

## GSA INDUSTRY DAY NOTES - WASHINGTON, D.C. - April 2, 2015

>>SPEAKER: Good morning. Oh, I like that. I'm glad everybody said good morning. My name is Mary Snodderly. I'm going to be your facilitator this morning. You will even get to hear me speak in just a little bit as well. We may have some other folks kind of trickling in. I know sometimes security can be a little bit to get through. And of course traffic and the Metro train, however everybody arrived.

Before we get started, there's a few announcements that I would like to make. First of all, we do have a court reporter right up front here who is going to be taking down all the transcripts transcribing the event and everything that is said. So the reason I want to let you know, one, that we will have that -- those transcripts will be posted to our -- the BMO Interact Page once we get those back to us. So they will be out there that you can view.

Also, please silence your phones. If you need to take a call, we ask that you would obviously step out to the back and take that call there.

Bathroom, bathrooms, I'm told if you go out the doors to the right then there's another little hallway to the right and you will find the restrooms.

The next thing I'd like to do is actually introduce our

BMO team. Hopefully everybody is here for the Building Maintenance and Operations BMO Industry Day. Let me introduce the BMO team. We are out of Kansas City, Missouri. This is our third industry day. We were in Philadelphia on Tuesday. We were in New York City yesterday. And we are glad to be here with you today.

So, let me introduce the panel. Up here up front we have Janet Schweer. Janet is our manager director over the whole BMO program. Next to Janet Schweer we have Mary, Mary is our regional commissioner for federal acquisition. Mr. Tom Sharpe will be here. Josilyn Reed is our senior contracting officer. Next to Josilyn Reed, we have Patrick Mazzei. Eric is project manager so we do have our whole entire BMO team here. We are excited to be here with you. We've had great conversations in the two industry days we've already had, so we're really looking forward to the conversations that were going to have today.

Let's take a quick look at the agenda: You are going to be hearing from Mr. Sharpe on some opening comments. Walter Eckbreth is going to give us interview of Federal Strategic Sourcing Initiative program. Then you get to hear a little bit from he me as far as BMO and how BMO fits into the FSSI program. Janet Schweer is going to be talking about small business strategy and make sure we are allowing small business participation. Then the meet the program I'm sure this is why everybody is here. Josilyn Reed is going to go over highlights

of the draft RFP. Then open up for questions and answers we do ask that you hold all your questions to the end until we get to questions and answers, when you do have your question, if you will hold your hand, we'll have microphones and if you would state your name and name of your company or agency. Again, this is so the court reporter can get the information for us.

Okay. At this time, I would like to introduce Tom Sharpe. He was appointed GSA for federal acquisition service in February of 2013. In this position, he oversees the delivery of over 50 billion dollars of products and services. And enables federal agencies to accomplish their missions. Mr. Sharpe has been very instrumental in leading the efforts within federal acquisition service to transform government acquisition through implementation of category management. Along with this comes what we call CAP common acquisition platform, which is a new business model. Please join me in welcoming Mr. Sharpe.

(APPLAUSE.)

>>SPEAKER: Thank you, Mary. Good morning all. Thank you very much for being here this morning. This is very important discussion we take interaction one of our job wants. Collaboration discussion were going to have like today key component of category management that Mary alluded to we then leads to out comes interested in interaction and feedback. We take these opportunities very seriously we hope to make the most of our time hear together and I've heard you have a road tour

this week, right. Great. So these types of events are very critical to our efforts very critical to federal Strategic Sourcing Initiative source. Strategic Sourcing Initiative we've been provide decade idea of that is for government to try to act as one as it approaches industry for pride and service we need and desired out comes fastest process we could possibly come up with far compliant. Best value part is price total value. Obviously we take out participation any source go the level of participation we have prior.

So, why is FSSI so important for government as you all no budgets are very very type. FSSI is a vehicle to help our agencies focus dollars on so they can do better and fulfill those needs as we possibly can. Strategic Sourcing Initiative it needs to keep running even when these budgets are tight increasingly getting tighter.

It also reduces administrative burden on common procurements and incredible duplication of that drives have your cost and drives up our costs.

It's good for government. Utilizes procurement best practices to ensure we make the most of taxpayer dollars. Our programs are modeled off of the sale of successful private sector and good business practice. You'll hear more about that today. The solution across government. It's achieved through a collaborative and cross government process considers customer needs. Market conditions organizational goals social economic

participation in meeting our small business goals. So, why FSSI. Because of our mission and how it relates to supporting both important mission of the agency and Public Building Service and also acquisition excellence to federal acquisition service.

Very very important relationships maintain with industry and we consider and address your feedback were going to provide hear this morning.

This will help bring your partners to business opportunities which I'm sure is important to all of you and delivery innovative to. Solution streamline procurement process for both you industry and for the government ensuring more efficient contract administration for vendors. And have been developed over multi year deliberative process that includes collaboration like were continuing here this morning with industry. Meaning that these vehicles are effectively built largely input from industry. We are committed GSA is looking at how we provide future opportunities for vendors not currently involved in process we are interested in allowing new entrants. So we knowledge some of -- my notes say VIP, I typically call them colleagues, colleagues here from the Public Building Service, Michael Gelber Deputy Commissioner and a new hire, right first, day, second day Steven Satash (ph.). And we've got some important colleagues from the office of small business utilization. Judith Stackhouse, Dwayne Cart, Kevin Pope. So with that, thank you, Mary Good luck and we want to hear your

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input.

>>SPEAKER: Thank you very much. Okay. We're going to get started. Next on our agenda, I'm going to introduce Walter Eckbreth. Walter is with FSSI program management office. Michael, did you want to say a few words? Let me introduce Michael and let him say a few words on behalf of PBS.

>>SPEAKER: Thank you. Michael Gelber, Deputy Commissioner for Public Building Service were the other part of GSA. We manage government property environment 70 percent to the federal government office. A 180 million space and about over about over a thousand buildings. We also rent about 7000 buildings around the country and they are about a 190 million square feet of space in that environment. Work in those spaces tend to be done by lessor. For our purposes we are very in this vehicle. We currently have building and maintenance operations to be border station of southern border, courthouse and can says FBI field office. As Tom mentioned alluded to the government more efficient ways to many of you may have contracts with PBS and that's not efficient for us not really efficient for you either to have to go through hundreds of pages of documents. Were very interested in this vehicle interested in the that happens today engages in this conversation. My sense has always been America works best when America works together I think that's it's key goal of today's meeting we had that experience in Philadelphia and New York. This is a contractor vehicle we are very

interested in pursuing we want to continue providing very best services to our customers and for us our customers are the other federal agencies that occupy our space in order to do that we need to work together to develop best goal. Thank you for your time.

>>SPEAKER: Thanks, Michael. As Michael said, you heard us talk about federal acquisition service and PBS federal building service. We are working together on this particular project just to let you know that we are as fast as the contract in place we are really really relying heavily on the expertise of PBS to help us get the solution in place. So now I would like to introduce Walter Eckbreth. Walter is with our FSSI program management office he's going to give overview of FSSI program.

>>SPEAKER: Thanks, Mary I've got a series of slides I'm just going to give you all a heads up. I'm not terribly good to sticking to a script. We got a couple people who have been to Philly or New York with us or have been to both. And so this will be the third time that they hear it and they'll notice that this is the third time I give a different presentation for the same slides. So let me start off with what is strategic source go I think there's an all too common we create a single contract to get to the lowest price. Maybe that's an outcome of some strategic sourcing.

Let's start with what strategic sourcing is, how we spend, where our costs are, where we add cost. This is an

important part with working with industry and working across government is for us to come to this realization of how each agency is buying a lot of the same product, a lot of the same services for a lot of the same buildings for a lot of the same offices. And yet we all have our own specification we all then we know how to do it better. We all thing we're special that our office building is not the same as the office building in some other city or even across town. And so, what we try to do with the FSSI is to work across government to work with industry to start to understand what are we doing, what are we doing right, what are we doing wrong. Where are we adding cost. As we go through these various programs we start to identify areas where we as the government put in specifications well it may meet our needs we may identify these as our ultimate needs they are at a cost. This gives you a moment to go back and look and see is this the right thing to do? Is this really a need or does a want become a need for us?

So let me walk you through some of the programs just to kind of illustrate this. Strategic Sourcing Initiative started in 2005 president bush I should executive order started Strategic Sourcing Initiative assigned it within office of management of budget office have president ask GSA to help them run the show through administrative support on it. And so in 2005, Strategic Sourcing Initiative started standing up several different procurements initial one for office supplies. There was one for



domestic delivery service small package express FedEx and UPS. There was another one for wireless telecommunication services. Even one of these was done a little differently kind of illustrate how we work with industry how we use data it's really all of our solutions viewing how the government spent, it's data driven process. We start to identify who buys those common services. Who buys common supplies. Then we bring agencies together to help them shape and understand why do you by the way you do. Who at your agency does the buy you know is this centralized acquisition office is this something administrative service, is it administrative person with a government purchase card that makes the purchases? And then we go down the road of understanding from industry where our spend is.

So, as we start to set out the first solution some solutions are better collecting than others we are very different on collecting data on how the government was buying and shipping small packages Federal Express. In office supplies we weren't good at collecting data, we put together like a purchase agreement to get GSA schedule had some good pricing, had some good contractor no data active m no one every used it. Wireless communication expense service is a different model here instead of buying something to use this was a service where we would -- the government would bring in contractor and pay a contractor to review all various wireless plans that an agency might have. This is another key point. Agencies have a lot of different

wireless plans even within a single agency. Was going to do was have a contractor come in and start to for lack of a better word audit all wireless plans audit usage identify wireless devices not being used agency can save money. Identify wireless plans where were on the right plan either over utilization or under utilization and help agencies as they transition into their next wireless contracts to be able to get the right wireless plans. Get the right terms and conditions and maximize their use minimize their spend.

So as we go along we get through the first generation solutionS is it time to create second generation solution. What the team started looking at was how agencies used it. They were getting transaction naturally data that showed all of the staff not just the actual spend on here but also where the additional charges we're as I said first contract was with Federal Express at this point and time the government used to fill out a five point form some of you ship FedEx you know the packages you know the labels you have to hand right and the copy that always goes with the package is the last one these are carbon forms the last one was always spent and so with team identify was that the government was encumbering a lot of charges because we put the wrong address down. We had the wrong contact phone number or hedge forbid the form was unreadable. For each of those occasions we got charged extra. There's a charge you know you make a mistake, the contractor has to fix it, that's a reasonable

charge. But were getting a lot of charges. So the contracting team is seeing this and saying okay we need to find a way to fix this some of it is tracked using electronic tools.

Another thing that the team was was how the government was selecting the shooting profiles you know there's an option for overnight air express. And so, you would see a federal agency with an office in Arlington, Virginia, they need to get something across the river to another agency in Washington D.C. and they would select overnight air well we got charged for overnight air I don't think we really put it on a plain to travel across the river. I know there's a wide river hear but it's not that wide. You check the box there's a charge there. Here's a training opportunity for us. To go shipping managers to get to administrative people to say here's where you are costing yourself some money. As we move into the second generation, the government was able to start to change the contract terms we provided training to our users out there to understand how better to save money. At the contract level rather than having to pay for forms, we worked with industry to be able to have access to their electronic systems. So that a clerk could sit there at their desk and go into the same electronic system a UPS office would do and type up a form ran a handwritten form. This is a way to save money. We had agencies when they would pay the money they would see in a 10,000 dollar, 100,000 dollar contract that they would write or a cash order they would write against the

contract, they are able to save millions of dollars a year because they are getting the right way plan he that are getting unused wireless devices all the book. Challenge becomes government isn't terribly good at budgeting money spending money without getting it deliverable. As we moved into the new wireless contract that have rolled out this year one of the basic things added to the new wireless contract is six months into the usage that the government can now have the wireless spent come in and do that audit and find those devices that aren't being used, find that we got the wrong rate plans. There's also the ability for us to do some check, this is something done in industry in major accounts that hear within GSA all of our wireless devices we have allocation of 600 shared phone minutes. I never use my phone. There are other people who use their phone all the time. So someone is using my 300 minutes every month but because of that, we don't have to pay for 600 minutes or a thousand minutes. 300 minutes isn't a lot of minutes in a business that -- but this is how we use the data and start to take that data to help save money. The other part is we stand up solution we bring industry in just like we've done maybe some of you all were on the virtual industry day that we kicked off just over a year ago I happened to be on this side of the computer doing a lot of the Q and A and doing admin on that. One of the first pieces that the BMO team rolled out from the commodity team was a demand management strategy identifying commodity team made of a lot of agencies

where we we spend a lot of money things we can change without ever change go a contract some stuff as executive orders like having mandatory shutdown of computers there's an executive order several years ago that asked the government to do this maybe it was rolled out maybe it wasn't it was spotting agencies software that gets down loaded and remote software down loads sometimes they pay sometimes they don't depends where the computer is going out and reminding agencies of that. Reminding agencies to put motion sensor lights in. To put tile ler lights in so in the middle of the night except for emergency lighting the lighting goes out if people aren't in the office even during business day. So this building was redone in the ways it was redone we added that technology hear so were able to save money, save taxpayer dollars, we had created a new contract for that which is operating better.

