

IN RE: GSA BMO INDUSTRY DAY NEW YORK

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1                   MARY SNODDERLY: Good morning, everybody.  
2           Welcome to the BMO, Building Maintenance and Operation  
3           Services, the BMO industry day. My name is Mary  
4           Snodderly. I'm going to be your facilitator for the  
5           morning here. Just kind of a few housekeeping issues.  
6           We were told we can have water in here. Coffee needs  
7           to go in this little wing over here. There is a  
8           screen, I think, where the presentation will show.  
9           They ask that coffee go over there. And I believe the  
10          bathrooms are over that way as well, they told us.  
11          Please, as always, put your phones on silent. Again,  
12          if you need to take a call, there's an area over here  
13          that you can take a call.

14                   Let's see. I would like to kind introduce  
15          our whole BMO team. We are out of Kansas City,  
16          Missouri. We did a session like this in Philadelphia  
17          yesterday, so we're kind of on the road show. We're  
18          here today, and then we're on to Washington, DC  
19          tomorrow, but's go ahead and introduce our team. I'm  
20          going to start kind of at the far table over there.  
21          We have Patrick Mazzei. Patrick is our contract  
22          specialist. We have Mary Ruwwe. Mary is our Regional  
23          Commissioner, and you're going to hear from Mary in  
24          just a few minutes. Then we have Janet Schweer.  
25          Janet is -- I know I always stumble over that, Janet.

1 Janet just got married about a week and a half ago, so  
2 I'm still stumbling over her new name there. Janet is  
3 basically -- she is our manager and our lead for the  
4 whole BMO program. And I'm gonna move over to this  
5 table. Trust me, I'll introduced the lady that I  
6 skipped. We have Josilyn Reed. She's our senior  
7 contracting officer. And then we have Eric Stonner,  
8 who's our project manager.

9 Now, the lady that I did skip over, she is a  
10 court reporter, so she is going to be transcribing.  
11 And I forgot you, Walter. Walter's sitting over  
12 there. That's Walter Eckbreth. He is -- while he's  
13 not actually a member of the BMO team, he really sort  
14 of is.

15 Walter ECKBRETH: I've been a member of the  
16 team longer than that I wish to care.

17 MARY SNODDERLY: Thanks, Walter. Walter is  
18 actually out of Washington, DC, and he is part of the  
19 Federal Strategic Sourcing Initiative, FSSI Program  
20 Management Office, so that's kind of who you have.  
21 But the BMO team that I introduced up here, we are,  
22 like I said, Kansas City, Missouri. And I hate to say  
23 it, but it's a lot warmer in Kansas City than it is  
24 here. I talked to my husband last night. He said he  
25 had to turn the air conditioning on.

1                   So again, I started to introduce the lady  
2                   that I skipped. Again, she is our court reporter, and  
3                   she will be taking notes as we go through here so we  
4                   can transcribe, and then we will be posting the  
5                   transcripts to our Interact site so that everybody  
6                   will have access to that. Now, what does that mean?  
7                   That means when we get toward the end of the session  
8                   and we have our question and answers, and I'll remind  
9                   you again that if you have a question, if you would  
10                  say your name and your company or agency, that would  
11                  be greatly appreciated so that we can get it in the  
12                  notes.

13                  Okay. Let's look at the agenda for today.  
14                  We're going to have some opening comments. I  
15                  mentioned Mary will come up and talk about that.  
16                  Walter's going to do an overview of the whole FSSI  
17                  program. Then you get to hear from me on the BMO  
18                  program specifically. We'll kind of show how BMO fits  
19                  into the whole puzzle piece of FSSI. Janet's gonna  
20                  talk about small business strategy. And then what  
21                  everybody's been waiting for, right? Josilyn is going  
22                  to get up and talk about the acquisition solution and  
23                  walk through some highlights of the draft RFP. Then  
24                  I'm going to talk a little bit on next steps, and then  
25                  we're gonna have a question and answer period, so we

1 did have a pretty full morning yesterdays. I think we  
2 finished a little early, so we may get you out of here  
3 before 12:30.

4 With that said, right now I would like to  
5 introduce Mary Ruwwe. Again, she is our Regional  
6 Commissioner for the Heartland Acquisition Service.

7 MARY RUWWE: Thank you, and good morning. So  
8 I know we've got a mix of folks here in the room. We  
9 have industry. We have a large GSA presence as well  
10 from both our Public Building Service and our Federal  
11 Acquisition Service. Really, today is all about  
12 getting your feedback on the things that the  
13 presenters are going to be sharing with you today. So  
14 later on, don't be shy. Write down notes and share  
15 your feedback with us, so thank you for taking the  
16 time to be here. I think the record commute is with  
17 the gentleman from Siemens. Three hours. Can anyone  
18 beat that commute to be here this morning? You win  
19 the award, so thank you for doing that.

20 I want to talk to you about the importance of  
21 Strategic Sourcing to the federal government, the  
22 taxpayer and the role that industry plays in the  
23 success of this contract. Strategic Sourcing, you're  
24 going to hear it called FSSI, Federal Strategic  
25 Sourcing Initiative. I like to just keep it short and

1 say Strategic Sourcing. It's important because it  
2 generates savings and efficiencies by leveraging  
3 government-wide buying as an enterprise. And in this  
4 case, the Building Maintenance and Operations  
5 contract, BMO is what we call it, we're leveraging  
6 buying in zones, and we'll talk about benefit of that  
7 concept in a little bit.

8 Strategic Sourcing is important because it  
9 will also reduce the administrative burden of  
10 thousands of procurements, allowing agencies to direct  
11 more of their resources on their respective missions.  
12 So in Zone One, we've identified about 5,242 expiring  
13 contracts in FY '16 and '17. That's a lot of  
14 contracting work. Strategic Sourcing is important  
15 because it's a collaborative, government-wide process  
16 that considers customer's needs including program  
17 requirements, market conditions, the organizational  
18 goals and small business goals.

19 What is GSA's role in this process? Our role  
20 is to ensure that industry understands the agency's  
21 needs so that industry can provide the goods and  
22 services in the most cost-effective manner possible at  
23 the best value to the government. The success of  
24 Strategic Sourcing relies heavily on the relationship  
25 with industry, and industry has been involved in the

1 Strategic Sourcing process from the very beginning.  
2 Industry has helped us identify best practices, saving  
3 solutions and ultimately the acquisition strategy  
4 designed to achieve the cost savings and innovation in  
5 Building Maintenance. So you can see, we can't do  
6 this without industry. More importantly, Strategic  
7 Sourcing opens up fantastic opportunities for industry  
8 to help the Federal Government be more efficient and  
9 save money for the taxpayer. April 15th is coming up  
10 soon. I'm sure we'd all like to have a lower tax  
11 bill, so this is all about best value in delivering to  
12 the federal government and the taxpayer.

