

UNITED STATES OF AMERICA
GENERAL SERVICES ADMINISTRATION

THE BUILDING MAINTENANCE AND OPERATIONS (BMO)
INDUSTRY DAY

Ft. Worth, Texas

Thursday, January 28, 2016

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

2 (9:00 a.m.)

3 MS. SNODDERLY: Good morning everybody.

4 My name is Mary Snodderly, for those of you who
5 don't know me. You've probably seen some emails
6 from me. I'm going to be your facilitator here
7 for the morning.

8 Just a few housekeeping things before we
9 get started. Cell phones, please put on silent or
10 vibrate. If you have to get up and take a call,
11 you know, please leave. We just don't want to
12 disturb the rest of everybody else during the
13 presentations as we go. Restrooms, if you go
14 clear out, not just out this door but clear out
15 the other door, I'm told the restrooms are on
16 either end. I'm looking to see if any of our
17 folks have been to the restroom...

18 MS. SCHWEER: There's one on that end.
19 I don't know at the other end.

20 MS. SNODDERLY: Okay.

21 MS. SEPULVADO: Closest one, if you go
22 out the door, turn left and turn right. That's

1 the closest one.

2 MS. SNODDERLY: Okay. Also, I want to
3 let everybody know that we do have a court
4 reporter that is actually taking all the -- and
5 transcribing the event for us. We -- this is
6 number three of five events -- industry day events
7 that we're going to be doing and so all have a
8 court reporter and we will be posting our
9 transcripts on the BMO interact page, and I'm
10 going to give you that website here toward the
11 end. It will be on the presentation. We will
12 also be posting the slides on that interact site.
13 So I just want to make sure that you're aware that
14 we do have a court reporter so when we get toward
15 the end and open it up for our questions and
16 answers, we will need you -- we're going to have
17 some microphones. We're going to have -- ask you
18 to stand, state your name and your company, and
19 then ask the questions so we can make sure that we
20 get that down.

21 Okay. Email. Everybody checked in and
22 signed in on a registration list. We plan to

1 share your contact information. If you do not
2 want us to share your contact information, you
3 need to let us know. And when I say "share your
4 contact information," with all attendees of all
5 five events. This is partially for networking
6 purposes. You know, we had this when we did our
7 Zone 1 -- we're in our Phase I here. So when we
8 did this in Zone 1, we had a lot of people asking
9 for that and we didn't ask if we could share that
10 and so we had to decline. So this time we are
11 asking if we can share your information. So if
12 no, you need to see Paulette in the back and we
13 will note it. Okay. I talked about the interact
14 site and we'll be giving you that website here
15 toward the end.

16 Let's just kind of quickly go over the
17 agenda and what we're going to be talking about
18 today. We've got our welcoming and opening
19 comments. I'm going to give you a brief overview
20 of Category Management. This kind of gives you
21 background into where BMO kind of -- the overall
22 arching structure, I'll say, of BMO or Strategic

1 Sourcing. Then I'm going to talk a little about
2 BMO and what it's all about so that you understand
3 where we're coming from on BMO.

4 Then Janet is going to give you the meat
5 of this whole why you're here. This is -- she's
6 going to go through the draft RFPs that have been
7 posted and kind of highlight some of the main
8 areas of that. Then we're going to talk a little
9 bit about Next Steps and I'm going to introduce to
10 you what is called the Acquisition Gateway and
11 then we're going to open it up for questions and
12 answers. We do ask that you wait until we get to
13 the question-and-answer period to ask any
14 questions. So hopefully you've got some pen and
15 paper; if you think of something as we go through
16 here, you need to kind of jot it down. And we
17 will greatly appreciate that.

18 So with that said, I'm going to
19 introduce Teresa McCarthy. She's the director of
20 the -- we were just talking about this -- the
21 Integrated Facilities Management Industrial
22 Products Solution Center. I actually have to

1 write that down or I forget what the name is.

2 So Teresa...

3 MS. McCARTHY: Good morning. That's
4 quite a title. It took me about three days to
5 figure it out and we decided to call it IFMIPS;
6 much easier for me to remember. I came from DOD,
7 I was a Marine for 20 years, and we like acronyms,
8 so I feel right at home with IFMIPS.

9 I would like to welcome everybody today.
10 Thanks for showing up today. I met a lot of you
11 this morning. At the break, if I didn't meet you,
12 I would like to meet you, so come introduce
13 yourself. And I know this is going to be a tough
14 crowd. I think there's some real motivated folks
15 here and so we're looking forward to the
16 question-and-answer period.

17 Before we get started, I want to thank
18 my GSA associates and everyone for coming this
19 morning and also for their support. It's been
20 tremendous. We're from Kansas City, so we had
21 folks who helped us down here coordinate and plan
22 this event.

1 We're here this morning to have an
2 exchange with industry. We need you to help us in
3 this effort. We're going to talk about the BMO
4 initiative, and it's a great opportunity for all
5 of us.

6 Before I get started, I want to
7 introduce Mary Snodderly, and Mary talked to us a
8 little bit. She's a program manager for this
9 initiative. As well as Janet who will be briefing
10 us today. She's a contracting officer on this BMO
11 initiative.

12 The success of this program begins with
13 -- it depends on the relationship that we have
14 with industry. We need to team and partner with
15 you in order to provide some initiative and a
16 well-needed service for the Government. We've
17 gone ahead and for Zone 1 -- and that's primarily
18 on the east coast -- we've gone ahead and provided
19 draft RFPs, we've had request for industry days,
20 request for -- I'm sorry -- draft RFPs; RFIs,
21 request for information; we've had industry days;
22 we've entertained several questions. Primarily I

1 think -- I think Janet, we had, what, 400
2 questions, around 400 questions? And we've
3 answered those, and we look forward to answering
4 yours. But we want input. We want to make sure
5 that this is a good contract that's efficient and
6 we can go ahead and provide those services. And
7 you know more than I do of what's going on in the
8 industry and some of the best practices. It's a
9 tremendous opportunity. Janet is -- I mean Mary
10 is going to talk a little bit about Category
11 Management to you this morning and some of the
12 other issues we've got going on.

13 And I've got to check with Mary real
14 quick on something. There are a few introductions
15 that I need to make, and I was just telling Mary
16 to refresh my memory.

17 George Prochaska, are you in the
18 audience?

19 MR. PROCHASKA: Yes.

20 MS. MCCARTHY: Oh, thank you for coming.

21 MR. PROCHASKA: You bet.

22 MS. MCCARTHY: Would you like to address

1 the --

2 MR. PROCHASKA: Yeah, for just a second,
3 if you don't mind. Do y'all have -- is that
4 connected to a phone or can I stand anywhere?

5 MS. MCCARTHY: You can stand anywhere.

6 MS. SNODDERLY: You can stand anywhere
7 you --

8 MR. PROCHASKA: Okay. Good morning,
9 thanks for coming to Fort Worth. My name is
10 George Prochaska. I'm the regional commissioner
11 here in Texas and my counterpart, Mary Ruwwe, is
12 the one that this contract falls under, but we do
13 the same things. And I just want to thank y'all
14 for coming. It should be a good day, good day to
15 learn.

16 I think we've got one of the best
17 business models in government. The more you guys
18 do, the more we do, everybody wins. And so the
19 way this day is going to be structured, I hope, is
20 so that everybody here can win and you can get a
21 lot of out of it. These things are real
22 competitive, as you guys probably know, and that's

1 -- that's good because it ends up with best value
2 for the customer, ends up with best value for
3 y'all. Those that get involved have a really good
4 market to work with and those that don't end up
5 learning a lot. I think along the way, you get
6 another shot another time.

7 So I just say welcome to Fort Worth and
8 to this, if y'all are not from here. I'm sure
9 y'all are kind of from this area. They're going
10 all over the country. But I say welcome to GSA.
11 Thanks for working and partnering with us because
12 that's really what it's about.

13 You're going to learn some interesting
14 stuff. The Category Management, it's the wave of
15 the future. We're kind of late to the game. The
16 Fortune 500 companies have been doing this for a
17 while. But the whole idea about that is pretty
18 interesting. We're trying to get Spend Under
19 Management. It's like if you're -- if you had a
20 bunch of people in your family and you get a whole
21 lot better deal if you do a family cell phone plan
22 instead of everybody go off on their own. Right

1 now, the Government, everybody goes off on their
2 own and the idea behind these things is to
3 consolidate and spend and manage it a little bit
4 better so that y'all get a lot more bang for your
5 money as a taxpayer and as a vendor, you quit
6 chasing your tail so much. We have a lot fewer
7 contracts. You don't have to -- you don't have to
8 compete all over the government; it's more
9 consolidated.

10 So did anybody here have any questions
11 for me here in the region? I doubt you do. My
12 main thing is just to say thanks for making some
13 time to be here and thanks for participating and
14 thanks for what you guys do. The businesses are
15 the ones that create the jobs that keep this
16 country great, so thanks for coming. I appreciate
17 y'all.

18 MS. SCHWEER: What's your last name,
19 sir? I'm sorry.

20 MR. PROCHASKA: Prochaska. Yeah,
21 George. Call me George.

22 All right. Y'all take care. Thank you.

1 MS. McCARTHY: GSA is one team, so we
2 really appreciate the support.

3 MR. PROCHASKA: You bet.

4 MS. McCARTHY: We also have with us some
5 folks from small business. And if I could have
6 you please stand up, we have Albert Garza. Albert
7 is here with us. And so if you have questions at
8 the breaks and need to talk with him, please do.
9 We also have some folks here from the Procurement
10 Technical Center, another great resource for small
11 business. Paul Stone, please stand up too.

12 MR. STONE: I'm with SBA.

13 MS. McCARTHY: SBA. And we have Tanika
14 Pierce. Is she here?

15 MS. PIERCE: Good morning.

16 MS. McCARTHY: Yes. Thank you, thank
17 you.

18 And with that, I'm going to turn this
19 back to Mary for Category Management. But again,
20 welcome, look forward to everyone meeting at the
21 breaks, and good luck.

22 MS. SNODDERLY: Thank you, Teresa.

1 Okay. And Teresa introduced particularly the
2 folks that -- Albert who's with the GSA small
3 business, Office of Small Business Utilization. I
4 think I said that right. Sometimes I get my words
5 turned around there a little bit. And then our
6 two folks from SBA, I'm sure they'll be happy to
7 answer questions if you have specific questions
8 for them during the break or maybe shortly right
9 after too.

10 Okay. I always get myself a little bit
11 behind on the slides. Let's talk a little bit
12 about Category Management and what that's all
13 about. So first of all, what is Category
14 Management? Let's kind of define this a little
15 bit. Category Management is a strategic and
16 systematic approach to purchasing that is widely
17 used in the private sector. So we, the
18 Government, can obviously learn from you; we know
19 that. Category Management also focuses around
20 defining and organizing products and services that
21 behave in a similar manner into logical groupings
22 and managing these categories as a strategic

1 business unit. You know, you heard George talk a
2 little bit about spending and trying to kind of
3 get everything a little bit more organized. So
4 how does that fit into the government? We're
5 learning. We said we need to actually look and
6 implement Category Management so that we can buy
7 smarter and act more like a single enterprise.

8 Now I'm just going to go through this
9 fairly quickly. I know you're probably here more
10 to hear Janet when she goes into the RFP, but we
11 want to give you a little bit of background so
12 that you understand kind of where we're coming
13 from.

14 Okay. There was a grouping, the
15 Category Management Leadership Council, CMLC.
16 This is a group of seven high-spend agencies that
17 actually is managing the Category Management
18 initiative over all government. They were
19 formerly known as the Strategic Sourcing
20 Leadership Council, or SSLC. Really they decided
21 to take a broader approach and look more at the
22 Category Management; Strategic Sourcing is a piece

1 of that. And as we talk, the Building Maintenance
2 and Operations, or BMO, is a Strategic Sourcing
3 effort. And so they are kind of the governing
4 board. Like I said, it's seven high-spend
5 agencies. It is actually chaired by OMB and the
6 Office of Federal Procurement Policy. I always
7 get that turned around too and so I have to look
8 at Janet and make sure I said that right. It's
9 OFPP.

10 MS. SCHWEER: That's right.

11 MS. SNODDERLY: You know the Government,
12 we've got to have our acronyms for everything. So
13 we will try to define those as we talk, but if you
14 have any questions, wave us down, say I didn't get
15 what that acronym was.

16 Anyway, let's go back to the CMLC, the
17 Category Management Leadership Council. They have
18 actually identified six goals for government-wide
19 Category Management. I've got them listed up here
20 on the slide. I'm not going to actually read
21 through all of them. As I mentioned, these slides
22 will be available so you'll be able to actually

1 look at these further.

2 Now, what does this mean for industry?

3 It means that we can -- and I forgot, I needed to
4 fix that one. I see that top bullet is not really
5 coming through very well, so my apologies for
6 that. Again, you'll have -- you'll have these
7 slides so you'll be able to read them a little bit
8 better.

9 But what we're looking for obviously is
10 improved relationships. You know, I know we've
11 had fairly good relationships with our industry,
12 but we want to keep moving that forward. We want
13 to reduce complexity. We have heard from
14 industry, okay, sometimes what you're trying to do
15 is way too complex and then we can't give you our
16 best pricing, we can't give you -- you know, do
17 some innovative practices out there, anything like
18 that. So we wanted to make sure that we reduced
19 the complexity. Obviously we want to improve
20 performance.