This is the key to Strategic Sourcing Initiative engaging industry, understanding best practice, understanding our spend. And so this is part of what were going to talk about today. You seem to draft, we're seeking four feedback on that as we go through RFP what do we need to look at to make sure we get the right contract in place. Next slide. I talked about Strategic Sourcing Initiative it was created executive order in 2005. In 2012 there was a new executive order that reenanced, reengaged Strategic Sourcing Initiative and set up a deliberative process and over writing body made up of senior procurement

executives called Strategic Sourcing Initiative leadership counsel still being chaperoned by office of federal procurement policy. They identified key concepts that any FSSI whether it's a contract. It's got to be collaborative that's the first thing that's the most important thing we got to work across government it can't just be a single agency sitting there in their own little basement creating solution, you got to work across government. And you got to work with industry. To understand we are the government spend, why we ask for what we do and create the right solutions it's got to be government, right, there are agency strategic sourcing agencies. If fed is one looking for multiple agencies looking for high level spend, looking for high levels of opportunity. Generally we look at being able to work at a half billion dollars a year of spend and opportunity to save. That's kind of baseline -- and we're looking for a number of agencies to be able to work together and create a solution and use a solution.

You know we got pricing things in there we want to be able to take advantage of good pricing as the government uses the solution more tier pricing. We got to demonstrate savings, it's wonderful to say we are doing strategic source sing we created management solution if we can't demonstrate this is saving dollars what's the benefit of the government. We've got to be able to benefit savings it's a lot of different ways it can be done. Across government that actual usage is saving money.

Come other once in there, there's active management unless you've been in one of our programming offices, you'll never understand how active the m is it's a very day to day, day by day process, dedicated people, you see a dedicated team hear this team has been working for almost two years to get to this point in time. They've been working with agencies. They've been working with industry. Two years of developmental costs, you know, hedge forbid we actually get a contract and this team gets a series of contract now this team has to manage the contracts it's a very sensitive process. Not only working with contract but working with the customer to help the customer be able to utilize the solution.

Come last things I talked about strategic sour go is data driven. So one of the things we'll talk about that Josilyn Reed will point out we got data elements in this draft, we need to you look at these are they going to help the government buy better are they going to help agencies be able to manage spend better. I hate it's last one of the most important things Tom Sharpe talked about it small business. Any federal strategic source go solution has to at least keep small business where it is presolution. So with every solution we baseline small business spend not just the overrule big dollar spend. We get into the subcap words we go agency by agency for all 24 CFO act agencies to understand what their spend is by small business subcategory. Create a solution we look to see is this going to

enable them to continue to meet those or he can seed them that's what we want to try to do improve spend, improve the government small business dollars. Down subcategory level. Keep that in mind very important to us as you are looking at the draft RFP keep in mind is this doing this.

Next slide. So as part of the deliberative process, on OMB create delivery process key decision points where the government Strategic Sourcing Initiative will look at where each team is and identify go forward stop develop stop this isn't going to work. So the first key decision is OMB they identify potential candidates they'll stand up a small team to start get ago little deeper into the spend interviews with agencies to understand if there's an opportunity for agencies to come together and create a solution. Once we got that in place were able to identify yes there is a big pot to spend, yes there are a number of agencies, there's opportunity to save. We start down the process of standing down -- first step key decision one we present strategic here's a vision we have here's this opportunity this here's an economic profile of how the government spends there, here's the agencies that are in there and we then there's an opportunity to say there may be an acquisition solution there may be a number of different ways. We present that information strategic sourcing leadership counsel \*\*\*OMB hopefully they give a hands up. made up of agency representatives, generally these are acquisition people, subject matter experts or agency



strategic sourcing experts they come together to look to see how government spend to work with industry and understand where the value is and where the opportunities are. And they identify, potential solution and identify potential savings really starting to get granular with that spending number to see where the impact would be they create a business how they want to go forward and they present that back to to Strategic Sourcing Initiative and OMB hopefully OMB Strategic Sourcing Initiative say go forward. Sound like I'm a preacher now don't I. So this is a key decision point too good if were given -- creating acquisition vehicle we start host go industry days like this we bring in industry to give us feedback, we do draft RFP, we engage industry, we engage agencies and work through and hopefully we create a good solution. And then the last part is once a solutions in place once the government starts using it, we start tracking spending. We start tracking saving and if the solution actually demonstrates the government is using it and the goal is saving money there's the key you got to say money if we're able to demonstrate that then we can go back to Strategic Sourcing Initiative and we can go back to OMB present those fact to them all the data and if were able to demonstrate that the solution does work that agencies use it and it's save money then we are meeting our small business goal or exceeding our small business goals.

Then we get the mythical federal strategic narrative

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logo once you are able to demonstrate the savings once were able to demonstrate the small business goals, then we get the FSSI able that helps agencies as we go back to their procurement people their administrative people this is something as we move into you'll hear the term best in class.

Next slide. I talked a little bit about this there's a government structure everything has to have a government structure I don't care if it's a club. So the government structure they are the ones that head this thing up they got Strategic Sourcing Initiative does ground level work. FSSI there's a program management office that's GSA there's been talk off and on put it under OMB office of federal procurement counsel I'm part of that team. As we work down to the execution there's actual solution. We have a commodity team made of agencies not just the lead agency agencies across government who help manage who help drive solution who do quarterly reviews to make sure we're going the right way work with industry that's also where we have our program officer. This is where these are the good stewards who go back to their agency and rally the troops and say I helped develop this. This is good for us. These are our commodity people invested they are able to go back to their agencies and they are able to say this solution reflect what we do and what you told us that you need and this is why it's good for government.

Next slide. I talked a lot about this. There are a

lot of different ways that the government can save money  
Strategic Sourcing Initiative doesn't have to be an acquisition  
conclusion we change our specification that we stop asking for 10  
dollar box of office supplies to be shipped overnight. Not  
thinking that 10 dollar box of office supplies but ship overnight  
is five bucks you can ship \$100 of office supplies overnight for  
\$5.00. You figure where were adding cost all these things you  
look at we try to understand. Creating solution that keeps the  
government from having to stand up get another contract have  
industry do yet morbid and proposal for contract that they may or  
managementay not within. Those are administrative costs for the  
government administrative cost for industry. That that don't  
necessarily add value. Now, there are, there are times when  
there are new contracts that are needed but not every agency  
needs a new contract for common service, common supplies. And so  
that's what these solutions tend to aimangement for tend to  
aimangement for that sweet spot try to get you know 75 or 80  
meeting 75 or 80 percent of agency needs so that agency teams  
contract their stats to really focus their time, their limited  
resources where they need to spend not just buying a section of  
contract for office supplies or for wireless services.

Last slide. You heard me say several times I'll say it  
over and over again small business. FSSI is all about small  
business. making sure that we maintain or grow that small  
business base that we keep the percent of dollars that were

spending in small business. Making sure that on an agency by agency level that we're looking at that, that we're focusing that we don't create solutions that make it impossible give the business opportunity to participate. So one thing that we'll talk about today is subcontracting goals when they are other than small business they get the contract this is an area where we really bush. And I know I started in procurement almost 30 years ago and back in those days we always thought there was a roll for some business sometimes the role was at the prime. Sometimes the role for small business was as a subcontractor. When there's a problem sometimes isn't a bad thing. Over nearly 30 years that's changed I think there's a lot of belief that everybody things that they need to have a prime contract and there's benefit to that I would say there's also risk to that that's something everybody needs to look at. We're trying to create solutions that still keep business engaged. Whether a prime or subwe take that seriously. With that I'm going to turn the microphone back over to Mary. Thank you all.

>>SPEAKER: Thank you, Walter. Now let's talk about BMO and where BMO actually fits in this whole process that Walter just kind of went through and outlined for us. Before we get to that I'm going to have a question or a couple questions. How managementany in the audience are small businesses? Wow that's great. how many are other than small businesses? Great we're glad your hear as well. Let's go ahead and go to the next slide

please.

Walter talked about commodity team and process where commodity team we may have some of our members out in the audience today I'm not going to specifically point them out but we are actually meeting later today to go over the things that we've been hearing here that we heard in New York and that we heard in Philadelphia, and you see we have 18 different agencies up here and the slide those are the ones that are involved in our inner agency commodity team. And helping to put together -- with commodity team is doing is they help develop strategy that we are going to move forward with. GSA we are the facilitate of the commodity team as well as process actually putting the contract in place.

Walter talked about the process in getting FSSI brand go and key decision points we have to go through. Right now BMO has gone through our second key decision point which basically gave us the go ahead to continue in working on strategy this is why we were able to put out and release our draft RFP we have one more key decision point to go through until we use FSSI branding this is why you'll hear us call it strategic sourcing or possibly a potential FSSI we are not allowed to use that at this point.

some of the other points I have I'm going to talk about on some of the other slides let's go ahead and go to the next slide. I have another question before I talk about this slide. many of you probably are familiar with GSA schedule program in

particular the facilities maintenance and management schedule or schedule FAC how many have a contract under that particular schedule okay I thought we probably had a lot in the audience. Now, what you are going to hear from us as we talk you are going to hear some differences with the schedule and one thing I want to be clear we the BMO will be an open market IDIQ it will not go against GSA schedule. This is going to be a total separate contract vehicle.

>>SPEAKER: Why?

>>SPEAKER: We're going to save the questions till the end, please we'll address that at the end but we just to get you all the material we want to save have questions till the end.

Okay. Some other things about the contract structure of the BMO vehicle. Obviously we want to make a very very comprehensive and flexible. This is actually, in this is where you are going to see some of the differences why I ask especially 03FAC contractor were out there you are going to see a lot of difference between BMO and the schedule contract types we are going to allow multiple contract types at the task order level. Okay this could be firm fix price, labor hour, kind of materials, cost reimbursable, so we are going to allow at the task order level different contract times. Now, we are looking and you see a goal of 10 to 12 year IDIQ contract now why are we saying goal and why arrange of 10 to 12 years we do have to get a far deviation to be able to go longer than five years and that is

still pending so somewhere in that range we want to go at least 10 years and up to possibly 12 years why we are doing this it will actually allow us our customer agencies as their contracts expire it will allow them to on board on to the BMO vehicle.

Okay. Now, another thing we'll be talking about the scope and what is included in the BMO contract. But right now you are going to see a list of services, keep in mind customer agencies can order a single service or a mix of multiple service. Now when we talk about scope we're going to talk about required services verse optional service that's going to be a little different emphasize on the next slide. Now we also are including applicable sustainability type language in the contract. And as you are going to hear as we go through hear we are looking forward to both small business and large business participation in this particular vehicle.

Let's go ahead and take a look at the scope. You see a chart hear yeah it may be a little hard to read for you in the back we will post the slides to our internet site if you have registered out front and we have your E-mail I will send you an E-mail with slide as well. Now what you see up here as far as scope is you see two service groupings we have operation and maintenance and then we have facility supply service. Under each group go you can kind of see a little bit of color differentiation we have list of required service. Under operation of maintenance we have four required services to

include HVAC maintenance plumbing and pipefitting elevator maintenance and electrical maintenance. Now, why did we come to these? The commodity team had a lot of input and decided these were the service that were most purchased together now what do I mean by required? For a contractor to be a part of the BMO solution you will have to provide these services. Now, you may say yeah but I'm just a special company. This is where subcontracting would come in play and Josilyn Reed will talk more about that. But just no that there is a list of required service. I'm not going to read through the operation naturally services but you can see there are optional service that can also be included so we can provide a total package. Our other the 2 require service we have there are for janitorial then we have grounds maintenance and landscaping as required service there.

Okay the next slide please. We operated, a lot of this had to do with small business participation again we are looking for feedback on any aspect of the proposed strategy and what we put into the draft RFP. We proposed to take a zone naturally approach to this meaning that we are going to divide the country into various zones. Our initial award and what we will be talking about in the draft RFP addresss zone one, covers Delaware, Maryland, New Jersey, New York, Pennsylvania, Virginia, West Virginia and Washington D.C.

So our initial contract work will be for that. Yes, we will be looking at other zones to cover other parts of the United



States. We are still in the process of defining what those zones will look like and what will be included in those zones also timetable till when we will roll those out. One bullet I really want to point out on this particular slide has to do with BMO addressable spend we have identified addressable spend zone one 1.5 bill dollars that's why we chose to start with this zone first.

Now, keep in mind this is not all the total BMO spend, we had to crunch a lot of data when we were looking at this. We took out things such as utilities, we sided we do not want to get into the, into doing contract for utilities office GSA that does that. So we are looking at BMO building and maintenance time service that we talked about on the previous slide. Also we took out, we know that source America has a lot of contracts. And we have taken them out of the scope of BMO as well. Any contractor currently with source America let me put it that way.

Okay. That kind of gives you abroad overview. What you are going to hear as we go through you are going to see some of these slides again. You are going to hear us repeating certain things that's because there are things that -- these are the items that are very important and we want to make sure that you understand that as we go forward. Okay at this time, I'm going to introduce Janet Schweer and she's going to talk about our small business strategy.

>>SPEAKER: Thanks, Mary. As Mary just mentioned you are going

to hear me say some of the things she said and Walter said we're trying to emphasize some of the key points as Walter mentioned small business, especially building maintenance operations.

Back in December of 2012 OMB did issue a memo and Walter mentioned this as well improving one of the goals that it mentioned was that all strategic sourcing vehicles should seek to meet or increase small business spend participation. To that that end all agreements must baseline small business use of current strategy and set goals to meet or receive that baseline participation under the new vehicles. So how do we baseline small business participation. As Walter mentioned strategic data driven. We kind of took both approaches to determining small business baseline and how we wanted to form our strategy.

First part of this within acquisition as market research we looked at the existing small business participation in stone one as Mary just mentioned to see what spending was going toward small business. more numbers were crunched we looked as Mary said utilities and dollars that were going to source America what we found was that over half of the done by federal agencies in that zone was going to small businesses. Those could have been for anything under the scope of BMO it could have been for a minor repair of a door hear, it could have been for complete maintenance of entire campus. Really we'll combine all of that this or anything under that scope.

