance survey for every single project
16 that you're submitting. You should send us three
17 and it should be for the projects -- for the same
18 relevant project experiences that you submitted
19 but it doesn't have to be for all of them.

20 So again, limited to three, we try not
21 overwhelm our government customers with
22 unnecessary requests for past performance surveys

1 so if any of them happen to be for government
2 customers, we don't want to inundate them so we
3 are limiting it to three.

4 P-PIRS is the next one up there, that's
5 the past performance information retrieval system.
6 It is a government past performance system where
7 on our side, we can go pull past performance if
8 you have done government work before. We will
9 pull that but we do still need the surveys because
10 there are companies who may not have federal
11 government experience so we have to do the surveys
12 for that but we will also consider information
13 that's in P-PIRS.

14 As a standard, when past performance
15 information is not available, the offer will not
16 be evaluated favorably or unfavorably but will
17 receive a neutral rating.

18 Okay, price, so we are going to ask for
19 a firm fixed price hourly rates for all applicable
20 Bureau of Labor Statistics standard occupational
21 classification, standardized labor categories.

22 There is a very very long list of labor categories

1 posted with the draft RFPs. Your company does not
2 have to submit prices for all these labor
3 categories. You only need to submit pricing for
4 the ones that your company is offering, okay?

5 For price evaluation purposes at our
6 level, parent contract level, the proposed rates
7 shall include a breakdown of the following
8 elements you see on the screen, that is identified
9 in the price proposal template that's posted with
10 the draft RFP so you see base rate up there. You
11 remember back on the slide where it had the
12 attachments, I showed you it had wage
13 determinations.

14 For this zone, wage determination was
15 for Boston. We tried to use the wage
16 determinations that were probably the highest for
17 that zone. You're going to use the base rates,
18 the base minimum and the base fringe benefits for
19 those wage determinations when you are doing your
20 buildup of your prices. So you have your base
21 rate, your health and welfare rate, and then your
22 company's overhead G&A profit, other costs, that's

1 going to show us a fully burdened rate.

2 The reason that we're doing it this way
3 is because then everybody is using the same base
4 rates and we're going to evaluate the fully
5 burdened rates at our level just to determine fair
6 and reasonable pricing. At the task order level,
7 those ordering contract officers will be using
8 their own wage determinations.

9 They may be using a collective
10 bargaining agreement, depending on what is in
11 place at their facilities and anybody who is
12 bidding on that task order, you guys will all be
13 using the same minimums so that will change at the
14 task order level, what you have for overhead G&A,
15 profit and other costs, those percentages are not
16 going to change so what you propose to us will be
17 firm fixed for the duration of your contract. The
18 only part that is going to change is your base
19 rate and your health and welfare rate.

20 This is for the service contract labor
21 standards (SCLS) non-exempt labor categories. For
22 your professional labor categories, you will be

1 giving us firm fixed prices for all those hourly
2 rates. Those will not change depending on where
3 you're performing so the professional rates don't have
4 a wage determination aren't going to have collective
5 bargaining agreements. Those are going to stay
6 the same no matter where you are performing in
7 that zone.

8 And we do ask you for 15 year pricing
9 for those with built in escalation rate. We will
10 also ask you for government and commercial prices
11 for the labor categories and that's just to help
12 us again with our fair and reasonable price
13 analysis. This is not like schedule, we are not
14 asking you for discounts, we are not asking you
15 for most favorite customer pricing.

16 We are asking for tiered pricing as well
17 in the draft RFP price proposal template,
18 basically these are volume discounts. We are
19 giving you the thresholds; you tell us what
20 discount your company can offer. The reason we
21 are doing it this way is basically it makes it
22 easier for us to evaluate if everybody is using

1 the same threshold so if we say -- if the task
2 order is one million to five million dollars, what
3 additional discount can you offer.

4 I think that's it for the solicitation
5 part. I am sure there are questions. I know the
6 gentleman there had a question. Mary is going
7 through another section and then we will get to
8 the questions and answers.

9 MS. SNODDERLY: Okay, take a deep
10 breath, that's a lot of information that Janet
11 just went through. A couple more slides and then
12 we're going to get to the questions and answers so
13 you can ask all those questions that you are
14 thinking about. You have the benefit, I think I
15 mentioned at the beginning, this is our fifth
16 session so as we've gone through, we're thinking:
17 "Oh yeah, this question was asked at this industry
18 day" so we've been trying to kind of answer things
19 as we go along a little bit but I'm sure you have
20 some new ones. Each session has some new and
21 different questions.

22 Okay, let's talk about next steps, what

1 happens? You heard Janet, she mentioned this
2 earlier, the draft RFPs close February 26th. That
3 would be this Friday, I believe. They were
4 extended, originally they were scheduled to close
5 early in February but because we had to reschedule
6 this event, we did extend those. So what does
7 that mean? Your questions and comments are due
8 February 26th on the draft RFP.

9 Janet also brought up the questionnaire
10 that is out there. That is actually due March 4th
11 so we'll give you a little bit more time on that
12 questionnaire. Now I think Janet mentioned this
13 as well. The final RFPs are expected to release
14 this summer. We are thinking late May, early June
15 when we are hoping to get those released. Again,
16 our anticipated award is by the end of the fiscal
17 year which means the end of September of this
18 year.

19 Anticipated, I want to keep saying
20 anticipated, we know things happen. Okay, now I
21 promised that a lot of this stuff is going to be
22 posted and you just have to go. One important

1 thing is the e-mail address that we have up there.
2 You may want to jot that one down. That is the
3 email address into our BMO team. Our entire team
4 has access to that email. You are welcomed to
5 email us directly but if we happen to be on leave,
6 on vacation, or sick leave, or on travel like
7 Janet and I, it's kind of hard to keep up with all
8 the messages. If you email here, anybody on the
9 team can access that.

10 Okay, what I am going to talk about next
11 is called the acquisition gateway. I just have a
12 few slides and I wanted to give you a basic
13 introduction to the acquisition gateway and what
14 it is all about. It is part -- remember what we
15 talked about early on, category management. The
16 system information that goes along with that.

17 Okay, here is the actual web address that would
18 get you to the acquisition gateway.

19 What is the acquisition gateway? It's
20 basically a way that all federal government buyers
21 can get together, have one platform that they can
22 look at all types of information and come

1 together. They can share best practices, they can
2 actually look at various procurements out there,
3 they can look at government contracts, not just
4 GSA contracts but other government agency
5 contracts as well will be loaded to this. The
6 website is up there at the very top.

7 Okay -- and you can see there is a
8 little sign in button over there at the far right
9 hand side. When you click on that, you're going
10 to come to this particular screen right here. You
11 have two options. One says "Federal Employees
12 Sign in" for any federal folks that are out there
13 in audience, it uses your OMB Max Sign On
14 information. If you're not -- and trust me, if
15 you're not a federal employee, that doesn't really
16 mean anything to you but if you don't have an OMB
17 Max password, you will need to be signed up for
18 there. In fact, I think when you click on that,
19 it will take you to OMB Max. Now, the other one
20 says non-government sign in and that's what most
21 of you are going to be the most interested in.
22 When you click on that and it is live now.

1 Actually I think this is the first session where
2 I've got to say: "Yay, it's finally live to
3 non-government folks." It will actually take you
4 to this screen right here and this is where you
5 can access a lot of information.

6 Now, I am going to tell you up front,
7 the non- government does not have full access to
8 everything that the government folks do.
9 Currently, we have 19 hall ways, what we are
10 calling hallways and that's basically by your
11 category groupings. There is a facilities
12 hallway, I think it's called facilities'
13 maintenance. I am told that name is going to be
14 changing to "Facilities and Construction" because
15 that is actually the name of the category that we
16 fall under but right now there are 19 hallways and
17 again for different products and services that are
18 available, what you're going to find under the
19 facilities management hallway right now or the
20 facility maintenance hallways -- you're going to
21 find information on schedule 03FAC because that is
22 a government wide vehicle.

1 What you're going to see as far as BMO
2 is just articles coming soon. Once we make those
3 awards for zone one, all that information is going
4 to be put on the gateway and that will be able to
5 be accessed by federal employees. Now, I said
6 that the public access is limited. I just have
7 the hot list in my hand and actually what areas
8 that you have access to which includes what is
9 called the project center, solutions finder,
10 statement of work library, tech FAR hub, news and
11 events feeds, releasable category created
12 articles, buy online button, and then a contribute
13 and share button.

14 Now there are blogs that will be posted
15 on this as well so I just really wanted to give
16 you a very brief, quickly introduction to this
17 acquisition gateway, particularly now that it is
18 live to industry.