21 Increased innovation, I just talked a
22 little bit about that. We want to get innovation.

1 We know you, our industry partners, are the ones
2 that are out there in the field and they
3 understand us, so we want to capture some of that
4 innovation out there.

5 And then reduced costs. You know, if we
6 can help reduce cost to industry, obviously that
7 can be passed on to the Government and it's a
8 win-win for everybody else.

9 Okay. So that's kind of a quick
10 overview of Category Management. I promised it
11 was going to be short. So what I want to talk
12 about now is BMO, or Building Maintenance and
13 Operations. It is a Strategic Sourcing effort and
14 it is one piece of Category Management.

15 So what has happened? We, in the very
16 beginning -- and we've actually been doing BMO for
17 about three years now. We started out with a menu
18 of best practices and that took us probably
19 through the first year, year and a half. Before
20 we started that, what happens with the whole
21 Strategic Sourcing effort is we create what is
22 termed an interagency commodity team. Now yes,

1 BMO is services, but they still call it in
2 Strategic Sourcing a commodity team. That took me
3 a while because I equate commodity with product,
4 but that's not necessarily the case here.

5 We have over 18 different organizations
6 -- you can see I have them listed up here on this
7 slide -- that were part of this interagency
8 commodity team. They helped us to put together
9 the strategy, what we were trying to do. Then GSA
10 was -- was tagged with the implementation, and so
11 we're going to talk about some of the things that
12 we're in the process, our Phase I, and then
13 actually get into Phase II. And you can see a
14 number of different agencies listed up here. SBA
15 has been a part of this from the get-go as well.

16 Okay. Let's talk for a minute -- I want
17 to give you an overview. Again, Janet is going to
18 go into a lot more detail on the draft RFPs that
19 have been posted and what's out there, but I want
20 to kind of give you a flavor so that maybe it can
21 help start formulating those questions in your
22 mind as to what this contract looks like.

1 Obviously comprehensive and flexible.
2 We -- this is a government-wide, so I want to
3 stretch that. It is not just a GSA contract, but
4 it's government-wide. I talked about that
5 interagency commodity team; they helped put this
6 together. We're trying to make it broad enough
7 that any agency out there can utilize it.

8 Another thing I want to emphasize: It
9 is an open-market, multiple-award IDIQ. It is
10 not, and I repeat, not against the schedule. Let
11 me stop for a second, and I think Janet asked this
12 question, but I'm going to do it up front. How
13 many in here are schedule contract holders,
14 specifically maybe 03FAC?

15 A lot. Okay. This BMO vehicle is not
16 going against the Schedule 03FAC, so it is an open
17 market.

18 Okay. We are using commercial terms and
19 conditions within the contract. Primary NAICS
20 Code I have listed up here as 561210. I think
21 Janet kind of mentions and talks a little bit
22 about other NAICS Codes that are involved, but

1 this is the main one that we have used for the
2 contract.

3 The BMO vehicle does allow for different
4 contract types at the task order level, including
5 firm fix price, labor hour, time and materials, so
6 you can do various -- you will see -- if you are
7 able to get an award, you can see different
8 contract types.

9 Okay. 10 year. It will be a 10-year
10 IDIQ at the parent contract level; this means a
11 base of five years and one five-year option.
12 Again, I want to stress this is at the base, so we
13 actually had to get a deviation. The FAR calls
14 for contracts of this nature to actually be
15 five-year contracts, so we had to get a deviation
16 so that we could make it go longer. Again, this
17 is only at the parent contract level, not at the
18 task order.

19 Okay. I'm going to show you here a
20 chart and a couple of slides that talks about the
21 scope and the services that are actually offered
22 under BMO and it will make a little more sense

1 about what I'm talking about. Agencies have the
2 ability to order a single service or multiple
3 services. You, as a contractor, will have
4 required services that must be offered; and I
5 think Janet will emphasize that. Again, you're
6 going to see it from me, but we want to make sure
7 that you completely understand that.

8 As far as sustainable products, we do
9 include some government-wide sustainable products
10 list within the parent contract. However, keep in
11 mind that as agencies use this, they may have more
12 specific lists that they need to include at the
13 task order level.

14 The unilateral changes clause waiver, I
15 think Janet kind of talks a little bit more about
16 that as well, but we do include that in the BMO.
17 And here's one of the big things, as far as we do
18 offer both large and small business participation.
19 What I mean by that: You keep hearing me say
20 "draft RFPs" and that is with an "S" on the end of
21 it because we have one out there for unrestricted
22 and we have one that's a total small business

1 set-aside.

2 And as we go through, I mentioned we're
3 doing this industry day in five different
4 locations. This is our Phase II rollout of this.
5 We will make some determinations whether we just
6 go with a small business set-aside for any
7 particular area or zone that we're looking at or
8 we may still go with the small business set-aside
9 and the unrestricted. Again, we'll determine that
10 as we continue with our market research.

11 Okay. I apologize, this is not the
12 chart I thought I was going to have on here. I
13 think I messed up my slides, but that's okay.
14 This is actually a listing of the services that
15 are actually under the scope. The chart I thought
16 I had was going to show you actually two different
17 groupings, if you will service groupings. We have
18 one for Operations and Maintenance, or O&M, and
19 then we have one for Facility Support Services.
20 Under each of those two groupings, we have a list
21 of required services. Again, Janet is going to
22 emphasize this as well, but we just want to make

1 sure that you understand that. I believe under
2 the O&M, we have HVAC maintenance, electrical
3 maintenance, plumbing and pipe fitting, and
4 elevator maintenance. That's for the
5 unrestricted. It will be the same for small
6 business with the exception of the elevator
7 maintenance; it actually falls under optional
8 services. So either three -- three required
9 services for small business; four required
10 services for the unrestricted; and then we have a
11 whole list of optional services and that's what
12 you're seeing on here too, such as the fire --
13 fire alarm systems maintenance, fire suppression
14 systems maintenance, roofing services, and so
15 forth. Under the Facility Support Services, we
16 have two required services: Janitorial and
17 landscaping or grounds maintenance. Those are the
18 two required services.

19 So to be considered for an offer, you
20 have to provide those required services. If your
21 company cannot do that -- this is when I talked
22 earlier about sharing your contact information --

1 this is where you will need to partner up maybe
2 with another company to provide that. And I think
3 Janet will get into a little more of that later as
4 well.

5 Okay. Let's talk about the zone, zone
6 approach that we did. And we largely did this
7 because of small businesses, and we want to make
8 sure the small businesses can participate. Also I
9 talked about that interagency commodity team. We
10 went to the commodity team and we said, okay, what
11 area do you want to see this done first?

12 Obviously Washington, D.C. was the biggest one.
13 As far as Zone 1, as you can see in the green, is
14 Washington, D.C. and seven surrounding states to
15 include Virginia, Maryland, Pennsylvania,
16 Delaware, New York, New Jersey, and West Virginia.

17 Now, Zone 1 we're not going to talk
18 about too much right now because we are in the
19 middle of our award process on that, so there's
20 not much we can say about Zone 1. What we're here
21 today to talk about is Phase II, which we are
22 planning to add five additional zones, which you

1 can see up here. Zone 2 includes states up in New
2 England, Massachusetts, Connecticut, New
3 Hampshire, Vermont, Maryland, and Rhode Island.

4 MS. SCHWEER: Maine. Maine not
5 Maryland.

6 MS. SNODDERLY: Oh, Maine not Maryland.
7 Sorry. I can't read the abbreviations there.

8 And then Zone 3 is down in the southeast
9 to include Florida, Georgia, North Carolina, and
10 South Carolina. Zone 4 -- right here in the heart
11 of Texas, right -- would include Texas and
12 Oklahoma. Zone 5 includes California and Nevada.
13 And then Zone 6 includes Missouri, Illinois, Iowa,
14 Nebraska, and Kansas.

15 Now, when we looked at these states, we
16 looked at kind of a number of different things. I
17 told you we talked to our commodity team and said
18 where do you want -- where do you want to see this
19 vehicle rolled out. We also looked at actual land
20 mass size. And again, this was because of small
21 business participation. And this is where we need
22 some feedback from you, industry, as well. Are

1 these zones good? I mean, are they too large, are
2 they too small, are they -- you know, we need your
3 feedback on that.

4 And the numbers you see up here is
5 actually the spend category that kind of helped us
6 determine -- I know you're going to say, well, it
7 kind of skips around all over the place. This is
8 partially why we looked at spend to help us
9 determine what to rollout next. So obviously the
10 biggest spend would be in that Zone 1 and then
11 these other zones are kind of coming in. We also
12 looked at customer opportunities that were out
13 there. We had customers that just -- we'd really
14 like to see in this area because we know that we
15 have some opportunities that will be coming up.

16 And the spend data there should be FY14
17 data there too. You know, we have a little bit of
18 a lag. Even though we're already starting second
19 quarter of FY15, it takes us a while to get all of
20 that information.

21 Okay. I think I really messed up on
22 this presentation because I think I got some

1 slides out of order here too, but that's okay.

2 Subcontracting requirements, this is
3 when we're talking a little bit about a small
4 business strategy. For anybody that is other than
5 small business, obviously you will have to do a
6 subcontracting plan. Janet will talk a little bit
7 about that as well. I also talked about how we
8 are doing a small business set-aside. Now, at the
9 task order level, we can -- customers can even
10 take it further, meaning that if you have other
11 socioeconomic categories, say woman owned,
12 disabled-veteran owned, anything like that, you
13 can get extra evaluation credit for that. And
14 customers, if we have enough in the pool under the
15 small business, they can even set aside for
16 socioeconomic grouping as well.

17 Okay. I know I went through that very,
18 very quickly. Again, hopefully it kind of gave
19 you an introduction as to what we're going to be
20 talking about and then Janet is going to get up
21 and really highlight and talk about some
22 information on the -- on the draft RFPs and then

1 we will take kind of a short break I think toward
2 the end -- I hate to say in the middle, but kind
3 of in the middle of the -- of the meat and
4 potatoes of the whole thing, we will take a short
5 break, and then we'll come back and we'll kind of
6 finish up with the Next Steps and the category of
7 the Acquisition Gateway, and then we'll open it up
8 for questions and answers.

9 So right now I'm going to introduce
10 Janet Schweer.

11 MS. SCHWEER: Good morning. We'll
12 really be challenged if these slides are out of
13 order, but I think these all should be fine. I
14 don't know what happened there.

15 Okay. All right. As Mary mentioned, we
16 have two draft request for proposals out right
17 now, one for unrestricted and one as a small
18 business set-aside. We did just put one out for
19 each to cover Zones 2 through 6. We do anticipate
20 having separate solicitations for each zone when
21 we issue the final and because of several things,
22 like Mary mentioned, we may be tailoring services,

1 we may be tailoring small business requirements in
2 those zones depending on the market research that
3 we get back from our drafts.

4 So we posted the unrestricted January
5 8th, the small business January 11th; both of
6 those right now are closing February 5th. We
7 probably will be extending that due to the fact
8 that we had to postpone our Boston industry event
9 this week because of their winter storm. We won't
10 be going there until later in the month, so we
11 probably will extend the draft -- the closing date
12 for questions for the drafts until after we go to
13 Boston. So probably be updating the February 5th
14 time.

15 There is a questionnaire included in the
16 drafts that are posted on fedbizopps as well and
17 we really, really, really want everybody to take a
18 look at that and send that back into us. It asks
19 some questions about your company's capabilities
20 for services in various states. I think we have
21 all of the states listed in there, not just the
22 ones for these zones, to help us for, like Mary

1 said, do we need to add states to some of these
2 zones, et cetera. Right now we're projecting that
3 our final solicitations for these zones will be
4 released in late spring, late May, maybe early
5 June 2016.

6 Okay. Now we're going to go through
7 section by section of the draft document. And I
8 will point out along the way -- the unrestricted
9 and the small business ones are mostly identical;
10 there are some small differences and I'll point
11 those out as we go through.

12 Section A for the Standard Form 33,
13 pretty straight forward. I will caution you or
14 emphasize to you that when you're doing your final
15 submission, if you are bidding on these when we do
16 the final solicitation, make sure you read the
17 instructions for this form carefully so you're not
18 skipping any of the required boxes because that
19 can happen. So just take a look at that
20 carefully.

21 Okay. Section B. As Mary mentioned,
22 the contract type is a government-wide,

1 multiple-award indefinite delivery, indefinite
2 quantity contract, or an MA-IDIQ. It is not going
3 against the Schedule 03FAC for facilities
4 maintenance. It is an open-market contract. And
5 it does allow for various contract types at the
6 task order level. All types are fixed priced,
7 time and materials, and labor hour.

8 One thing you might not see up there or
9 you may notice what you don't see up there is cost
10 reimbursement and that is because we're using
11 commercial contract terms. Because we're not
12 using noncommercial, we cannot use the cost
13 reimbursement. And there is a minimum guarantee.
14 All IDIQs have to have a minimum guarantee. The
15 award for this is \$2500. Some of you who do have
16 a schedule, you probably recognize that amount.
17 That is also the same amount as the schedule
18 contract. We don't have the maximum amount up
19 there because we're not sure what it's going to be
20 and it will probably vary by zone depending on
21 what the maximum -- or the spend is in each zone.
22 For Zone 1, the maximum is 15 billion. That's per

1 order. You know, great problem to have, right,
2 \$15 billion order? Get us to the ceiling of that.
3 So we don't have it for the other zones yet. That
4 will be put out when we issue the finals.