We also reached out to industry. This is where the

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market intelligence comes in and we did two requests for trying to get information about small business capability of performing in the zone. Is there small businesses that can perform in all in that zone can they perform a wide range of these services in that zone. We also posted questions about interact trying to get industry back we get a lot of GSA sight and get more information from you all during this process. As already mentioned geographic consideration was key part of the strategy. Schedules nationwide delivery is required no matter what size business is. We're talking a smaller zone naturally approach we then that will facilitate more small business participation. May not be able to deliver.

We also conducted as part of the market process interviews with customers to see what customers prefer in service. What we heard most is that they like to use local companies or companies provide quick responses to unplanned or emergency repairs. So, that was another consideration that went into the geographic approach.

So other than as Walter mentioned just contract there's subcontracting of our acquisition process that are successful in getting awards under this vehicle will have to have small business subcontracting plans this won't be anything new to any of the other small business. The plan will requiring reporting on how you are doing with those goals. Type of plan you have it may be semiannually or annually but that's one of the ways that

we can keep up with the baseline how were doing of the small business and how are we doing and increase small business participation.

Second part of that agencies can sell do set a sides against or small business contract group. We all know that agencies I think Walter mentioned this too we -- all agencies have goals and how much dollars can go to small business in all the very socioeconomic categories they have -- if they see something that they can do that. So there should be a lot of dollars flowing to small business whether it is taken upon contract capacity or subcontracting capacity through this vehicle. my part was smallest one. I'm going to turn it back over to Mary.

>>SPEAKER: Yes, it is very warm in this room I did feel some air kick on finally hopefully we'll be cooling down here in a little bit.

Next on your agenda Josilyn is going through a draft. She has a lot of information she's going to be covering. Let's take about a 10-minute break. Please be back in 10 minutes Josilyn has a lot of information she's going to be going over.

10 minute recess.

>>SPEAKER: Hello, everybody. Start taking their seats. Were going to get started in about a minute. It's feeling a lot better in here; isn't it. I can feel the air. It was getting warm.

>>SPEAKER: Before I introduce Josilyn Reed a couple other things that I would like to bring up. I know that I asked earlier how many scheduling FAC holder we had in the audience I figured we had a lot because I do see a lot of familiar basis. BMO team that is up here we have previously worked on facility maintenance management schedule that's why if you are thinking you guys look familiar that is probably why. We had interaction with you there. The purpose of interact interact is a GSA sight that we use it's opened publicly we do recommend if you are not a member of our interact sight if you do become a member of our interact site that's where we post a lot of information we posted some questions out there to get industry feedback and all of that, I know the next questions well, what's the web link for that remember I promised I would E-mail I will include the interact sight in that E-mail as well.

So, the part everybody has been waiting for, right. Josilyn Reed our contracting officer, is going to walk through a lot of the highlights of the draft RFP. Josilyn Reed I'll turn it over to you.

>>SPEAKER: Thanks, Mary, everybody cooled down thanks for the air. We will be, today we're going to discuss, just briefly go through each section of the draft RFP and we're going to highlight most important the contact of the draft RFP I know that we're working on limited time we will not be able to discuss every element in each section but we'll try our best to highlight

some of the most important content of each section, I know that Mary mentioned this earlier in the presentation we ask if there is a question that comes up or under section or that you have ask that you hold your questions until the end we will have an opportunity for questions and answers so we'll go ahead and get into the discussing the draft RFP. We did release draft RFP on March 19th and it will close on April 17th. The purposes for releasing this is to get on industry on all elements of the draft RFP you'll notice I'll give you instructions on how we are taking in feedback comments suggestions we really want your suggestions and comments on the element because it is in a draft stage so we want to hear from you. What the plan will be is that I when final decision is reached there will be two final RFPs released one will be a total 100 percent small business set aside solicitation and one will be a solicitation for unrestricted so there will be two solicitations released one will be 100 percent set aside and one will be unrestricted both solicitations will have a the same scope essentially and we'll go through the scope a lit later in the slides they will essentially be the same scope there are certain elements win the solicitation that will be tailored towards small business maybe small business criteria. The draft that was released is intended to be unrestricted, solicitation, so you may see some elements that will change for small businesses in the small business solicitation.

Next slide, please. So, we're just going to go through

this section by sections. Section A of the draft RFP reserved for standard form SF33 you probably are familiar with this form this is what we are taking for offers section B let's go on and move on to the next slide. Section B, section B discusses your background information, includes general overview of FSSI which you heard this morning Mr. Walter includes some of the general background of BMO which Mary representd this morning also discuss some of the authorities cited and things of that nature. I would like to highlight contract type. This will be a government wide multiple award indefinite delivery indefinite quantity vehicle. So what this means is that we intend to award multiple awardees under indefinite delivery IDIQ type contract. The contract I know Mary mentioned this earlier, the contract will allow for various contract methods to be contracted under task order level, so we understand that you know customers don't always use firm fixed price. We understand that customers, you know may need a time and materials for their project, so at the task order level, the customer will be able to purchase using various methods of contract types. And it may include various contract types. it may be a combination of fixed price contract time element. Under this contract that is a minimum guarantee \$2,500 and there is no maximum under this contract. This is one of the elements that were also seeking for industry feedback from, we want to know is this a, is this a reasonable number is it something you are commonly seeing in your minimum orders so were looking for

feedback in this area.

Next slide, please. Now section B also discuss our standard labor categories that will be used for solicitation. We are all, we are proposing standardized use of labor categories it's going to be proposed based on the opposite standard occupational classification system. For the purpose of standardizing it going to be for the purpose of tracking having apple to apple comparison. We basically labor category have individual labor categories such as janitors, laborors, common labor categories associated under Building Maintenance and Operationses and they'll be to a functional group under like management group or so forth that is an attachment that has been provided win the draft we want you to familiarize yourself with the standard lies labor categories that's how we will be asking for pricing and that is how the pricing the baseline you will use when proposing for tax orders.

Next slide, please. Section C is section you are going to go back to most often you are going to highlight this is where you are going to fine your description. You are going to find your specifications and most importantly your performance statement of work. So what are the requirements? As Mary mentioned earlier the purpose of the solutions to provide a comprehensive solution that will cross multiple service categories can also be sought as single or multiple solution. I know that we discussed diagram earlier that will come up in just



a little bit basically the reason behind this is we understand the customers you know sometimes they may just want a single solution or sometimes they may want a solution that is all inclusive of varying needs for their building and so we want this solution to be able to offer a multiple comprehensive solution that can be solved at the task order level, you know, individually or together. So, that makes background. Period of performance, period of performance is intended to be a 10 to 12 year term I know you heard a little bit about that earlier. But a 10 to 12 year, based on were basing it on getting deviation so that will vary. The final term will be published In the final RFP. The reason behind the tenure first 10 to 12 year term will be for the base contract so at the parent contract level this will be for the base -- IDIQ contract. However, at agencies we'll use their own period of performances per their agencies policy which you typically you see one year four or one year options task order level they will have their own period of performance the base contract we will allow for a 10 to 12 year term. The purpose behind this is that we understand that agencies may be in the middle of contract once the contracts get awarded and so we want to allow agencies the opportunity to armanagement use vehicle once their contracts become expiring. So performance objectives. You will see you've seen this before and you are going to hear me refer to this often. Our objectives are we have two service groups. So, we have an

operation maintenance and a facility support service. Can you go to the next slide.

Okay. So sorry. Off balance a little bit. Under your operations and maintenance we have operations and maintenance that is one service group. And then we have a facility a support service that is another service group. So, offers can come in under either service group. Let's kind of discuss what the service groups the elements under the service groups. So under your operations and maintenance we're asking four HVAC plumbing fitting and maintenance those are HER the required services that offerer must have in order to be under the service group for the operations and maintenance. And then your option services the on that naturally service fire alarm system maintenance and repair, buyer water base system preventive maintenance and repair, roofing service, building management service, architectural framing maintenance service, conditioning service, elevator inspection services and then you see the last one is going to be your facility support services so you might think well why is that in this section as well. Because we know that based on our market research and based on information that we've heard from industry while not all businesses that perform O&M service may not do janitorial. We know there are businesses that can perform a complete comprehensive solution if you are a company that can provide all of the service you would offer facility support service under the operations and maintenance. And then our next

service group is our facility support service you will see required service under facility support service will be janitorial, landscaping and grounds, maintenance and optional service that fall under that group will be cemetery maintenance, pest control, waste management and recycling service. So those are two, so two separate service groups and so you'll hear me say service groups and service groups when we get to talking about evaluation it's going to be relevant to the service group that you are applying for.

Next slide please. Section C also talks about other direct costs. This has been you know one of the most topics that have come up over and over again. How do we handle other direct cost. Because this is a government wide accepted because we understand agencies do things different ways there are different threshold different method in which they handle other direct cost, so the other direct cost will be handled at the task order level, so however the agency is currently handling other direct costs, this solution will allow for the agency to use their other direct costs in the manner they are currently handling them we are defining your other direct cost. Other direct cost are cost relating to incidental service that do not fall within the scope of any other service category but they are necessary to compliment contractor offer to provide that comprehensive solution these will be done at the task order level. One thing I forgot to mention all of the definitions for all of the service

categories are also under section C so if you are looking for the services and you are want to go no what are you including with hvac you will be able to find a complete description of those service you'll note service include but not limited to perhaps there is the service that we didn't name in the description, but it can fall, in that requirement that will still be inclusive enough to allow for that requirement to fall under that service category.

Next slide, please? Section C also let's you know the service that we're defining that are not win scope. And so, I'm just going to base I can isly read through the list. We have highlighted and this is something you have noted in the draft RFP the first bullet is the energy management and Walter conservation this has come up a lot because some of the service are under some of the other service in the scope and so, like these kind of don't make sense so we've heard industry we've listened this is an element that will be removed from the service that are not win scope on the final so this will -- that will not be included in this section. The other service that are not win scope are your service that relate to tell communication systems. Equipment that is owned and operated by the government agencies. Furnishings not including like install fixtures. Equipment owned and operated by public utilities. The upgraded of software or software licenses so that includes the building automated systems and you'll see CMMS systems now that is not saying we know that

to maintain a building your systems are, the big part of it this is just a software of the system, this is not, you know, providing the system for the complete building maintenance. Your computers and your it equipment and personal owned these not within the scope the BMO.

Section D of the RFP basically is a general section discuss packing and marketing. We basically are just asking to you conform to your commercial standards regarding packing and marketing. Understand at the task order level that these additional language can be added so if a customer agency has language that is pertinent to their solicitation they will be able to add, you know, language under the packing and marketing.

Next slide, please. Section E discuss inspection and acceptance. So, we are using Far clause 52.246-4 for your inspection of service for fixed price. This is another section that understand that the task order level depending on requirement they may be able to add additional language for their inspection and acceptance service relevant to their requirement.

Next slide. Please. Section F section F discusses the place of performance, the period of performance, performance standards and delivering and reportable requirements. Period of performance is I know places of performance we discussed zone one. For all service that were requiring for all of the requirement under the scope those -- you have to show that you are capable of providing coverage for that entire area of zone

one. So were looking for and we'll get into that a little later on what we'll be looking for just note that the places of performance will be for the entire area of zone one. The period of performance you may have noted in draft RFP that we say that it goes to go to be from the date of notes of receive five years other place intended to be a 10 to 12 year 10 again this is one of the elements that will be finalized based on FAR deviation basically if we get a FAR deviation for 12 years it will be one base five year option a of five years then it will be another two year option this will be finalized for final I apologize for conflicting information.

Section G section g is going to discuss the roles and responsibilities. Who does what. Who's responsible for what. Because this is a, you know, there's a master contract and so you have roles roles at the tax order level we're going to identify those key players in those roles you'll hear me refer to CO CO when it's referring to draft RFP that will be myself, Patrick, we are BMO and CO's this will be the responsibility or you know who's going to be doing those roles and OCO'S that is the ordering contract officer that is contracting officer placing the task order and then you'll also see your other roles that you are most common with your cores, and things like that.

So the next bullet discusses the contract access fee. If you are familiar with most government wide vehicles, there is some sort of access fee associated with it. The BMO is proposing

two there's a two percent of the total fix price for the estimated price and will be proposed at a separate contract line item. Reporting modules. So, Walter gave you information earlier about, you know, why FSSI is so important one of the elements of that was the reporting. Agencies want to be able to determine you know their trends and you know their environment and things of that nature, so we will be requiring another vehicle to offer a certain reports. We want to know, we want information on your tax award date we'll ask for a break down on that. We'll ask for information on data regarding, you know what type of contract was it. We'll ask information regarding modification data, we'll look for information regarding the award data. We know that environmentally sustainable product we want to know what kind of in environmental sustainable product were using in order to keep up with executive order. We want to know contract payment data, are you reporting on time, we want to know close out data also want to know contracting plan data, if it applies. We're also going to be talking about how we look at the close out data and were looking at it from the task order sampling as well as the base contract or parent contract standpoint. And then we'll also talk to you about what we're going to be looking for and regarding your operation to termination in the elements we will be looking for to exercise the option.

Next slide, please. Section H discusses your ordering procedures. We you know base I can also we want to talk about

your section H also discuss the observance of federal holidays, you know information on your normal work hours, ordering procedures and so forth. Basically any of the special requirements that are pertinent to this vehicle. So, to go through the ordering procedures, when ordering we are asking that all task orders be awarded under BMO must comply with these particular standards. So we want to know, we want it to be solicited and awarded by oco delegation of procurement authority and information will be available on how the OCO'S will go through that process and get the training and receive that. We want the task orders to be win scope of section C and all the other terms and conditions of the BMO contract we want to identify the labor categories and service occupational that we through. We want to make sure that the award solicited award it is awarded proper and we'll go through that I will in a little bit. And then what he wanted to make sure that your identifying the proper product service code and also we want to make sure that the procedures are done in accordance with far part 16.505 and that they are also complying with the fair opportunities order and procedures that is listed in far part 16.505 so we want on both ends we want the task order contracting officer to understand we want industry to understand that you know these are the things that we are requiring under the ordering procedures.

