Office of IT Schedule 70 Program

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Overview – IT Schedule 70

➢ Largest IT contract vehicle in the government for commercial offerings
  ○ Govt.-wide solution reduces contract duplication
  ○ Over $15 billion in IT procurements annually
  ○ Over $7.5 million IT products and services
  ○ Over 4700 IT contractors (over 80% are small businesses)

➢ Potential 20 year Period of Performance (POP) (5yr base + three 5yr options)

➢ Offers agencies a fast and efficient way to buy IT
  ○ At fair and reasonable prices
Overview – IT Schedule 70

➢ The solicitation on FedBizOpps, is open continuously and vendors can submit an offer or modification any time

➢ Flexibility to adapt to the changing market needs

➢ Participation by new and innovative vendors

➢ May establish Blanket Purchase Agreements (BPAs) which saves time & costs

➢ Currently 30 Special Item Numbers (SINs) or IT Categories of services and products
IT Schedule 70 – Who Are We?
IT Schedule 70 grants agencies direct access to commercial experts who can thoroughly address the needs of the government IT community.

IT Schedule 70 Offerings
- Software Licenses
- IT Equipment (Sales or Lease)
- IT Training Courses
- IT Professional Services
- E-Commerce Services
- Wireless Services
- Satellite Services
- Identity and Access Management Products and Services:
  - Digital Certificates
  - HSPD-12 Products and Services

IT Schedule 70 Features
- Simplified ordering procedures
- Competitive pricing
- Abundant supply of small businesses
- Approximately 5000 industry partners of varying socioeconomic status
- Enhanced competition
- Available for state and local government use under certain authorities
- Ability to set-aside procurements for small businesses
ITC Category Management

- Enables the government to eliminate redundancies, increase efficiency, and deliver more value and savings from the government’s acquisition programs
- Involves:
  - Identifying core areas of spend
  - Collectively developing heightened levels of expertise
  - Leveraging shared best practices
  - Providing acquisition, supply and demand management solutions.
# IT Schedule 70 Structure

## Hardware/Products
- **132-3**: Leasing of Products
- **132-4**: Daily/Short Term Rental
- **132-8**: Purchase of New Equipment
- **132-9**: Purchase of Used or Refurbished Equipment
- **132-12**: Maintenance of Equipment, Repair Services and/or Repair/Spare Parts

## Software
- **132-32**: Term Software License
- **132-33**: Perpetual Software License
- **132-34**: Maintenance of Software as a Service

## Services
- **132-40**: Cloud Services
- **132-45A-D**: Highly Adaptive Cyber Security (HACS)
- **132-50**: Training Courses
- **132-51**: Information Technology Professional Services
- **132-52**: Electronic Commerce and Subscription Services
- **132-53**: Wireless Services
- **132-56**: Health IT

## Telecommunications
- **132-54**: COMSATCOM Transponded Capacity
- **132-55**: COMSATCOM Subscription Services

## Security
- **132-60A**: Electronic Credentials, Not Identity Proofed
- **132-60B**: Electronic Credentials, Identity Proofed
- **132-60C**: Digital Certificates, Incl. ACES
- **132-60D**: E-Authentication Hardware Tokens
- **132-60E**: Remote Identity and Access Managed Svc.
- **132-60F**: Identity and Access Mgt. Prof. Svc.
- **132-61**: PKI SSP Program
- **132-62**: HSPD-12 Product and Svc. Components

## Ancillary Supplies and/or Services
- **132-100**: Ancillary Supplies and/or Services

## Introduction of New IT Services and/or Products
- **132-99**: Introduction of New IT Services and/or Products
## Benefits of IT Schedule 70

<table>
<thead>
<tr>
<th>The IT Schedule 70 offers…</th>
<th>Cost Savings</th>
<th>Time Savings</th>
<th>Selection</th>
<th>Built-In Value</th>
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<tbody>
<tr>
<td>Competitive pricing with the ability to seek additional discounts off Schedule pricing</td>
<td>✓</td>
<td></td>
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<tr>
<td>Approximately 5000 pre-vetted local and global contractors, including small and disadvantaged businesses</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>A suite of e-Tools to streamline processes, such as market research and competition</td>
<td>✓</td>
<td>✓</td>
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<td>Complementary trainings and assistance available</td>
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<td>✓</td>
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<tr>
<td>The ability to set aside procurements for small businesses and to establish agreements, known as Blanket Purchase Agreements, for recurring needs</td>
<td>✓</td>
<td>✓</td>
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</tbody>
</table>
Ordering Procedures – FAR 8.405-1

When ordering supplies or fixed-price services w/out SOW

Exceeds SAT

- Develop RFQ
- Receive ≥ 3 quotes - use of eBuy meets fair notice
- Limited Sources Justification if applicable
- Seek price reduction
- May not place orders orally
- Best value determination

Micro – SAT

- Survey ≥ 3 contractors
- Limited Sources Justification if applicable
- Determine if a price reduction should be sought
- Best value determination