19 Okay, with that said, we're moving to
20 the part you've been waiting for, right? I
21 forget, I have to change it up here on this.
22 Remember, I keep saying that we're going to be

1 posting the transcripts and the slide decks to the
2 BMO Interact page. That is our BMO Interact page,
3 the weblink to our BMO Interact page. That is
4 another weblink that you definitely need to copy
5 down, take a picture of the screen or something so
6 that you have that.

7 That is where we are going to be posting
8 all of this information. The questions to the
9 draft RFP will also be posted to that so it's very
10 very important that you have access to that
11 information.

12 Okay, now we are moving into the
13 questions and answers. I do want to give you a
14 few instructions here. We do have some
15 microphones that we are going to kind of be
16 walking around. We do ask that you wait until a
17 microphone is given to you before you ask the
18 question. Then you need to state your name and
19 your company name, even if you ask multiple
20 question each time, please state your name and
21 your company name. Then I think we're going to
22 have to repeat the questions and again this

1 partially because we have a microphone up here
2 recording us so we will repeat your name, your
3 company name and then your question and then if we
4 can answer it, we will. We may not have the
5 answers to everything. If we do not, it's getting
6 taken down in the notes and we will actually post
7 the answers to that.

8 Okay, we've got two people in the back
9 here that do have microphones for the questions so
10 if you would just hold your hands up, they will
11 get to you. While we are doing that, I am going
12 to make my other announcement as far as contact
13 information.

14 Remember I told you that you're going to
15 hear that from me and that's just -- I want to
16 make sure that everybody hears. We will be
17 sharing your contact information. Again, it's
18 going to be emailed out and we're actually sharing
19 information from all five events -- will be
20 emailed out to attendees of all five events so if
21 you do not want that information shares, please
22 let us know and we will mark that so that your

1 information doesn't go out.

2 Okay, questions? Are they turned on?

3 Yeah there's a red button I think at the bottom.

4 MS. SCHWEER: If it doesn't work, just
5 yell it the best you can since we have to repeat
6 it anyway.

7 MR. TOMKINS: Billy Tomkins, the Tomkins
8 Corporation.

9 MS. SCHWEER: Okay, Billy Tomkins, the
10 Tomkins Corporation.

11 MR. TOMKINS: Being that my company is
12 already a HubZone certified and service disabled
13 certified business and we are already on schedule
14 with the FAC, we were told initially that we would
15 go on the FAC years ago that the CO's and the
16 COR's were doing the market research using the
17 03FAC, already fills that requirement for market
18 research well this new vehicle is the same?

19 MS. SCHWEER: So your company is a
20 HubZone and service disabled veteran owner already
21 and you're already -- sorry, I am trying to
22 paraphrase -- 03FAC schedule holder and you said

1 that when you got on that, you were told that if
2 CO's and COR's used schedules, that fulfilled
3 their market research competition kind of
4 checklist and will this do the same thing?

5 MR. TOMKINS: Yes.

6 MS. SCHWEER: Maybe -- I mean they're
7 going to have to use fair opportunity which means
8 it's going to go out to everybody so yes. They
9 don't have to just go out to three -- this will --
10 we didn't mention this. This will be on E-Buy,
11 just like Schedules is so they can use E-Buy. I
12 think for DOD that satisfies our competition
13 requirements -- okay, so if it's DOD customer,
14 they use E-Buy and they consider that that has met
15 their competition needs, I believe with fair
16 opportunity in FAR part 16 as well that they go
17 out to everybody, give everybody a chance to bid,
18 that meets the competition requirements. Okay,
19 Kevin -- yeah there as to be at least two,
20 especially for HubZone, if they were going to set
21 it aside from HubZone, there has to be at least
22 two in there so that's where the focus on ramping

1 may come into play if we end up with only one
2 HubZone company and then there's not two to give
3 them a bid on. They are going to set aside from
4 that so we may have to end up doing on ramping for
5 that.

6 MR. TOMKINS: Okay, thank you.

7 MS. SNODDERLY: I know there was a
8 gentleman up here that had a question earlier.

9 MS. SCHWEER: Yeah, he did and then I
10 think -- did they get that one?

11 MR. NESBITT: Jim Nesbitt, Nezi. Two
12 questions, if I may.

13 MS. SCHWEER: Okay.

14 MR. NESBITT: In one of the slides, it
15 was talking about an award without discussion and
16 I am just curious how much public awareness is
17 there of the bids that you would be receiving?
18 The second question is you commented on letters --
19 I forget the technical term --

20 MS. SCHWEER: Meaningful relationship
21 commitment letters, yeah.

22 MR. NESBITT: Meaningful relationship,

1 one of the best (inaudible) in the whole area has
2 never bothered to go the SBA?

3 MS. SCHWEER: Okay, Jim Nesbitt, and
4 what was your company named?

5 MR. NESBITT: Nezi, N-E-Z-I.

6 MS. SCHWEER: Nezi. So the first
7 question was on the discussion bullets that we had
8 up there so we may decide to award without
9 discussions or we may decide to discuss
10 discussions and basically how transparent that is
11 to the public -- I mean we are not going to
12 publish how many bidders we had and we won't put
13 out publicly if we are conducting discussions or
14 not. That will only be information that would go
15 to the bidders.

16 And then the second question was the meaningful
17 relationship commitment letters -- one of the best
18 plumbers in the area has never heard of SBA, was that
19 the question?

20 MR. NESBITT: Never bothered with SBA.

21 MS. SCHWEER: Never bothered with SBA.

22 You know, government work is not for every

1 company. Maybe the best plumber in our area just
2 is happy to do residential work; I don't know.
3 It's kind of a business decision on the part of
4 that company. We're going to take the highest
5 technically rated that we get bids from.

6 I am not going to know about the best
7 HVAC company necessarily in the area if they don't
8 submit an offer unless I hear from a customer and
9 then we might say: "Well you should encourage that
10 contractor to bid on this" but it's not for
11 everybody, it's not intended to be for everybody,
12 it's for the highest technical standard that can
13 do the work.

14 MR. NESBITT: They could be operating
15 under a subcontract within the relationship.

16 MS. SCHWEER: They could be operating as
17 a subcontractor to a company that received an
18 award.

19 MR. NESBITT: And therefore they are
20 still not with the SBA (inaudible)

21 MS. SCHWEER: No, if they are not --
22 sorry, the question was if they are not with the

1 SBA, is that a penalty? I mean there is no
2 requirement to be -- there is no registration with
3 SBA. I mean they would have to certify in SAM if
4 they want to bid on this proposal and they would
5 have to -- the prime would have to abide by the
6 flow down clauses in the subcontracting plan. I
7 am not sure if I am getting the question.

8 MR. NESBITT: I am a little naïve in one
9 area. Does the subcontractor have to be
10 registered in SAM?

11 MS. SCHWEER: No, Kevin is shaking head
12 there. Okay, does the subcontractor have to be
13 registered in SAM? No, because I don't -- there
14 is no privity of contract with the subcontractor.
15 You know, for the federal government's
16 perspective, our contractors at the prime and the
17 prime has the relationship with the sub. It's the
18 prime's responsibility to flow down certain
19 clauses to the subcontractor, depending on the
20 value of the subcontract but Kevin is shaking his
21 head and I am going to take his word for it that
22 there is no requirement for the sub to be

1 registered in SAM because I'm not sure I've ever
2 been asked that question before so -- But it is
3 free to register in SAM if anybody is curious so
4 if you happen to get to the website where it asks
5 you for money to register for SAM, you're in the
6 wrong site; it's Sam. gov. Yes, sir?

7

8 MR. MCCORDER: Dan McCorder, can you
9 hear me?

10 MS. SCHWEER: I can hear you but I am
11 pretty close to you. It's Dan McCorder with
12 Sudexo.

13 MS. SNODDERLY: And we've had technical
14 difficulties in think in every session.

15 MR. MCCORDER: Hi Dan McCorder from
16 Sudexo, can the same project be used for all five
17 zones?

18 MS. SCHWEER: Can the same project be
19 used for all five zones? Yes.

20 MR. MCCORDER: Okay, and is there extra
21 credit for the project being in zone if it's not
22 multiple state?

1 MS. SCHWEER: Is there extra credit for
2 the project being in zone if it's not multiple
3 states in the zone? No. So it has to cover at
4 least two different locations in that zone to be
5 -- to get extra credit.

6 MR. MCCORDER: Right, one other
7 questions, if there is extra credit for using a
8 federal government reference -- so that's
9 basically penalizing the commercial reference?

10 MS. SCHWEER: The question was there is
11 extra credit for using a federal reference and
12 that penalizes using a commercial reference? It
13 is not penalizing you, you're not losing anything
14 --

15 MR. MCCORDER: But you don't get extra
16 credit?

17 MS. SCHWEER: You don't get extra
18 credit. It's just to encourage you that if you
19 have federal projects, to send us those federal
20 projects. A lot of our customers let us know how
21 important it is that they won't cut a lot of
22 companies that are familiar with doing federal

1 work -- okay.