13 So before I turn it over to -- I'm Mary R and  
14 she's Mary S -- and I want to, again, thank you for  
15 being here. I look forward to hearing your feedback.  
16 Thank you.

17 MARY SNODDERLY: And thank you, Mary. One  
18 thing I did -- or a couple things I did forget to  
19 mention earlier. We do ask that you hold all your  
20 questions. Remember, I said we were gonna have a  
21 question and answer period. We do ask that you hold  
22 all questions until we get to that part of it. We've  
23 got a lot of information to go through today, and we  
24 want to make sure that we get through the information.  
25 Secondly, you see that we have our slide deck up

1           there. As long as you checked off and we have your  
2           e-mail address on the registration, I will e-mail that  
3           out to everyone who did register. So you will get a  
4           copy of the slide deck, if that's helpful.

5                        So let's go ahead, and I'm going to ask  
6           Walter Eckbreth to come up here and give an overview  
7           on the whole FSSI program and what's it's all about.  
8           So Walter?

9                        WALTER ECKBRETH: I was trying to debate  
10          whether to make a dramatic walk across there or sneak  
11          around the back and come in the back door, and you see  
12          which way I decided to go.

13                      So what you're gonna hear us talk about,  
14          we -- yesterday as we did this, we kind of realized  
15          that there was recurring themes that a number of us  
16          talked about, and so I want you to pay attention to  
17          these recurring themes. That probably means it's  
18          important to us.

19                      So what is Strategic Sourcing? Let's start  
20          with that, and there's a common belief out there that,  
21          and probably a myth that some people think Strategic  
22          Sourcing is all about getting the lowest price,  
23          reducing the number of contractors and getting down to  
24          a single low price. And while that at times may be a  
25          goal in Strategic Sourcing, that's not the purpose of

1 Strategic Sourcing. The real purpose of Strategic  
2 Sourcing is learning how you buy, learning where we  
3 add costs to what we buy and then learning how to  
4 change our behaviors to help balance out this  
5 inflation of cost and value, and that's a key, key  
6 part there is the cost and value. You know, there's,  
7 there's a, a price element in anything that the  
8 government buys. There's budgetary issues with cost,  
9 but there's also the value and, and, you know, looking  
10 across commodities and services, and there are  
11 different strategies in how we approach commodities  
12 and simple products and complex services,

13           And think about how you do in your own life.  
14 If you're out looking to buy a pen, there's probably a  
15 price for that Bic pen you want to buy. It might be a  
16 dollar. It might be \$2. If somebody's selling it for  
17 \$10, that's probably not a price that you're at. But  
18 if you go looking for a doctor, you're not gonna  
19 necessarily go to the lowest price doctor. You're  
20 gonna look for a doctor with qualifications and  
21 expertise in what you need to get fixed. And so think  
22 of that as a complex service, and that's not a  
23 price-driven decision so much. That's an expertise  
24 and qualification. Now, of course, your insurance  
25 will tell you at some point they're not gonna pay for

1       that, but there is a value point there. There's  
2       always a value point, so think about that with  
3       Strategic Sourcing.

4               As we work this in the government and we  
5       started down this path -- and this strategic Federal  
6       Strategic Sourcing Initiative actually goes back to  
7       approximately 2005. President Bush issued an  
8       executive order creating the Federal Strategic  
9       Sourcing Initiative and placing it under the Office of  
10      Management and Budget which is in the Executive Office  
11      of the President and creating this program for the  
12      government to try to find ways to create best value,  
13      and the early solutions that we started with were  
14      really some attempts at really price strategies for  
15      simple commodities. We did a solution for office  
16      supplies. There was a solution, an early solution for  
17      small package delivery, so think of what UPS or FedEx  
18      do.

19             There was one for a wireless expense  
20      management which, you know, is an issue, the concept  
21      of bringing in a contractor to evaluate the  
22      government's many wireless plans and help agencies  
23      identify cell phones that aren't being used, wireless  
24      plans that don't fit where we have overcharges or  
25      where we have a lot of excess minutes and helping

1 agencies to really do the leg work they need to to do  
2 better contracting. This is an interesting concept.  
3 We'll bring in a contractor. We'll pay money, and  
4 what we get out it is a plan to go forward with the  
5 next procurement. We're not saving any money on that  
6 procurement other than here's the future value or the  
7 value that we get from not paying for devices that  
8 aren't used. So what we learned in the first  
9 generation of the solution was if we didn't have data,  
10 if we didn't see how the government was buying and  
11 identify the bad purchasing behavior, bad buying  
12 behaviors, the solutions really weren't successful.

13 So as we started with solutions in 2005, as  
14 we get around to the second generation of solutions in  
15 2009, 2010, this is where we start to see those  
16 solutions that have data that show their value, show  
17 their worth, those solutions as they moved into this  
18 next generation, they were able to make improvements.  
19 Small package delivery is one. It's a great example.  
20 So we had a contract with FedEx, the government to  
21 provide overnight or small package delivery; overnight  
22 service, next day, two day. And in getting ready for  
23 the second generation solution, what the government  
24 did, we looked to see where all of our charges were.  
25 You know, certainly there is a cost to ship each

1 package, but what the team was able to identify was  
2 they were able to see that actually where a lot of  
3 these charges were were these excess oil charges.

4 So FedEx used to have these handbills that  
5 were five part forms. The last part, you know, the  
6 carbon form, the last piece was the one that actually  
7 goes in the package. We're writing on them with a  
8 pen, and it's got to go through five layers. And  
9 inevitably that last one, the one that goes with the  
10 package, it's faint. And we were getting charges  
11 because FedEx couldn't read it, or we put the wrong  
12 addresses or bad phone numbers or bad contact  
13 information. And so the first thing the team  
14 identified was there's all these excess oil charges.  
15 What do we need to do? How do we need to change on  
16 the government side to minimize these, to reduce  
17 these? And so one of the pieces that we put in there  
18 in the second generation small delivery packages was  
19 the ability for us to have -- be able to use, whether  
20 it's FedEx or UPS or anybody else -- use their  
21 electronic system to help try to reduce that, those  
22 chances or errors.