5 Okay. One of the, I guess, unique parts
6 of our contracts compared to schedules, which may
7 be some of the other BMO type services contracts
8 that you have, is that we're going to standardize
9 the labor categories. We do this for a couple of
10 reasons. One is to make sure -- it makes it
11 easier for us and makes it easier for the agency
12 customers to compare apples to apples. If company
13 A is offering five different labor categories with
14 different education experience requirements, it
15 makes it really hard to compare the other five
16 labor categories at another company. You know,
17 their prices are higher, but are their education
18 experiences requirements higher? It makes it a
19 lot more challenging for us, a lot more
20 challenging for our customers. That's a complaint
21 we get a lot on the schedule side, I know. So
22 we've standardized the labor categories, as far as

1 the minimum education experience requirements.
2 Those are posted with the draft documents on
3 fedbizopps, so if you haven't taken a look at
4 those, I encourage you to do so. We do want
5 feedback on those too. If you see something or
6 you don't see one on there that you think should
7 be on there, please let us know.

8 Some of the background on how we went
9 about this. We went through the Office of
10 Management and Budget's Standard Occupational
11 Classification, SOC, and tied them to either a
12 individual labor category or functional
13 description. Again, all of this is in the draft
14 document, so we suggest you take a look at those.

15 You will not be required to offer every
16 labor category. If you submit an offer, you know,
17 you would just offer the ones that your company
18 would offer. But they are tied to -- oh, what's
19 it called now -- Service Labor Standards -- not
20 Service Contract Act. Whatever it's called now,
21 Service Labor Standards Act. They're tied to
22 those for the nonexempt labor categories, but we

1 did also standardize the descriptions for the
2 professional labor categories that may apply.

3 Okay. So now into Section C, the Scope
4 and Statement of Work. As Mary mentioned, the
5 background of this is that we wanted a
6 comprehensive solution that crosses multiple
7 service categories that can be bought as a single
8 or multiple service. The required services and
9 optional services -- and we'll talk about again --
10 but the way this came about was from discussions
11 with our commodity team. We asked the agencies
12 what services are you most commonly buying
13 together, what services do you want to see all the
14 vendors be able to offer, so that's where the
15 required services came from. If they're buying
16 Facility Support Services, most of the time that's
17 going to include janitorial and landscaping
18 services, so we group those as required services.
19 Same on the O&M, most of the time the minimal
20 requirements there are going to be HVAC, plumbing,
21 electrical, and sometimes elevator. So that's why
22 we made it broad, but we also added the optional

1 services because some agencies wanted to be able
2 to get everything from vendors as well.

3 Period of performance, as Mary
4 mentioned, is a 10-year term. So the base IDIQ
5 level is a five-year base and the five-year
6 option. There are some requirements in order to
7 get to the option period and we'll talk about
8 those a little bit later. But again, that's only
9 at the base period -- or excuse me -- the parent
10 contract and the task order level. You're still
11 probably going to be looking at one-year base,
12 four one-year options because unless they've
13 sought a deviation and been granted one, most
14 agencies are still going to be limited by the
15 five-year contract term. And the scope covers
16 most commonly used services. The geographic
17 coverage is up there. And again, as Mary
18 mentioned, the different zones, these are
19 proposed. As we mentioned before, these may
20 change depending on the responses we get to the
21 draft RFP.

22 Okay. The Performance Objectives. As

1 we've talked about, we have two separate, what we
2 call, service groups; one is Operations and
3 Maintenance, one is Facility Support Services. In
4 each one, it has services that are required and
5 services that are optional. And again, "required"
6 means you have to be able to offer them and show
7 us that you can qualify for those at the parent
8 contract level. It doesn't mean that you have to
9 offer them at the task order level if the customer
10 is not asking for those.

11 Okay. This is the chart Mary thought
12 she was showing you earlier, that shows the two
13 different service groups, Operations and
14 Maintenance and Facility Support Services. You
15 can see the required on top of each and then
16 optional services throughout. So you know, your
17 company may be able to qualify for everything up
18 there and that's fine if you want to submit an
19 offer for everything up there; you would submit it
20 under the Operations and Maintenance side.

21 You can see down towards the bottom, it
22 says Facility Support Services under the optional

1 side of the O&M. So that means that if your
2 company does janitorial landscaping, then you can
3 offer that under there, but you have to offer both
4 of the required services on that side in order to
5 qualify. So you can't just offer pest control and
6 qualify for the Facility Support Services on the
7 Operations and Maintenance side.

8 And we have an asterisk by the "elevator
9 maintenance." As Mary mentioned, that is an
10 optional service on the small business set-aside
11 solicitation. That was one of the changes we made
12 after we issued the draft for Zone 1. We got some
13 feedback on that. So we do made changes in
14 response to the comments we get back.

15 Okay. One of the other changes, or
16 differences I guess, between this and the updated
17 schedule contract is the other direct costs.
18 Sometimes the other direct costs can be quite a
19 challenge on the schedule side and we wanted to
20 make this as flexible as possible. We took a lot
21 of feedback from our commodity team on this. So
22 the definition of "other direct costs" is up

1 there. That can be the costs relating to
2 incidental services and/or supplies that do not
3 fall within the scope of any other service
4 category.

5 What we found in our market research for
6 Zone 1 is that a lot of agencies -- or most
7 agencies had different thresholds for other direct
8 costs. Some agencies might say on a normal
9 Operations and Maintenance contract, other direct
10 costs up to \$25,000 we'll do on this contract,
11 otherwise we're going to do a separate contract
12 for it; some agencies were, like, \$2,000. So
13 we're not setting the threshold for the other
14 direct costs at our level. That's something that
15 will be determined at the task order level in
16 accordance with each agency's policies. So they
17 are the most -- that way the agency is most
18 comfortable with what they're already doing; they
19 don't have to seek any special commissions.

20 Okay. We talked a little bit about what
21 was -- is within scope, and this is talking a
22 little bit about what isn't within scope.

1 Sometimes, as some of you may know, you can work
2 pretty hard to get anything within scope if you
3 really, really, really want to. You know,
4 telecommunications system is part of the building.
5 Well, yeah, it is. But I mean, you don't want the
6 guy who's working on the water heater coming in
7 here to work on the projector. So some of these
8 are not within scope. And again, this is based on
9 feedback we got from the commodity team. If you
10 have strong feelings about something that is up
11 there or something that's not up there, please let
12 us know. We'll be happy to look at that again.
13 Again, this is what we used for Zone 1; may not be
14 what's right for all the other zones.

15 So obviously A&E is up here. For
16 anybody that doesn't know, A&E is Architectural
17 Engineering Services. Those aren't included.
18 Those are covered by a separate part of the FAR,
19 the Federal Acquisition Regulation. Asbestos
20 removal and abatement, everything that I've been
21 told from customer agencies is that that's almost
22 always done by a separate contract. You may

1 encounter it in part of your normal maintenance
2 and then you have to let them know and do a
3 separate contract for it. So just a couple of
4 examples of what's not within scope.

5 Section D, Packing and Marking. It's
6 always very exciting for a services contract. Not
7 a whole lot there. We're conforming to commercial
8 standards. If an agency has some special
9 requirements for their facility, they can put that
10 in at the task order level.

11 You're going to hear me say that a lot.
12 I've already said it a lot.

13 They have a lot -- if they have
14 additional requirements, they can put it in at the
15 task order level.

16 Same thing for Inspection and
17 Acceptance. This is one of those areas where we
18 didn't want to put in overly restrictive language
19 at our level because agencies may have their own
20 language. So we just left that flexible and put
21 in a standard clause.

22 Okay. Deliveries or Performance. So

1 we've talked a little about the states that are in
2 the zones and we'll talk about a little bit later
3 too some of the requirements, but what we haven't
4 mentioned is we tried to keep the zones small
5 because you-all will be required to be able to
6 deliver to every state in the zone. So if you
7 submit an offer for Zone 4, Texas and Oklahoma,
8 you need to be able to deliver to any place in
9 Texas and Oklahoma that somebody might put out a
10 task order for. So that's one of the places -- or
11 one of the areas we want feedback. You know, is
12 that too big, do we just need to do Texas, that
13 kind of thing.

14 What we found in Zone 1 was that some
15 people say, well, you know, we've only worked in
16 New York, but we would work in D.C. Okay, great,
17 you know. We have -- there's a separate section
18 in the proposal where if you haven't worked in a
19 part of that zone, tell us how you would deliver
20 there. You know, would you open a new office in
21 that location, do you have somebody else that you
22 can work with to get resources there. So you'll

1 have to address that if you haven't worked in that
2 zone before.

3 So Period of Performance, which I've
4 said, like, three times already: 5-year base, one
5 5-year option, may extend cumulative term to 10
6 years and 6 months if there's an offer to extend
7 services, if necessary.

8 Okay. Section G is Contract
9 Administration. So some of this is directed
10 towards the ordering offices, some of it's
11 directed towards industry. We define a lot of the
12 roles and responsibilities in this section. CO,
13 contracting officer -- if you see "CO," that
14 refers to the contracting officer in our office,
15 so the parent level. If you see "OCO," that
16 stands for ordering contracting officer, so that
17 would be the contacting officer at the task order
18 level. And then "COR," contracting officer
19 representative, et cetera. So it kind of defines
20 the roles and responsibilities there. The orders
21 don't go through our office. Just like schedules,
22 they don't go through us. They would go straight

1 from the ordering contracting office to your
2 company.

3 There is a fee. The contract access
4 fee, or CAF, is 2 percent of the total fixed price
5 or estimated price. And this is different than
6 schedules, so I want to emphasize this. It will
7 be proposed as a separate line item in your task
8 order. So you're not including that in your
9 pricing when you submit your price proposal; it
10 will be a separate line item. And yes, it is
11 higher than the schedule one. This is in line
12 with some of the fees that other Strategic
13 Sourcing vehicles have done. We do have a lot of
14 administrative costs that we're trying to cover,
15 with the reporting modules, et cetera. This is a
16 much smaller contract too. You know, schedules
17 have 400, 500 vendors; we're not going to be
18 talking anywhere near that many, so -- That is the
19 fee.

20 It also explains the reporting modules.
21 One of the things that also makes this different
22 than schedules is we're going to be asking for a

1 lot of data from the vendors. Mary talked about
2 Category Management. When George was here
3 earlier, he talked about Spend Under Management.
4 One of the ways that the Government, especially
5 GSA, is trying to help control that spend is
6 seeing where it is. We don't have a lot of data
7 on where the orders are coming from, so we're
8 going to be getting a lot of that from you, the
9 vendors. As you report your orders to us, you
10 know, who is doing the ordering, what kind of task
11 order was it, how much was it, what NAICS Code was
12 it for. Because as you may or may not know with
13 schedules, we don't see those task orders. It's
14 completely between the ordering office and the
15 vendors, and all we see is the total amount of
16 sales reported. So we're asking for a lot more
17 data.

18 It also talks about closeouts and the
19 option determination; and again, we're going to
20 talk about that in a little bit.

21 Okay. Section H, Special Contract
22 Requirements. This talks about the ordering

1 procedures, mostly directed towards the ordering
2 contracting officers. All task orders under BMO
3 must be solicited and awarded by an ordering
4 contract officer with a Delegation of Procurement
5 Authority. That's not something that's done under
6 schedule. It is different. We will be going out
7 in a couple weeks to start training folks on the
8 government side on how to use this contract in
9 granting those Delegation of Procurement
10 Authority. Couple reasons for that: One is to
11 teach them how to use it, second reason is to
12 reduce the risk of them using it wrong. We don't
13 want them putting out orders for some of those
14 things that were on the not-within-scope list. We
15 want to tell them what's within scope, how to use
16 this because a lot of people are going to think
17 it's the same thing as ordering against schedules;
18 it's not the same. FAR Part 8 doesn't apply.
19 Talk about that in a second.

20 So it has to be within scope and all the
21 other terms and conditions, has to identify the
22 BMO labor categories and service occupational

1 codes, has to be solicited and awarded under the
2 proper NAICS Code, has to identify the product
3 service codes. Again, that's an attachment in the
4 draft documents.

5 And here's where it's different than a
6 schedule: It has to comply with the ordering
7 procedures in FAR Subpart 16.505. This is -- if
8 anyone is familiar with this, or if you're not, I
9 encourage you to go look at it. It's fair
10 opportunity. So under schedule, agencies -- well,
11 depending on the agency -- can send out their
12 request for a quote to three vendors, they're
13 done. Under this, under FAR Subpart 16, fair
14 opportunity, it's required, which means if I want
15 fire alarm services, I would go -- and I'm using
16 BMO -- I would go out to see how many vendors were
17 awarded fire alarm services, I have to send my
18 request out to everybody who offers fire alarm
19 services. So everybody has a chance to bid. If
20 it was HVAC, it would be everybody basically who
21 was awarded on the O&M side because everybody will
22 be offering HVAC services. So there's a chance

1 that they be getting more proposals back in.
2 There is no requirement for you to bid on
3 everything that comes out. So they have to give
4 you the opportunity, but you don't have to
5 necessarily send in a bid. We know that costs
6 money when you prepare a proposal. But that is
7 one of the primary differences between this and a
8 schedule contract.