2 MR. MCCORDER: I have another questions
3 related to --

4 MS. SCHWEER: Just go ahead and yell it
5 out, I have to repeat it anyway.

6 MR. MCCORDER: Related to the
7 subcontracting plan, it asks for dollar amounts
8 and no one knows the dollar amounts.

9 MS. SCHWEER: Yeah, so the question is
10 that the subcontracting plan will ask for dollar
11 amounts and if you don't know what the dollar
12 amount is, I think for zone one -- I said the
13 ceiling is 15 billion and one thing we didn't
14 mention -- sorry, I apologize for this, is how
15 many contractor we are expecting to award to.

16 We don't know for the next five zones
17 but we will put that out when we issue the final
18 RFPs so for example, in zone one, we were
19 anticipating 10 unrestricted awards and 40 small
20 business awards and basically we will take the
21 dollar value -- 15 billion ceiling, divided by 10
22 unrestricted and give you the estimated dollar

1 value for the contract to use for your
2 subcontracting claim, okay?

3 That's a good question. We got that
4 question on this other RP, I believe. Okay, we
5 have a question of here. Just talk as loud as you
6 can and I'll repeat it.

7 MR. CHARON: Mark Charon, Auto Brooke
8 Associates in Maine. I recently started -- I'm a
9 service disabled veteran and is there a vehicle to
10 help pair up with the contractors to work as a
11 contractor. My business is in water and thermal
12 energy?

13 MS. SCHWEER: It was, Mark, I'm sorry?

14 MR. CHARON: Mark Charon, Auto Brooke
15 Associates.

16 MS. SCHWEER: The question was -- you're
17 a service disabled veteran?

18 MR. CHARON: Service disabled. I
19 recently started a business. I've been in the
20 commercial industrial global business after I
21 retired from the Marine Corps about 15 years ago.

22 MS. SCHWEER: And the question is there

1 a vehicle to help you --

2 MR. CHARON: To help me find contractors
3 or can anyone here point me in the right direction
4 on how do I get started in pairing up with
5 somebody to do this with?

6 MS. SCHWEER: So the question is: is
7 there a vehicle or something in place to help a
8 small company that may be starting out in federal
9 business to basically pair up with a prime
10 contractor?

11 MR. CHARON: Yes.

12 MS. SCHWEER: And I don't know if I can
13 answer that. Can you or Kevin --

14 UNIDENTIFIED SPEAKER: Well you can have
15 a small business representative.

16 UNIDENTIFIED SPEAKER 2: All small
17 business that are new to government contracting
18 need to work with the small business development
19 center. We have one in every state (inaudible) so
20 we all work as a team and we help you guys so in
21 the end, if you want to come and talk to us, we'll
22 point you in the right direction.

1 MS. SCHWEER: And I'm trying to repeat
2 that -- So is it Deb, Debbie, Deborah? From our
3 office of small business utilization, we're
4 talking --

5 UNIDENTIFIED SPEAKER 2: Office of Small
6 Business Utilization, Jerry Smith is the Director
7 and myself handle the (inaudible) which is covered
8 by your -- so we are here to support an equal
9 community system and we are going to recommend
10 that we work with the P-TAC or the small business
11 development to be able to apply. We have already
12 sent the information out so all the P-TAC that was
13 sent out to the people that were registered with
14 --

15 MS. SCHWEER: There is something called
16 the procurement technical assistance center or
17 P-TAC is what you will hear us say and it's --

18 UNIDENTIFIED SPEAKER 2: It's in every
19 state --

20 MS. SCHWEER: Sometimes there are
21 several and they exist to help small businesses
22 learn how to do business with the federal

1 government.

2 UNIDENTIFIED SPEAKER 2: Correct, and
3 they help you with proposals, they don't fill it
4 out for you.

5 MS. SCHWEER: Yeah.

6 UNIDENTIFIED SPEAKER 2: Fill it out to
7 the best of your ability and they will make sure
8 that you dot your i's and cross your t's.

9 MS. SCHWEER: They will help you with
10 proposals as she was saying and sometimes they can
11 help translate some of the government speak for
12 you and sometimes if you have a question, even if
13 they can't answer it, sometimes they have points
14 of contact in the government to help figure that
15 out. Very very helpful, a lot of times we send
16 schedule contractors or prospective schedule
17 contractors to them for help so thank you so much
18 for being here to help us with the small
19 businesses and chat with them.

20 MS. SNODDERLY: Also keep in mind that
21 again we are going to be sharing your contact
22 information. Remember, I keep asking if you don't

1 want it shared, let me know. We will be sharing
2 contact information for all the companies that
3 have attended all five sessions so if you've been
4 here, you'll get an email with the company -- a
5 list, these are the ones that attended in San
6 Francisco, these are the ones that attended in
7 Boston so that can kind of help you network and
8 find out what companies were also attending these
9 industry days.

10 UNIDENTIFIED SPEAKER: And for Maine,
11 there is an SBA matchmaker event coming up either
12 April or May so you'll be able to go to that and
13 team up with primes in the main area as well.

14 MS. SNODDERLY: Kevin is talking about
15 -- again, I am just going to repeat this, a
16 matchmaker event that is coming up in the next
17 couple of weeks --

18 UNIDENTIFIED SPEAKER: Second week of
19 April.

20 MS. SNODDERLY: Oh, second week of April
21 will be the matchmaker event for Maine.
22 Northeast, I do know my directions, I really do.

1 MS. SCHWEER: I think we gave up on the
2 mic so go ahead and just yell it out.

3 MR. MCCORDER: Dan McCorder from Sudexo,
4 if you are doing applicable labor categories in
5 the private contract and then a task order comes
6 out that necessitates other labor categories other
7 than what you bid, how is that handled?

8 MS. SCHWEER: Dan, I'm sorry, say your
9 last name for me again?

10 MR. MCCORDER: Dan McCorder.

11 MS. SCHWEER: Dan McCorder from Sudexo
12 so we have our list of labor categories in the
13 draft RFP and the question is if you have those in
14 the prime contract and then something comes up in
15 a task order and you need to sub something out
16 that's not part of that, how is that handled?
17 That's something that I am going to have to go
18 back and ask Josilyn about because I know that I
19 came up when we were working through the draft for
20 zone one.

21 I don't remember exactly off the top of
22 my head what the answer was because we talked

1 about there is flexibility at the task order level
2 and the task order CO can allow for that. I think
3 primarily we plan to account for under the ODC so
4 if it's something that wasn't planned for, it can
5 be done under the other direct cost because
6 ideally we want everything priced at the IDIQ
7 level so we'll answer that question when we post
8 the questions for the draft because I am not
9 exactly sure -- I don't want to promise anything
10 and get in trouble with Josilyn but I don't
11 remember exactly what she said on that one. It's
12 a good question.

13 MS. SNODDERLY: Other questions? Go for
14 it.

15 MR. MCCORDER: I have one more. As I
16 recall, in the sustainability plan where you ask
17 for minimums and you go on above the minimums. I
18 believe in the first iteration, it wasn't too
19 clear what the minimums were?

20 MR. SCHWEER: So the question from Dan
21 McCorder with Sudexo and the sustainability plan,
22 in the RFP, in the instructions it says these are

1 the minimums and you have to address them and then
2 there is additional evaluation credit for going
3 above and beyond the minimums.

4 We were a little confused about that
5 first two because we did get this language from
6 our sustainability -- I don't remember what their
7 name is, the sustainability team. It's basically
8 -- we're going to give you -- I think it's maybe
9 five bullets in there that you need to address
10 this, this, and this and if anything that your
11 company has done that is not covered in those
12 bullets, that would be additional, beyond the
13 minimums so we'll try to clarify that in the
14 final, good question.

15 Yes, ma'am?

16 MS. PRITOGIOKAS: My name is Megan
17 Pritogiokas, with Granite Commercial Real Estate
18 --

19 MS. SCHWEER: I don't know if I can say
20 that last name. Megan Pritogiokas with Granite
21 Commercial Real Estate?

22 MS. PRITOGIOKAS: Pritogiokas, in New

1 Hampshire.

2 MS. SCHWEER: Okay, in New Hampshire.

3 MS. PRITOGIOKAS: So we are currently an
4 8A, small disadvantaged business and a woman owned
5 small business evaluating pursuing a HubZone. Is
6 a HubZone FAR applicable to this solicitation?