23 The other thing that the team looked at was  
24 the shipping profile. So we would see within  
25 Washington, DC, and you're familiar with that,

1 agencies that were checking the box for overnight air  
2 to go from one federal building in Washington, DC to  
3 another federal building in Washington DC or overnight  
4 air to go from a suburb of Washington, DC into DC.  
5 Well, you know, even though it never goes on a plane,  
6 there is a fee, a charge with checking the box that  
7 says overnight air, so here's this opportunity to  
8 learn. And so the domestic delivery package people,  
9 they actually started to train people and explain hey,  
10 here's the story. Here's where you're hurting  
11 yourselves. You're costing yourselves more money.  
12 Pretty simple stuff. But by doing that training, we  
13 were able to reduce the budget in those areas. So the  
14 second generation solution, just by having that data  
15 even without changing the pricing, we're able to start  
16 seeing savings.

17 Office supplies. First generation solution,  
18 we didn't really collect any transactional data, put  
19 some blanket purchase agreements in place. We had  
20 some pricing on some office supplies, and we all kind  
21 of walked away. There's no intensive management. And  
22 what we learned was if we didn't manage it, nobody  
23 used it. So the second generation, we realized A, we  
24 need data. We need to see how the government's  
25 buying, what the government's buying so that we can

1 look at behavior and figure out where we're hurting  
2 ourselves and we need to intensively manage this not  
3 only to make sure the contractors are complying, but  
4 to make sure the government's complying and the  
5 government's using it. And so we come to this other  
6 realization that we have intensively manage it. And  
7 now, I'm kind of not going on the slide. I'm like  
8 three slides better, but that's okay. We'll walk  
9 through the slides. I like the story better.

10 So second generation solution, we started  
11 gathering data. As we have customers -- here's where  
12 data comes in. We award a series of blanket purchase  
13 agreements for office supplies and did a really robust  
14 competition. Overall, we had really good pricing.  
15 Now, was every item the lowest price it could ever be?  
16 Absolutely not, because it's commercial markets out  
17 there. We've got competing contractors who weren't  
18 successful who wanted to be able to sell and price  
19 something a penny lower, two pennies lower, and that  
20 was one of the first things we began to see. We  
21 awarded blanket purchase agreements. And within that  
22 week of the pricing going up on GSA Advantage, the  
23 Schedule 75 contractors that were unsuccessful in  
24 getting the FSSI blanket purchase agreements went in  
25 and changed their prices and lowered their prices.

1 Not on everything, but on those items that they wanted  
2 to compete on. So here we have a solution that not  
3 only did we get good price on the competition level,  
4 but outside of that, we now affected the market and  
5 driven the market pricing.

6 By having that data, as agencies started to  
7 use it -- we would have agencies come in and complain  
8 that the price from this contractor was too high and I  
9 can find it lower elsewhere. They would show us a  
10 lower price. As we got the data, you know, somewhere  
11 along the line we -- you know, we started looking at  
12 the data and saying yeah, you're right. You can get  
13 it lower. But the price that you showed for the  
14 Strategic Sourcing, the blanket purchase agreement,  
15 the one that you said was too high, the agencies  
16 didn't even pick the lowest price there. They were  
17 kind of in the mid to upper range, so here we're  
18 starting to see these spend profiles of the government  
19 not necessarily always buying at the lowest price.  
20 You know, we have buyers who always say they're buying  
21 at the lowest price, but we're seeing this bell curve  
22 of pricing. And the government, they're kind of at  
23 the mid point or maybe the high point. There are  
24 probably other decisions driving it. But having that  
25 knowledge and being able to go back to agencies and

1 say yes, you're right, that isn't the lowest price out  
2 there, but here's all these other lower prices  
3 available to you on the blanket purchase agreement.

4 The other thing that we were able to do with  
5 the contractors, we were able to then go back three  
6 years into the program and present them with  
7 information on where their pricing played out for each  
8 of the 70,000 items, where their pricing was on that  
9 versus the competitors so they could see where they're  
10 the low price. They could see where they're the high  
11 price. They could see where they're out of line.  
12 Present the information to the contractors. Here's  
13 this piece of market information. And when the team  
14 did it, my initial reaction was I think the  
15 contractors are gonna say thanks, have a nice day.  
16 They actually -- they actually took and said wow, this  
17 is valuable information. This is something that we've  
18 never had. We've tried to do this on our own, but we  
19 didn't have the information, and it gave them a basis  
20 to go back in and start reducing prices. They could  
21 see why they're not selling some items because they  
22 had not been able to look granularly to see the value,  
23 where their prices was versus their competitors. And  
24 with that, we were able to reduce pricing.

25 Now, as we move into the third generation of

1 office supplies, here we've got this data on 70,000  
2 items, and we take that data and now, we're really  
3 able to -- when we do the competition, we're really  
4 able to look and identify what's the right pricing  
5 available to the government and where do we see out of  
6 line? We're not talking large market baskets. We're  
7 looking at individual items. We can look at 70,000  
8 items and see where the government pricing should be  
9 and see a reasonable range, see a good variance, so  
10 it's this data that we have that helps us become  
11 better buyers. Let's go to the next slide.

12 So what does it take to become a Federal  
13 Strategic Sourcing Initiative? And this goes back to  
14 a memo, an Executive Order that was signed in 2012 by  
15 President Obama. It identified a series of things  
16 that to receive a Federal Strategic Sourcing  
17 Initiative label, here's a series of things that a  
18 solution has to do; whether it's an acquisition  
19 solution, whether it's a demand management solution.  
20 First, it's gotta be a collaborative solution. This  
21 can't just be one agency going off on its own and  
22 creating contracts on its own. What we do, we bring  
23 agencies together, agencies that also procure the same  
24 products or services, create a commodity team.  
25 Commodity team is generally made up of some

1 procurement people, some subject matter experts and  
2 agency strategic sourcing experts, and we try to go  
3 through this process, meeting with industry by having  
4 industry tell what are we doing that drives up our  
5 cost. You know, do we have specifications that are  
6 bad that drive up cost? Are we buying the wrong item?  
7 Are we buying technology that's not in line with  
8 today's world? Are we requiring a government designed  
9 item or a commercial item would work, so working with  
10 all that to understand how we're buying, how we add  
11 costs.

