

# Doing Business With Global Supply and the Heartland Acquisition Center



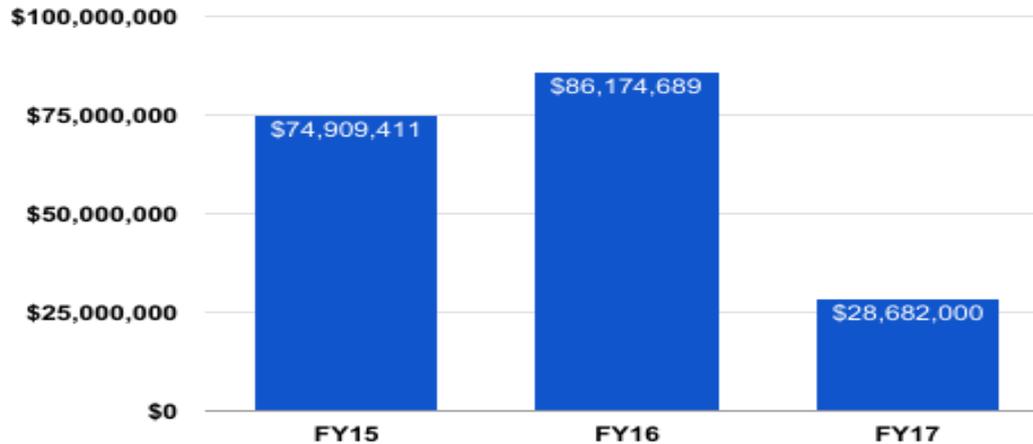
Integrity, Transparency, Teamwork

# Agenda

- Sales Information
- ON 17-01, Standard Contract Language for Business Transaction Processing: Electronic Data Interchange (EDI) and Vendor Portal (VP) for General Supplies and Services (GSS)
- MIL-STD-129 and Frustrated Freight
- Vendor Checklist



# Region 06 GSS Sales



# ON 17-01: EDI and VP for GSS

- Issue Date: 19 January 2017
- Effective Date: Immediately
- Vendors will need to pull orders from the vendor portal or have EDI capability by NLT 30 September 2017. Facsimile will not be a permitted method to collect vendor direct orders after this date.



# ON 17-01: EDI and VP for GSS

- EDI is better suited towards high volume vendors (benchmark is typically more than 50 orders a month). EDI implementation comes with significant upfront costs, but provides for fully electronic processing of all ordering transactions.
- Vendor Portal option exists for smaller companies/low volume vendors and operates via manual entries of transactional data.



# ON 17-01: EDI and VP for GSS

- EDI vendor on-boarding timeframe can vary between 30-90 days depending on existing on-boarding actions being supported by Business Operations and the level of cooperation during the transaction testing process.
- Vendor Portal on-boarding and training can be accomplished in a couple of hours.



# ON 17-01: EDI and VP for GSS

- For more information on Business Transaction Processing, Points of Contact, Electronic Data Interchange and the Vendor Portal, please visit the following web address:

<https://www.gsa.gov/portal/content/151058>



# MIL-STD-129

- Military markings established by DoD for shipment and storage
- Applies when shipping to military destination, consolidation points or shipments transiting the Defense Transportation System (DTS).
- MIL-STD-129 Required Per GSAM 552.211-73, Marking
- For all CONUS and OCONUS orders
- Point of Contact MIL-STD-129:  
[Jawad.Abdeljawad@gsa.gov](mailto:Jawad.Abdeljawad@gsa.gov)  
703-605-2566



# Frustrated Freight

- Any shipment of supplies and/or equipment which, while en route to destination, is stopped prior to receipt, and for which further disposition instructions must be obtained.
- Breakdown in the supply chain
  - Increases Cost
  - Creates Waste
  - Dissatisfied Customers
  - **WARFIGHTER!**



# Frustrated Freight

- Common causes of Frustrated Freight
  - No Transportation Control Number (TCN)
  - No shipping label/no marking at all
  - Not CCP eligible
  - APO/FPO shipment
  - Navy ships
  - Consolidating multiple signees
  - Improperly certified or undocumented Hazmat



# Frustrated Freight

- Resources
- Vendor Support Center (VSC) <https://vsc.gsa.gov/>
  - Shipping label examples
  - Preventing Frustrated Freight Guide
  - Marking Guide
  - MIL-STD-129



# Vendor Checklist

- Vendor checklist is provided as an attachment to all solicitations
- Provides a comprehensive overview of a contractors requirements when submitting a proposal against a solicitation



# Vendor Checklist

- Please be sure to utilize this checklist and read over it thoroughly.
- Offerors have been thrown out of evaluations for failing to submit the required documents identified in the checklist.



# Vendor Checklist

- Please be sure to utilize this checklist and read over it thoroughly.
- Offerors have been removed from evaluations for failing to follow the checklist.



# Forecast Opportunities

- Recent developments from our customer base
- Continue to look at Forecast Contracting Opportunities
- Check frequently

<http://www.gsa.gov/portal/category/100122>



# QUESTIONS

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