7 MS. SCHWEER: So the question is you
8 guys an 8A, woman owned and small disadvantaged?

9 MS. PRITOGIOKAS: Yes.

10 MS. SCHWEER: And you're pursuing
11 HubZone?

12 MS. PRITOGIOKAS: Yes.

13 MS. SCHWEER: And is the HubZone section
14 of the FAR applicable to this? You mean like the
15 set aside --

16 MS. PRITOGIOKAS: The price evaluation
17 preference.

18 MS. SCHWEER: The price evaluation
19 preference, no.

20 MS. PRITOGIOKAS: Okay, but possibly a
21 set aside?

22 MS. SCHWEER: Well we probably won't set

1 aside at our level for HubZone. I guess depending
2 on -- if we receive offers from HubZone, I guess
3 we could but we don't know that going into it, how
4 many we will get at the task order level, agencies
5 can certainly set aside for HubZone and hopefully
6 we will get enough HubZone participation to allow
7 for that because that's what we would like to see.

8 MS. PRITOGIOKAS: Thank you.

9 MS. SCHWEER: Yes, sir?

10 MR. NESBITT: Jim Nesbitt with Nezi
11 again, I am curious, your P-PIRS, is that what you
12 call it?

13 MS. SCHWEER: Yes.

14 MR. NESBITT: Suppose your company has
15 been performing for a great number of years and
16 you're bidding on something which is outside the
17 past evaluation criteria, how would that be
18 handled?

19 MS. SCHWEER: Jim Nesbitt with Nezi,
20 right?

21 MR. NESBITT: Yes.

22 MS. SCHWEER: Then from the P-PIRS

1 perspective, if you're bidding -- I think what you
2 are saying is if your past performance is older
3 than three or five years --

4 MR. NESBITT: I am really saying that if
5 your past performance is all electric but you want
6 to bid on plumbing and you've been successful in
7 electrical, what's going to happen --

8 MS. SCHWEER: So if your past
9 performance is all electrical and you want to bid
10 on plumbing, just as an example, than you're not
11 going to qualify for plumbing. Unless you have
12 experience for three projects for plumbing, you're
13 not going to be able to qualify for this vehicle.

14 MR. NESBITT: If that company
15 incorporated the plumbing subcontract within that
16 performance, how would you then evaluate that.

17 MS. SCHWEER: Okay so the question is if
18 the electrical contractor were somehow to
19 incorporate the plumbing as experience from a
20 subcontractor, how would you evaluate that? What
21 we are looking for is -- we know that companies
22 have outwork but we want companies who have at

1 least been the prime responsible for that work so
2 say your company primarily focuses on electrical
3 work but you've subbed out the other work before,
4 but you were the prime and you were responsible
5 for those other services, we would consider that
6 experience however, if you've never been the prime
7 responsible for any of that service before, prior
8 to bidding on this contract, you're not going to
9 be able to qualify for that contract so you would
10 have to experience being at least the prime being
11 responsible for that work before.

12 MR. NESBITT: So what you are saying is
13 that you need a trade requirement as well as a
14 past success in business requirement?

15 MS. SCHWEER: Well I guess I'm not sure
16 I understand the difference -- you're saying there
17 is a trade requirement as well as a past success
18 in business? I mean the company has to have been
19 in business, yes, and you have to have been
20 performing those services at least through
21 projects to show us that you're capable of doing
22 it. We're trying to minimize the risk to our

1 customers to making sure that the contractors that
2 we are getting can perform the work and have been
3 in business doing the work and doing it
4 successfully.

5 MS. SNODDERLY: Any other questions?
6 Now is the time to ask?

7 MR. BARON: Robert Baron, CBRE.

8 MS. SCHWEER: Robert Baron, CBRE.

9 MR. BARON: I guess I have two questions
10 about the pricing so in the first -- in phase one,
11 we've got three blanket percentages which we had
12 to apply to all the labor categories and in
13 reality we find that those percentages vary
14 depending on the labor category and the type of
15 work being done.

16 Would you consider unlocking those
17 fields so that we can vary those and give you a
18 more accurate document.

19 MS. SCHWEER: So the question was in
20 zone one, the spreadsheet that he's talking about
21 and the price proposal template, we had the fields
22 locked in a sense so that you could only propose

1 -- basically apply only one overhead rate to all
2 the labor categories. One profit rate to all the
3 labor categories and the question is would we
4 consider unlocking those because some companies
5 may have different rates that they apply to
6 different labor categories.

7 I know we talked about that and I think
8 we got that question from zone one, might have
9 been from you guys, I don't remember and send us
10 your feedback on it and we will consider it. One
11 of the things that we talked about is from a
12 monitoring standpoint from us and for you guys,
13 does that become a nightmare because if you have
14 100 labor categories over there and 100 different
15 overhead rates, if a customer comes to us and
16 says, what is the overhead rate for this labor
17 category, it becomes kind of a logistical
18 challenge as far as monitoring to make sure you're
19 using what's in the parent contract at the task
20 order level.

21 Simplification was the best strategy for
22 us for zone one for that. We -- I think we had a

1 couple of different questions on it from companies
2 on zone one but we'll consider that. We've talked
3 about it. Again, the price template is one area
4 that we do want feedback on so send us that
5 question again and we'll (inaudible). Did you say
6 you had two questions?

7 MR. BARON: Yeah.

8 MS. SCHWEER: Okay.

9 MR. BARON: Second question was, it was
10 difficult for us to understand in the first one
11 exactly what we were pricing. Am I pricing an
12 HVAC technician, he just shows up and you guys
13 have the tools and insurance and all that or we
14 bring that to the table so I was wondering would
15 you consider putting a scenario out there and then
16 we can say well under these given sets of
17 assumptions, this is the labor rate.

18 MS. SCHWEER: Sorry, what was your name
19 again?

20 MR. BARON: Robert Baron.

21 MS. SCHWEER: Robert Baron, CBRE so the
22 second question was that it was difficult in zone

1 one to give pricing for unknowns, is the HVAC
2 technician just showing up? What tools, equipment
3 do they have? Are they bringing their own? Would
4 we consider putting out a scenario? We'll think
5 about it -- we thought about it for zone one and
6 we kind of went back and forth and kind of the
7 challenges. We'll you've priced that scenario but
8 you're going to get a different scenario at the
9 task order level too so there are kind of pluses
10 and minuses to that so we'll take that into
11 consideration again but I guess I would ask you,
12 when you are giving us that feedback, then how --
13 what changes if that scenario changes at the task
14 order level.

15 How much does that change and our
16 customers are going to want a certain level of
17 knowns as far as pricing at our level so know what
18 is being applied at the task order level too so,
19 good question. Give us that feedback to those
20 questions again. Yes, sir.

21 MR. ROSS: Curtis Ross, Import
22 Government Services.

1 MS. SCHWEER: Curtis Ross, Import

2 Government Services?

3 MR. ROSS: Just a question about -- I

4 know, Mary, you mentioned that this would not take

5 facilities away from the 03FAC schedule. How will

6 you be determining which facilities go to each VA?

7 MS. SCHWEER: Mary mentioned earlier

8 that this wouldn't take facilities away from the

9 03FAC schedule and the question is how would we

10 determine which facilities go where and the answer

11 is we aren't. That's really up to the customers

12 to decide which strategies they're going to use.

13 This is not meant to compete with 03FAC. This has

14 differences; we've tried to highlight those

15 throughout. Our favorite phrase is another tool

16 in the toolbox.

17 There are certain things that the use of

18 schedule will still be appropriate for. The

19 schedule 03FAC still has different things within

20 its scope. Yeah, there is overlap but they have,

21 say for example. A lot more energy services, they

22 have dry docking services, they have application

1 of chemical compounds and surface preparation, we
2 don't specifically spell out any of that so
3 there's a role for both and it really will be up
4 to the agencies to decide which one they're going
5 to do. As Mary mentioned, this is a strategic
6 sourcing vehicle so like 03FAC, it is
7 government wide but it is meant for agencies to
8 kind of take a hard look at their BMO needs. Are
9 there places where they can aggregate requirements
10 for 10 different buildings in the metropolitan
11 area and they would probably -- there could be
12 overlap between something that used to be an
13 03FAC, they may put on BMO, it may not be a good
14 fit, it might be a good fit --

15 MS. SNODDERLY: I just wanted to add.
16 Keep in mind, we have actually looked at the
17 market, what we are calling the market share
18 within the government. There are still a lot of
19 agencies that are out there doing their own
20 individual contracts for these types of services.
21 Our goal is, like Janet said, to have another
22 vehicle, maybe for some reason those agencies

1 could not use schedule 03FAC, it did not fulfill
2 their needs and so by adding another vehicle like
3 this, and making the changes that we did, we're
4 hoping that it will fulfill the needs and then we
5 can get more business that are coming to these
6 government wide vehicles versus doing the
7 individual contracts.

8 MS. SCHWEER: Yes, in the back.

9 MR. TOMKINS: Billy Tomkins again.

10 MS. SCHWEER: Billy Tomkins, Tomkins
11 Corporation.

12 MR. TOMKINS: On that point, I think the
13 first role is 25,000 and under, correct?

14 MS. SCHWEER: Over.

15 MS. SNODDERLY: Over.

16 MR. TOMKINS: Over 25,000, I'm sorry.

17 And maybe you said something else but what could
18 be the minimum threshold for a purchase --

19 MS. SCHWEER: That's a good question,
20 thank you for that. So he said the threshold for
21 posting opportunities on Fed Biz Ops is 25,000 and
22 over, what is the minimum order for this vehicle.