So, it also discuss the NAICS. And our NAICS, NAICS we talked about your service groups we have two different service



groups our NAICS span across 18 different NAICS code for the service groups that we've identified. Our NAICS code is based on one small business side standard. Now this is an element that we definitely are looking for seeking information and input on. And so, if you would like to provide feedback on it please let us know. Base I can isly we determine that the predominant NAICS code is at the tax level we understand the services will be ordered in various, you know, in various ways so were allowing the ordering contracting officer the ability to select predominant NAICS code based on their service requirement so the next slide will demonstrate how we had mapped the NAICS codes to our service categories. So, this us our operations and maintenance service group go and as you see again the primary NAICS code identified as five six one two one zero and you basically seep under service group every service category that were offering and the NAICS code that has been mapped. So this will be easy for ordering contracting officer to determine the primary NAICS code based on their service requirement.

The next slide basically shows the same thing but for the facility support service and so, we basically it's just we're mapping the service that go under there and so, again we're looking for feedback because this is kind of come up on more than once because our service all of our service really do facility under this primary NAICS code we want to make sure were identifying the proper NAICS code.

Next slide, please. Section H talks about your special contract requirements and also in it which includes I'm sorry GSA BMO web page. The GSA BMO web page will be for the purpose of informing the customer stake holder and general public of the attributes and procedures for BMO we will include certain things on the website such as your general overview of the BMO will it include the contract? Will include key personnel and points of contract. We'll list all the contract information you know and its service group that they've been awarded. We will list information on the delegation of procurement authority process for the ordering contracting officers. We'll have BMO training. Will be offering ordering guides to allow easy transition and to allow contract ordering contracting office with as much information as possible on how to place orders. We will be doing scope reviews just to ensure that things, you know, fall within the scope of the BMO. Same with helping with writing statements of work and so, they'll be you know tons of information, links to mandatory web sites this is where you are going to give final information on your report go. And then you'll find like information on dormant status or offering, we'll discuss that a little bit later.

Minimum task order awards. from the date of notice to proceed we are asking that the contractor obtain a minimum of five task orders to be under the -- to continue performance under the contract or we're looking for a total task order of estimated

value of a hundred million dollars and we're asking for this in order to move on to get an option to move on to get your operation to exercise so again we're looking for five task order minimum of five task order or task order that estimates to a hundred million dollars.

So, I know I briefly just talked about offering do you implement status, this section we will highlight understand what all these mean. So, we understand that basically for the purposes of having ability to off ramping adding additional contract under the contract for various methods. We understand that contract, you know, contract numbers may change overtime due to you know various reasons maybe the business has grown and so we want to have a flexibility for the government to be able to make sure that we're satisfying all of the agencies needs so in order to do that, we will use on ramping there are three different types of on ramping the first one is vertical arm ramping vertical arm ramping is for small businesses that have naturally grown to a large business size and again, when I say natural natural means natural growth it is not obtained by novation or acquisition of merger natural growth where your company has naturally growth in size standards from small to large. If that occurs, we will allow process of on ramping to large unrestricted contract awards. And so, there is criteria listed in there, you will still have to under solicitation you have to be, you know, you have would have to already have

demonstrated successful performance as a small under the BMO small business, contract and you have to apply same evaluation criteria that is identified all elements are identified in that section.

The next type of on ramping is open season on ramping. Open season on ramping basically gives government as they feel necessary to on ramping at any time basically maybe our vehicle has grown and there are not enough contractor to be able to meet all of the needs and so the government may determine that we need to open it up to allow more contractors to come on. There won't be a schedule. As the government determines the need to on ramp. And so the last type of arm ramping is the focus arm ramping which is a subpool creation. Now, what this means is perhaps we are agency customer agencies, you know, say that that there's another group that needs to be formed perhaps there's another service group that needs to be formed based on, you know a group of unique needs. This will allow us the flexibility to create that service group and basically allow contracts to come under that new service group as well as offering existing contractor to come under that service group. So, that would occur again if we decided there was a need for a different service group go dormant status. dormant status is basically the process of putting a contractor on dormant status based on the contractor's not performing to the demands of the contract of the it may be active for a given BMO group that, you know, has been awarded and

maybe put on adore implement status, the dormant status basically means that the contractor will not be eligible to participate or offer on any new awards, so, you cannot, if you are placed on dormant status you will not be able to compete in any new award. However, if you already have task orders awarded you will be able to continue the performance where the task order is awarded under those that includes the optimum however before dormant status is even activated you will work directly with BMO contracting officer to correct any, you know any problems or deficiencies prior to that ever happening but section H outlines all of the elements that you know would be required placed on dormant status.

And then off ramping off ramping basically is where GSA is going to reserve unilateral right to off-ramp for non performing contractor and maybe had no active task orders under BMO vehicle. So, again, before this happens we would definitely go through process of you know working with you and trying to help you prior to being off-ramp off the vehicle.

Next slide. Section I is your contract clauses. This is where you'll see a complete list of the contract clauses it will be the clauses incorporated by reference as well as the clauses that are in full text. Understand that at the task order level clauses can be, you know, additional clauses can be added. Because these clauses are for the base contract or the parent contract and so you know at the task order level because we're

offering varying contract methods some of those clauses may change you know such as the changes clause changes clause is different for time and material and various contract types understand task order level additional clauses can be added parent contract level these clauses are applicable. And so, you'll see your full list of your contract clauses most of them you guys have already seen. Clauses have recently updated right before I was ready to release a draft, so you will just find your list of your clauses.

Next slide, please. Section J. Section J is where you going to find attachments. All attachments will be included under RFP you've seen a couple of the attachments that will be released with draft first one was notes to the public interested offers that gives you general background that's where you are going to find the format of how to prevent your comments and suggestions and feedback. You also announced industry day you guys are here I'm assuming you saw that. We also put out, that standardized labor category list we really want you to overlook that. We also put this out in a draft so feedback we receive from RFI we did incorporate some of those changes we want to take a look at this and make sure you familiarize yourself with this list and provide any feedback on this.

We've also listed the BMO product service codes that are again kind of as the format. And then additional tasks that you will be seeing additional personnel qualification were

going to be asking for product sustainability list proposal checklist this is -- this will be a template to help guide you through proposal process to ensure that you are providing everything that we are offering. We also will be giving several scoring worksheets which they go through, you will self evaluate yourself based on requirements that we're going to be asking for. Also you'll see attachment under preaward surveys you probably have seen this. You'll see templates for past performance rating surveys, your price template will be here. The template we'll be using for relevant project experience template for the subcontracting plan again this is only for large business and this is not a mandatory template and you'll find the information in the RFP assess that however if you choose not to use a template, we ask that you just comply with all of the requirements under the subcontracting plan and then you'll see a list of maybe required reports this list may change in the final but these are the attachments that we are intend to go realize with final RFP.

Next slide. Please. Section K is your reps and certs you have to supply full list of reps and certs as Mary mentioned earlier this is open market procurement not done on schedules open market far part 15 we will need a copy of reps and Certs.

Section L basically is another section you will refer to when you are making proposals. It's going to give you all of the provisions far G far provisions by reference and it's going

to tell you format procedures were going to tell you we want the survey done this way allow you hopefully get information transitioning when you are preparing your proposals.

Section m how will you be evaluated section m is going to discuss the evaluation factors. Section m is going to let you know basis of award. We are using best value continuum as basis of award. And what that means is we're using your highest technically waited offers with fair and reasonable I say pricing. Basically it's getting to be evaluated as core expertise on variety of service with capability that are most important to the government. And the government does intend to award contracts without discussions, so what that means, is that were looking for your best offer up front. It means that the government may conduct a clarification as they deem necessary and they also do reserve the right to conduct discussions as they determine necessary but we want you to know that prepare best offer.

Next slide, please. Section m also let's you know how we're going to go about screening. The BMO team is -- will perform a two step process for all the offers received. What that looks like the first team will verify all the support documentation exists for all of the evaluation elements. In accordance with proposal checklist and then we will compare that with to the self scoring worksheet that you will find in section J so any discrepancies received at that point will be treated as clarifications. And then once that process has been complete,



the BMO evaluation team will assign preliminary score in accordance with the scoring table it's not in draft but will be in the final. Once that preliminary score has been completed, then we will sort all of the scores from highest to lowest and then we will develop our competitive range and that will be for both groups one for on and m one for facility support service.

Next slide. So moving into the evaluation fact what are we looking for. We're asking for four sections of the evaluation factor. Section one we're going to be looking for general information. This is any general information that is such as your standard form 33 proposal checklist, self scoring work sheets, meaningful if those apply all of these are defined if you have existing or joint venture partnership or partnership prior to the, prior to the proposed submittal those will be accepted as well if those relationships have been created prior to the submittal then those will be accepted.

Section two, section two discusses the responsibility what we will need to make a responsibility determination. We're asking that you provide us your SAM system for award m record which will include excluded party's list if you are not going -- it used to be CCR just a new revamped website we ask that you give a copy of that also going to be asking for your reps and cert in section K. We also are going to be looking at your financial information that you are going to be using on the GSA form 527 were going to and then we'll be also reviewing the

information that you are providing us on your preaward survey.

Section three of the evaluation fact. The first element in section three is the section three is your technical experience in the first element of that is your relevant project experience. So, how will we be evaluating that you have capability to perform services under the contract. What we're looking for we're asking for three distinct project PER service offering so this could be, you could present a project a relevant project experience that can cover multiple service offering or individual service offering so we could get as little as three total or it could go three times each service offering so, if projects that you had you may have covered HVAC and electrical maintenance you can present that one project and that will be counted for multiple service offering or if you don't have them together as far as their individual project we will accept them either way.

The project relevant projects that we're asking for must have have been completed win the past three years or they can be ongoing within the year again all this is identified in section m. The projects submitted may be U.S. federal government project U.S. state or local government project or they may be non government commercial project we are accepting all those project. In each project the information we will be using for template will outline everything that we're looking for but we're looking for ability time we want to know what type of building this

project was for. We're looking for the building size, we want to know your square footage how large was the -- we want to know the stories how many stories in the building we want to know service covered relative to the scope of service we want you to identify the service that were discussed in this that are relevant to our service groupings we want to know performance period how long was this project done for we want to know the total dollar value of this project. What he want to know how many trade seal employees or except employees were employed for this project and we want complete clear concise detail statement of the description of service covering the project. We're not really looking for you to restate what the government is offering, so we're looking for how the project was done in relevance to what we're looking for we're looking for your detail statement on how you, you know did at the project, you know what complications did you occur, how did you remediate those things, that's what we would be looking for.

Now in section m you will also see elements identified as past elements and ways that you can receive additional evaluation criteria. And so, the next slide identifies for the relevant project experience, these are areas that you can receive additional criteria in the end. So, if any of the relevant project experience that you submitted so basically the any of the three that were requiring if those project were U.S. federal government customers you can receive additional criteria or

additional credit, I'm sorry, if the project involves subcontracting and teaming for service with at least two separate entities that are identified as small business, again, this is intended for the large business again some of these evaluation factor may change at the small business level but these are another element that you can receive additional evaluation criteria because we want to ensure that small business goals are being met. Any of the operation naturally service, so, as you know required service are mandatory in order to have the contract but if you are offering any of the optional service these are areas that you can receive additional evaluation credit for. It's a -- if the relevant project that you are submitting has an extended contract duration over three years this is another element that you can receive additional evaluation credit. And if the building has a large square foot and we're defining that over 20,000 square foot, you can receive additional credit here so again, this section will highlight all the elements that are pass fail and all elements that you can receive additional evaluation credit for.

The next element of section three technical experience project location as I identified earlier that contract need to be able to provide coverage for entire area of zone one. So how we're going to evaluate this? We're asking for a list of two projects just a list not the relevant project experience where you are identifying your capability just a list we will provide

you on guidance on what we're looking for on that list basically a list of project for all states on one. So, some of you might say well I know I can provide coverage in zone one maybe I don't have a project that I've done you know maybe I missed a state maybe I don't have a project that I've done, if you don't have a project or list of two project for all of the states, you can offer a, you can offer a written narrative demonstrating your capability of being able to provide coverage for the entire zone and we'll provide you with more guidance on that we'll be looking for information to ensure that you know maybe my eye have employees that can travel to whatever area element to provide coverage we're looking for a list not that big just a list of service we want the breakdown. You can, this is another element where you can receive additional evaluation credit if any of the project submitted when I see projects here I mean your relevant project experience, if they were submitted that covers multiple locations in zone one, so, I guess let me back up a little bit. Other relevant project experience that we just discussed those can be anywhere in the United States you can present those anywhere because we're just looking for to you provide us with how you are capability performing the service relevant to the scope. But, if any of those projects we're submitted that covers area that are identified in zone one you can get additional credit here to project location.

Next section in section three of the evaluation fact is

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your staffing plan. You guys are probably pretty familiar with that probably already have that together but we're just looking for a plan that that identifies roles and responsibility for your employees, resumes for your key employees and you know we want examples projects similar to you know what were doing and so, again in this section you can find a breakdown of what we're looking for what we will be looking for a plan. We're going to ask if you are a professional compensation plan this is something you guys are really familiar with we just want to see how you addressing your methodology your your salaries and fringe benefits for professional employees so for preparation for future task force so this section will outline the things we are looking for in your professional compensation plan as well.

