

CASE in Point

The Heartland Acquisition Center's Vendor Newsletter

April 2018

Hello, and welcome to the fourth publication of *CASE In Point*.

In March, the Customer and Stakeholder Engagement Division (CASE), in collaboration with the Heartland Acquisition Center, successfully hosted industry day events with our 03FAC and 51V vendors. On March 21, GSA Administrator Emily Murphy addressed the attendees, outlining her new vision of providing “effective and efficient Government for the American people.”

She noted we will achieve this vision through our mission of focusing our efforts on delivering value and savings in real estate, acquisition, technology and other mission support services across government.

The enhanced mission statement is grounded in four strategic goals:

- Save taxpayer money through better management of Federal real estate;
- Establish GSA as the premier provider of efficient and effective acquisition solutions across Government;
- Improve the way Federal agencies buy, build and use technology; and
- Design and deliver expanded shared services within GSA and across the Federal Government to improve performance and save taxpayer money.

Ms. Murphy provided great insight on the value that the GSA schedules program provides to the federal community and the taxpayers. She stressed the importance of strong partnerships, and evolving to meet the changing marketplace environment.

You can read more about the industry day events on the next page.

Thank you, Dana Fairley and Todd Tekesky, on the great work you did in making these industry days a success. Your professionalism, organization skills and attention to detail continually amazes me.

As we continue to move forward as a partner and executing the GSA vision, please send your feedback and ideas to hss_marketing@gsa.gov.

Denise Elsbernd
Director, Customer and Stakeholder Engagement



Recommended Reading

[GSA signals new cyber rules for contractors](#) by Mark Rockwell (FCW)

[GSA says rule change will simplify Schedule buys, reduce proliferation of multiple-award contracts](#) by Jared Serbu (Federal News Radio)

[GSA and OMB finalize joint implementation plan for commercial e-Commerce Portal Program](#) (GSA news release)

This newsletter was produced by the U.S. General Services Administration for vendors and industry partners regarding Schedule 03FAC, Schedule 51V and GSA Global Supply. To join the mailing list, contact Customer Service Director Jose Mendez by email: jose.mendez@gsa.gov



FAS hosts industry days for Heartland Acquisition Center (HAC) service and product partners



GSA vendors from around the country descended on Kansas City last month as FAS's Heartland Acquisition Center, commonly referred to as "HAC," hosted industry conferences for both services and products offerings at the Region 6 headquarters.

The first event, March 6-7, featured updates and news regarding [GSA Schedule 03FAC](#) and the [Building Maintenance and Operations \(BMO\)](#) strategic sourcing solution. Sixty-three (63) representatives from 47 businesses offering facility maintenance and management services to federal agencies — including a range of solutions from complete facilities maintenance to pest control — attended.

On March 21-22, 103 representatives from 66 businesses on [GSA Schedule 51V](#), [Global Supply](#) and the [Maintenance Repair and Operations \(MRO\)](#) strategic sourcing solution attended the products industry event. These vendors provide hardware items to help agencies maintain everything from offices and buildings to military aircraft and navy ships. Products include commercial coatings, rental of equipment, hand tools, lawn and garden equipment, appliances and industrial machinery.

Product vendors were also given a unique opportunity to hear directly from GSA Administrator Emily Murphy when she stopped by on March 21 to speak with the suppliers and answer questions related to her goals and priorities for GSA.

"What a great discussion with our vendors," said Murphy. "Events like this are key to our ability to collaborate with our industry partners and ultimately deliver on our goal of being the premier provider of efficient and effective acquisition solutions."

Both events included updates on contracting regulations, FAS's Customer and Stakeholder Engagement Division, Category Management, and the Program Management Office (PMO). They also featured marketing training sessions and individual meetings between the vendors and their contracting officers.

P&S supplier research panel meets in person at industry day event

The Industrial Products & Services (IP&S) supplier research panel (SRP) — a group of supply partners who have a monthly call to discuss issues impacting the IP&S category government-wide — met for the first time in person before the Schedule 51V industry day in Kansas City on March 20. Previous meetings have all been virtual.

The SRP is composed of 11 companies, with six being small businesses. Their primary purpose is to provide the government-wide category manager and category team with feedback. Issues discussed during the session included NDAA, improvements to GSA Advantage, BIC/SUM strategy and the commercial platform.

GSA Regional Administrator Bobby Babcock (Region 7) attended the session, which was valuable to both suppliers and the IP&S Category Manager. Key ideas discussed in the meeting are provided to specific government agencies as appropriate.

Contractor webinar training offerings

Do you need a refresher course on the GSA Tools? Do you know an industry partner who would like to get a Schedule contract?

If so, please take advantage of our webinar training to get the most up-to-date information. While these training classes are geared for contractors already on a GSA Schedule, new contractors seeking to get on Schedule are more than welcome to attend to gain insight.

Learn more about GSA's Mass Mods, Contract Assessments, Formatted Product Tool (FPT) and see a Transactional Data Reporting (TDR) live demo.

See all offerings and register on [GSA Interact](#).