9 Okay. NAICS Code, North American
10 Industrial Classification System. I think we
11 mentioned before, we have two separate service
12 groups that span across 18 NAICS Codes. We did
13 decide to put the contracts -- we had to choose
14 one -- to use 561210, as Mary mentioned earlier.
15 The size standard for that is 38.5 million. What
16 that means is if your company's average annual
17 revenue for the past 3 years is less than 38.5
18 million, then you would be considered a small
19 business for purposes of bidding on this contract.
20 If it's over that, then of course you would be
21 considered an other-than-small or a large
22 business. And again, that's for classification

1 purposes on the parent contract.

2 At the task order level, the ordering
3 contracting officer has the responsibility to
4 determine which predominant NAICS Code applies to
5 their task order. So 561210 is for Facility
6 Report Services. If I'm only seeking HVAC
7 services, I would use the NAICS Code -- at the
8 task order level, I would use the NAICS Code for
9 HVAC services. So they should still be using a
10 NAICS Code that is most specific to what they're
11 ordering. They still could use 561210 if that's
12 -- you know, if they're ordering a wide range of
13 those services or all of those services, maybe
14 that's the best one because, you know, everything
15 is done equally, but they should be using the one
16 that -- the predominant NAICS Code for what
17 primary services are being offered.

18 Sorry, that was just a list of all the
19 other NAICS Codes. We're not going to look at
20 those.

21 So continuing with Section H, Special
22 Contract Requirements. It also talks about our

1 BMO web page, which is not up yet because they
2 won't let us put it up until we award contracts,
3 which we're getting close to being able to do. So
4 it will be up probably in the next couple of
5 weeks. It will have information on there for
6 customers, as well you-all. It will have ordering
7 guides for the customers. It will have a list of
8 awardees and what services they offer. So my
9 example before, if I was a customer looking for
10 fire alarm services, that's where it would tell me
11 all the companies that were awarded fire alarm
12 services as part of the contract.

13 So Minimum Task Order Awards. So this
14 is where we're going to talk a little bit about
15 what you have to do in order to get your option
16 exercised. So starting from the date of notice to
17 proceed, the contractor shall attain a minimum of
18 five task order awards or a total of -- total
19 number of task orders that gets you to 1.25
20 million. This is for unrestricted. So if you're
21 a large business, you have 5 years to get 5 task
22 orders or 1.25 million in sales under the contract

1 to continue. For small business, it's only 3 task
2 orders or a total of 325,000. So it's less
3 obviously for the small business. Now, if you get
4 320,000, are we not going to exercise your option?
5 I don't know. Contracting officer's discretion.
6 Those of you with a schedule contract know that we
7 have -- the contracting officers do have the
8 discretion to exercise your option if they feel
9 like you've worked really hard, you know, you just
10 are really close, or I don't know, something
11 happened, it's up to them if they want to exercise
12 the option or not. They do have that discretion.
13 But this is the -- these are the thresholds that
14 we're shooting for.

15 The reason we give you the either/or on
16 the number of task orders or -- you know, if you
17 get one task order for 1.25 million, maybe that's
18 all your company can handle in that zone. You
19 know, we understand that, so we're not going to
20 make you go out and try and get four more task
21 orders just to get that number of task orders.
22 But we also know that, say for the small business,

1 maybe you're not going to get 1 task order of
2 325,000. That's a lot. You know, maybe you're
3 working as hard as you can, as fast as you can,
4 but you do have 3 orders of \$50,000, you know, we
5 recognize that too. There could be all level of
6 orders that go through this vehicle. We're really
7 not sure, so we wanted to make that flexible.

8 Okay. On-Ramping. This is something
9 that you may not be familiar with. It's something
10 that -- another one of GSA's contract vehicles,
11 OASIS, which is professional services Strategic
12 Sourcing solution uses. Basically this is not a
13 standard -- standing solicitation. There's an
14 opening and a closing date. It's not like
15 schedule which is always open. So that being
16 said, there are -- there may be opportunities to
17 on-ramp if you're not successful of getting an
18 award at the beginning.

19 So vertical contract on-ramping is one
20 of those, but that's for small businesses that may
21 graduate to be a large business throughout the
22 first five years of the contract. So if you get

1 to the end of the five-year base period and your
2 company has grown and you're no longer classified
3 as a small business, you will be given the
4 opportunity to submit a proposal for the
5 unrestricted solicitation. It's not a guarantee.
6 You still have to be able to qualify just like
7 everybody else who was on the unrestricted, but
8 that's what the vertical contract on-ramping is.

9 Open season on-ramping. We may decide
10 after we get a year or two into the awards that
11 the customers have so much demand for this
12 contract that we need to add more contractors. I
13 can tell you for Zone 1, we were anticipating
14 awarding 10 contracts on the unrestricted and 40
15 small business. So you know, that's just kind of
16 an estimate based on the spend that's out there.
17 We may decide we need 15 more small businesses.
18 We could open up -- we would open season
19 on-ramping or we would open it up for proposals
20 again.

21 Focused On-Ramping. We may decide that
22 we have an increased need for service disabled

1 veteran-owned small businesses. Maybe we didn't
2 get enough submitted proposals at the beginning.
3 So we would open up a sub pool just for service
4 disabled veteran-owned small businesses and have
5 them submit proposals. So we don't know right now
6 when any of that might happen, but we have the
7 flexibility to do it. It will all be publicized
8 on fedbizopps just like everything else would be,
9 so you would receive notice if you're keeping your
10 eye on fedbizopps.

11 Dormant status is another thing that you
12 may not be familiar with. So if we have some
13 companies who, you know, contract, get on the
14 BMO's contract and then decide that I don't know
15 if I have the capacity for this, I don't know if I
16 really want to mess with this, so they don't bid
17 on anything, they don't get any awards, we can put
18 you in a dormant status, which basically means if
19 you have an award, task order already, you can
20 keep performing on that, but we would take you out
21 of the list until you get your act together. So
22 if you're having quality issues, we're getting a

1 lot of complaints, you're not meeting your
2 reporting requirements to us, we may put you in
3 dormant status, basically give you a get-well plan
4 from the contracting officer and see if you can
5 meet those requirements and get back on track.
6 Otherwise you could be looking at off-ramping,
7 which essentially means you haven't met the
8 requirements of the contract, we gave you a chance
9 to do that, you didn't comply, thank you, see you
10 later, better luck next time.

11 Okay. Section I, Contract Clauses.
12 Please look at the draft RFP if you want to read
13 all the contract clauses. We are not going to go
14 through all of them. I will bring up one of the
15 important ones that Mary brought up earlier. We
16 did obtain a class waiver to Paragraph C of FAR
17 52.212-4. If any of you have done work with the
18 Public Buildings Service, you may be familiar with
19 this. A lot of times their building maintenance
20 contracts use noncommercial terms and that allows
21 them to have the unilateral changes clause in that
22 contract. Basically means you don't have to agree

1 if they try and change it. And it allows for
2 unilateral changes to be made in situations
3 impacting safety or working conditions or when
4 it's in the Government's best interest. You know,
5 a pipe bursts, they need you down there right
6 away, they need you to clean it up or at least
7 turn the water off, so something like that. So
8 even though this is a commercial contract, we did
9 get a waiver to incorporate the unilateral changes
10 clause.

11 Okay. Again, we're not going to go
12 through all of these. I'm just going to speak to
13 them quickly.

14 Section J, Attachments. All of these
15 are posted on fedbizopps with a actual draft
16 request for proposal. The ones we're going to
17 kind of touch on are highlighted -- are bolded.
18 We talked about the questionnaire. Again, please
19 take a look at that. Our original due date for
20 that was February 19th. Again, I anticipate that
21 we will extend that based on having to reschedule
22 our Boston event.

1 Okay. J.3 is the self-scoring
2 worksheet. I encourage you to take a look at
3 that. That's something that you may not have seen
4 before. We did use it for Zone 1. Basically it's
5 an opportunity for you, as you go through and
6 you're putting your proposal together, to see what
7 your score would be. You know, did you put all
8 the documents in there, did you pass certain
9 requirements. We'll talk a little bit more about
10 the evaluation factor after the break.

11 J.4 is standardized labor categories as
12 we talked about. J.9 is the price template. I
13 encourage you take a look at that and give us your
14 feedback on that. We did get some questions on
15 that. Some of the 400 that Teresa mentioned we
16 got from the Zone 1 RFPs are on the pricing
17 template, so please take a look at that and make
18 sure you understand it. If you don't, send us
19 your questions. But that's also where we talk
20 about the -- that's where we define the labor
21 categories, so you might want to take a look at
22 that.

1 We have wage determinations for the
2 cities in the zones for Phase II, Boston, Atlanta,
3 Dallas, San Francisco, Chicago. Those, I think by
4 our estimation, were the cities that had the
5 highest minimum base infringe rates. And we'll
6 talk a little bit about that more when we get to
7 the pricing section.

8 J.10 is the relevant project experience
9 template. We would love your feedback on this.
10 It's kind of a complicated form, quite honestly.
11 There's a lot of information we ask for on it, so
12 please take a look at that. If you can think of a
13 better way to format that, we would love to hear
14 it because it is a little bit complicated for both
15 you and for us when we're looking at it. But we
16 are asking for a lot of information, so we'll talk
17 a little bit more about that later.

18 The project zone coverage template I
19 kind of referenced earlier when I was talking
20 about the delivery. This is where you're going to
21 tell us, have I -- have you delivered to those
22 states in the zone before; which ones; if you

1 haven't, you know, delivered to Oklahoma before,
2 how would you deliver to Oklahoma. That's where
3 you're going to be asked those questions.

4 And then J.13 is a subcontracting plan
5 template. Of course that is only for the
6 unrestricted solicitation and only for the large
7 businesses. Small businesses can submit under the
8 unrestricted solicitation, if you want to, but you
9 wouldn't be required to have a subcontracting plan
10 obviously.

11 Okay. Section K is the representations
12 and certifications; fairly standard. Most of you
13 have probably put these into your online record
14 System for Award Management, or SAM. We will have
15 some additional ones that you'll have to fill out
16 and send back in with us. Pretty straight
17 forward. You know, the lovely question of has
18 your company been indicted in the last three years
19 or something, that question.

20 Okay. Section L. I'm going to do this
21 one and then we'll take a break. Instructions,
22 Conditions, and Notices to Offerors or

1 Respondents. This is where we list all of the
2 provisions out of the Federal Acquisition
3 Regulation, or FAR; and the GSAR, which is the GSA
4 Acquisition Regulation, so it's our own version --
5 additional version of the FAR. Most of you know
6 every agency has their additional version.

7 The proposal format, this is talking
8 about questions submitted for the draft as well as
9 when we issue the final, if you have questions.
10 We ask that you submit them via email -- an email
11 attachment using a Microsoft Excel file in this
12 format. And the reason for that: We got 400
13 questions last time. Everybody sends us a
14 one-line email, it's really hard for us to make --
15 it's just a whole lot easier if they're all in the
16 same format. We can put them in an Excel file and
17 we can answer them all and get them up a whole lot
18 faster, so please, if you will, use this format.
19 The zone number won't apply for this draft because
20 all the drafts are the same for each zone right
21 now. But just, you know, page number, section
22 number, title, and what your question or comment

1 is, and then when we post the answer, we can add
2 the column with the answer pretty easy.

3 When you are submitting your final
4 offer, we will ask for both hard copies and
5 electronic copies of all four sections and each
6 section shall be separated by the number and
7 title. For Zone 1, we did ask for 10 hard copies.
8 I anticipate we will be reducing that for the
9 other zones, and we probably -- may reduce it to
10 five. I'm not sure exactly what the number will
11 be right now. And we know that that can be
12 expensive. Unfortunately because this is an open
13 market solicitation, we don't have an electronic
14 system that's set up to receive proposals. You
15 know, like you might for eBay, for example,
16 nothing is set up for us to receive it for this.
17 So you kind of have to do it the old-fashioned
18 way, so we appreciate your patience with that.

19 And with that, let's stop and take 15
20 minutes, a 15-minute break. So I don't know, you
21 want to do 10:20?

22 MS. SNODDERLY: Yeah, 10:20. Okay.

1 There is a cafeteria or a little cantina up on
2 Floor 7. Just take the elevator up to Seven and I
3 think it's pretty -- isn't there a sign right
4 there? Right on your left. So if you want to get
5 a cup of coffee or soda and we will see you back
6 here at 10:20. Thank you.

7 (Recess)

8 MS. SNODDERLY: Okay. I want to make an
9 announcement. I said this earlier, but we plan to
10 share your contact information with everybody else
11 that is in attendance here as well as the other
12 four events that we're holding. If you do not
13 want that information shared, please let us know.
14 You can let Paulette know in the back and she'll
15 mark that it on the registration sheet that you do
16 not want us to share that. You're going to hear
17 me make this announcement probably at least once
18 or twice more. I just want to make sure that you
19 understand that we will be sharing that
20 information.

21 Okay. Janet, you ready to pick back up?

22 MS. SCHWEER: Okay. We're missing a

1 couple, but they'll probably come back here in a
2 second.

3 All right. Now it's time for the fun
4 stuff. Evaluation factors. Okay. So the basis
5 of award for this -- these contracts is going to
6 be on the best value continuum, which means that
7 price isn't necessarily the most important. What
8 we are going with is the highest technically rated
9 offerors with a fair and reasonable price. That
10 means that, as you see down at the bottom, all
11 evaluation factors other than cost or price, when
12 combined, are significantly more important than
13 cost or price. In other words, we want the best
14 of the best technically and we're going to look at
15 pricing. Pricing is not the most important thing.
16 We are not doing lowest price technically
17 acceptable. It does have to be a fair and
18 reasonable price. We do recognize that additional
19 competition will happen at the task order level,
20 so it will be a little more focused there. You'll
21 have specific requirements you're bidding on; may
22 be able to have a little more competitive prices.