Section three also asks for an uncompensated overtime policy. This is something that should you probably familiar with providing as well again this is just your policy that you are using to address uncompensated overtime consistent with cost accounting practices.

Section three also wants several contract plan again this is requirement over through a large business. And section three also asks for your sustainability plan. We will highlight all elements that we basically want to know the approach that you are going to be using to implement and promote sustainable practices in accordance with service. As you know there are several executive order that you know we have to comply with and

so we want to ensure that we are meeting all of those goals. Now, if this is another element that you will be able to receive additional evaluation credit on, if your company is doing things above and beyond what were requiring as minimum that is identified in this section, then, if you've identified that in your plan, then this is another element that you can receive additional evaluation credit in.

And then we'll also ask your quality control plan. Again another thing that you guys are pretty familiar with. Base significantly we're just looking for a description of your internal review procedures basically how you are managing the quality and quality control respond to those elements.

Section three also wants your past performance. What we will be asking for is for the relevant project experiences that you are submitting we want past performance surveys there will be a template in there for those same project. So then you are thinking this is really you know really long list. We want no more than 10. So we understand that and it could be as little as you know three if you are presenting three project if you are presenting multiple project we ask that you provide no more than 10 of the relevant project that you are providing. And then we will also be looking at your past performance information retrieval system and so we got all the question why don't we do both why are you asking for both. We understand our customers ask for both. And understand that there's with glitches with the

system not all things are reported into PPIRS system we'll get -- we know that were going to get project in from they may not be non governmental project we want both. And then if you don't have a pass performance if it's not available you will not be evaluated favorable or unfavorable basically we'll get usual rating in that element.

So the last section of section m will be section four, that's the last evaluation factor. And it is provide. So, I know what we will be looking for basically we're going to be asking for firm fixed price, hourly rates for all of the standardized labor category labor statistics that we have given you in the template and what were going to be asking for on a break down price what we're looking for we're looking for your base rate so it's whatever it's based on based on collective bargaining agreement, service contract and so, we're looking for base rate, we'll also ask your health and welfare rate. Breakdown of your overhead, ask for breakdown or G&A so template will provide you what we're looking for basically for all the labor categories that you are proposing under standardized categories. In addition to the price you are going to be proposing we're also going to ask for previous prices, you we understand maybe labor categories may be different we're asking you to get as close as possible ask for relating to as similar as the to the BLS SOCs category... commercial pricing same with similar commercial processing that you are offering. Our product



FSSI we understand that we're looking, you know, for savings and cost savings and what we want to go no is your tier pricing and so in the final you'll see you know how we're going to define tier pricing in final RFP and we'll be looking for discounts based on those tier pricing methods. So that concludes my presentation. And Mary will come to you and talk to you about your next sets and then we'll move into the questions and answers.

>>SPEAKER: Thanks, Josilyn. Yes, she really deserves a hand that was a lot of information she went through yes it's the third time so kudos to Josilyn Reed for that. We're going to take another quick break then we're going to get to your questions and answers. So next steps Josilyn mentioned this we want to emphasize this, I'm going to have to move over here I think I'm too close to this mike and I'm getting feedback of the draft RFP closes April 17th what does this mean? We want your feedback. We want to hear from you. I know Josilyn emphasized through certain parts of her presentation certain areas that we would like to hear your feedback. What we want to hear your feedback on all of it but please anything you have comments again due April 17th. Now where do you send those, the very last bullet that is our E-mail address. I've been seeing people taking copious notes as Josilyn was talking please make sure you get this E-mail address down.

Also, what we are expecting to do is release our final

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RFP in May. make an award in September. Yes, that is a very very aggressive schedule. We know that. But we're up to the task. Again, I want to emphasize E-mail address. Any questions that you may have for the team again your comments on the draft RFP anything please use this E-mail address, if you send it to one of us individually, if we are out of the office it will be unanswered until we are back using this BMO all of us on this team have access to that and we can make sure we get to your questions are you ready to take a quick break here. 10 minutes and be back and we're going to start our questions and answers.

10 minute recess at 10:38 a.m.

>>SPEAKER: It really did start cooling down in here. I see some people putting their coats on when you stand up here it's about 20 degrees warmer so I appreciate the cool.

Okay. We are ready for the question and answer part. Now, we did put out questions and we got an overwhelming response we are going to start with our open, we're going to ask you to start asking questions if we have time at the end we'll go through some of the questions given to us we will not keep the questions we will post the questions and the answers to our internet sight. Also, we will do our best to answer your questions as we have them sometimes we may say we need to do research or we may need to have a discussion if we cannot answer your question again were getting it recorded we'll make sure we get that posted to the internet sight. So with that said we've

got a couple folks Eric and Patrick do you have microphones. We want to focus the questions on draft RFP if we could, please and if you would please state name company or agency again so that we can get this recorded with our court reporter. So questions.

>>SPEAKER: Good morning, everyone. Brenda Fernandez from small business administration. I find it interesting to put off the RFP for unrestricted but not for the small business set aside, there is a difference in cost rather important clause which is limitations on subcontracting, and I would like to have a contracting officers explain how they are going to handle that when you have, I think six states, seven states plus the district and that the small business has to be able to perform in every state. Would someone take that on?

>>SPEAKER: We're going to let Janet Schweer and Josilyn Reed answer that.

>>SPEAKER: The question was about the limitation of subcontracting clause. I want to clarify make sure I understood the question, Brenda is that what it was.

>>>AUDIENCE MEMBER: Yes, limitation of subcontracting unrestricted RFP small businesses may not be aware of that that's going to be very important because that's going to be a responsibility issue, correct? And also, would you be offering opportunity for (inaudible).

>>SPEAKER: Certificate of competence part we have talked about that's -- oh it's in there we talked about it one time so were

going to take note on limitations of subcontracting. Generally, the unrestricted, small business Josilyn Reed can address this too small business solicitation should be less.

>>SPEAKER: So some of the evaluation things we are considering we were looking for feedback prior to publishing that it would be less than what you see as far as unrestricted so let's say you know maybe we would ask for one project for all the states instead of, you know, two projects or maybe values less three minimum task order options, we're still evaluating that we want feedback from small businesses we understand capability for small business are not the same as for unrestricted so we're seeking for that for evaluation elements they will be different. The scope again will be the same but evaluation elements will vary and they will have other ways of being able to receive credit, you know for very social economic categories and things of that nature as well.

>>SPEAKER: Different in terms of thresholds for some of the things.

>>SPEAKER: Right.

>>SPEAKER: One of the things they said I think for one of the large facilities would be the same

>>SPEAKER: I think what's more important to a small business than the evaluation criteria and if they are not aware of the clauses that they are going to be having to work with then they may be submitting or putting out a lot of money where they are

not going to have an opportunity, therefore I really then that you should put up the RFP for small business set aside and let the contract take a look at that.

>>SPEAKER: I guess I don't understand what clauses would be different the clauses would be the same.

>>SPEAKER: For small business set aside there's a limitations on subcontracting clause that wouldn't necessarily be highlighted as unrestricted side they should be in both. I think that's mike.

>>SPEAKER: They should be in both.

>>SPEAKER: Is it there you can check if it's there.

>>SPEAKER: In the clause list, I'll have to get a copy of it. We'll check and get back with you to make sure that we can do it so.

>>SPEAKER: We captured the concern as far as the meeting minutes and we'll make sure to highlight that as part of the discussion from the meeting.

>>SPEAKER: Other other questions here we go

>>SPEAKER: Reggie Samuel with Alumnus Group Property Management Service. I think to sort of piggy back on the point that was made as a property manager whether small business or large business a lot of the subcategories would be subcontracted out as an would have restriction on 51 percent internal performances and I think that subcontracting element that relates to elevator service or some of the other speciality services conflict with that 51 percent self performance element, if you will. But to

move on to the question. I wanted to get a sense of how -- whether or not you identified how you plan to split the two RFP's as it relates to percentages of the work to be performed as it relates to full and open a set aside whether or not there will be a social economic breakdown?

>>SPEAKER: That's a good question. Based on the spend as I mentioned earlier we identified over half of the spend by the federal government in zone one was going to small businesses. Our challenge at our level was we won't be able to control what agencies spend to small businesses, so the best that we could and Eric might have something to add to this he's our numbers guy we identify three quarter of the contracts that we award related to small businesses that's between unrestricted and small together we expect three quarter of those to go to small businesses. That's an attempt on our part we then that that number will help meet or increase level of spend. I don't know if you have anything to add on background of that. ... no basically we base lined our spend percentage small business utilization percentage based on dollars as Janet Schweer said we are not able to control agency spending at the task order level so the best we can do is [ ] a proxy of what were seeing in zone one as far as per portion of small businesses that are being awarded contract that are participating in those contract to get to that spend level and near or exceed that.

>>SPEAKER: He also asked about other social economic categories.

>>SPEAKER: At this time we aren't going to identify any specific numbers of social economic categories, yeah will be.

>>SPEAKER: Evaluation credit will be given for vary social economic categories.

>>SPEAKER: That's in order to try to get a dye verse group of small business in there so when we do have agencies such as maybe the VA who want to set aside something for service disabled [ ] we can have another vehicle for that.

>>>AUDIENCE MEMBER: Mark Cross, Crawford Facilities. How many awardees do you anticipate for this contract vehicle?

>>SPEAKER: At this time we haven't identified an exact number that will be posted but the final RFP we are still looking at that trying to determine a number that will help ensure that the agencies are getting adequate competition with task order.

>>SPEAKER: Our agency commodity will also help us with that number to determine that number too.

>>AUDIENCE MEMBER: So, let's say you pick 20 total, so an agency comes to BMO vehicle and says, hey, I need building operation service then are all 20 going to be invited to bid on that.

>>SPEAKER: With the number you are saying with the 20, 20 award were made, according to the ordering procedures in 16 FAR part 16 fair opportunity has to be given to all of the, you know all of the contracts awarded under a contract according to the fair opportunities act.

>>SPEAKER: So I got the mike I'm not giving it up just yet. I

was the big mouth who yelled out why earlier in the presentation. my first question what do the agencies that are using this vehicle have to pay to use the vehicle?

>>SPEAKER: There will be a two percent contract access fee so that's based on value of the task order estimated value of task order.

>>>AUDIENCE MEMBER: What do they pay for GSA vehicle.

>>SPEAKER: 0.75 percent.

>>>AUDIENCE MEMBER: My question is about this competing vehicle, I see it as a competing vehicle but I'm hoping that you can tell me why it's not.

>>SPEAKER: We actually see it more as a complimentary vehicle we would like to see the schedules and the BMO there's a number of difference and hopefully you were able to hear that as Josilyn Reed particularly went through the draft RFP. One thing is scope. You know 03FAC offers a lot, you know energy m service I think there's dry docking services some application of chemical service that will not be included under BMO. Other differences includes keep in mind we are starting with a zone one 03FAC is world wide even coverage is different. You heard Josilyn Reed mention far differences as far as the two vehicles I know I'm oh yeah contract types, talked about that we will allow different contract types at the task order level and schedules does not allow that.

>>SPEAKER: And the ODC challenge on schedule, you know, I know



there's initiative now finally to try and solve that, but, we then there's going to be a stronger solution here. For the procurement we see this as another tool in the tool box. I think we another key value point is on strategic source sing solution better understand their spend and government wide the better understand the spend. We don't get reschedules program

>>SPEAKER: Mary Nunez work for Welsh and Rush mechanical contract when I was involved in getting schedule I made some mistakes one of my questions is will you allow us to do firm fix pricing for labor by state or does it have to be by the category of the job. The reason I asks is collective bargaining agreement here is different than the one in New York is different than Delaware.

>>SPEAKER: It's a great point that's something we've been talking a lot about with customers. And one of the reasons that were going to be looking at it as Josilyn said kind of a build up approach because you are all going to be paying your employees whatever the base rate is where ever you are if there's a collective bargaining agreement in this building and you are working in the building what's going to change is G&A and project. One of the things we talked about doing in the final is providing wage determination all pricing proposals we'll be using same base rates what we will be evaluating is the rest of it to try to take it into consideration because we know it's different and we heard the stories of is it in this building across the

street it isn't could come into play as well so.

>>SPEAKER: I see another hand do we have something over here

>>SPEAKER: Chase Associates comments of my colleague continue cause I don't think that question was fully answered. Let's take into consideration what we've seen so far today is that first day two projects across full or functional service areas in the O&M and two functional service areas in support service for an A A HVAC and elevator in order to turn into a proper [ ] when you look we're 51 percent spend on small businesses that cover all four of those core functional areas for O&M and for two janitorial and grounds, I find it hard to believe that A A or E E O P are going to have either four or all six of those.

>>SPEAKER: So what we did initially to determine the required services is that once we waited for commodity team and self services then we release a couple draft RF Is to determine that these services could be offered and we what we did we asked for a break down for business size, as a prime or as a subwe received sufficient information for, to vet the four service that we made as prior services and got sufficient information for varying small businesses to say force required service could be provided were going off market research and industry feedback that we initially received and that's how we made that determination. As far as the project you said a list of two projects and that is for the project location and if you don't have the list, there is that deviation in there to say that if there is not a, the list

of two projects that may vary for small business we may lower that requirement for small business but if that is not available in terms, we are just asking for narrative as to how you could provide coverage for zone one.

>>SPEAKER: And that's not two projects per service air.

>>SPEAKER: Three relevant projects for the service categories three relevant projects for service list is for two projects a list two project per state for zone one.

>>SPEAKER: It doesn't have to be service category

>>SPEAKER: I understand the standard that I asked it I'm asking for combined did you look at it I think you are going to run into a problem looking for businesses that don't have all four or four six in two projects per state, that's bigger than a small business.