1 So the minimum threshold is 2,500 for this and
2 that may sound very small but we wanted this to be
3 kind of available and open for all agencies and
4 there could be a (inaudible) outpost somewhere in
5 Wyoming, which is a bad example because that's not
6 in the zones right now but a small office, that
7 may have a small requirement.

8 So the minimum order value is 2,500 so
9 anything under that. I think for schedules it's
10 \$100 so it's a little bit different for that and
11 this can go all the way up to 15 billion and there
12 was something else that I was going to say on that
13 but now I forgot what it was but the minimum order
14 -- oh FBO -- customers wouldn't be required to put
15 this on FBO because we have already competed at
16 our level so they can use E-Buy or they can just
17 email it out to everybody that has those services
18 so anybody who is on the vehicle will be getting
19 fair opportunity if it's a service that you
20 qualified for so if you company didn't qualify for
21 fire alarm services and that's the only thing that
22 that customer is looking for, you're not going to

1 get that notice.

2 MS. SNODDERLY: We will be -- once
3 awards are made and obviously once we've awarded
4 zone one, there is a lot more information that we
5 can actually share. Janet talked about our BMO
6 website. We will have that website out there and
7 there will be a matrix that will list the
8 companies and the actual services that they offer
9 so the federal agencies will be able to go in and
10 actually see what services that each contract
11 holder offers so when Janet was talking about the
12 fair opportunity and submitting it to those
13 vendors and this is really only optional because
14 all the companies are going to offer all the
15 required services like the HVAC, the plumbing and
16 pipefitting and so on.

17 They have to require that but for the
18 optional, like Janet said, our goal was 40 awards
19 for the small business in zone one so maybe only
20 10 of those companies offer fire alarm maintenance
21 which is an optional service so then it would only
22 have to go to those 10 companies if that's what

1 the customer is seeking.

2 MS. SCHWEER: Jim Nesbit from Nezi?

3 MR. NESBITT: Jim Nesbit, Nezi and I am
4 curious about this relationship of who is it that
5 you're going to be able to deal with. If I can
6 just bring up an example, who is talking about
7 border crossing buildings (inaudible) pile of
8 folks that have now gotten into your program and
9 they are qualified more because they know how to
10 take care of the building, how is that going to be
11 related as far as not cutting out the smaller
12 person in the rural area from a major supplier --

13 MS. SCHWEER: Let's see if I can
14 paraphrase that. So he brought up that we
15 mentioned Maine earlier so we may have companies
16 that qualified more to provide services for a
17 facility like this, the Tip O'Neal building but it
18 could customers for border patrol or GSA, somebody
19 that is maintaining a small border crossing -- so
20 will the small companies that can do that but not
21 necessarily this building possibly be cut out?

22 I guess it's possible -- there will

1 still be a lot of subcontracting opportunity so
2 it's possible to say that the energy issues a
3 contract for 15 different border crossings, I
4 don't know so they may award that and then still
5 have subcontracting opportunities for those local
6 companies that may have already been maintaining
7 that building so there are a lot of unknowns as
8 far as -- we mentioned earlier that this is a
9 government wide vehicle but it's not mandatory so
10 customer agencies can decide what their best
11 acquisition strategy is and us it -- if they have
12 specific small business goals that they are trying
13 to meet, for example, say we only had one woman
14 owned small business and they were really trying
15 to meet their woman owned small business goals,
16 they may not be able to do it through our vehicle
17 and they can go outside of that and do a woman
18 owned business set aside so it's a tool, like I
19 said, that we're putting out there, it's not
20 mandatory.

21 Each agency or their acquisitions
22 centers are going to have to decide what's best

1 for them.

2 MR. ARENA: I have a question?

3 MS. SCHWEER: Yes, sir.

4 MR. ARENA: Ramon Arena with Arena

5 Construction Services.

6 MS. SCHWEER: Ramon Arena with Arena

7 Construction services.

8 MR. ARENA: I happen to be an 8A
9 certified firm and I have some other designations
10 under the socio economic designations. Under
11 such, there are requirements that we self-perform
12 a percentage of the work, excluding materials. So
13 if I was to set up to do so in a specific region
14 but we need to prove to your provider some kind of
15 plan where we can deliver, in this case in zone
16 two, the entire zone, all of the New England
17 states. If we can do so through subcontracting,
18 outside of the areas that we covered, does that
19 disqualify us? Or is that a benefit or --

20 MS. SCHWEER: Okay, so I am trying to
21 paraphrase your question so you guys are 8A and
22 you have other socioeconomic designations and you

1 normally have limitations on subcontracting where
2 you have to self-perform a certain percentage of
3 the work and so if you were trying to qualify, say
4 for zone two, where you had to --

5 MR. ARENA: As a prime.

6 MS. SCHWEER: As a prime, right. And
7 you might have to subcontract in some of the other
8 areas, would that disqualify you?

9 MR. ARENA: Correct.

10 MS. SCHWEER: Okay, so the question is
11 -- no -- because of self-performance -- I would
12 say, no, it probably wouldn't disqualify you
13 unless you got into the situation where the only
14 way you could perform was if -- it's hard for us
15 to know up front. If you tell us how you would
16 plan to perform certain services, I guess it kind
17 of depends on how many services are you applying
18 for? How many does your company self-perform?

19 Yes, it's true that small businesses do
20 have limitations of subcontracting that they have
21 to deal with. That's one of the reasons we took
22 the elevator services out of the required services

1 because even if you could say: "I am going to sub
2 out elevator services" that's probably going to
3 put you over 50 percent, subbing that out so I
4 would say -- I am not sure I can give you a
5 straight answer on that because there are kind of
6 some unknowns there. Tell us how you plan to
7 deliver -- I mean subcontracting is okay to say
8 that you are going to subcontract some of it. You
9 just have to make sure that when you are
10 performing, that you stay within the limit, when
11 the orders actually start coming through.

12 It's not just to qualify you on our
13 level.

14 MR. ARENA: Okay.

15 MS. SCHWEER: Okay, yes, ma'am.

16 MS. WINSLOW: Terry Winslow,
17 (inaudible).

18 MS. SCHWEER: Terry Winslow.

19 MS. WINSLOW: Could you explain the
20 elevator asterisk?

21 MS. SCHWEER: Yeah, can we explain the
22 asterisk on the elevator maintenance. So on the

1 unrestricted solicitation again open to large and
2 small, elevator maintenance is a required service.
3 In other words, in order to qualify for an
4 unrestricted award, your company has to show and
5 demonstrate your experience in HVAC, plumbing, and
6 pipe fitting. Electrical maintenance and elevator
7 maintenance. So a company bidding under
8 unrestricted may not self-perform the elevator
9 maintenance.

10 You may sub it out to somebody else but
11 if you are the prime, like say you had this
12 building, the Tip O'Neal building and you were
13 responsible for everything in the building but you
14 sub out the elevator maintenance, that's fine if
15 you're were the prime on it, you were still
16 responsible in our eyes for getting that work done
17 so -- and then as a small business, it's an
18 optional service so if your company can qualify,
19 great, it will count as an optional service but
20 it's not required to qualify on the small business
21 set aside, does that answer your question Terry?
22 No?

1 MS. WINSLOW: Well it does but I am
2 still confused. So if you were a small business,
3 you don't have to include elevator maintenance --

4 MS. SCHWEER: Correct, if you are a
5 small business, you do not have to include
6 elevator maintenance in order to qualify for an
7 award on the O&M side. You would just have to
8 qualify for HVAC, plumbing and pipefitting and
9 electrical services.

10 MR. WINSLOW: Then how would elevator
11 maintenance get in --

12 MS. SCHWEER: Some small companies told
13 us in our market research phase for zone one that
14 they had been the prime and they have subbed out
15 elevator services or they could perform that
16 service so that's great, they can still qualify
17 for it and they will get an award for those
18 services so they can still do it. We just didn't
19 make it a requirement because we felt it was too
20 restrictive for small businesses and that nobody
21 would get an award.

22 MS. SNODDERLY: It would fall under the

1 list of optional services so it can still be
2 awarded to small businesses.

3 MS. SCHWEER: And customers can still
4 order it from small businesses, we just didn't
5 make it a requirement for small businesses to have
6 to offer it to get onto the vehicle. Yes, Kevin?