12 Look at the government-wide requirements.  
13 Federal Strategic Sourcing Initiative solution is one  
14 that should touch a number of agencies. It shouldn't  
15 just be something for one agency, so we're looking at  
16 being able to go across. Now, individual agencies may  
17 have their own internal strategic sourcing solutions  
18 to meet their individual needs. So we're looking at  
19 some pricing things, some proof to say this is the  
20 key. We need to be able to demonstrate whatever  
21 solution we create actually delivers savings before we  
22 we're able to brand it as a Strategic Sourcing  
23 solution, and that's really the key. You know, we can  
24 create good solutions. But if they don't -- if they  
25 don't help improve savings -- and we can improve

1 savings in a number of ways -- but if don't prove  
2 savings, we start to question the value of it and  
3 question whether agencies really want to jump on  
4 board.

5 I mentioned the acronym. These solutions are  
6 very actively managed, working with customers,  
7 training on a day-to-day basis, answering customer  
8 calls. We're working closely with the contractors to  
9 make sure that the contractors are able to deliver the  
10 products and services, making sure that we see good  
11 quality, delivery, get good contractors on board.  
12 It's an active, day in, day out process, very active  
13 management.

14 And the last two, I want to touch on. Level  
15 three, data reporting. This is something that I  
16 talked about. Having that data to be able to show how  
17 the government's buying to help us buy better. Not  
18 necessarily always the lowest price, but how to buy  
19 better, how to make better decisions. We do that with  
20 data, and so we need to bring data in so we can make  
21 these decisions. We can make advancements in  
22 solutions. We can re-train government.

23 Most important one -- I hate for it to be  
24 last on the list -- is small business. As we look at  
25 each and every solution, Federal Strategic Sourcing

1 Initiative, one of the first things that we have to do  
2 is we have to baseline what the government spend is  
3 for the small business within that category. What our  
4 goal going forward is that each solution that we  
5 create, we need that solution to at least match that  
6 same level of small business participation in dollars.  
7 Ideally, we want to increase it because that's the  
8 government goal. We know that drives business. We  
9 know that's where the seeds are, but we need to  
10 baseline that and get at a fairly granular level with  
11 the data, not just small business, but looking at each  
12 of the subcategories. We also have agencies who have  
13 specific goals. So the Department of Veterans  
14 Affairs, each and every solution that they're a part  
15 of, as you can guess for them, service-disabled  
16 veteran-owned small business is a key for them. They  
17 have special agency policy that directs their  
18 contracting into those channels where it's available,  
19 so we also look at individual agency goals and keep  
20 participants in that. I'm -- next slide.

21 I'm just going to touch on this real quickly.  
22 There's a process we go through. Real quickly, the  
23 process is there's a series of key decision points.  
24 These are the go, no go decisions that a solution team  
25 presents to the Office of Management and Budget and

1 the Strategic Sourcing Leadership Council, the  
2 governing body. Is this the right solution? So we  
3 start off, Office of Management and Budget will  
4 identify a broad category where they think there's a  
5 opportunity. They'll look at high level spend  
6 numbers. They wanna see some dollars. They wanna see  
7 the ability to impact probably a half a billion  
8 dollars year is kind of a goal, a soft goal that they  
9 shoot for. They wanna see a number of agencies that  
10 have ability to participate, so we're not looking at  
11 something that is one or two agency specific. We're  
12 looking across government.

13 From that, they'll say is this an opportunity  
14 for Strategic Sourcing? They'll assign a lead agency,  
15 and the lead agency will start working with the other  
16 agencies to identify are there opportunities there.  
17 Are there barriers? Are there things that we don't  
18 see? Are there -- it might look good dollar-wise.  
19 But then as you start to see -- you know, like some  
20 medical equipment, surgical equipment. There's good  
21 dollars in surgical equipment, but each doctor, they  
22 have their own preference for which scalpel they wanna  
23 use. And really, do -- you know, do you want to tell  
24 the doctor which scalpel he should be using rather  
25 than him use the tool he's comfortable with? That's

1 an area where there's only a few agencies that have  
2 that need. So while there's good dollars there,  
3 that's one that probably doesn't fit well.

4 So assuming that we identify that there's an  
5 opportunity there and there's an opportunity for  
6 savings, we convene a formal commodity team.  
7 Commodity team's made up of agencies that have the  
8 like need, and they go through and they identify  
9 what's the right way to save the government money? Is  
10 there a management solution? Is there an acquisition  
11 solution? Is it training government employees in  
12 using the existing solutions that we have better?  
13 They develop their business case where the opportunity  
14 is, where the opportunity for savings is. They have a  
15 plan to go forward. They go back to OMB, the  
16 Strategic Sourcing Leadership Council and present this  
17 and say here's our path forward. Here's what we  
18 think. Here's the dollars that we think we can  
19 impact, and here's how we think we can impact those  
20 dollars, a pretty good plan.

21 OMB and the Strategic Sourcing Leadership  
22 Council will then vote on that and say yep, that looks  
23 like a good plan. Move forward. Make it happen.  
24 Create a solution, get it rolled out, get agencies to  
25 use it, demonstrate savings. Once we're able to

1 demonstrate savings, then we go back to OMB, the  
2 Strategic Sourcing Leadership Council, present it and  
3 say okay, here's the solution. You approved this to  
4 go forward. It's now in place. We're now operating  
5 it. Here's the agencies using it. Here's the  
6 dollars. Here's their savings, and here's how we  
7 calculate those savings. You check the math. We'll  
8 show you the math. You know, it's very transparent.  
9 We show them the numbers. We'll show them the  
10 methodology. Assuming that we're able to demonstrate  
11 savings, we're able to demonstrate usage, they then  
12 grant us the mythical Strategic Sourcing Initiative  
13 label.

14 Real quick, there's a governing structure. I  
15 talked on this a little bit. It falls under the  
16 Office of Management and Budget. There's a Strategic  
17 Sourcing Leadership Council, which is made up of the  
18 seven top spend agencies plus the Small Business  
19 Administration. Oversight and support for the Federal  
20 Strategic Sourcing Initiative Program office right now  
21 is located in the General Service Administration.  
22 There was talk from time to time about this going back  
23 to Office of Management and Budget or the Office of  
24 Federal Procurement policy. It right now resides  
25 within General Service Administration. Execution.

1 For each solution, there's a commodity team. This is  
2 led by a host agency. Sometimes, it's the General  
3 Service Administration. Sometimes, it's not.  
4 Sometimes it's NASA or the Library of Congress or  
5 Health and Human Services or Department of Homeland  
6 Security. They have a commodity team made up of  
7 agencies. I've talk about that.