>>SPEAKER: Please make sure you have the mike in hand because we want to make sure --

>>>AUDIENCE MEMBER: Ralph Gibson Centerra Group, if you are looking for two projects in each state in that zone it's not going to be a small business problem it's going to be a large business problem.

>>SPEAKER: Okay. I feel like if I'm understanding what you are saying I guess I'm kind of confused because two projects again is the list or the narrative. So we understand that there may not be a list of projects for each state, maybe that is just not available but you have capability to perform so we're asking for

if you don't have that list we're asking that you provide narrative for that and so I feel like some of that is kind of being confused or maybe I'm confused on it the relevant project experience for the three projects showing the service offering that is nationwide it doesn't matter where you perform those projects to indicate you offer the services provided the list of projects is solely to determine you have the capability of performing zone one if you do not have a list then what we ask for is just a narrative explaining that you know you have capability to perform the service for zone one.

>>SPEAKER: Josilyn maybe explain something that may be included in a list.

>>SPEAKER: Sure, so basically the list definitely will provide a little more guidance with final RFP it would be project one number X D Y, you know, project name and, you know, D.C. or whatever it would be really general it would just be a list of the project we would ask for the location some very basic information not all of that relevant project experience basic information maybe project title project name and the location it would be very basic and again if that list did not exist we would ask for a general narrative to say although I have project my company has capability to go X Y S based on these fact both guidance would be provided in final RFP were going to look at that it's either or those would be rated the same if you don't have the list the narrative would be rated equally.

>>SPEAKER: Just to emphasize the relative three relevant projects that's she's asking for is to ensure you can do the scope that's dealing with scope. Then project list two per state the list of projects is to show you can cover geographical area wallet is going.

>>SPEAKER: I'm trying I guess were all trying to to figure out, so, the concern on the two per state to show a geographic coverage is is the concern that the area is too big or for this geographic area are there some states that don't facility win there

>>SPEAKER: I think the problem we have multiple contract here in metro D.C. area but there are other states in that zone that we don't provide any services we have no contracts and we're a large business if you are asking us to provide two contract per state then we can't comply with that.

>>SPEAKER: So we said on the list that it's government it's states it's locals narrative you haven't won a contract I can bid on that I can win how would you perform, is that, you know, is there subcontracting required to the concerns that some of the small businesses have said about how they would do it identifying some areas.

>>>AUDIENCE MEMBER: Are you saying in order for us to prove we can perform work in a particular state we have to show we already have a contract in that state?

>>SPEAKER: So to go back on that, I'm saying to prove that you

can provide coverage for that area, you either give us a list of projects that you've done there are no time limanagementits on that project so a list of two projects or equally rated or if you have not had a project in any of the states let's say like you said for instance you did a project in D.C. never did a project in Delaware but your company has capability if required need came up your company has capability of going to Delaware, you would provide narrative for the states that you have not, don't have a project for the narrative would basically say, you know, my company, can, you know travel you know I have capability of traveling to Delaware to complete various projects I'm complying for it's a list, it's either or.

>>SPEAKER: You know to explain a little bit more about why that requirement is there, part of our initiative is to allow federal government to buy smarter, some of that is ago grating requirement some of it is providing to issue fewer contract actions by agency they may try instead of having one contract for each building they might have one that covers four buildings. The customers have told us they don't want to have to wonder which contractor delivery to what area. Try to aggregate some of the requirements to save taxpayers money.

>>SPEAKER: We have questions on internet sight. If you have feedback please provide us speed back, you can speak up here or end us E-mail. For instance, if you think, I think Walter mentioned this maybe a state or certain states need to be removed

from that geographic area. This is a draft RFP.

>>SPEAKER: It definitely maybe the list may be smaller for the small business as well, but, we definitely will take into account all the feedback that we receive again, if the list is not available, please remember that the narrative is equally rated evaluation like it's going to get equally rated with narrative if the list does not exist

>>SPEAKER: Tosha Lawson in a midtown program, management program this is not an area we would specifically go out at the time were available as a subI have to agree with the gentlemen that spoke earlier span of time conflicting I want to know what GSA take is how to assure that companies currently on schedule maybe just providing HVAC service I guess if they decide to go after BMO we all know if you don't utilize schedule or don't X amount companies that have really what seems to me a tough choice to make because they seem conflicting in certain areas. Has GSA considered that because there's a minimum on the schedule there's going to be a minimum on this new contract what are GSA's thoughts on that.

>>SPEAKER: As Mary had mentioned a few minutes ago, GSA sees these as somewhat commenting each other the customers have different requirements different needs as we mentioned ruled out zone schedule is not organized that way it requires nationwide delivery may not have companies in the area that the customer is looking for and then they have to go off schedule open market and

also keep in mind that neither schedule nor this vehicle are mandatory at this time for any federal agency. It's also not, the schedule isn't going to facility for every company neither is BMO vehicles be a facility for every company either.

Customers are going to have different levels of requirement. As I mentioned that the schedule does have vehicles that BMO does not. BMO vehicles were identify by OMB as an area of high spend for the government and where we may be able to realize savings from strategic sourcing they have I think I would say a broader range of services, you know, they have, the company here who might only do duct cleaning that's not really part of the strategic point of this vehicle so this is intended to be something where services can be performed in a more strategic sense for multiple buildings or to cover multiple requirements the point of this is to try to get agencies to by more strategicly Walter looks like he wants to say something.

>>SPEAKER: You asked a good question this as challenge that we face. There are a number of different vehicles. And I look across the GSA schedule program as well as other government vehicles you know it product and services GSA everything that every agency could want but there's also another premier vehicle out premier IT solution sincere sincere mentioned category m one of the key present is identifying best and class as we sit here today all three of those are still, probably going to be identifies as best a class. I think there's opportunities for



each to exist there are sweet spots for each one. Janet Schweer pointed out schedule's program we have everything from soup to nuts this is trying to focus more I'm going to say more of a core area could the same service be done under GSA schedule or under some -- if military runs a similar type of contract army core of engineers puts a program in place is it possible to have open, yeah it is as far as the decision of the contractors that's a did you have business decision. If you are specialty contract probably schedule is right place here would be subcontracting opportunities if you are a general list can cover the full area you probably had, we start off having both because I think there's business opportunities there.

>>SPEAKER: Good morning. Brian Randall, Geneva Management. My question is as contracts are awarded to each specific vendor or contractor, will the funding be on one CLIN or multiple.

>>SPEAKER: We're not going to be obligating funding. They are not replacing multiple orders at that time. Place one task order and how they do will be up to them, sorry.

>>SPEAKER: Linda Osgood from Building People. My question relating to some of the conversation having capability to deliver the different variety of projects and the locations. If you are a prime small business who wants to prime a contract and you have teaming partners that you want to bring into this process, would the past performance and project of the teaming partners be given credit for their work as well or does it have to be the prime?

>>SPEAKER: Yes, if the partnership was formed prior to submitting for solicitation it would be accepted.

>>SPEAKER: To piggy back on that as a prime we assume then therefore that you've had this experience and overseeing the work even if you were subcontracting some of it out that's probably why we're considering that.

>>SPEAKER: Pat -- we have a question in the bag here.

>>>AUDIENCE MEMBER: From my question is maybe to follow that earlier is there an overlap with services on fac and this contract and if so is there going to be less work that we see under zero FSC (unintelligible).

>>SPEAKER: There is some overlap I'm getting feedback. But there are some differences I think we OCFA there. Offers a whole host of additional service that the BMO is not going to be offering.

>>SPEAKER: Okay. What's happened commission services provided under this contract if we're a commissioning company and we are fac currently are we going to miss opportunities on miss BMO for commissioning.

>>SPEAKER: The agency would have the determination to see what tool if the tool box was most applicable to their needs while there is duplicate efforts in both, the way we package it and then you have to then about the zone approach and all the other elements, and so, it could be that you know maybe they want commission attached with another one of our required services, so

perhaps they may be grouped because we require you know a combination of services first on the schedule, you know it's just under that one seen so there could be but it's really up to the agency the ordering agency to decide you know which tool fits their needs the best.

>>SPEAKER: And yes, I guess it would be possible to go to schedule there also could be the possibility that work that was going to schedule was completely open market procurement after that. As I said neither one of these vehicles are mandatory for agency use at this time like Josilyn said it's really up to the ordering agency to determine where their best value, what best meets their need if they are only looking for commissioning service because they no their companies focus on that.

>>SPEAKER: Dave Lowe with ISI Federal, we represent multiple companies different spaces. I'm not actually with any of those that are in the main but I am with one that's in commission. My biggest concern for this is that if we follow what has happened historically with FSSI with OS2 being mandated by agencies specifically to that question it been mandated by the agency to utilize FSSI completes directly with schedule 75 so the 03FAC schedule if it's going to follow, unless there's a different path, is it historical going to be same kind of philosophy followed by FSSI by agencies that were listed before. á>>SPEAKERé: I'll take that one this is Walter. Mandatory use it's surely an agency decision, I think in this one you know because they define

scope geographic scope scope of service, I don't anticipate an agency saying never never never use 03FAC there's range of services and contractor under there that are going to be under this as January said if an agency is looking for commissioning service well commissioning service is part of the BMO if contracting office and agency has a need specifically for commissioning service they may very well compare the two and decide that commissioning services is, better facility for 03FAC, I need to compete, I'm very familiar with the concerns from industry OS2 successful as OS2 was and as successful as O S three current generations we still have a lot of agencies even want to have preferential use requirements or before mandatory use for OS who are still buying through the schedule who are still doing other open market where they need products indifferent conditions. Is there going to be a mandate? So far BMO as not I should a mandate they talked to agencies about we got these strategic sourcing agreements as we move to magic strategic sourcing agreements to best in class which then broadens the scope, where BMO is look fog focus have agency use best in class rather than create contract vehicles.

>>SPEAKER: To piggy back on Walter, another thing I know a lot of discussion has been going on about the difference between BMO and the 03FAC schedule one of the major things I want to put on the 03FAC schedule is governed by FAR8, FAR, FAR8 you know, versus the order, versus this BMO procurement is the ordering

procedures are governed by FAR part 16, so the ordering procedures are different they are certain restrictions that the schedule will allow in addition to all variations of the scope agencies will have flexibility under the schedule you know you have to meet minimum of getting three quotes, well, ordering procedures will be different under FAR part 16 under all one of the major difference is you know the far government as references to the ordering procedures. So, that's why it -- we look at it as another tool in the tool box because you know we've heard from our customers that, even from industry we say we can't do this under the schedule because the schedule doesn't allow this and so the vehicle is create to do give flexibilities we understand far part eight can't provide

>>SPEAKER: And I can see that from the standpoint being able to say if you are one of the ones that win having ability to compete and there's debate about ability to actually facilitate that for multiple states even for a large company I'm talking multiples here to know that that's a challenge and to watch watch what is happening with that FSSI that's my biggest concern is that you have a ton of small businesses that your customers the ultimate customers have said that they want to continue to do business with where there's no way in the world they can possibly respond to that and when, no way.

>>SPEAKER: But they can still do business with small business because they are not required to use the vehicle.

>>SPEAKER: You raise a very good point. This is where we talk about different solutions for a simple product such as office supplies or you got hundreds of thousand dollars of resellers sell same 70,000 excusable or a hundred thousand SKEWS versus a service that while there may be a blue color services can be very complex in each building and each facility has different requirement as much as we want to say cutting grass is cutting grass or maintaining a building is maintaining a building, it's, this is where I think moving to category management and moving to focus offers I think that the government that's the right way to recognize that there are multiple best in class vehicles out there. There is a need for contracting offers for agencies to have a tool box of a number of tools and you know it's not always the flat blade crew driver or number two Philip sometimes you need number one, Philip sometimes you need an Allen wrench sometimes the best tool is a hammer you need a tool box there's a reason to use tools kind of in my thought and you brought up agency commitment, and you know we're at that phase in and out where were talking to agencies before we go on the street so that you vendors no that there is some business behind this is talk with agencies about where this fits in their needs. I don't think any of us standing here from the BMO team from FSSI BMO envision this as being an agency that would say oh, my God in this area any BMO spend is going to go here I think this is a much more knew answer identifying where this fits, what

facilities. There's also timing of procurements it's not like office supplies you buy once a week. Do a BMO contract once every four or five years a lot of those in place and a lot of transitions

>>SPEAKER: My biggest concern again is watching what happened with FSSI because VA mandated a week and a half ago everything has got to go with OS3, and for a while it was going back out to schedule seven five holders now they are restricted. VA does a lot of that work, I just really want to lay in there about the importance of not just meeting a letter of the law for small businesses but actually dealing with small business program is supposed to do and that's with more than six or eight or 10 or 20.

>>SPEAKER: Yeah, you have a very good point. You know, I think that's knew answer challenge that we have working from simple products to complex services.

>>SPEAKER: Tyler Harrison with Lumar incorporated. We're a small business as well and main reason I was here today was there was I think a little bit of ambiguity on C3 what was included and what wasn't I think now you said energy m and water conservation will be included, will not be included?

>>SPEAKER: Yes. Yes. It's in section, you are saying the service is not included in scope. Initially it was put in we weren't tackling energy conservation of it but we understood that energy managers we're put in say plumbing some of the service

with that are already defined win scope we understood that was confusing so that will be removed, yes.

>>SPEAKER: Okay. It has for us I mean there's no way we can be we can go on BMO what we looking at as a subcontract in this instance and looking at it I guess kind of answered that question earlier for me just be on GSA schedule I have a full time and half employee working on that and with this you know kind of say subcontractor is to be on schedule

>>SPEAKER: No.

>>>AUDIENCE MEMBER: Can hire whoever they want.