7 UNIDENTIFIED SPEAKER: So does that mean
8 small businesses that haven't offered it can't bid
9 it if it's part of the RFP --

10 MS. SCHWEER: Correct. So the question
11 is if small businesses have not offered elevator
12 services or qualified for elevator maintenance
13 services, can they bid it on a task order? No.
14 So like Mary mentioned, we're going to have a
15 matrix and it's going to show all the services
16 that each company has qualified for. Those are
17 the only ones that they can provide.

18 We don't want to get into a situation
19 where our customers are telling us: "Well I had
20 this guy bid on this service but he's never done
21 it before." That makes us look really bad. You're
22 not going to want to use the vehicle when that

1 happens so you can only provide what you qualified
2 for now so you don't have the experience when you
3 first get an award but you get it later.

4 It's not unlike schedules. We can do a
5 modification; you can add a service later. You
6 get the experience somewhere else. You only have
7 two projects in it at the beginning and you need
8 three. Say one of them is ongoing but it hasn't
9 been 12 months so you can't use it yet. You can
10 modify later to add those services and we'll
11 update that matrix. It's a little bit different
12 than schedules. We talked about having a matrix
13 like that for schedules for a long time and there
14 are over 400, maybe 500 now and that's impossible
15 for us to maintain but this will be a lot smaller
16 of a number and we can lure -- all the
17 modifications are going through one or two of us
18 basically and we can update that for our
19 customers.

20 MS. SNODDERLY: We still have more time.

21 MS. SCHWEER: Yes, sir.

22 MR. O'CONNELL: James O'Connell, Trinity

1 Secure Solutions.

2 MS. SCHWEER: James O'Connell, Trinity

3 Secure Solutions.

4 MR. O'CONNELL: We're a service disabled
5 veteran owned small business, physical security
6 service providers. Is there a physical security
7 services requirement?

8 MS. SCHWEER: So you're a service
9 disabled veteran owned small business, physical
10 security provider and is there a requirement for
11 physical security with this solicitation? Is that
12 your question? No, not the way we have it written
13 now. At least one other place, I think we got a
14 question about that though so that may be
15 something that we get feedback on where the other
16 zones, that's normally how you normally procure
17 the whole building services.

18 I think in zone one we got the feedback
19 that they usually procured separately. That's
20 what our customers told us and that's the reason
21 that we're tailoring these by zone because some
22 zones may do it differently and customers may do

1 it differently in that zone so that's something
2 that has been brought up to us and is possibly
3 included in this so we're going to consider that;
4 we'll have to see.

5 MS. SNODDERLY: Yeah, and we realize
6 particularly DOD, when they're doing a base ops or
7 boss contract, they a lot of times do include
8 security so that is the type of feedback that we
9 do need.

10 MS. SCHWEER: Yes, sir.

11 MR. MCCRAY: Dre McCray with Adrian
12 Construction. I see that it was commercial
13 projects, can you use residential projects also?

14 MS. SCHWEER: Was it Dre McCray with
15 Adrian Construction?

16 MR. MCCRAY: Yes.

17 MS. SCHWEER: Can you use residential?
18 I'm not sure that the services that you provide
19 residentially would really be within the scope of
20 what we're looking for. I am not sure that it
21 would be like enough to the commercial services
22 that we are looking for. I mean if you are

1 performing HVAC in a house, it's a whole lot
2 different than performing HVAC in a building like
3 this so I don't think that we necessarily -- I
4 don't even know if it addresses it in the draft
5 RFP that residential is or is not excluded. We'll
6 have to talk about that as a team and get that
7 answer posted back out.

8 My question would is the scope really
9 the same because fire alarm maintenance -- maybe
10 in an apartment complex, they're going to have
11 fire alarm systems but in a house you're not going
12 to have anything like what you would find in a
13 building so that would be my concern with that so
14 we're going to have to talk about that and get the
15 answer back out.

16 MR. SCHULTZ: Roger Schultz with
17 Siemens.

18 MS. SCHWEER: Roger Schultz with
19 Siemens.

20 MR. SCHULTZ: I heard you make a comment
21 a couple of times that this is not a requirement
22 yet for agencies to use. Is there a long term

1 plan to make this a requirement that all agencies
2 will have to use?

3 MS. SCHWEER: He said that I had
4 mentioned a couple of times that it is not
5 required for agencies to use this vehicle. Is
6 there a long term plan for making it or getting it
7 to where agencies have to use this? I don't know
8 if Kevin -- but I would say not that I am aware
9 of. I wish there was.

10 MS. SNODDERLY: I was going to say,
11 remember when we talked about category management
12 and actually the strategic sourcing effort of it.
13 It's led by OMB. OMB has made the decision that
14 they are not making strategic sourcing mandatory
15 at the government level.

16 Now, each agency has the opportunity to
17 make it mandatory within their agency and that is
18 up to the specific agencies so hopefully that
19 answers your question and that is not governed by
20 us so we can't make it mandatory but unless OMB
21 changes and Kevin, Joe, I don't know if you have
22 anything to add to that or not?

1 UNIDENTIFIED SPEAKER: I think that's
2 exactly right. What we are trying to do is
3 present it as a solution for all, as an efficient
4 solution but I can't force the DOD; I can't force
5 civilian agencies to use it because they have
6 their own procurement. What we are trying to do
7 with category management in the acquisition
8 gateway is to be transparent and post all of those
9 solutions out there so that the customer base can
10 actually look and find the best prices if they do
11 their market research, do their analytics through
12 that comprehensive website to make that
13 determination for the federal government so what
14 we are proposing is something that we think will
15 be very robust for the industry and we hope by
16 awareness and through education that we're going
17 to bring our federal customer community along with
18 us.

19 MS. SCHWEER: Thanks.

20 MS. SNODDERLY: Yes?

21 MS. SCHWEER: Yes?

22 MR. MCCABE: Jim McCabe Tosica Elevator.

1 My question is relevant to existing agreements.
2 If you have an existing agreement and the
3 agreement becomes done in the RP, like for example
4 this next summer and is the customer or the
5 facility people forced to use this? Or can they
6 continue to use us on the existing RFP to continue
7 -- to give us an extension or use us the same way
8 that we are going?

9 MS. SCHWEER: Jim McCabe. So the
10 question is they have existing agreements so is it
11 existing contracts to perform in a building and
12 say it's up like this summer, was that your
13 example? Would they be forced to go to BMO after
14 that or can they extend what they currently were
15 using and issue a new one?

16 They can keep doing what they're doing,
17 they can exercise an option, extend your contract
18 even if your options are all. They could choose
19 to go and keep doing it the way they were doing it
20 before. Like we said, it's not mandatory. We're
21 not going to have these zones awarded until the
22 end of the fiscal year anyways so they wouldn't be

1 able to order form until early FY17 but like Mary
2 said and I've said, it's not mandatory.

3 Each agency, each contracting officer or
4 their office is going to have to make the decision
5 as to what is best for them. Even some agencies
6 that do encourage the use of strategic sourcing
7 vehicles have exceptions. Some agencies may have
8 urgent and compelling exceptions where they have
9 to do something different. There is a lot of
10 different scenarios of what is best for that
11 office.

12 They may have some certain requirements
13 if it's a historic building that they may want to
14 continue with somebody that's already doing
15 something.

16 MR. MCCABE: I have one follow up
17 question.

18 MS. SCHWEER: Sure.

19 MR. MCCABE: If the RFP that you have is
20 separate for elevators, it -- can the elevator
21 companies go directly to the government or do they
22 have to use somebody that's bidden in the general

1 biddings there or can the -- because you have it
2 separate, would they consider a separate proposal
3 form the elevator companies?

4 MS. SCHWEER: So, let me see if I
5 understand. We don't have it -- it's not a
6 separate solicitation for the elevator services.
7 It is part of our solicitation, it's just not
8 required for the small business. It is required
9 for the large so if an agency was using -- decided
10 to use BMO, then they would have to go through and
11 -- they're going to award it to one of the BMO
12 prime contractors. If they decided that they
13 wanted to do a separate elevator contract, they
14 could do it -- I guess -- let me back up.

15 They could do a standalone elevator
16 contract through BMO but they are going to get
17 contractors that qualify for the whole range of
18 required services.

19 MR. MCCABE: So the elevator company
20 could then go directly --

21 MS. SCHWEER: Not if it was going
22 through BMO. It would have to just be separate.

1 They were coming out and they were putting their
2 elevators and it wasn't going through BMO. Or
3 even, I mean it could be going through schedule,
4 they could elevator maintenance through schedule
5 if they wanted to and then that would go directly
6 to you all and all your competitors. Yes, ma'am?

7 MS. SIBIERI: Melissa Reed-Sibieri.

8 MS. SCHWEER: Melissa Reed-Sibieri.

9 MS. SIBIERI: What are some measures
10 that the GSA is taking to market this contract to
11 contracting officers and other agencies?

12 MS. SCHWEER: What are some measures
13 that the GSA is taking to market this contract to
14 contracting officers and other agencies?