8 Last piece is enablement champion. This goes  
9 back to a question that we have received is is anybody  
10 ever gonna use this? How does word get out to use it?  
11 Well, these are the commodity team representatives,  
12 people from the agency that are helping to create the  
13 solution. Part of their job after they create the  
14 solution is now, they're gonna go back to their  
15 agencies and they're to be the champion for that  
16 solution and help pull the rope, pull their coworkers  
17 in to actually use the solution and help them show  
18 value.

19 This is my favorite slide. I've talked a lot  
20 about this. There's a lot of different levels of  
21 leverage for Strategic Sourcing. Yes, there's the  
22 simple reduction in cost per unit. That's a pretty  
23 simple thing, and there's a number of ways to get  
24 there. Might be there by a competition? Might there  
25 be a revision of specifications? A lot of times, what

1 we see is specifications drive the cost. And if we're  
2 able to revise our specifications, remove gold  
3 plating, we can reduce our unit cost. It's a great  
4 way to do it. Doesn't cost us anything. Doesn't cost  
5 industry anything. Buy smarter. Changing volume.  
6 You know, are we buying too much? Are we buying stuff  
7 and putting it in a warehouse and then letting it rot?  
8 Understanding where we're buying and why we're buying  
9 and how we actually use it.

10 I've talked about demand management. This is  
11 the concept of looking at how we buy and changing  
12 that, changing that model. Operating efficiencies.  
13 We create these broader, government-wide, contract  
14 type vehicles. Hopefully, it reduces the number of  
15 individual contracts that agencies have to create on  
16 their own, and it's easier from them to place task  
17 orders and purchase off existing contract. That  
18 should reduce the administrative burden for common  
19 goods and supplies and services so that agencies can  
20 put their contracting staff to areas where they really  
21 need to do their support. And then improve  
22 management. This goes back to the data, understanding  
23 how we're buying. Next slide.

24 We talked about small business. This is the  
25 most important part of the Strategic Sourcing story is

1 making sure we're baselining small business and we're  
2 showing the value of what small business brings.  
3 We're creating solutions that enable small business to  
4 be successful and keep those dollars flowing through  
5 small business. That's it.

6 MARY SNODDERLY: Thank you, Walter. Like  
7 Walter, I had a decision to make. Do I walk back  
8 behind the table with all the cords and probably fall  
9 very gracefully, or do I come around the front? So  
10 obviously, you see what my choice was. And then of  
11 course, I get a cold just before we come on the trip,  
12 so I may have to take a sip of my water here as I  
13 walk you through. I'm gonna be the one to kind of  
14 talk a little bit about the BMO overview. So some of  
15 the slides you're going to see and some of things I'm  
16 gonna say, you're gonna hear Josilyn talk about. You  
17 may hear Janet talk about as they come up because  
18 these are very important things, and we wanna make  
19 sure that you understand specifically where we're  
20 going.

21 You know, Walter talked about the FSSI  
22 process. I'm going to tell you how BMO fits into that  
23 FSSI process. Before we do that, let me ask a quick  
24 question. How many businesses do we have here that  
25 are small businesses? Any? We got a couple. How

1 many that are other than small businesses? Okay.  
2 Just kind of get a gauge on that, so let's go ahead  
3 and go to the next slide.

4 Let's talk about you hear Walter talk about  
5 the commodity team. Again, this is an inter-agency  
6 commodity team. BMO, we're very fortunate in that we  
7 have I think a very active commodity team. You can  
8 see the agencies that are listed right here. We have  
9 over 18 agencies that are included on that commodity  
10 team. They are the ones that are helping drive the  
11 strategy and making the decisions on where we go  
12 forward. GSA, we see ourselves more as a liaison or a  
13 facilitator through the process. Granted, we are --  
14 and I say that, and we were actually the  
15 implementation part of it, you know. When you hear  
16 Josilyn talk about the draft RFP, Josilyn put that  
17 together, but all of that information came from our  
18 commodity team.

19 Now, you also heard Walter talk about the  
20 whole FSSI process. BMO, we're a potential FSSI. I  
21 have to say potential because we have not gone through  
22 the whole FSSI process at this point. I think Walter  
23 mentioned this. There are three key decision points.  
24 We have only passed our second key decision point, so  
25 what that allowed us to do is to move forward in

1 developing our strategy. And what happens, and Walter  
2 said to get that official branding, then we have to  
3 show the savings and we have to go forward from there,  
4 so that's kind of where we are in the process right  
5 now. I'm not going to read all of these slides. Some  
6 of this information you can look at. We're gonna be  
7 talking about the different groupings. I'm gonna talk  
8 about that. Josilyn will talk about that, small  
9 businesses and our zonal approach, so let's go ahead  
10 and take a look at the next slide.

11 This is the BMO. We want it to be a very,  
12 very flexible solution. What do we mean by that?  
13 First of all, I want to emphasize it is an open  
14 market, multiple award IDIQ. Why I am emphasizing  
15 that? It is not going against the schedule. For  
16 those of you that are familiar with schedule, those of  
17 us on the BMO team, we worked with the 03FAC schedule,  
18 the Facility Maintenance and Management schedule, all  
19 of worked on that, on that team at one point. But  
20 right now, this is not gonna go against the schedule,  
21 so I just wanna make sure I emphasize that. The BMO  
22 is going to allow different contract types at the task  
23 order level. You can do firm fixed price, labor hour,  
24 time and materials, cost reimbursement. We are  
25 allowing for multiple contract types to be used.

1                   Out here, we say that we're looking at -- our  
2                   goal is a 10 to 12 years contract. That is at the  
3                   parent BMO contract level. Why do we say 10 to 12?  
4                   Because we have to go and request a FAR deviation  
5                   approval to go behind the five year mark. Josilyn  
6                   will talk a little more about at the task order level,  
7                   so that's gonna be a little bit different. But right  
8                   now, we are seeking that deviation for 10 to 12 years.  
9                   And since we haven't gotten that, that's why we're  
10                  kind of putting that range in there, 10 to 12 years.  
11                  One of the things, too, and when you hear us talk  
12                  about the structure and the scope of the contract,  
13                  you're gonna hear us talk about different services and  
14                  you're gonna hear us talk about required versus  
15                  optional services. Please keep in mind, agencies when  
16                  they use this contract vehicle will be able to order a  
17                  single service or a mix of services. Now, when we  
18                  talk about required, that is more on the industry  
19                  side, and I'm gonna talk about that just briefly here  
20                  in a couple minutes. Sustainable product requirements  
21                  will also be included, and then we are allowing --  
22                  you're gonna see as Josilyn talks, there's gonna be  
23                  opportunities for both small and large businesses.  
24                  Let's go to the next slide.