>>SPEAKER: That's one of the goals of host go industry day can maybe network with some of the companies who are looking for those subcontracts as well. Do you have a question over here, Frank

>>SPEAKER: Frank, George Mason University Speed Track Program. I don't envy your challenges. I recall years ago putting together 03FAC travel go all over the country building prospect 1, one of the higher level issues here is that our clients at Speed Track one of their prevailing questions is should we invest \$12,000 to have someone put a schedule together for us and also approach the BMO is there at through put here for us to recovery some of our investment. My question to the group and I know it isn't vocalized yet what effort with Kansas City put together to market this program so it becomes familiar within the people that are the prospects and have the money.



>>SPEAKER: Frank, we're going to do a lot to market and promote this program I know you are former GSA we did a lot of work doing probably some of the similar things that we do to market any GSA programs we have customer service directed network who is actually world wide but many of them are located in specific buildings with customer or on basis with customers and we will make sure they are train and they are promoting that also I believe Josilyn talked about for a customer agency to use this they will have to have a delegation of procurement authority to do that which is going to require training. We also have commodity team who has helped us develop this strategy that we're putting forth and we, part of their job or part of their role and responsibility of the commodity team is to go out to their agencies and to talk about what has been developed and how to get the word out. And we've been asking them, you know do you have like a procurement network of some sort that we can help get the word out. There's training, obviously I'm sure we'll be doing training we're going to be producing ordering guide we have web sites and I mean I'm sure I'm missing something Janet, Josilyn I don't know if you have anything to add there's a number of ways were going to be marketing. Other questions?

>>SPEAKER: Mike Vilensky, Complete Billing Services in D.C. here. At the risk of being repetitious, I'll do it anyway, focusing on O&M requiring service when speaking to agencies were there agencies they weren't able to use schedule seriously two,

three and why they would choose to go with this two per as opposed to .75.

>>SPEAKER: I think the best way we can answer this whenever we formulate inter agency commodity team we didn't go in asking about 03FAC.

>>SPEAKER: Just to kind of highlight we discussed some of the differences we know that some of the service are you know on both vehicles, however, we knew that there were limitations and so again like Mary said, we just discuss the service that they were using that we were identifying under our scope you know noting that there are, you know, the differences and some of the limitations behind the schedule before you know we went out. And --

>>SPEAKER: I don't know Walter emphasized this a little bit earlier, but those of us that worked on schedule for a number of years we had a dollar for every time we heard about of using those we would not be here probably. So that was a key difference and while it probably what you probably then well why don't we change as Walter also mentioned we tried to do that for a number of years it's possible something might be happening with that now. I've been here almost 10 years I've heard that a lot to. That's one of the key difference. This vehicle tends to be more flexible than schedules. All that has to be prepriced on schedule fix price not quite as flexible as this is going to be. So I don't think it was necessary that the agency told us that

there were services under 03FAC it was kind of the vehicle itself.

>>SPEAKER: If I could add maybe a different angle for a while I was pretty deeply involved in looking at market share for 03FAC and so I think maybe what we bring questions are we cutting up this set amount, this set pool into smaller and smaller sections I can tell you without getting deep into numbers there are substantial room for growth in this area spend to capture that we are getting right now I think this probably is a little more flexibility. You keep hearing tool and tool belt, some little bit different maybe address different needs such that we are increasing the size of the high at the same time were adding tools. So, it's not necessarily making the slice smaller in absolute quantity.

>>SPEAKER: Great point, Eric. Okay. Other questions we have one on this side.

>>SPEAKER: Earlier you mentioned 1.5.

>>SPEAKER: I'm sorry. State your name?

>>>AUDIENCE MEMBER: Mark Crockett Crockett Facilities. Earlier you mentioned 1.5 billion dollar potential spend, how much of that is just like market NAICS code surveys versus actual -- any committed dollars there from agency saying were going to use this vehicle we're going to use it and we'll probably spend a billion bucks on those vehicles.

>>SPEAKER: I think Walter kind of addressed that a little bit to

the fact that we are just now to the fact where we are asking agencies -- no, actually, Eric, you might be able to talk a little bit more because Eric is our numbers guy how we pulled the information from FPDS-NG Eric, I'm going to let you elaborate.

>>SPEAKER: We actually scope the solution based on a set of PFCs that we felt best reflected our mix of services.

>>SPEAKER: And those are product service codes.

>>SPEAKER: I apologize, yes, PSC product service code on your side you probably don't see that very often it's one of the data elements reported to FPDS-NG whenever a contracting officer makes an award they have to specify essentially what is the product or service being purchased and so we and those are provided in, with and they are listed there what we've included in scope. Scoping is definitely a challenge because there are PSC product service codes that we, we do have a portion of that spend but if that is 5% and we include that in higher PSCs in our addressable market we are inflating the market same other direction you can lead things out but there are definitely decisions to be made when you are creating that proper scope but after we got that data I think what's really important we took that out to our commodity team members and had them validate that and say is this representative of your spend is this representative of your small business spend is that representative of number of actions you are doing per year those sorts of things they signed off and said yeah, that representative of what were doing now.

>>SPEAKER: And please note the schedule I don't think do anywhere near and we're talking 1.5 billion I think that kind of goes to what Eric said earlier too about were increasing the pot not just trying to take whatever business is there and slice it thinner.

>>SPEAKER: Eric that is an annual number.

>>SPEAKER: Did I see a hand somewhere yeah. Okay. Eric spoke previously.

>>SPEAKER: Good morning. John Selph(ph.) from Core Company out in Pennsylvania. We're also owned by a public detail company. We represent a lot of work in multiple service we have multiple office every where I'm a little confused still by preexisting relationships clause that you have in there. I'm not sure I quite understand that, so if I cannot have a preexisting he relationship say in West Virginia with a subcontractor able to perform something outside the scope of what I do which would be elevator and electrical service I cannot claim to be able to do work in that state?

>>SPEAKER: John, I think in case I'm not, we did say if there was a joint venture that was established it had to be established to responding to solicitation, so, so, but if you never subcontracted those other services before that's the puRFPose you wouldn't be able to respond to correct. Right. So if you subcontracted other service but you haven't self performed necessarily then no you wouldn't be able to if there there's a

joint venture in place prior to that establish --

>>SPEAKER: Eric speaking. I think there may still be between capability and geographic were you saying were you asking whether you needed that preexisting relationship with work in each of the geographies?

>>SPEAKER: Well there would be no circumstance under my business model that I would have wore never happen personally in my organization so I have no preexisting relationship with elevator company we have subcontracted electrical service but not necessarily in West Virginia or another state so I'm confused as to how this would work.

>>SPEAKER: I think I mischaracterized that that was Eric.

>>SPEAKER: I apologize I understand now. So, going back to the projects relevant project experience, we are looking -- we are not looking for those to be in any particular area. It doesn't matter where the service were performed as long as you can provide, you know, that is to show that you can provide services relevant to the scope. And then there's a second element which is project locations and that element is separate from the relevant project experience to where we are asking for a list of the project -- a list of two projects per state that have been completed and this can be any project that has been completed in each state of zone one or we're asking if you don't have that list of projects available that you could provide a narrative showing that you have capability of providing coverage for the

entire area of zone one. So, the relevant project experience is what we're looking for as far as the area in the, those three projects per each service, those not looking for those to be in any area those can be located anywhere because again the reason behind that is to show that you have the capability of performing the service relevant to the scope.

>>SPEAKER: But what if he has never subcontracted like elevator service anywhere?

>>SPEAKER: Then there's no relation, then there's no experiences.

>>>AUDIENCE MEMBER: I have a question who has it I don't know who does. I mean your categories are so different electrical companies are electrical companies typically.

>>SPEAKER: I'll try, this is geographic concern is the area to why do we need a different approach for small business versus unrestricted. Are we, yeah, so I'm getting there, Mary. I like to frame the decision. What the solutions trying to look for contractor businesses who are in this business and you know not something that we're just going to start up today and be able to do all of this and one of the comments I think we are going to need to here back is in a position to the geographic areas looking at the service are there some of these once it makes logical sense to have a total total ability service but by what we've got in there preexisting even subcontracting arrangements what impact does that have on our venture base. At this point we

don't have the a number of contract in mind we need to make sure we have enough enough for row bust. Are we setting the bar too tight that's going to limit number of contract we have both from small business and unrestricted what I would ask we'll probably have to post this out on interact pretty quickly this week or next week to back up, talk to us about what's the right way to balance this having contractor cape potentially of doing things and having experience in subcontracting are there certain areas that in general may not, you know, won't fully qualify contractorss there are certain ways that we can work around subcontracting preexisting relationships or have created knew relationships for some percentage of the work.

>>SPEAKER: Thanks, Walter. I'm going to say that probably will be next week before we get that out since it's Thursday and we are flying home this evening. I'm seeing additional hand okay we've got somebody with a mike already. Go ahead. Please again state name and company even if you've spoken before.

>>>AUDIENCE MEMBER: Ralph Gibson Centerra Group. I have a question about final RFP when it comes out do you anticipate having a seed or task order or task orders included along with the final RFP.

>>SPEAKER: Yeah, we were getting feedback up here I kept turning it off. We discussed that we discussed it with our colleagues at PBS because they stated when they done more vehicles they use to see building or something if you will



>>SPEAKER: The reason why I'm asking you are asking for a detailed staffing plan when there's nothing to staff.

>>SPEAKER: Right in the staffing plan I don't know if Josilyn wants to address this I think it's looking more for how.

>>SPEAKER: The general roles I mean probably pull out the paper where I can highlight it I apologize for that, but, were really just looking for general roles were not, general roles key players that would you would assign like a project manager or you know the roles that would follow your company that would go to so yeah we're looking for key personnel like resumes, to identify the roles and responsibility and qualifications.

>>>AUDIENCE MEMBER: COPM and COPM we can provide you with resumes for those folks we can't give you a project manager general maintenance works HVAC techs until we know what specific task order you want us to work on until we have an idea of work we can't provide staff.

>>SPEAKER: It definitely we'll take that feedback and consider you know those elements as well.

>>SPEAKER: Thank you.

>>SPEAKER: I really hope that you consider eliminating geographical coverage requirements or, that is going to be a real, that's not really the ability for companies to submit a response.

>>SPEAKER: So as a requirement just to kind of clarify your recommendation oh I actually was going to follow-up with a

question. I apologize. Can you give the mike back. You are saying eliminate eliminate that they don't, up don't want to provide coverage for entire area.

>>>AUDIENCE MEMBER: Or eliminate or somehow revise it just to open up the competition even with playing replacing with narrative it still can be very difficult it is going to be a challenge even for us a 700 million dollar company to show contracts do contracts or similar capability in each state in zone one.

>>SPEAKER: So can I ask you a question: Is there a recommendation as to an alternative as to how we the government can show that you as a contract can provide coverage for zone one?

>>SPEAKER: That's a good question I've never ever had that question posed to me before when submitting contract regardless of the contract. We did contract overseas. We maintain military basis in middle of ocean not once has anybody asked me if I had a contract Diego Garcia, it just seems it's a perplexing requirement.

>>SPEAKER: If I could jump in here what were trying to do is ensure that companies do cover actually can cover that zone one. And okay I kind of lost my train of thought here.

>>SPEAKER: How is having a contract with a federal agency in a particular state going to prove to you that we can perform work in that state.

>>SPEAKER: It's not a federal agency.

>>SPEAKER: Or --

>>SPEAKER: It's we just want to see, so, I get what you are saying I understand I definitely have note of your concern I have taken that in, but I do still feel like there's a bit of your confusion that's when I asked you the question as far as how would you recommend that we provide coverage you said I'm going to bid on this regardless I feel that's the narrative that we are kind of looking for is a an alternative definitely revise the language reconsider that look at that.

>>SPEAKER: I remember my, keep in mind we have so many agencies that have really remote locations we want to make sure we cover all the areas out there. Great point, great feedback and you know, as Josilyn said we can take this under consideration what's going to go to the next question.

>>SPEAKER: With Chase Associates, all right. So large mathematical problems are not unfamiliar to me so I understand data really well I think the challenge that we're asking you guys and that you really that short timeline before we're expecting RFP award in September, but the true, like it or not we want you to be successful because you're, you're successful needs we're being successful, when you can't have unrestricted in small business have the same mathematical items to them I'll show you example of it. Right now you've got four functional service areas under O&M two under, you got the same under unrestricted

but you got caps on the size of the firms on the small business, which you don't have mathematically on unrestricted so, if you are going to say for example have to have all four of those functional areas you are going to have fewer bidders but they will be a lot closer to their caps in order to be able to have their coverage past performance of three that cover all three of those categories, elevate, heating electrical, HVAC I heard from several people I got some of that but not all of that in order to have all they need to be closer to NAICS code CAPS your vehicle much like one, two, three, four, you quickly going to becoming open door because of size. If you reduce and say well you don't have to have all four as a small business you have to have three well then the numbers of bidders are going to be larger you have to do more awards more likely or should do more awards but even then still relatively closer. So mathematically reduce the four down number of bidders number of awardees but if you, so that's taking the hit all at once a lot of awardees up front if you don't do that if you don't reduce the number of mandatory if you say okay you got to have some experience in all four required to have it in all three if you leave it at four you are simply every year going to be on ramping and up ramping FDCE fantastic vehicle you have PMO size of X amount what I heard is there were twoCO listed in your PMO group CO death by paperwork it's a mathematical reality you are going to be on ramping and off ramping every time. So, it's really important that you look at.

You said you did market research, go back and look at it really tight market research and see if they had usually HVAC were going to spend 15 to 30 thousand dollars putting a proposal in this if you are not successful, you are looking at a waste of time and money.