1 But the reason for this is we want core technical
2 expertise in a variety of services with
3 capabilities that are most important to the
4 government customers.

5 So we also intend to award contracts
6 without discussions, which means your initial
7 proposal should contain your best offer. The
8 Government may conduct clarifications, but we do
9 reserve the right to conduct discussions if it's
10 determined necessary or in our best interest.

11 Okay. Screening and evaluation process
12 is a two-step process. The first thing that we're
13 going to do when we get your final offer in is go
14 through it and make sure that you have sent in all
15 your support documents, which means everything --
16 I don't think I mentioned it earlier -- there will
17 be a proposal checklist that you can use and
18 you'll have to send in to make sure that you've
19 sent in all the documents because there will be
20 quite a few. We're going to check that and then
21 we're going to compare it to your self-scoring
22 worksheet. We're going to say, okay, well, you

1 said you sent in the sustainability plan, you
2 checked it off, but I don't see it in here, so
3 then any discrepancies will be treated as
4 clarifications at that point. And then the
5 evaluation team will assign a preliminary score in
6 accordance with the scoring table. So we're going
7 to go through it and say, okay, you sent in this,
8 you sent in this, you got this additional credit
9 -- we're going to talk about that in a second --
10 et cetera.

11 Okay. So Section 1, General
12 Information, and this is within Section M,
13 Evaluation Factors of the Draft Documents. So it
14 has the following sub sections: Your Standard
15 Form 33, your proposal checklist, self-scoring
16 worksheet, meaningful relationship commitment
17 letters if applicable, and existing joint venture
18 partnership information if applicable. We will be
19 accepting offers from joint ventures. There's
20 more information about that in the solicitation.
21 If you have specific questions about that, please
22 submit those in writing. Those can get kind of

1 involved and usually they're very specific to your
2 specific company's situation. It will be a lot
3 easier for us to answer those if you submit those
4 in writing to us.

5 Okay. Section 2, Responsibility. We
6 will be doing a responsibility determination in
7 accordance with FAR Part 9. So to do that, we
8 need the following information from you: Your SAM
9 record, which is your System for Award Management.
10 Anybody that's not familiar that, it replaced the
11 CCR, Central Contractor Registry, a long time ago
12 -- well, several years ago now. This says to
13 include EPLS, which is the Excluded Party List
14 System. We will be checking that, so it's not
15 your responsibility to send that in. That's where
16 we check to make sure you're not debarred from
17 doing business with the Federal Government.

18 Representations and Certifications I
19 mentioned earlier. Again, this is your, you know,
20 am I a woman-owned business, am I a veteran-owned
21 business, have I been indicted or has my company
22 been indicted for whatever in the past five years,

1 et cetera.

2 Financial information on GSA Form 527.

3 This form is going to ask for your company's basic
4 information that you find on your balance sheet or
5 income statement. If you have those documents
6 already prepared, there is a place where you can
7 just check a box and say I'm attaching them, but
8 there is some other parts of that form that you
9 will have to fill out even if you're attaching
10 your forms.

11 Pre-Award Survey Standard Form 1408,
12 it's pretty straight forward. Again, always read
13 the instructions on the forms. There's parts of
14 the forms where it might say this only applies for
15 a GSA Public Buildings Service contractor, which
16 is not what this is. So just read -- read the
17 instructions.

18 Okay. Section 3, Technical
19 Experience/Relevant Project Experience. Each of
20 the service categories that you're offering under,
21 whether they're required or optional, you have to
22 submit three projects for each of those to us. So

1 if you're submitting -- if you're a small business
2 and you're submitting janitorial and landscaping,
3 you have to submit three for each of those or if
4 you have three projects where you did both of
5 those together, just send in three projects.
6 Great. That applies for O&M too. If you have
7 projects where you've done a lot of those services
8 on one project, you can just use that project. No
9 matter what it is, we just need three different
10 examples of when you've done that service. So
11 they can cover a single service or multiple
12 service categories.

13 I cannot do the math in my head of how
14 many possibilities that is. We have some very
15 smart people back in our office that have told me
16 it's a lot. So the more -- the more you can
17 submit projects where you did multiple services,
18 the better. You know, better for you, better for
19 us when we're reading it. But again, it's not a
20 requirement. If you just don't have any or you've
21 done multiple services, that's fine too; just
22 submit them all separately.

1 So they have to have been completed
2 within the past three years or be ongoing, and
3 that's for unrestricted. For small businesses,
4 they have to have been completed within the last
5 five years or be ongoing. "Ongoing" means you
6 should have at least completed the first year of
7 it. So if it's a four-year contract and you just
8 got it two weeks ago, can't use that one. It
9 needs to have been at least a year. We have to be
10 able to at least see a history and, you know,
11 experience that you've been providing those
12 services. Within the past three years -- so is
13 that three years from today? No. It's three
14 years from the date that the proposals are due.
15 So for example, in Zone 1, the proposals were due
16 December 18th, so it had to have been completed
17 three years prior to December 18th.

18 Okay. Projects submitted can be from
19 projects you've done for the Federal Government,
20 State Governments, nongovernment s, commercial,
21 doesn't matter, no requirements there.

22 Each project must identify the

1 following: The building type, you know, office,
2 warehouse, et cetera; building size, and this is
3 the square footage; the stories, number of
4 stories; and the services covered relevant to the
5 scope of services.

6 So in our current template, if you
7 haven't looked at it, we list a box with each of
8 the services, so HVAC, plumbing, electrical,
9 elevator, and if your project is covering whatever
10 services, you will check those boxes. And this is
11 where -- you know, look at it. If there's a
12 better way that you can see that we can organize
13 that, please let us know. We tried to make it the
14 best we could, but we're definitely open to
15 anything that we can do to make it easier for you
16 and easier for us.

17 The Performance Period -- and that will
18 be month, day, year, beginning and end; total
19 dollar value; number of trade skills employed and
20 the number of exception positions employed; and a
21 complete, clear, concise detailed statement of the
22 description of services covered and how you

1 provided those services. Please don't tell us --
2 or give us a bulleted list of HVAC, plumbing,
3 electrical, and you know, landscaping. That
4 doesn't tell me anything except that you can make
5 a bulleted list. So please explain how you did
6 those services, how often did you have to go out
7 and do the landscaping, how often did you, you
8 know, do the preventative maintenance on the
9 boiler or the chiller. You need to give us some
10 -- a little bit of explanation.

11 Now, there is a word limit however. We
12 don't want 50 pages. We are looking at whether we
13 might extend it from what it was last -- and for
14 Zone 1, I think it was, like, 1,000 words, which
15 that would be about two pages. But if you're
16 submitting one project that covers 10 services,
17 it's not very much. So we're looking at that, you
18 know, what exceptions we will make or how we will
19 do that. So if you have feedback on that, please
20 send it in too. But again, we were trying to
21 avoid people sending us huge statements of work
22 that were 400 pages for each project.

1 Okay. This is where the scoring comes
2 in a little bit. You can get additional
3 evaluation credit for your relevant project
4 experience, and this applies to the projects you
5 submit for the required services only. So if you
6 submit three projects for fire alarm services,
7 you're not going to get additional credit
8 necessarily for those. So if your customer was
9 the Federal Government, you will get additional
10 credit. If you are a large business and your
11 project involved subcontracting or teaming for
12 services with at least two separate entities that
13 are certified as small business, you will get
14 additional credit. We really want to emphasize
15 that we do have large businesses, but we want them
16 to team with small business subcontractors as much
17 as possible. If you are offering an optional
18 service, you do get additional credit for each
19 service you qualify for. So if you offer all the
20 required services and then four optional services,
21 you will get one credit for each of those
22 services.

1 If the contract duration was -- was
2 extended or over three years, you will get
3 additional credit. The reason for this is we want
4 to see companies that can stick with a building.
5 You know, clearly you were successful if your
6 contract was over three years. If you didn't
7 kicked out of the building or they renewed your
8 options, you were doing something right.

9 Large square footage, over 20,000 square
10 feet. This may be changing after the draft; I'm
11 not sure. We've gotten a little bit of feedback
12 that that's maybe too small, maybe we should make
13 it different for small and large businesses, so
14 we're looking at that.

15 Successfully Demonstrated Innovative
16 Approaches to Achieve Savings. So there is a
17 section on the relevant project experience
18 template where you can tell us if you did
19 something innovative at that location or for that
20 product to save your customer money. If your
21 customer said, I need to save 20 percent on my
22 electric bill on this building, what can you do?

1 So that was what they told you they wanted, what
2 did you do to do that and what were your final
3 results. You know, if you ended up saving them
4 money, how did you do it. You will get additional
5 credit for that.

6 And on the small business solicitation,
7 you will get additional credit for each additional
8 socioeconomic status that you hold. So if you're
9 a woman-owned small business, HUBZone small
10 business, you will get additional credit for
11 those. And the reason for that is to encourage
12 diversity. We want to see -- you know, we're not
13 sure exactly how many offers we'll get or from
14 who, but we want to make sure that our customers
15 do have a diverse pool of vendors to look for
16 because they have goals -- as you know, the
17 agencies have their own goals that they have to
18 meet, their small business contracting goals, and
19 we want to make sure that they can meet those
20 using this vehicle.

21 Okay. Again, the Project Location
22 section. We've talked about this is a couple of

1 times. This will talk about your overall
2 capability of providing service coverage for all
3 the states in the zone you wish to provide a
4 proposal for. You can submit for more than one
5 zone, you can submit for one zone; up to you, up
6 to what your company does or what your company can
7 do.

8 So the states that you have previously
9 or are currently providing BMO services and states
10 that you've never provided coverage in, for each
11 of the zones you submit a proposal for or provide
12 a written -- I don't think that should say "or,"
13 sorry -- you need to provide a written narrative
14 identifying the capability to provide coverage in
15 those states. So like I said before, for this
16 zone, you've never delivered to Oklahoma but you
17 think you can, tell us how you would do that.
18 Please submit more than one sentence. It really
19 doesn't tell me a whole lot when you submit one
20 sentence that says "I can deliver to Oklahoma."
21 Not a lot of confidence that's instilling in us
22 when we read that.

1 So we want to make sure that when
2 agencies are looking to our vehicle, they know
3 that everybody on there can deliver wherever they
4 need. Some of you with schedule contacts may know
5 that if it's a nationwide contract, or worldwide
6 in some cases, customers often go to that and on
7 eLibrary it tells them where your headquarters is,
8 doesn't tell them where you deliver to, so it's
9 really frustrating for them. We're trying to
10 avoid that here by saying everybody who's in this
11 zone can deliver everywhere in this zone. So...

12 Additional Evaluation Credit. So you
13 can submit projects that you've performed
14 anywhere, country, world, whatever. If you have
15 projects that you submit for the required services
16 that cover multiple states of your zone that
17 you're offering for, you will get additional
18 credit. So if your HVAC services projects covered
19 Texas and Oklahoma, you'll get additional credit
20 for that. So you don't have to have performed in
21 these states or used those projects, but you'll
22 get additional credit if you use those.

1 Okay. Fairly standard -- the staffing
2 plan should identify roles and responsibilities
3 for key employees. You know, if you don't have a
4 specific building that you're bidding on here, if
5 you can't do it for everybody in your company, we
6 don't want you to do it for everybody in your
7 company, so just the key employees that would be
8 managing the contract, managing the services being
9 done. And there's additional requirements in the
10 draft that would -- I think they give you a
11 bulleted list of areas to make sure you cover.

12 Professional Compensation Plan,
13 Uncompensated Overtime Policy, these are fairly
14 standard. You've probably seen these before. I
15 know you've seen them in your schedule contract,
16 if nowhere else. The Professional Compensation
17 Plan, you have to address the methodology for
18 determining salaries and fringe benefits; for
19 professional employees and then the uncompensated
20 overtime, what's your company's policy for
21 addressing that. Again, please do more than one
22 sentence. Please. Doesn't have to be a lot, but

1 it does have to show us that you understand what
2 that means and what your company's policy is for
3 it.

4 Section 3, also Subcontracting Plan.
5 Again, this would apply only for the
6 other-than-small businesses that are submitting
7 offers. We will provide you with the template
8 that GSA uses. You are not required to use this
9 template. Highly encouraged to use that template
10 because it's a whole lot easier for us and it's a
11 whole lot easier for our friends at OSDBU and SBA
12 that are looking at it. If you don't, that's
13 fine, but please make sure you're looking at the
14 template and making sure your plan addresses
15 everything in there because we will have to look
16 through and make sure you addressed everything.

17 Couple of things on the subcontracting
18 plan, pet peeves of mine that I see in
19 subcontracting plans: Don't tell us that there's
20 no woman-owned small businesses that you can
21 subcontract to, so you put zero percent. Not
22 going to work, tell you that right now. You can

1 -- you can have goals. There are goals, right?
2 There is possibly liquidated damages for not
3 trying -- you know, making a good-faith effort to
4 meet your goals, but they are goals. And we know
5 you don't have specific requirements, but most of
6 you, if you're a large business, you're familiar
7 with the subcontracting plans; you do have to, you
8 know, make a good-faith effort, tell us what you
9 can subcontract.