25                   This is what we are looking at for the scope.

1 Again, you're gonna see this chart again. Josilyn  
2 talks about that. Like I said, we're gonna be  
3 somewhat repetitive because there are some very  
4 important things in here. What you're seeing on  
5 this -- and this was based on input from our commodity  
6 team, remember that interagency team that we have that  
7 we meet -- as well as we posted two different RFIs.  
8 We have reached out to industry. And again, things  
9 like this, industry days like this helps us get  
10 feedback from industry as well.

11 What you see is two different groupings. We  
12 have an operations and maintenance grouping, and then  
13 we have a facility support grouping. Now, let's talk  
14 about is separately. Under the operations and  
15 maintenance, now it is gonna be -- the groupings will  
16 be together somewhat, but they are separate groupings,  
17 but we do have required services and optional  
18 services. For instance, under the operations and  
19 maintenance, you see require services such as HVAC  
20 maintenance, plumbing and pipefitting, elevator  
21 maintenance and electrical maintenance. There's a --  
22 there's a whole list of optional services that can be  
23 also provided under this contract.

24 What we're saying is for a contractor to make  
25 an offer, you must be able to provide those required

1 service. Now, under facility support services, we  
2 have janitorial and then we have landscaping and  
3 grounds maintenance as required services. Again, we  
4 have optional services that can be done. Let me back  
5 up a second. Agencies can order one of these  
6 services. For instance, if an agency came in and only  
7 wanted elevator maintenance, they get to order that as  
8 a stand-alone service. Let's go to the next slide.

9 Now, another thing that we did, we decided to  
10 take a geographic approach. What does this mean?  
11 This means that we are dividing the country, if you  
12 will, up into zones. Right now, our initial award we  
13 are looking to be Zone One. What does Zone One cover?  
14 Delaware, Maryland, New Jersey, New York,  
15 Pennsylvania, Virginia, West Virginia and Washington,  
16 DC. I have to count them up on my fingers up here. I  
17 know there's eight areas that we have that we cover  
18 that, and you can see up on the slides that we have  
19 the states and the states outlined there. Eventually,  
20 we will be rolling this out to other zones. We are  
21 still in the process and we're still looking at  
22 defining what those zones will look like and the  
23 timetable we will use to roll those other zones out,  
24 but our initial award will be in Zone One.

25 Now, also you can see one bullet I have up

1       there that I kind of wanna emphasize, and we have  
2       identified the total BMO addressable spend for Zone  
3       One at \$1.5 billion. Now, this does take out certain  
4       elements. This is not like a total spend. We had to  
5       do -- and Eric up here did a lot of digging into the  
6       data, and we took a look and we said what do we really  
7       want to include. For instance, when we first looked  
8       at BMO, it actually included utilities. We said we're  
9       not getting into actually purchasing gas and electric  
10      and things like that. We took the electrical part  
11      out. We also know Source America or Ability One has a  
12      lot of the janitorial contracts and things like that,  
13      so we actually pulled out that spend as well. So what  
14      we're looking at -- and this is addressable. This is  
15      not a guarantee, but this is what we feel like would  
16      fall under BMO. Okay.

17               Hopefully, that kind of puts things into  
18      perspective a little bit as far as where BMO fits into  
19      the process. And like I said, you're gonna hear a lot  
20      more detail when Josilyn talks about the draft RFP.  
21      Before we do that, Janet is gonna get up and talk  
22      about some small business strategy, what we're doing  
23      in that, and then we may take kind of a quick break  
24      after Janet talks about the small business. So Janet?

25               JANET SCHWEER: I guess I should have been

1 creeping a little bit closer as you went down there so  
2 I didn't have to walk so far. Thank you everybody for  
3 coming this morning. This will just take a few  
4 minutes to talk about the small business strategy.  
5 Walter covered some of it already, and Mary covered  
6 some of it already. As Walter mentioned, we kind of  
7 hammer certain points because they're very important  
8 to the program. Walter also mentioned the OMB memo  
9 from December 2012 that focused on improving  
10 acquisition through Strategic Sourcing. Identify --  
11 the goal of meeting or increasing small business  
12 participation is one of the key goals of Strategic  
13 Sourcing and how it is considered a success, so every  
14 Strategic Sourcing Initiative has to take that as one  
15 of its key goals. We have to baseline the spend, I  
16 think Walter mentioned to you, of what's being  
17 currently, currently being spent in that area to make  
18 sure that we're meeting or increasing that as we go  
19 forward. That's one of the goals that we are  
20 evaluated on.

21 We looked at -- as Mary just mentioned the  
22 \$1.5 billion -- we looked at FY '13 addressable spend.  
23 That was the most current that we had available for  
24 Zone One in the BMO services realm. And over half of  
25 it was currently going to small businesses, so that's

1 kind of what our baseline is. We have to make sure  
2 that we're keeping it there or increasing it. We did  
3 a lot of market research. We've done several requests  
4 for information, and we also posed a lot of questions  
5 on Interact to assess the small business capability in  
6 that realm. We can hear -- you can hear that small  
7 businesses can't do work in the whole zone or small  
8 businesses would say yes, we can, so we had to get a  
9 lot of that information from industry and from  
10 customers to kind of make a determination of where the  
11 zone was going to be, how big the zone could be to  
12 make sure that it took into considerations where small  
13 businesses could deliver.

14 As you can see up there, we have feedback  
15 from industry that said that they could perform in  
16 that area, but most of them can perform in one or two  
17 geographic areas. So as opposed to making this a  
18 nationwide solution, that's why as Mary mentioned  
19 we're doing this in a zonal structure. We will be  
20 examining each zone, researching each zone. As Mary  
21 said, we're still forming the other ones. We have to  
22 look at the small business participation in each area,  
23 and we have to come up with new baselines for each of  
24 those areas, so each zone will have a different spend  
25 percentage. Like I said, Zone One is over half

1 currently going to small businesses. Then the other  
2 zones may be a lot higher, may be a lot lower, so  
3 that's why we're taking a tailored approach to that.

4 Subcontracting requirements, and Josilyn will  
5 talk a little bit about this later. We will have an  
6 unrestricted contract grouping and a small business  
7 contract group. On the unrestricted side, if there  
8 are other than small business awards, they will be  
9 required to have a small business subcontracting plan.  
10 All other than small businesses should be used to  
11 this. You have it in all the other government  
12 contracts, so there will be requirements for that.  
13 There will still be participation for small  
14 businesses, even if they're not winning the primary  
15 contract awards.