>>SPEAKER: We definitely appreciate your feedback this is feedback we are looking for in addition to fee core elements tore small business if there are like the core business that we can provide of the required service please give us that but we will take this in consideration that the point of the draft RFP we appreciate your feedback and your input and please in that element you know respond to the draft RFP and inform us my company provides three or of the four core service we definitely will take a look at that so thank you.

>>SPEAKER: If you don't tell us, we don't know. Let's go on this side for a minute.

>>SPEAKER: Mary Nunez from Welsh and Rush. Where do we stand as plumbing(ph.) contractors, would it be feasible to say we had to participate in half of the states in zone one. Most of us specialize in a certain area we go as far as Pennsylvania normally not saying we wouldn't go to New York wouldn't work on it but I can't prove that I have that ability right now.

>>SPEAKER: But would you go to New York?

>>SPEAKER: That's the narrative that we're looking for we understand that you don't necessarily, you may not have projects

in that area but that's where that element comes in that if you don't yes we would bid on New York we have capability to go to New York and that's the narrative that we're describing, so yes.

>>SPEAKER: In the back here, Eric.

>>SPEAKER: Balaak (ph.) (unintelligible)...capability of small companies that can really meet RFP requirement, going back to just lime light of commissioning, is it that this vehicle can be used for just solicitation on commissioning alone or would it have to be in a bundle with something else and if it is in a bundle would it be --

>>SPEAKER: That's a good question service can be order or as a group at task the agency define what they are looking for they can't be order the service can't be ordered single commissioning can't be single to be on the vehicle required services are still, even if you offer commission you would still have to offer required service to be at the parent contract however if the ordering level they can't order you know commissioning individually or if they they are group go that with other requirement that would be able to be done at the task order level.

>>SPEAKER: This is something that occurred to me it may appear because of the required maybe you can to your point provide optional service that's not the case they can order one and it can be just one of the service.

>>SPEAKER: The agencies they need to see a list of service it

won't be you know they will see a list of available service and contract that are under those service and perhaps there will be more service you know for I mean contracts listed under the required service but they will need to see list of service required optional are just for the base contract at this mass MAIDIQ contract.

>>SPEAKER: Okay. Frank.

>>SPEAKER: Frank, George Mason. I would like to focus in again on elevator they were the most difficult group to get onto 03FAC remember that we couldn't get elevator companies on to the schedule the rest was going to be a moot point. The key issue with elevator as well as all companies here those four companies plus a few others have warranty provisions with regards to the cabs, with regards to the (inaudible) keep in mind that anyone else coming in as a suggestion coming in and providing maintenance other than those companies may the coverage of warranty so my suggestion as you reach out to others to focus in on how can we make this a manageable event in a true tool maybe reach out to those companies to get some feedback as to what the impact would be on the facility, facility manager, vulnerability and certainly with elevators risk management.

>>SPEAKER: Thank you. Any other questions. Brenda.

>>SPEAKER: I have a few. I realize you are running out of time. To delve on what this gentleman spoke about. As you know probably eight, eight program participants often joint venture

and they have this tool known as protege agreement and I would like to know how you are going to evaluate joint venture by small business just in general and how you'll take into consideration agreements joint ventures will you in fact look at the experience of each firm or are you going to look at just the experience of the joint venture.

>>SPEAKER: We did a question about metro protege I don't believe we had it addressed so we will address that in our revision to the RFP Josilyn knows requirement about joint venture better than I do.

>>SPEAKER: So the joint venture, I mean the description of the joint venture in the draft RFP as far as looking at the experience it goes to go irrelevant to the project submitted so if there is a joint venture that has been formed formed prior to issuing I mean prior to proposing solicitation that background that relative project experience will be considered if it is you know on joint venture based on it being the joint venture being formed prior to the submittal of the solicitation.

>>SPEAKER: Again, you put the RFPF out for unrestricted again I suggest that you look at the rules and regulations for each one the small business programs and see what they are up against in forming these relationships and I suggest that that would be one area that you would consider changing for small business that these meant protege relationships do not have to be performed before they can do that right now start building a bond met at a



protege relationship because it does take time for them to have them approved.

>>SPEAKER: Okay. We'll make a note of it. Thank you.

>>SPEAKER: The other thing is I recall you said something about there was 18 NAICS codes.

>>SPEAKER: 18.

>>>AUDIENCE MEMBER: I think you said standard was 38.5 million.

>>SPEAKER: I think 36.5, yes

>>SPEAKER: And then you said something I thought now you can correct me I might have this understood but I thought you said you wanted the firms to do projects that are equated to a hundred million or was that a hundred thousand?

>>SPEAKER: The projects okay so the projects that is for the determination of the option we are asking firms to provide us with five task orders or projects that can total up to a hundred million that is win a five year term so that's for determining your options we're asking for minimum task order of five minimum task order which that will probably lower for a small business but and we're asking hundred million may for small business that is for the purpose of determining the option of the five years.

>>SPEAKER: Are you aware of how sizing is done over a three year time period I mean what my concern is here, you have side standard of 38.5 and you are looking for information on a hundred million?

>>SPEAKER: Yeah, 38.5 average over three year period that's how

they determine, that's also, it's or five task orders so what we're trying to do is make sure we are urging contract who are successful in getting award under this vehicle that they are not just kind of getting there, sitting there, that they are getting work, but we also didn't want to make it so well I got one task order that's all my company could do you know because it's such a large task order we didn't want it to be unfair requiring that they do four more so that's why we have a minimum number of task order. Walter you look.

>>SPEAKER: Janet Schweer and Josilyn I think from what row said and Brenda said I think we probably need to then about going back to small business channel and look and see what the dollar amount is.

>>SPEAKER: Yeah, we are planning.

>>SPEAKER: Concern both ways we don't want to create something where we award to small business as soon as they take two task orders they are going to be out of the program that doesn't help it helps them grow but it doesn't help them, it doesn't help us. So we need to look at that.

>>SPEAKER: We already have that that's something I mentioned it's already in consideration that's definitely one of the elements that I mentioned that would change for the small business solicitation.

>>SPEAKER: I can still ask a couple questions. A couple things first of all small business can submit offers under unrestricted

and therefore subject to limitations on subcontracting clause?  
That's correct and they don't have to do a plan that would only be.

>>SPEAKER: Yes.

>>SPEAKER: So, there may be an advantage here for small business to submit a proposal under the unrestricted. They may have less restrictions that way if they feel they can compete against large business. Now, the other thing is you have a solicitation or solicitations that are going to have a mix bag of 18 NAICS codes so therefore, as long as the contractor is able to provide the core requirements they can do any or all on the others.

>>SPEAKER: At the task order level, predominantly -- we've identified at the task order level because they might not mix the service they may be ordering one stand alone service or combination of other services that they can identify the primary NAICS and the primary NAICS would be one of those 18 that we pre identified correlating to its service groupings.

>>SPEAKER: Because you are going to have small business that may be small for one, large for the other --

>>SPEAKER: Right.

>>SPEAKER: How are you going to keep track of the limitation, limitations of subcontracting by task order or a total span of a year, how are you going to do that?

>>SPEAKER: In the reporting, we will be asking for you know that information that's why we ask for NAICS and so that's why how

we'll be able to keep track of that with the reports that we will be requiring contractor provide.

>>SPEAKER: We can discuss that more later I don't want to hog the mike.

>>SPEAKER: Dave Lowe ISI Federal. Would it be possible for the small businesses or even large businesses for the, for david, for their subcontract plan to be able to count toward their performance in that state as opposed to a for managementAL joint venture cause that's more complicated to create.

>>SPEAKER: I guess were back to the state, okay, so, we're not looking for the performance meaning that we have to show a list of the projects and everything that we've done we're just looking so you see there are a list of projects that you've done we're just asking for the list of projects that you've done if you don't have the list, we're asking for a capability statement on that.

>>SPEAKER: Well, it's twofold because if you don't have all four of the categories to be able to compete you are going to have to have? Relationship to be able to make that work for the four primaries right.

>>SPEAKER: Right

>>SPEAKER: So, either with, if you take out need to have a joint venture or some kind of partnership before the, before it to be included in subcontracting plan, then, you could evaluate the strength of their subcontracting plan to say hey these are really

good qualified people that can either help fill in here or fill in another region, it's twofold because you have your primary focus of your core service that you need to provide in order to be considered, right, MEP plus elevator, right, so, with those, if you have ability to do it through your subcontracting plan as opposed to having to have that relationship prior to submittal, that would free a whole lot of people up to be able to compete.

>>SPEAKER: We it down here but if you send it to us through comments make sure we get that.

>>>AUDIENCE MEMBER: Sure.

>>SPEAKER: Okay. I think we got a question over here

>>SPEAKER: This is Reggie Samuel with Focus Group Property Management, building management service. We definitely see the beauty of the concept in that you can similar to what we do in private sector hand over property and be able to put it in several different buckets to pull out pieces you need to make that happen so we get that we were excited to see finally the government has an option that resembles what we receive in private sector. We keep getting back to the subcontracting piece, and I know SBA has for various types of services provided a shift in what's considered a self performance amount for instance if there's a construction general construction contract they have a smaller percentage of requirement to perform that work internally we see this as a similar concept in that yes we're going to provide our building management service internally

facilities management internally preventive maintenance just like large companies elevators will be outsourced quite a few of the large HVAC with that in mind I'm curious to know has there been any discussion to have this particular vehicle SBA placed in a separately sell performance category where by you aren't required 51 percent efficiency monitored of the contract there's going to be less done in terms have there been any conversations.

>>SPEAKER: So I definitely took notes on that we'll look into that more. That's the first time we heard that suggestion in the beginning

>>SPEAKER: Chris Wright, Federal AVH firm one quick question. I know that you noted that there's no software or licenses for CMMS within the scope we provide sometimes people on site for sometimes years just basically up keeping CMMS service just providing help desk or whatever would that be part of this or would that.

>>SPEAKER: Yes.

>>SPEAKER: Other quick question I had so you know not in this region but in other regions we provide AD services if I was to say have a mechanical engineer that I was providing to a certain building in Kansas City and then there was a task order also for design to have a project in that same building would I have to worry about OCI or would that not occur?

>>SPEAKER: Unless like the AE service, they are actually out the scope unless it could be defined as other direct cost element

like there may be a minor construction element that the agency will need but so agency services are not within the scope BMO.

>>>AUDIENCE MEMBER: Right, but in some cases you may have a building that may have an on site mechanical engineer as part of the general staff.

>>SPEAKER: Right.

>>SPEAKER: Just want to make sure if I'm providing that person who's going to be on site for the life of the building as part of the you know over all facility management staff that I'm not going to have to worry late on doing something that involves mechanical design or renovation of that same building.

>>SPEAKER: Janet Schweer was saying that would be up to the ordering agency to define I mean, you know some of those later categories cross service and so, we have engineers under BMO labor categories you'll see that under the ordering agency to define initial intent of the scope have requirements.

>>SPEAKER: As an example that we get a lot of with elevator maintenance and elevator inspection there's certain agencies that say that under no circumstances would I have the same company doing my inspection and my maintenance we talked to other customers that say you know what I don't care at all having the same people it makes sense to us that's why I say it depends on what the ordering agency preferred, I'm not sure we can say yes or no.

>>SPEAKER: We have about seven or eight minutes left. Do we

have any last minute questions, suggestions? Okay. In the back there.

>>SPEAKER: Neil Durham with NBA, I was wondering how GSA was going to take into consideration premium for [ ] I understand unclassified requirements used in contract, how do you take that into consideration comparing apples to apples and that companies that have clearances are being penalized by fact go that cost in.

>>SPEAKER: I think the intent probably would be to firms for unclassified I think we have something in there that says if the ordered agency does require different levels of clearance that can be negotiated with task order with ordering agency, so I think what we are envisioning not to level security we don't even have that

>>SPEAKER: Mike Pulaski with Complete Building Services. Question on joint venturing I understand you have to have a JV form before you submit past performance past performance has to be in JV as names that you are submitting in different section.

>>SPEAKER: Either.

>>>AUDIENCE MEMBER: It doesn't matter.

>>SPEAKER: Right.

>>SPEAKER: Okay. Now Brenda.

>>>AUDIENCE MEMBER: Okay. I didn't hear this brought up --

>>SPEAKER: State your name again so the court reporter can have it?

>>>AUDIENCE MEMBER: Brenda Hernandez SBA I didn't hear this



brought up from the mike I did hear a few people talking behind me and I don't know how you plan on doing this, but, is this formally considered a bundled issue? Because if it is --

>>SPEAKER: If we're able to set aside for small business or we're creating a solution that doesn't, that doesn't prohibit small business and we expect small business to participate. It's not (unintelligible). Is it potentially consolidated yes but it's not bundled. Go by statutory did he have anything of bundle it's got to preclude.

>>>AUDIENCE MEMBER: Set aside.

>>SPEAKER: Yes

>>>AUDIENCE MEMBER: Okay. Thank you.

>>SPEAKER: Okay. We've got just a few minutes left any last minute questions? Going once, going twice.

>>SPEAKER: When you are done I want to say something real quick. I was just going to say one thing, I was just going to thank everybody for their participation again BMO E-mail address I think I've stressed that enough. Again look for an E-mail from me as long as you registered and we have your E-mail on file. I'll send out a slide I'll send out all kind of information, so, January.

>>SPEAKER: Thank you for coming I want to say thank for past regional commissioner for her support through this week she's been great I want to thank, Walter for traveling with us for of the last couple days for being here to support us. And to our

team whose fantastic job this way and Josilyn has done a lot of talking bless her heart but she's done a great job and we really do want you to send us your feedback part of the challenge has been for some of this well we need to go we need to go this is great please let us know. Thank you.

>>SPEAKER: Okay. Thanks, everybody. Lunch time.

Concluded at 12:25 p.m.