Below Micro

- Place order with contractor
- Distribute orders among contractors
Ordering Procedures – FAR 8.405-2

When ordering services requiring an SOW:

Exceeds SAT:
- Prepare SOW and establish evaluation criteria
- Receive ≥ 3 quotes – use of eBuy meets fair notice
- Limited Sources Justification if applicable
- Seek price reduction
- Best value determination
- Overall price reasonableness determination (consider mix of labor and level of effort)
- May not place orders orally

Micro – SAT:
- Create SOW and evaluation criteria
- Issue RFQ to ≥ 3 contractors
- Limited Sources Justification if applicable
- Distribute orders among contractors
- Best value determination

Below Micro:
- Place order with contractor
- Distribute orders among contractors
IT Schedule 70 Division Branches

FASlame Branch

Objective:
Cuts the time it takes to get specific new innovative IT suppliers on Schedule 70 as well as the time it takes for changes to be made to a current contract. The FASlame program ensures our government customer agencies have quicker access to emerging technologies and innovative suppliers.

Implementation:
4 Branches in Schedule 70 with dedicated personnel for FASlame processing
- Reducing the time to get on Schedule 70 from 110 days to as little as 30 to 45 days
- Modifications done in as few as 48 hours

Next Steps:
If interested in the FASlame and want to learn more about the criteria for participation, please go to the FASlame website

Contact FASlame@gsa.gov for more information
IT Schedule 70 Division Branches

Special Projects Branch

• Conduct special projects for business development by assisting agencies with requirement scope reviews, capability statements and request for information from potential vendors.

• Involved in various Small Business Vendor Outreach initiative’s throughout Region 4 and brief Federal, State and City Municipalities on Schedule 70 program.

• Responsible for Pre & Post award functions of Schedule 70 vendor’s contract awards and modifications.

• Offer support to FAStlane onboarding of new vendors and 48 hour contract modification.
IT Schedule 70 Division Branches

BPA Branch

• GSA will conduct the acquisitions based on consolidated estimated Agency requirements, and issue manufacturer-specific or brand name or equal, single-award Government-wide Blanket Purchase Agreements (BPAs) covering the six (6) GSS standard-configurations to the Original Equipment Manufacturer (OEM) authorized resellers.

• These BPAs will be made accessible via the GSA AdvantageSelect platform which allows agencies to purchase online without further competition.
Government-Wide Strategic Solutions for Desktops and Laptops

• Established to help Federal agency buyers easily identify MAS IT Schedule 70 contractors that offer standard configurations for desktop and laptop computers.

• Highlights of first buying event
  ➢ Participation by seven agencies
  ➢ Requirements submitted for over 55,000 workstations (total value of $55M)
  ➢ New BPA ceiling prices 15.6% lower on average than previous pricing

• https://www.gsaadvantage.gov/advantage/department/gss.do;jsessionid=6260A6F1E0D7F3CBC30BB107248DA730.E3
Startup Springboard

Objective:
Allow highly qualified businesses an alternative to the current 2-year professional experience requirement. This means we can bring startup companies offering emerging technologies onto Schedule 70 and into the hands of customer agencies faster.

Implementation:
Now, prospective industry partners lacking two years of corporate experience can complete their proposals for an IT Schedule 70 MAS contract by:
➢ Using the professional experience of their executives and key personnel as a substitute for having two years of corporate experience
➢ Using the project experience of key personnel as a substitute for having relevant corporate past performance
➢ Providing financial documentation that demonstrates the company’s financial responsibility in lieu of submitting two years of financial statements

Next Steps:
➢ Contact the dedicated IT Schedule 70 Startup Springboard support team with any questions at S70Springboard@gsa.gov
State and Local Programs

- **Cooperative Purchasing Program**
  - Authorizes State and Local Governments to purchase IT products and services (IT Schedule 70) as well as Law Enforcement, Security, Fire and First Response products and services (Schedule 84) at anytime

- **Disaster Recovery Purchasing Program**
  - Authorizes State and Local Governments to purchase products and services from all Schedule only in the event that a National Disaster or an act of terrorism is declared by the President
eTools

GSA Advantage!
- Online shopping tool
- Conduct market research

eLibrary
- Contractor POCs
- Full catalogs
- Contract terms & conditions

eBuy
- Electronic bulletin board
- RFIs, RFPs, RFQs
eTools

➢ Reverse Auction
  • Open Market Auctions
  • Obtain Quotes
  • Simple Commodities and Services

➢ Training
  • GSA.gov/Events
  • GSA sponsored seminars, workshops, meetings, and events
Know the Lingo

What these terms mean:

• FSS: Federal Supply Schedule
• Solicitation:
  ➢ Contains the requirements and instructions to prepare an offer/proposal
  ➢ Contains terms and conditions of an FSS contract
  ➢ Details contractor obligations under contract
• Special Item Numbers (SINs): Categories of IT products and services.
• Most Favored Customer (MFC): Customer that receives the best discounts and/or terms and conditions.
Questions?