10 The other thing is the plan will ask you
11 for who your plan administrator is at your
12 company. It has to have your name, address,
13 email, et cetera. Your plan can't be signed by
14 that same person. So in other words, I can't
15 write out the plan and say, okay, this is what my
16 company is going to do, I'm going to administer
17 it, and nobody has to know anything and I'll sign
18 it. Doesn't work like that. Somebody one level
19 above the plan administrator has to sign it and it
20 has be a current affiliate of the company. So we
21 will send it back to you and say, go get this
22 signed by somebody above or if we can't tell if

1 that person is above, we may come back to you and
2 say, can you confirm that this person is one level
3 above that plan administrator. Now, the alternate
4 -- if you have a plan administrator and an
5 alternate, the alternate can be the person who
6 signs it. It cannot be the primary one.

7 Sorry. I'll close that box now.

8 Sustainability Plan. Approach toward implementing
9 and promoting sustainable practices in all aspects
10 of BMO services. It's fairly straight forward,
11 but there is a possibility of additional
12 evaluation credit in the sustainability plan if
13 you tell us what your company has done to
14 implement sustainable practices above and beyond
15 the minimum performance requirements. I don't
16 remember off the top of my head if there's a page
17 limit for this; there probably is. So you have to
18 stay within that, but there is an opportunity
19 there.

20 Section 3, Quality Control Plan.

21 Probably have a fairly standard one at your
22 companies already maybe that you can submit for

1 this, so just make sure that it meets the
2 requirements of what we're looking for, you know,
3 your internal review procedures, to make sure that
4 it facilitates high-quality standards and identify
5 the roles at your company responsible for ensuring
6 the quality control. So when something goes
7 wrong, we know who to go ask.

8 Okay. Past Performance. Talked earlier
9 about I don't know what the math is, but it could
10 be a lot of projects. We don't want past
11 performance surveys for all of those. We want
12 three. No more than three. Okay? And they
13 should be for projects that you did submit,
14 though. So don't use them for stuff that you
15 didn't submit to us that were for construction or
16 for IT services. They need to be for some of the
17 ones that were in your relevant project
18 experience. It doesn't say on the slide, but I
19 can say please also don't have your customers send
20 them to us. If we get 100 proposals, we're not
21 going to be able to keep track of which past
22 performance surveys go with what. Some of your

1 customers may not like that a whole lot. I don't
2 have a lot of advice there other than maybe use a
3 different project or maybe use a different
4 customer. But please only use three and they need
5 to send them back to you and you need to submit
6 them with your proposal.

7 Okay. We will also be looking at PPIRS,
8 which is the Past Performance Information
9 Retrieval System. If you have done federal work
10 before and you're currently doing federal work,
11 your customers are inputting their performance
12 information into the system and we will look at
13 that as well. Please don't ask. We will not be
14 substituting that for the past performance surveys
15 because we may have companies that have never done
16 federal work before, so we can't just use that.
17 And again, as with almost every contract I can
18 assure you've seen, if past performance
19 information is not available, the offer will not
20 be evaluated favorably or unfavorably; you'll be
21 given a neutral rating for past performance.
22 That's pretty standard.

1 Okay. Fun part. Fun part is price. I
2 talked earlier when we first came back in that we
3 are going with highest technically rated with a
4 fair and reasonable price. So this is different
5 than your schedule contract. We will be looking
6 for firm fixed price hourly rates for all
7 applicable standardized labor categories. So
8 again, you don't have to submit -- there's I don't
9 know how many -- there's a couple 100, at least,
10 labor categories in that price template. Only
11 submit what your company does. Okay?

12 For price evaluation purposes at the
13 parent contract level, so it comes to my office,
14 in the price template, we're asking for a
15 breakdown of the following elements to formulate
16 your fully burdened rate. So we're going to ask
17 for base rate based on the Service Contract Act,
18 which is what we're going to use in ours, but I'll
19 get to that in a second -- health and welfare
20 rate, your company's overhead, your G&A, your
21 profit, other costs. That's going to add up to a
22 fully burdened rate.

1 So if you remember back before the
2 break, I talked about the wage determinations.
3 Each zone will put out the wage determinations.
4 So for here, we've got the wage determination for
5 Dallas. When you're putting together your price
6 proposal, you're going to use the wages for Dallas
7 to put together your base rate and your health and
8 welfare rate. So everybody should be using the
9 Dallas base rate and health and welfare rate.
10 What changes from company to company is everything
11 else. Your overhead, your G&A, your profit, and
12 your other costs are not going to be the same as
13 what your competitors are.

14 So at our parent level, we're going to
15 be looking at your fully burdened rate to do our
16 price analysis. These are not going to be ceiling
17 rates like your schedule contract. What's going
18 to stay the same for all your task orders is your
19 overhead, G&A, and profit and other costs.
20 Because as you know, depending on where you
21 perform, those base rates are going to change.
22 You may be working in a building that has a union

1 agreement; you're going to have to use those union
2 rates. But the thing is, everybody who's bidding
3 on that is going to have to use those union rates
4 too, so those are all going to be constant from
5 company to company. What's going to change is the
6 overhead, G&A, profit. So whatever percentages
7 you propose to us, that's what will remained fixed
8 for your contract and that's what you will apply
9 at the task order level.

10 So we -- we had a lot of input from our
11 commodity team on this, as well as industry. You
12 know, we had a lot of, well, this building across
13 the street is union, but this building over here
14 isn't, you know, how do we compete those. And we
15 also got some feedback that sometimes at the
16 schedule level, the ceiling rates weren't getting
17 lowered in places where they should have been
18 lowered because the wage determinations were not
19 as much. So we will be evaluating the fully
20 burdened rate just for the purposes of our price
21 analysis to make sure it's fair and reasonable,
22 but those aren't the rates that you're going to be

1 using as ceiling prices for the rest of the
2 contract. You're going to be using the fixed
3 percentages of overhead, G&A, profit, and other
4 costs.

5 Now, that is for the nonexempt
6 categories, so your Service Contract Act,
7 Davis-Bacon Collective Bargaining Agreement. For
8 professional services, you're going to be giving
9 us fully burdened rates that are going to stay the
10 same no matter where you're performing. So
11 there's different tabs in the price template in
12 the worksheet that's in there; one is for your
13 professional services, one is for your nonexempt
14 services.

15 We are also going to ask you for your
16 government and commercial prices for the labor
17 categories offered. We are not awarding this --
18 we are not asking for your most favorite customer
19 pricing for those of you with a schedule contract,
20 we're not asking for a discount, none of that,
21 from your most favorite customer pricing. That's
22 just to kind of help us see -- you know, are you

1 offering us better prices than we could get
2 commercially for these, those kind of things, kind
3 of internal information for us.

4 There's also a place in the price
5 template where we will ask you for tier pricing.
6 This is basically volume discounts. Okay? So
7 we're going to give you the thresholds, you're
8 going to tell us what percentage discounts your
9 company can offer. They're different for small
10 business and the unrestricted. I don't remember
11 what they are off the top of my head, so I'm going
12 to make some numbers up. For example, if you get
13 a task order for \$1 million to \$5 million, what
14 additional discount could you grant and you're
15 going to give us that number. But everybody is
16 going to be using the same thresholds as far as
17 the dollar amount. Okay? Because that's really
18 what we determined was the only fair way for us to
19 make an evaluation and compare it.

20 And that was the last part of mine.

21 MS. SNODDERLY: Oh, it is?

22 MS. SCHWEER: Yes. Okay. I know

1 everybody has questions. We'll get to the
2 questions at the end. But thank you.

3 I'm going to hand it back to Mary.

4 MS. SNODDERLY: Okay. Thank you, Janet.

5 That was a lot to absorb, wasn't it?

6 That's okay. Like Janet said, we're going to get
7 to questions here in just a minute. Before we do,
8 though, let's talk about Next Steps.

9 Okay. I think Janet mentioned this
10 earlier, that we had originally decided the draft
11 RFPs would close February 5th. We will probably
12 be extending those. Watch the BMO interact page
13 -- and I'm going to give you that website -- and
14 we will be announcing there what the extension
15 will be to know what date.

16 Let's see. The question -- is the
17 questionnaire going to be extended as well? Okay.
18 We have a date up here of February 19th on the
19 questionnaire. We will be extending that as well.
20 Again, just please, please, please watch the BMO
21 interact page. That is how we like to
22 communicate. And again, I'll be giving you that

1 website in just a little bit.

2 Okay. Final RFPs are expected to be
3 released sometime in the summer. We're going to
4 say late May or June, so probably late spring,
5 early summer. And we are still looking at whether
6 we're going to release all zones at the same time
7 or how we're going to do that, so just to let you
8 know, we don't know exactly. If we do, we'll make
9 sure we allow enough time for responses. Plus
10 keep in mind, you can be a very similar proposal
11 for each zone, so...

12 Email address -- this email address up
13 here is very, very important. This is how you
14 will contact the BMO team. You're welcome to
15 reach out to us individually, but just realize
16 Janet, Teresa, and I are here, you know, on
17 travel, trying to keep up with email, but it's
18 hard to do obviously. We have three additional
19 contracting officers that are back in the office.
20 They have access to this email address, so that
21 way if one of us are gone, maybe we're on vacation
22 or -- well, and I'm going to say, Janet is

1 expecting, so we know we're going to be losing her
2 on maternity leave here for a little while come
3 late summer, so you know, things like that. That
4 way your email just doesn't get lost somewhere.
5 If you do it here, all of us have access and we
6 can -- we can find it.

7 Okay. I'm going to talk just for a few
8 minutes before we get to the questions and answers
9 about the Acquisition Gateway. What is the
10 Acquisition Gateway? It's actually a -- it's a
11 way the federal buyers can kind of get together
12 and understand what other federal buyers are
13 doing, if that makes sense. It's kind of a
14 workspace. This is the address -- the web link is
15 listed up here on this slide. And I'm going to
16 tell you how industry is going to be involved in
17 this as well. But it is a workspace where
18 basically federal -- federal buyers can share a
19 lot of different information, anywhere from best
20 practices to specific projects, to things like
21 that. Once you go to this particular email
22 address -- I'm sorry, not email -- web link --

1 you're going to get into a sign-on sheet. I know
2 this screen may be a little bit hard to read, but
3 hopefully it's showing up. There's two choices.
4 One is a federal employee sign-in. If we have any
5 federal employees, you will use your OMB MAX
6 sign-in and credentials to sign on. Okay. And
7 almost everybody is nongovernment. There is a
8 section here for nongovernment. This means that
9 industry, that you will have access to this. Not
10 right now. They were hoping to have it done by
11 the end of 2015; unfortunately it did not happen.
12 So I was told by the end of January. Of course
13 we're nearing the end of January and I haven't
14 gotten an update. So hopefully it will be in the
15 next few weeks where industry will have access.
16 Now, you're not going to have full access. There
17 will be certain areas that industry will not have
18 access, that only federal employees or federal
19 buyers will have access to.

20 And this screen shot right here just
21 kind of shows you what it looks like. We have
22 what is called 19 hallways. It's kind of divided

1 into hallways based on the products and services.
2 But right now there are 19 hallways that are live.
3 I don't know if there's any additional planned,
4 but we can definitely find that out. We do have a
5 facilities hallway. Right now information on that
6 hallway you're going to find on Schedule 03FAC.
7 And then we've been putting articles out there on
8 BMO, you know, coming soon, we've posted the draft
9 RFPs, things like that is what we're announcing
10 out there right now.

11 Okay. I just wanted to kind of give you
12 a brief introduction to that. Once it is opened
13 to industry, I'm sure there will be additional
14 training that could be offered. At any rate,
15 there will be additional training that can be
16 offered on this Gateway, on how to access it,
17 what's available. I know currently there is
18 training out there for federal employees,
19 government employees that we can do. So if
20 anybody is interested in that, let us know and
21 we'll get that.

22 Okay. Next up is questions and answers.

1 Before we get to that and -- I want to give you
2 some instructions as well. Okay. Again, we've
3 had a court reporter here that has been taking
4 down all the transcripts, so all this will be
5 posted to this BMO interact page. Here's the
6 website that I've been promising you throughout
7 the day -- the morning.

8 MS. SCHWEER: We lost our signal.

9 MS. SNODDERLY: Sorry about that.

10 Here's the website that you can access all this
11 information. Check back periodically because we
12 are posting things out there.

13 Again, I'm going to make the
14 announcement: We will be sharing -- we're not
15 going to post it to the interact page, but we will
16 be sharing your company contact information to
17 other attendees of these events. If you don't
18 want that to happen, please let us know and we
19 will make sure that we get it marked off, that we
20 don't share your contact information. Again, this
21 is for networking purposes. Remember we talked
22 about the required services. If your company

1 doesn't offer all the required services, you may
2 want to work with another company to provide that.

3 But the interact page here is a very,
4 very important page.

5 So with that said, we're going to open
6 it up to questions. Paulette has a microphone,
7 I'm going to have a microphone. We ask that you
8 wait, if you would raise your hand, we'll get to
9 you with a microphone. State your name and your
10 company name. And even if you ask, you know,
11 follow-on questions, please again state your name
12 and your company name so that we can get that
13 information.