16 As Walter mentioned, we have agencies, of  
17 course, that have specific goals that they're trying  
18 to reach, small business goals that they are kind of  
19 told they have to try and meet. One of the ways they  
20 meet those goals is by using set-asides. Set-asides  
21 can be done at the task order level whether it's the  
22 unrestricted or the small business set-aside group  
23 depending on the level of competition. You know, if  
24 there's enough service-disabled veteran-owned small  
25 businesses to have adequate competition, then the VA

1 uses a set-aside for that. That's it. My part was  
2 short. I'm gonna turn it back over to Mary.

3 MARY SNODDERLY: Thank you, Janet. Now, our  
4 big portion is coming up on the draft RFP, but why  
5 don't we take a 10 minute break, and then we'll come  
6 back 'cause Josilyn's got a lot to go through on the  
7 draft RFP, so we'll see you back here in about 10  
8 minutes.

9 (A short break was held.)

10 MARY SNODDERLY: Thanks for coming back. And  
11 I think the part -- like I said earlier, the part  
12 you've been waiting for. Josilyn's going to talk  
13 about our acquisition solution. Again, we ask that  
14 you hold all questions until the end, so you may want  
15 to jot something down if you have a question, and then  
16 we will have our question and answers. We asked for  
17 some questions to be submitted up front, so we'll go  
18 through some of those question and then we will  
19 actually just open it up to the audience for questions  
20 and answers. At this point, I'm gonna turn it over to  
21 Josilyn so she can talk about the draft RFP.

22 JOSILYN REED: Thank you, Mary. Okay. So  
23 today, we are going to briefly go through the draft  
24 RFP. We did publish a draft RFP on FedBizOps. It was  
25 posted on March 19th, and that was for the purposes of

1 looking for feedback on the draft RFP. We're looking  
2 for feedback on all of the sections of the draft RFP.  
3 And we ask that if you provide that feedback, that you  
4 give that feedback prior to the closing date, which  
5 will be April 17, 2015. So I know that right now in  
6 this room, we have a really good mix. We have some of  
7 our GSA people, and then we have industry people, so  
8 we are actually looking for feedback from industry as  
9 well as feedback from GSA. If there's any feedback,  
10 feel free to, you know, respond and provide us with  
11 any feedback.

12 Okay. So moving into the acquisition, Janet  
13 mentioned this a little earlier, but we will have two  
14 solicitations that will be released once the final is  
15 ready. There will be a solicitation released for the  
16 small business set-aside, so it'd be 100 percent total  
17 small business set-aside, and then there will be an  
18 unrestricted solicitation as well. So it will be  
19 similar in scope, meaning that the services that are  
20 required will be similar. The main requirements of  
21 the contract will be similar for both contracts.  
22 There may be some variation in things such as the  
23 evaluation criteria and maybe just some small  
24 differences in the evaluation factors. But for the  
25 general scope and requirements for both of the

1 solicitations, they will be the same.

2 So what I'm going to go is basically I'm  
3 going to go through each section of the draft RFP.  
4 And unfortunately for time purposes, I can't touch on  
5 every element of the draft RFP, but I will highlight  
6 some of the most important content of the draft RFP.  
7 So as Mary mentioned earlier, we just ask that if you  
8 have any questions, just make a jot note of it, and  
9 then we will address that in the question and answers  
10 section later after this. Next slide.

11 Okay. So Section A is just a standard  
12 section that is reserved for the standard forms. I  
13 want to -- so for the BMO parent contract, you'll hear  
14 us say that a lot -- and we'll get into the contract  
15 type on the next slide. But for the BMO parent  
16 contract, we're just reserving the standard form SF  
17 33, and it will be in the attachment section as well.  
18 The next slide, please.

19 Section B. Section B is gonna cover the  
20 services, ordering and pricing, so let's really talk  
21 about the contract type. So the contract type will be  
22 a government-wide, multiple award, indefinite  
23 delivery, indefinite quantity. So what this means  
24 basically is that we will award multiple -- there will  
25 be multiple awardees under the parent contract. And

1       then at the task order level, you will be -- there  
2       will be task orders placed for those multiple awardees  
3       at that level. So for the task orders that will be  
4       placed under the parent contract, it's gonna allow  
5       flexibility. You'll hear this over and over again,  
6       flexibility. We wanna be as flexible as possible. We  
7       wanna be accommodating to all of our customer needs,  
8       and so we know that for the building maintenance and  
9       operations that one type of contract does not suit  
10      all. So at task order levels, our customer agencies  
11      will be able to place task orders using various  
12      contract types such as your cost reimbursement, fixed  
13      price, time and materials and so forth, so the  
14      contract type will allow for the flexibility to -- for  
15      to have the variation in contract types.

16               For the, the contract, for the parent  
17      contract there will be a minimum guarantee of \$2,500.  
18      And for the contract, there is no maximum ceiling.  
19      This is one element that from industry that we're  
20      really looking for feedback on. Again, we want  
21      feedback on every section, whatever you are willing to  
22      provide us feedback on, but we're really looking for  
23      certain elements that we really just, you know, wanna  
24      ask industry. Is this an average minimum guarantee?  
25      Do you see -- are there any, you know, variations in

1 minimum order pricing? And so we really want to, you  
2 know, hear back from you on this element. Next slide,  
3 please.

4 So for the -- again, for the parent contract,  
5 what we're doing is we are -- we have proposed a  
6 standardized labor categories, and we're using the  
7 Office of Management and Budget's OMB Standard  
8 Occupational Classification System, which I'll refer  
9 to as SOCS to define and provide the description of  
10 the labor category. And so the labor categories will  
11 either be individual labor categories such as a  
12 janitor or a laborer, and it could be grouped to a  
13 functional group such as like a grouped under a  
14 management category. So our section in Section J,  
15 you'll find an attachment and you'll have a complete  
16 list of all of the labor categories that we're  
17 proposing for the standardized labor categories as  
18 well as a description of the labor categories, and  
19 then we also mapped that with the service contract  
20 applicable codes so that it will be easy to determine  
21 which wage determination at the ordering level that  
22 this labor category corresponds to. Next slide,  
23 please.