15 MS. SNODDERLY: That's a very good
16 question. Janet mentioned earlier that in order
17 to use the vehicle, a delegation of procurement authority
18 has to be issued so one way -- and to get that DPA,
19 you have to do training so we are out there offering training.
20 I mentioned earlier that we have the BMO commodity
21 team, interagency commodity team. We are using
22 representatives to kind of help get the word out

1 to various agencies. We do have a whole marketing
2 and communications plan.

3 We have, within GSA, we have our
4 customer, accounts and research area. Kevin is
5 the director here for this particular region.
6 We're going to be doing training for those so that
7 they can go out to the individual customer
8 agencies to let them know. We have our BMO
9 website. We're going to be doing press releases
10 so there are a number of things and I know that I
11 have left stuff out but there are a number of
12 things that we are doing but we are limited so
13 obviously, any help from the companies getting a
14 word out and promoting is greatly appreciated too.

15 MS. SIBIERI: I was going to ask a
16 secondary question which is should a company get
17 awarded, how often they promote as well?

18 MS. SNODDERLY: That's a good question.
19 So should a company be awarded, how can they
20 promote as well? I don't know that we've really
21 actually discussed that but I would say it would
22 be similar as it is with schedules meaning that

1 companies -- you may have certain customers that
2 you're dealing with now. You would be welcome --
3 I am kind of looking at Janet. I mean I see no
4 different on the way it would be done other than
5 the way that it's done with the schedules right
6 now so if you have certain customers, you would be
7 welcome to go out and promote.

8 Any way that you would see and again
9 those are the companies that have actually have
10 gotten the award for. That's a good question;
11 that's not something that we've actually
12 discussed.

13 UNIDENTIFIED SPEAKER: I don't think it
14 would be anything different than your normal
15 business plan, that you think would be successful
16 within your footprint. We would certainly want to
17 partner with you on that. We do matchmaker events
18 and industry days. We are also working with our
19 federal community and our federal customers in
20 supporting their events through their outreach and
21 Kevin and his team, through awareness and
22 educational training for our customers but

1 certainly, whatever you believe is the best
2 business strategy for you, we can do it because we
3 are kind of going in at both ends. We are raising
4 awareness and education for those that should be
5 using this vehicle.

6 MS. SNODDERLY: And we are actually
7 promoting and trying to get awareness out there
8 even though we have not awarded. Just like Kevin
9 and his team have set up a customer session that
10 we are doing this afternoon, where we're going to
11 be talking about, even though we're not planning
12 to award till the end of this particular zone
13 until the end of the fiscal year but we still are
14 trying to get the word out to let customers know
15 it's coming. It's going to be there.

16 MS. SCHWEER: Customers start planning
17 18 months ahead of time. I'm sure that's an ideal
18 situation; I am not sure how much 18 months really
19 happens but they start planning ahead of time so
20 we're trying to reach customers even before this
21 is ready or awarded and the other thing I would
22 add is I think that government wide category

1 management like Mary talked about and like Joe
2 talked about is getting a lot more attention than
3 let's say schedules does by itself so I think from
4 a top down agency level, I think category
5 management is going to get a lot more attention
6 and these vehicles will have a little bit higher
7 profile possibly. Yes, sir?

8 MR. MCCORDER: Dan McCorder with Sudexo.

9 MS. SCHWEER: Dan McCorder with Sudexo.

10 MR. MCCORDER: How about within the GSA,
11 is there any plan with -- since you have the
12 contract, you control it, is there any
13 "encouragement or insistence" activity going on
14 within GSA since they are also the biggest agency?

15 MS. SCHWEER: So the question is, within
16 GSA, are we encouraging or kind of pushing this --
17 we are not actually the biggest agency, I think
18 DOD is bigger but yeah, we are doing our best, we
19 are working with our partners in CAR. For those
20 of you who don't know there are two --

21 MS. SNODDERLY: Services.

22 MS. SCHWEER: Two services within GSA,

1 there is the public building service which makes
2 buildings, leases buildings, builds buildings and
3 then federal acquisitions service which is the
4 side that Mary and I are on that manages the
5 schedules. We have assisted acquisition services,
6 all sorts of other things and so yeah, we have
7 been aggressively marketing to PBS for over a year
8 and getting them on board and we do have a lot of
9 engagement from them, a lot of participation.

10 They are looking forward to using it.
11 Like we've said, it's not mandatory for anyone but
12 they are going to be highly encouraged to use it
13 and they partnered with us really really closely
14 on the development of this. They were part of our
15 commodity team and while our commodity team did
16 have 18 different agencies, we had special
17 sessions with PBS as well. We used their national
18 specs as a model for our statement of work.

19 They helped us create our evaluation
20 criteria and we see them as one of our very very
21 important customers. We want to make sure that
22 this is something they can use so that's why we

1 made some of the alterations to this that we've
2 talked about like the ODC threshold. That was a
3 major roadblock for them and using schedule 03FAC.

4 The unilateral changes clause is another
5 roadblock for them using the 03FAC so we tried to
6 take those things into consideration so yes, there
7 are active conversations weekly probably with them
8 and --

9 MS. SNODDERLY: All levels.

10 MS. SCHWEER: All levels and all regions
11 so -- I saw his hand first, I am going to go back
12 there. Go ahead, sir. That's Mr. Smith from
13 OSBU.

14 MR. SMITH: Jerry Smith from GSA OSBU.
15 So you were -- the one thing about this is that
16 GSA has a policy, top down, that we will use
17 existing contracts so once this becomes an
18 existing contract within GSA, and that's what it
19 will be, our contracting officers almost mandated
20 to go to that contract so if you are looking to do
21 this PBS, we go to schedules with IT and stuff
22 like that, we will go to the BMO contract first

1 because otherwise we would be making the wrong
2 moves so if you wanted this in GSA, you would need
3 to get on this vehicle that you could because it
4 is mandated to contract officers from our
5 administrators --

6 MS. SCHWEER: It's true.

7 MR. SMITH: When we initiate an new
8 contract, we will use existing contracts. This
9 will be a GSA existing contract. If you have a
10 contract, you can go through your extensions or
11 whatever, but if we are doing new business and
12 this is out there, our contracting officers won't
13 -- it's that simple. And if agencies make it
14 mandatory, they would basically be doing the same
15 thing. It becomes the primary contract that they
16 would go to to so if you are on the border and you
17 are on the line and you have to put the work in to
18 get on here, if you don't, you may miss the
19 opportunity. If you head down the road, you may
20 not be able to get into the door to do work with
21 us at GSA because that contract is not supposed to
22 be out there.

1 It's not superseding the 03FAC. The 03FAC
2 is on the GSA schedule so I can -- we can basically
3 use this BMO or this one because they are both
4 GSAs but this is the newest contract that we have.
5 This is the one that takes category (inaudible)

6 MR. NICKERSON: To Jerry's point, a
7 prime contract but it's still up to the
8 procurement officer, the contracting officer to
9 make the determination if that solution is in the
10 best interest and fulfills the requirements that
11 they need. There are certain things that might
12 fall outside of that so they might not use this.
13 Again, it's part of acquisition strategy, it's
14 part of the market research so we look inward as
15 GSA we look to use our own vehicles first but if
16 they don't fulfill the requirements, then they go
17 to open market and they do other blanket purchase
18 agreements there that have been placed because of
19 the ODCs or other variables that might not make
20 this the best -- just go kind of add a caveat to
21 that --

22 MR. SMITH: (inaudible)

1 MS. SCHWEER: Okay, I can't repeat all
2 that for our court reporter. I am just going to
3 sum it up to say that Jerry Smith from GSA office
4 made the excellent point that GSA does have a
5 policy to look to existing GSA vehicles first when
6 they are creating the contract so internally, GSA
7 public building service will look to schedules,
8 they will look to this one -- if it doesn't meet
9 their needs, Mr. Nickerson brought up that they
10 would have to do justification basically for why
11 they are not using it and then if they had --
12 whatever the reason was, they could go out to the
13 open market, they could go out and use something
14 else that's existing.

15 Some other agencies have the same kind
16 of policy. I think DHS has a lot of strategic
17 sourcing vehicles internally but they are also a
18 big proponent of using government wide strategic
19 sourcing vehicles so we've heard a lot of that but
20 GSA is definitely, like Mr. Smith said, to
21 internal vehicles first.

22 And again, like Mary mentioned earlier,

1 the whole goal of that for GSA and any agency is
2 to reduce duplication. The more contracts we
3 have, like Mary mentioned earlier, the more
4 proposals we ask for from you guys, the more your
5 proposal preparation costs go up and the costs of
6 the government go up and the more contracts we
7 have to administer which takes more time for us
8 and nobody -- yes, Kevin.