14 MS. SEPULVADO: I have a question.

15 MS. SNODDERLY: Okay. Paulette.

16 MS. SEPULVADO: Paulette Sepulvado with
17 General Services Administration.

18 Will you be sending out the
19 presentations by email since we've captured
20 people's emails addresses?

21 MS. SNODDERLY: Actually what we'll be
22 doing is posting that, again, to the BMO interact

1 page.

2 MS. SEPULVADO: Thank you.

3 MR. MORRIS: Hi. My name is John Morris
4 with Native Energy. On a number of our O&M
5 contracts, we also have security that's under the
6 same contract. Have y'all considered adding
7 security? Because we find our security officers
8 are kind of integral to helping us on the O&M side
9 because they're eyes and years.

10 MS. SCHWEER: So you mean, like,
11 building security? That's a good question. I
12 think we might have gotten asked that at one of
13 the other events. You know, we did these based on
14 what the commodity team holds were the most common
15 services. I don't know, Mary, maybe you can
16 answer that because you were here before I was.
17 Did security come up before?

18 MS. SNODDERLY: I don't remember
19 security being really discussed. That's something
20 maybe we can go back to our commodity team with as
21 well and ask them.

22 MS. SCHWEER: Yeah. Okay.

1 MS. McCARTHY: Can I...

2 MS. SCHWEER: Oh, yeah.

3 MS. McCARTHY: Now, if your question
4 carries over to, like, security for installations
5 and whatnot, that's going to be addressed at the
6 task order level. And we did talk about that
7 because you may get -- if you work for DOD, you're
8 going to have some security requirements, whether
9 you're needing clearance or whatnot. And then
10 what we've done, I believe, is said that -- and
11 what will come out in those task scores and I'll
12 clarify this, so don't quote me on this, is let me
13 know that if you don't have them, you'll be
14 allowed to get them. Unfortunately I will let you
15 know that it takes a long time. So just a
16 thought.

17 MS. TURNER: Hi. Barbara McGee Turner,
18 CNR Construction.

19 If you don't submit your questions by
20 the February 5th deadline for the draft RFP, can
21 you still respond to the final RFP?

22 MS. SCHWEER: Yes, Barbara, of course.

1 And we're probably going to extend that February
2 5th.

3 MS. TURNER: Right, I know you said
4 that. Thank you.

5 MS. SCHWEER: You know, that's a good
6 question. The two aren't necessarily related.
7 You don't have to respond to anything in the draft
8 RFP. If you don't have any questions or if you
9 don't want to, you don't have to; it's a draft. I
10 mean, we do it to try and get information. You
11 can still respond to the -- you know, when we put
12 out the final RFP, you can respond. You can
13 submit questions for the draft and not submit a
14 proposal for the final. They're not necessarily
15 filed together, though.

16 MS. SNODDERLY: Keep in mind, though,
17 the draft is seeking your feedback, so even though
18 you don't have to, we do encourage that you do
19 submit feedback so that we can get a good final
20 RFP product that we can post.

21 MS. SCHWEER: So we can help avoid like
22 this time when we posted the documents for Zone 1,

1 our final documents, we had 400 questions. So
2 that was awesome. And that slows us down, slows
3 you guys down. So...

4 MR. BOWEN: Hi. Casey Bowen with
5 Rosemark, LLC.

6 I know this is not going to be a
7 schedule award contract. That said, it won't be a
8 mandatory source for other agencies; is that
9 right?

10 MS. SCHWEER: That's correct, it is not
11 a mandatory source.

12 MR. BOWEN: And a follow-up to that,
13 Casey Bowen with Rosemark.

14 What marketing aura have you-all done in
15 terms of other agencies to promote this? And a
16 follow-up to that question is: You say you're
17 going to do some training, so obviously you've
18 done, I presume, some marketing or you wouldn't be
19 training some other agencies?

20 MS. SCHWEER: You want to go ahead and
21 go with that one. Okay.

22 MS. SNODDERLY: Yeah. Okay. I'm going

1 to try to tackle that. You are correct, we do
2 have actually a communications plan and a
3 marketing plan out there. A lot of this is going
4 to revolve around too our commodity team. What we
5 did initially with the commodity team for Zone 1
6 -- we have not done it for the five additional
7 zones yet. We did go back to the commodity team,
8 we asked for commitments. Now, this doesn't mean
9 that we're going to hold their feet to the fire,
10 so to speak, and make sure that they spend what
11 they told us they would, but what it does is helps
12 us understand who's going to buy into that. We
13 have representatives from these agencies on the
14 commodity team. We're going to be working with
15 them to get the word out within their commodity
16 team.

17 MS. SCHWEER: Within their agency.

18 MS. SNODDERLY: Oh, I'm sorry, within
19 their agency. Like you said, we are already
20 offering training. We've got two agencies that
21 we're going to be training for Zone 1 here in a
22 couple of weeks. Other things that we're going to

1 be doing -- I mean, any way that we can get the
2 word out. I know we'll be doing press releases,
3 things like that, once we -- we get the awards
4 done. So yeah, that's going to be a job and we
5 are going to be out there. Also by doing the
6 Delegation of Procurement Authority, that allows
7 us to know who is also utilizing the contract as
8 well. So...

9 MS. SCHWEER: Another thing to add, the
10 Acquisition Gateway that Mary showed you earlier,
11 we're trying to push through our BMO web page and
12 interact as many customers, federal agency
13 customers to that as we can because that is for
14 government-wide vehicles. So like Mary said,
15 Schedule 03FACs are already up there, the
16 facilities hallway; we will be up there in the
17 hallway as soon as we get awards done too. So if
18 they're in there browsing -- and trust me, GSA is
19 pushing the Gateway really, really hard -- they
20 will see that in there. But yeah, we'll be out
21 marketing it because we need people to use it too.

22 MS. SNODDERLY: Yeah. And keep in mind.

1 As far as your company, you know, like, if you do
2 have a schedule, we have the GSA eLibrary where
3 you can put your information on there. We'll be
4 able to do this for BMO as well. But also keep in
5 mind, this is a much smaller pool of contractors
6 than what we have under 03FAC, so we will actually
7 have your name and all your information on our BMO
8 website, so -- you know, because we have a finite
9 pool of companies that will be awarded.

10 MS. TURNER: I have quite a few
11 questions. Barbara McGee Turner -- sorry -- CNR
12 Construction, LLC. And I do have a few questions,
13 but I'll ask them along the way, if that's okay.

14 MS. SCHWEER: Okay.

15 MS. TURNER: This is kind of
16 piggybacking on my initial question. So if I want
17 to -- if I want my company to submit for the Zone
18 1, even though the deadline is closed for -- is
19 the deadline closed strictly for feedback or is it
20 --

21 MS. SCHWEER: Zone 1 is completely
22 closed right now.

1 MS. TURNER: Okay.

2 MS. SCHWEER: We closed the --
3 everything for the solicitations closed December
4 18th.

5 MS. TURNER: Okay.

6 MS. SCHWEER: And we're in the process
7 of working on awards for that.

8 MS. TURNER: Okay.

9 MS. SCHWEER: So the only -- but if we
10 decide to do an on-ramp for those, for Zone 1
11 later, that will be posted to that fedbizopps that
12 we post on our interact site. So if we decide we
13 need more companies or one of the other on-ramp
14 choices that I mentioned, it will be there.

15 MS. TURNER: Okay.

16 MS. SCHWEER: Okay. Anybody else have a
17 question?

18 MS. SEPULVADO: I've got it.

19 MR. CREIGHTON: Doug Creighton. I
20 represent Tigua, a tribal company out of El Paso.

21 Trying to -- you answered half of my
22 question there already, on the minimal task

1 orders. Basically I'm asking about the minimum
2 task orders. You said three total task orders,
3 325. Don't you think that will -- I know you
4 talked about there will be possibly or will be an
5 on-ramp for future options? In other words, you
6 don't qualify in the first option to make the
7 three awards because you're not doing it by how
8 many you submit, by awards? So I would imagine
9 the pool would probably get small if -- because
10 you have a finite pool, so if, let's say, that my
11 company -- it won't happen of course -- doesn't
12 get three awards, it will be immediately
13 considered for ejection from the program.

14 MS. SCHWEER: Possibly, unless --
15 depending on if you've gotten one award -- it's
16 325,000, not million. Maybe you said million,
17 maybe you said thousand. But it's 3 awards or
18 325. So if you got one that was 300,000, it would
19 be the contracting officer's discretions about
20 whether or not to do the option.

21 MR. CREIGHTON: Okay. I'll make a quick
22 second question --

1 MS. SCHWEER: Okay.

2 MR. CREIGHTON: -- if I can. On the
3 Past Performance, Past Experience under Section M,
4 it says that -- I got a little confused over this.
5 It says past three years, past performance of, you
6 know, a contract we've already completed. But
7 when you talked about the five years for small
8 businesses and -- I'm just curious, is there going
9 to be a minimum time of award? Let's say, you
10 know, we have enough past performance on two of
11 them, but on the third one, we just got the
12 contract award, how long would it take to be
13 considered for past performance, like six months?

14 MS. SCHWEER: We'd like it to be a year.

15 MR. CREIGHTON: A year?

16 MS. SCHWEER: A year, yeah.

17 MR. CREIGHTON: Okay. That's it for me.
18 Thank you.

19 MR. SEIGLER: Hi, David Seigler,
20 Northern Management.

21 You refer that there's a finite pool of
22 final selections in each individual IDIQ program.

1 Is there a target number on how many you're
2 looking at per zone?

3 MS. SCHWEER: Good question. We don't
4 have the target numbers for these additional zones
5 yet. We will -- we will post that when we know.
6 One of the things we look at is how many contract
7 actions there's been in the zone already for these
8 types of services, how many vendors have been used
9 for those kind of things already. So there's a
10 couple of different elements that we look at, but
11 we will post that; and no, I don't know what they
12 are for the future zones yet.

13 MR. SEIGLER: But it expect it pre
14 award?

15 MS. SCHWEER: Yeah. They will be posted
16 before -- before -- probably before we post the
17 final RFPs or if not, it will be stated in the
18 final RFPs. And again, we were projecting 10
19 unrestricted for Zone 1 and 40 small business for
20 Zone 1. Those are anticipated numbers. We have
21 no idea what we'll get usually for -- proposals
22 in. So we do the best we can with estimating

1 that.

2 MR. SEIGLER: Thank you.

3 MS. SCHWEER: Okay.

4 MR. HUMPERT: Good morning. Scott
5 Humpert with Alutiiq.

6 In that same vein there with the small
7 business and the full and open. Can a small
8 business choose to compete on the unrestricted
9 side and can they compete on both and eventually
10 get on the selection list for both?

11 MS. SCHWEER: Good question. Yes. They
12 can submit under unrestricted and you can submit
13 under both and possibly get an award.

14 MS. TURNER: Brash McGee Turner, CNR
15 Construction, LLC.

16 This is regarding the contract fee.

17 MS. SCHWEER: Okay.

18 MS. TURNER: So if the vendor -- do you
19 include that in your initial pricing, that
20 percentage, or is that a percentage that you add
21 to your invoice line item?

22 MS. SCHWEER: Okay. You do not include

1 it in your initial pricing. It will be a separate
2 line item that your customer has paid. So they --
3 it will be a separate line item that says contract
4 access fee on your invoice to them, 2 percent, and
5 then whatever the dollar value is and they will
6 pay it to you and you will get remitted back to
7 GSA.

8 MS. TURNER: Gotcha.

9 MS. SCHWEER: Yeah.

10 MS. TURNER: Thank you.

11 MS. SCHWEER: Yeah. So it's kind of
12 passing through you for us, yeah.

13 MR. HUMPERT: Again, Scott Humpert with
14 Alutiiq. Had a follow-up from the last one.

15 MS. SCHWEER: Sure.

16 MR. HUMPERT: Okay. I remember when you
17 went through it, you said that on the unrestricted
18 side, unrestricted participants can get bonus
19 evaluation credit for subbing out to small
20 businesses. Do small businesses competing on the
21 unrestricted get an evaluation credit because
22 they're a small business competing on the

1 unrestricted side?

2 MS. SCHWEER: I don't believe so. I
3 don't believe the way we had it constructed for
4 Zone 1 you do because --

5 MR. HUMPERT: I had to ask.

6 MS. SCHWEER: It's a good question
7 because it's like, well, you're already -- you can
8 already come in under the small business too. But
9 I'm pretty sure that's a no. We can double check
10 on that and post it with the answers. Way to try.
11 Good job.

12 MR. KING: Scott King from King George.

13 Will past performance of subcontractors
14 count? And secondly, will past performance where
15 you are a subcontractor count?

16 MS. SCHWEER: Past performance where you
17 are a subcontractor will not. If you were the
18 prime on, let's say, an Operations and Maintenance
19 contract, you guys were responsible for everything
20 but you subbed out some of it here along the way.
21 Yeah, I mean, you were the prime, you were still
22 responsible for doing the work, that would -- that

1 would count.

2 MR. KING: To follow that up.

3 MS. SCHWEER: Okay.

4 MR. KING: Will the past performance of
5 subs, if we put subs on the team, will that count?

6 MS. SCHWEER: Probably not. Those are
7 questions to send in to us and we can definitely
8 answer them in writing. That's where it's kind of
9 like, well, it depends on the specific situation.
10 So send those into us.

11 MR. PEREZ: Good morning. Gus Perez
12 from AAFES.

13 When you first started the presentation,
14 you stated something about an exclusion from FAR
15 Part 8, but I believe you didn't expand.

16 MS. SCHWEER: Okay. So FAR Part 8,
17 ordering procedures apply to schedules. FAR Part
18 8 does not apply to -- to this contract because we
19 are not -- it's not a schedule. So the ordering
20 procedures that apply for this contract are FAR
21 Part 16.505, which is the fair opportunity process
22 that I talked about, where it has to go out to

1 everybody who's qualified for that service. Does
2 that answer your question?

3 MR. PEREZ: Yes, ma'am.

4 MS. SCHWEER: Okay. Anybody else?

5 MR. NEILAN: Ed Neilan, K Corp. I
6 initially wanted to ask about the awardees on Zone
7 1, but there's no information, so there's nothing
8 to say?

9 MS. SCHWEER: No. Sorry.

10 MR. NEILAN: Okay. Yeah. My question
11 relates specifically if you bid as a small
12 business under the NAICS Code that was published
13 and two years into it, you --

14 MS. SCHWEER: Right.

15 MR. NEILAN: -- you grow and you're no
16 longer a small business, does your small business
17 position stay for the base contract and then the
18 five-year option or does it -- automatically
19 withdrawn from you at the point when you're no
20 longer a small business?

21 MS. SCHWEER: It would stay for the
22 five-year basis. We would do a reevaluation of

1 your size standard at the time of option. And
2 then if you were large at that time, you would be
3 taken off the small business set-aside. You could
4 have the opportunity to bid on -- or to submit a
5 proposal for the unrestricted.

6 MR. NEILAN: Okay.

7 MS. SCHWEER: Okay.

8 MR. NEILAN: And then as a carry-on to
9 that, if the -- is there any benefit to bidding as
10 a small business and then also parallel submitting
11 an unrestricted if you anticipate you're going to
12 get knocked out or are you going to be given the
13 opportunity just to bump into that category if you
14 meet all the requirements?

15 MS. SCHWEER: Okay. So the first part
16 was is there an advantage to bidding -- to be on
17 the unrestricted if you think you might bump up
18 against or --

19 MR. NEILAN: Ahead of time, yeah.

20 MS. SCHWEER: Yeah. I mean...

21 MR. NEILAN: Will you be excluded from
22 participating if you're a small business and some

1 opportunity comes out and it's categorized as
2 unrestricted? Can you still submit on that or
3 will you be prohibited from even participating on
4 the unrestricted procurement or task order?

5 MS. SCHWEER: Okay. State that -- I'm
6 not sure I follow that one, Ed.

7 MR. NEILAN: You're a small business.

8 MS. SCHWEER: Okay.

9 MR. NEILAN: And only small business,
10 we've submitted as a small business --

11 MS. SCHWEER: So you're on the small
12 business set-aside?

13 MR. NEILAN: Small business set-aside.

14 MS. SCHWEER: Okay.

15 MR. NEILAN: For the restricted side of
16 things.

17 MS. SCHWEER: Okay. Thank you. All
18 right.

19 MR. NEILAN: You see a great opportunity
20 comes out unrestricted.

21 MS. SCHWEER: Oh, yeah.

22 MR. NEILAN: Can you bid that?

1 MS. SCHWEER: No.

2 MR. NEILAN: Wow. That's a game
3 changer.

4 MS. SCHWEER: So that's -- if you
5 wanted, you can bid on both because there may be
6 different requirements that come out.

7 MR. NEILAN: So you must bid on both?
8 Okay.

9 MS. SCHWEER: You don't have to bid on
10 both.

11 MR. NEILAN: A drill-down on the NAICS
12 Code size.

13 MS. SCHWEER: Okay.

14 MR. NEILAN: You said that the 38.5
15 561210 governs for the size standard.

16 MS. SCHWEER: Uh-huh.

17 MR. NEILAN: However, at the task order
18 level, the users can potentially drill that into
19 an HVAC 23853 12 million NAICS Code, does that
20 mean you no longer qualified as a small business
21 because they lowered the NAICS Code bar to a size
22 standard that's smaller than your 38.5?

1 MS. SCHWEER: Paul, my friend from SBA,
2 is back there nodding. So yeah, it would be for
3 that task order, you wouldn't be -- you wouldn't
4 be small necessarily, so yeah. You could --

5 That's right, Paul.

6 MR. STONE: Yes.

7 MS. SCHWEER: Okay.

8 MR. NEILAN: So you can think you're
9 small going in and -- you think you're small going
10 in and you're not, you're --

11 MS. SCHWEER: Depending on what the task
12 order is for. You know -- yes, that's true, they
13 can order a single service where the amount may be
14 smaller. Paul and I were just talking about this
15 on the break. You know, all of our work with the
16 commodity team told us they're trying to order
17 more than one service, so they should be grouping
18 these together. The point of this is the
19 Government and the Strategic Sourcing, the
20 Category Management are hopefully buying smarter,
21 which may be aggregating requirements, they may be
22 putting contracts for three buildings together in

1 one instead of having three separate contracts, so
2 we just don't know exactly. But yes, that's
3 correct, you could be considered large -- if the
4 task order came out for one of the size standards
5 is 7.5 million, I think, right? Okay.

6 MS. SNODDERLY: Other questions?

7 MS. SCHWEER: Paul, you want to add to
8 that?

9 MR. STONE: No. But I have a question.
10 Paul Stone, SBA Office of Government Contracting.

11 The question regarding 8A -- generally
12 we use the term "once 8A, always 8A."

13 MS. SCHWEER: Uh-huh.

14 MR. STONE: So those buying activities
15 that are currently using 8A for BMO type services,
16 they -- they'll have to ask permission,
17 essentially, to release that requirement from the
18 8A program to turn around and use BMO.

19 MS. SNODDERLY: Correct, yeah.

20 MR. STONE: Okay. I just want to make
21 that clear.

22 MS. SCHWEER: That's a good point. Once

1 something is 8A, it stays 8A, and that would be
2 the same -- yeah. Again, this isn't a mandatory
3 source, so...

4 MS. TURNER: Barbara McGee Turner, CNR
5 Construction, LLC.

6 My question is: If you have -- meaning
7 you, a company, had -- has projects that are very
8 relevant to this particular scope but those
9 projects were delivered longer than five years, is
10 that -- is there any relevancy, can you put that
11 anywhere on the bid at all?

12 MS. SCHWEER: No. You would have to
13 have more projects to submit for the relevant
14 project experience. I can't really think of any
15 other place in the bid that it would -- I mean,
16 everything else is kind of forward looking, like
17 staffing plans, those kind of things are like,
18 okay, what are you going to do going forward. So
19 no, I don't think so.

20 MS. TURNER: There was a slide that you
21 did show that listed that relevancy. Then at the
22 very last, it said something about former

1 government or if you've ever done any government
2 work or have not done government work, what --
3 tell me what that slide...

4 MS. SCHWEER: I believe that was the
5 slide that said if any of your projects for the
6 required services were for a government customer,
7 you could get additional credit. But again, in
8 order to be for one of the required services and
9 to be valid, it would have had to have been in
10 that five-year period. Okay. I think that
11 answers the question? Okay.

12 MR. NEILAN: Ed Neilan, K Corp. You
13 have a -- you're a contractor bidding as a small
14 business in this -- proceeding in this. You have
15 a theoretical contract in downtown San Francisco.
16 It's a union, Local 39 union contract. Across the
17 street, you have a wage determination driven SCA
18 contract. Seems to me that you would be better
19 off submitting as a project -- you could submit
20 both projects, but when you submit pricing, you
21 submit your pricing on the DOL side using
22 obviously the same escalated rates --

1 MS. SCHWEER: Are you talking about at
2 the parent level?

3 MR. NEILAN: Yes. For this submission,
4 yeah.

5 MS. SCHWEER: Okay.

6 MR. NEILAN: Because you unnecessarily
7 box --

8 MS. SCHWEER: Yeah.

9 MR. NEILAN: -- yourself up higher
10 economically using the -- the union base contract.

11 MS. SCHWEER: It's a good question. So
12 we're going to require you to use the Service
13 Contract Act for the base. But I know what you're
14 saying on that slide. It was a little confusing
15 because it said SCA, Davis-Bacon Collective
16 Bargaining Agreement. Right. That really applies
17 more at task order level where you may be putting
18 those in.

19 MR. NEILAN: Okay.

20 MS. SCHWEER: So yeah, everybody should
21 be using the same wage determination, base
22 minimum.

1 MR. BOWEN: Yeah, Casey Bowen with
2 Rosemark, LLC again.

3 Just one more follow-up question.
4 You've done the Strategic Sourcing initiative
5 elsewhere and fast, I understand, particularly in
6 the products area.

7 MS. SCHWEER: Uh-huh.

8 MR. BOWEN: Can you tell me -- assuming
9 you're going to have the same vigor -- you had the
10 same vigor on that that you're doing on this,
11 what's the outcome of that? What kind of
12 participation, what -- what activity has it taken
13 away or not from your schedules, et cetera?

14 MS. SCHWEER: Oh, that's a good
15 question. I'm not sure if we know the answer to
16 that.

17 MS. SNODDERLY: Yeah.

18 MS. SCHWEER: I don't know that we can
19 -- as far as the activity on the schedule, I know
20 I don't know if it's taken away anything. You
21 know, though with like -- it's hard to compare
22 products to services obviously and most of that

1 was for products. I know we have our -- what is
2 it -- is wireless a Strategic Sourcing and they
3 had domestic delivery sources that have Strategic
4 Sourcing. As far as, like, you know, was there
5 savings? I personally haven't seen any of that
6 data.

7 I don't know, Teresa, if you have.

8 MS. MCCARTHY: No, I haven't either.

9 MS. SCHWEER: Yeah. I'm sorry. We
10 would have to get back to you on that, Casey. I'm
11 sorry. That's a good question.

12 MR. HUMPERT: Yes. Scott Humpert from
13 Alutiiq again. Not so much a question as a
14 comment.

15 MS. SCHWEER: Okay.

16 MR. HUMPERT: And that is when we were
17 talking about past performance, the past
18 performance for submission, was geared more
19 towards buildings and what we do with those
20 buildings. I'm sure there's going to be lots of
21 people in the audience that don't necessarily have
22 just buildings; they have military installations.

1 MS. SCHWEER: Uh-huh.

2 MR. BOWEN: And if you're going to do a
3 home military installation, to say what's the
4 square foot of a building, you know, how do you
5 pick the building from the installation? And to
6 do all of an Air Force base in 1,000 words is
7 going to be kind of tough.

8 MS. SCHWEER: Yeah, and that's a good
9 comment. And I'm trying to think of -- with the
10 square footage, I don't remember -- and Josilyn
11 Reed is our senior contract officer who is
12 furiously working on Zone 1 back in Kansas City
13 right now and might have a better answer. But I
14 don't know if we would ask you just for the whole
15 square footage of the base. We just kind of want
16 to get a picture of, you know --

17 MR. BOWEN: Can you do the work.

18 MS. SCHWEER: Can you do the work. So
19 how big was the area you're responsible for.

20 And again, point taken on the 1,000
21 words. We're going to look at that. Because, you
22 know, if we say you're limited to 1,000 words, but

1 then I tell you I don't want a bulleted list of
2 your services, it's like what? Right? You have
3 to have a happy medium in there somewhere. You
4 have to be able to tell us what you did, but if
5 we're going to limit you, we might have to extend
6 that limit or make it -- we also don't want to
7 make it too cumbersome on you and say, okay, well,
8 it's 1,000 words per service category. You know,
9 so that's going to be ridiculous too. So we're
10 going to look at that. Thank you for your
11 comment, Scott.

12 MS. SNODDERLY: Any other questions?
13 Now is the time to ask.

14 Okay. You want to go to the next -- I
15 think there's one last slide. There's our BMO
16 address again. So you can submit through the BMO,
17 if you come up with questions -- you go home and
18 say, oh, I should have asked that, send them to
19 us.

20 One last time, any additional questions?
21 Teresa.

22 MS. McCARTHY: Again, thanks for coming

1 today. A lot of great questions. I know you've
2 heard it over and over, but again, we appreciate
3 your responses because that can help us tailor
4 these next few procurements, hopefully to assist
5 you and to assist us in getting the contractors
6 that we need.

7 And you know, I just want to tap on -- I
8 did say I was from the DOD. What's happened in
9 the Army is that they're downsizing. They're not
10 being able to hire civilian employees as well. So
11 their contracting staffs are getting smaller and
12 smaller. And we've gotten, even in our region,
13 some installations coming to us already saying can
14 you help us, we can't get some of our requirements
15 contracts in place, we need your help. Task
16 orders are easier to do. I can't guarantee you'll
17 get a ton of business, but I know that if we have
18 all or even a small portion of the installations
19 to count -- and not only active duty but Reserves
20 -- we have a lot of work.

21 So what the fear is on my side is that
22 we're going to have so much work, I've got to hire

1 more people, which is a good thing. It's good for
2 you and you know it's a good thing to create more
3 employment for people. So I would encourage you
4 to submit, you know, team, partner; those are ways
5 to get some help and some assistance to enable you
6 to do all these services, at least some of them.

7 So again, I thank you very much for
8 coming, I thank you for your time, and you have a
9 great day and best wishes and good luck to
10 everybody. Thank you.

11 (Whereupon, at 11:25 a.m., the
12 PROCEEDINGS were 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)

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My Commission Expires: March 31, 2017