9 UNIDENTIFIED SPEAKER: So two yes or no
10 questions: Is there a 15 year period of
11 performance on this contract?

12 MS. SCHWEER: Is there a 15 year period
13 of performance on this contract? Yes.

14 UNIDENTIFIED SPEAKER: Are -- is the
15 Davis Bacon wage determination incorporated for
16 minor alterations at the task order level?

17 MS. SCHWEER: Is the Davis Bacon wage
18 determination incorporated for minor alterations
19 at the task order level? Yes, if Davis Bacon is
20 needed for minor repair and alterations at the
21 task order level, the ordering contract officer
22 will incorporate those, we have allowed for that.

1 And to get back to the period of performance
2 question, some of you might be confused since we
3 said 15 year period of performance and you've been
4 saying for an hour and a half that's it's a 10
5 year contract.

6 So there is a five year base and a five
7 year option. Orders can be placed in the last
8 year of that option but an ordering agency for
9 another five years. They can go beyond our option
10 period. It will still be an active contract. We
11 will still maintain that contract so if an order
12 is placed in the first year, it could be a 15 year
13 period -- I mean our period of performance is 15
14 years. Yes, sir, Ramon --

15 MR. ARENA: Ramon Arena with Arena
16 Construction services. My company is a general
17 construction firm in the construction industry.
18 Now historically, GSA has not been very friendly
19 or had a history of a lot of opportunity for us
20 other than construction supervision. What you
21 have indicated as far as I see is primarily
22 maintenance and repair tasks. Are there any

1 construction tasks that will be associated with
2 this and if so, is bonding required to participate
3 in this program?

4 MS. SCHWEER: Okay so the question was
5 that GSA has not --

6 MR. ARENA: You can skip that part.

7 MS. SCHWEER: So in the scope of
8 services here, we have a lot of maintenance and
9 repair, preventive maintenance. We don't have
10 specific construction tasks listed in this. It
11 should be minor. Kevin said ancillary. Basically
12 it should be ancillary to the primary purpose of
13 the work. So we have allowed for Davis Bacon in
14 the sense that sometimes you need Davis Bacon for
15 painting, sometimes you need it for drywall.
16 Those minor things could be done and then -- so no
17 bonding is not required to bid on it because we
18 don't have that requirement.

19 If any bonding was required for that it
20 would be done at the task order level. I would
21 say that there are -- category management is
22 something that we are working on. Mary mentioned

1 we are going to rename the hallway for facilities
2 and construction because that is technically GSA's
3 category for this. This facility and construction
4 so we are looking in the future for what vehicles
5 we need for construction so there could be
6 something on the horizon that more meets the need
7 of what you were probably looking for because you
8 were right, GSA typically -- public building
9 service will build new buildings. We're not going
10 to be in that business on our side. Anything else
11 I should say on construction?

12 MS. SNODDERLY: No I think you did --

13 MS. SCHWEER: (inaudible)

14 MS. SNODDERLY: Any other questions? We
15 have about 15 minutes left.

16 MS. SCHWEER: Jim Nesbitt, Nezi.

17 MR. NESBITT: This may be awkward but
18 straightforward. You made a statement that we
19 have seen preparation costs -- fewer contracts to
20 manage, the whole thing should be saving everybody
21 money but that's just not true. (inaudible) super
22 primes is what we called them 20 some years ago

1 and these different agencies started it but it
2 built an extra layer of cost in there so I am
3 curious if there is any recognition this time
4 because I come from a rural area.

5 A person from Texas does not need to be
6 (inaudible) at less cost that we can and it's
7 mostly because of complexity that might be built
8 into the RFP so I am just curious, is there any
9 room in your agency's arena that you developed
10 this -- I don't know if I got that (inaudible)
11 quite often you can do six or eight small
12 locations under a different criteria than you can
13 by adding two larger properties to mix in with
14 that. This is a concern.

15 MS. SCHWEER: Let me paraphrase this.
16 So we talked about fewer contracts means fewer
17 (inaudible) fewer administrations. It's not
18 always the case because if you build too many of
19 those, put too many of those together, you can
20 build extra layers of cost because you may have,
21 in your example, somebody from Texas trying to
22 come up to say Maine to administer something and

1 they are going to have costs that the local person
2 may not have and how have we kind of thought about
3 that and built this into it so I guess I would say
4 that -- we're trying to encourage local companies
5 by -- the small -- we talked about we're going to
6 try to award 40 small business in our zone one and
7 you might have heard me say 10 unrestricted. We
8 have goals that we have to meet as far as we have
9 to maintain or increase small business
10 participation in these vehicles so I think -- I
11 don't know what the percentage was in zone one,
12 was it like 70 some percent of the business went
13 to small business to spend.

14 MS. SNODDERLY: I don't remember.

15 MS. SCHWEER: Well whatever the current
16 BMO spend is in the zone going to small
17 businesses, we have to internally -- internally we
18 have to justify how we are going to meet or
19 increase that with use of our vehicle so that's
20 why you'll see all of the zones that we are
21 awarding are going to be heavy on the business
22 side. We are going to make small business awards

1 than we are large business awards and you know,
2 the agencies still have their goals from meeting
3 their small business needs too so if it's not in
4 their best -- if they can combine 10 different
5 contracts into one, but they've made so only a
6 large business can do it, that might not meet
7 their interest in meeting their small business
8 goals.

9 Every agency has their small business
10 goals, GSA does, every agency does so that's
11 something that they're going to take into
12 consideration so it may or may not work in all
13 instances. Really, what we are looking for is --
14 and you mentioned the requirements as well, do the
15 requirements become too complicated.

16 I think -- I know in GSA, I don't know
17 necessarily why but they were looking at how to
18 simplify their requirement. The statements at
19 work have gotten to be 300 pages long and is that
20 really necessary? They're looking to scale that
21 back and make them more performance based which
22 means they rely on the contractors more to -- this

1 is what we need you to do, come in and do it,
2 we're not going to tell you how often to mow the
3 grass, we're not going to tell you how often to
4 take out the trash. They're going to hold you to
5 standards so there are a couple of different
6 things that GSA is trying to do reduce how
7 prescriptive the requirements are because that
8 adds to the cost and again, it may or may not be
9 in a government agency or that office's best
10 interest to combine a lot of requirements. It
11 depends if they're trying to meet their small
12 business goals, they may not. They may get too
13 big -- that's why we're not trying to do this
14 nationwide. If we had done this nationwide, there
15 may only be four contractors that could do it
16 nationwide but we have to do a lot of internal
17 justification and we did (inaudible) consolidation
18 analysis at our level that had to go up to our
19 senior procurement executive and get approved for
20 how we were still going to promote and include
21 small businesses and how small businesses could be
22 successful with this --

1 UNIDENTIFIED SPEAKER: (Inaudible)
2 because that would help us -- seven months later
3 (inaudible) --

4 MS. SCHWEER: So the question was why
5 wouldn't we include bonding? You know, we just --
6 that's really more for -- you have to have
7 insurance, obviously. We have insurance
8 requirements but the bonding may or may not be
9 necessary and we felt like that was an additional
10 burden to require, especially on small businesses
11 in order to propose on this when it may or may not
12 be necessary at the task order level.

13 MS. SNODDERLY: Other questions? We
14 have a few more minutes. Again, here is our email
15 address. I encourage you to take that down if you
16 have any questions, you can send it into our
17 email. Joe, did you have any closing remarks?

18 MS. NICKERSON: No, I just wanted to
19 thank you all for your participation and for your
20 feedback. It was very good dialogue and we
21 appreciate that. I want to thank Mary, Janet, the
22 team. I also want to thank Kevin and my CAR team

1 here because they did a lot of logistics and
2 coordination and they are kind of the ones that
3 you're going to deal with at our level at the New
4 England regional office so please, if you haven't
5 already, please introduce yourself to the staff.
6 They're here to help you as well as our federal
7 customers and again I want to thank you because
8 without you, the vendor community, we can't offer
9 the solutions to fulfill our agency's and our
10 customers' mission critical requirement so thank
11 you again and thank you to all of you. Have a
12 great day.

13 MS. SCHWEER: Thank you.

14 MS. SNODDERLY: Thank you.

15 (Whereupon, the PROCEEDINGS were
16 adjourned.)

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CERTIFICATE OF NOTARY PUBLIC

DISTRICT OF COLUMBIA

I, Carleton J. Anderson, III, notary public in and for the District of Columbia, do hereby certify that the forgoing PROCEEDING was duly recorded and thereafter reduced to print under my direction; that said transcript is a true record of the testimony given by witnesses; that I am neither counsel for, related to, nor employed by any of the parties to the action in which this proceeding was called; and, furthermore, that I am not a relative or employee of any attorney or counsel employed by the parties hereto, nor financially or otherwise interested in the outcome of this action.

(Signature and Seal on File)

Notary Public, in and for the District of Columbia

My Commission Expires: March 31, 2017