24 Okay. Section C. Section C is the section  
25 you're going to refer to most often. So this will

1 be -- this will apply, you know, at the task order  
2 level you're gonna refer to it. And definitely, you  
3 know, on the parent contract level you're gonna refer  
4 back to this section because Section C describes our  
5 descriptions, our specifications and most importantly  
6 our performance-based statement of work. So you're  
7 gonna hear this over and over again, but we want this  
8 to be a comprehensive solution that will cross  
9 multiple service categories that can be sought as a  
10 single or multiple service. Just to kind of give you  
11 a little background, I know Mary kind of touched on  
12 this earlier. What we did initially is we started the  
13 process by working with our commodity team and  
14 identifying the services that are most commonly used.  
15 So we -- so -- and once we did that, we identified the  
16 services. We provided the description for the  
17 services, and that is how we developed the scope on  
18 what services fall under the BMO, what service  
19 customers are using for their BMO services, and that's  
20 how we, we defined our scope. And so, so let's  
21 describe some of the differences.

22 So I know it is -- sometimes we get a lot of  
23 questions on. So when I place a task order, what if I  
24 don't want, you know, four services? You'll see in  
25 the next slide the diagram that Mary kind of showed

1 earlier where we mention the required services and the  
2 optional services, and we talk more about the single  
3 and they can be purchased as a single or multiple  
4 service. At the parent contract, we're requiring  
5 industry to provide us with the required services.  
6 These are the minimum services they have to have to  
7 have a contract. At the task order level, you can  
8 place task orders for whatever service you're looking  
9 for. So you may only need HVAC, or you may need a  
10 multitude of services. You may need HVAC with  
11 electrical or things of that nature. So at the task  
12 order level, it provides the maximum flexibility to,  
13 you know, meet your needs. At the contractor level,  
14 you will, you know, be able to provide these services  
15 so that you can meet the customers' needs.

16 So the period of performance. I know Mary  
17 touched on this earlier, but I'll just kind of touch  
18 on it again. Period of performance is intended to be  
19 10 to 12 years, and I know that we state it's intended  
20 because we are seeking a deviation from the FAR to  
21 extend beyond the five year contract term, so let's  
22 talk about what that means for the parent contract and  
23 the task order. At the parent contract level, the 10  
24 to 12 year term will be for the parent contract level  
25 only. If your agency at the customer level has

1 authority to purchase beyond the five year term, then  
2 basically you would just refer to your agency policy  
3 for, for your term. So at the task order level, your  
4 contract can vary based on, you know, what the  
5 agency's policy will be. So the 10 to 12 year term,  
6 again, is just for the parent contract. And later on,  
7 you'll see it's kind of re-referenced as the option,  
8 and it might be in the five years terms, and this may  
9 fluctuate due to we're pending on the approval. So  
10 it's intended to be a five year base, a five year  
11 option. And if we get the 12 year, it'll be an  
12 additional two year option at the parent contract.

13 Another thing, I guess some of the background  
14 we would like to discuss on this. One of the reasons  
15 behind the extended term is because we know that  
16 agencies -- we want to allow the opportunity for  
17 agencies to on-ramp or use the vehicle, understanding  
18 that they may have current contracts that are already  
19 in place. And so this will allow, you know, three  
20 years down the road when their contracts expires, this  
21 will allow agencies to use the vehicle even if they're  
22 in their, you know, second or third year of their  
23 contract, so that's one of the main reasons for the  
24 extended term of the parent contract.

25 Now, let's talk about the scope and

1 requirements. So the scope -- again, I talked about  
2 some of it. It covers, you know, some of the most  
3 commonly used services. And we'll go through the  
4 services list again in a little bit, but it also  
5 provides coverage for Zone One. We've talked about  
6 that just slightly, but what this means at contract  
7 level, we're asking -- contractors will have to be  
8 able to provide coverage for the entire area of Zone  
9 One. So we're looking for, you know, like Mary  
10 mentioned earlier, Delaware, Maryland, New Jersey, New  
11 York, Pennsylvania, Virginia, West Virginia and  
12 Washington, DC. So that -- so basically everything in  
13 Zone One, we would ask that the industry would be able  
14 to provide coverage for that entire area.

15 Some of the performance objectives. So we've  
16 talked about service groups, and you'll hear me say  
17 service group, service group, service group. For the  
18 contracts and the scope, we have two separate service  
19 groups. And actually, I'll go to the next slide,  
20 Eric.

21 So the two service groups, we have our  
22 operations and maintenance. Under the operations and  
23 maintenance, we have HVAC, plumbing and pipefitting,  
24 elevator maintenance and electrical maintenance.  
25 These are the required services for the parent

1 contract. These are the services that industry will  
2 have to provide at minimal to be able to have a  
3 contract under the operations and maintenance side.  
4 Then additional services that industry would be able  
5 to offer would be the fire alarm system maintenance  
6 and repair, fire suppression water-based system,  
7 preventative maintenance and repair, roofing services,  
8 building management services, architectural framework  
9 building management services, commissioning service,  
10 elevator inspection services, facility support  
11 services, and I'll kind of define what that looks like  
12 on the other side, so one grouping is the operations  
13 and maintenance. That is a separate group than the  
14 facility support.

15 We understand when we reached out to industry  
16 and we reached out to customers, we understood that a  
17 lot of O&M providers don't always provide your  
18 facility support services, and so that, that caused us  
19 to make sure that we could split it and separate it  
20 into two separate groups. So under the facility  
21 support service, it's vice versa. We understand that  
22 not all of our janitorial and landscaping companies  
23 provide the O&M-type services. That's why it's  
24 divided into two separate groups. However, we do now  
25 that there are -- you know, from our market research,

1 we do know that there's industry that provides a  
2 complete solution. So under the operation and  
3 maintenance, if industry is able to provide all of the  
4 services, that's why we put the facility support  
5 services as a optional service under the operations  
6 and maintenance. So again, for each solicitation,  
7 these scope of service will be the same. So we'll  
8 have the two service groupings, operations and  
9 maintenance and facility supports services for the  
10 unrestricted solicitation as well as the small  
11 business set-aside solicitation.

12 And then under the facility support -- I'm  
13 sorry. I don't think I described all the services.  
14 The required services will be the janitorial and  
15 landscaping, and then the optional services are the  
16 cemetery maintenance, pest control and waste  
17 management and recycling. Again, I know I've said  
18 this probably a million times, but the required  
19 service are for the parent contract. At the task  
20 order level, you'll be able to order, you know, one  
21 service or a multitude of services. If you're looking  
22 for a complete, you know, facilities maintenance  
23 solution, we know that there's industry that will be  
24 able to provide all of the services that can be  
25 ordered under the operations and maintenance because

1 the facility support service is an optional service.

2 Next slide, please.

3 Okay. Other direct cost. This is one of the  
4 biggest discussion points that I think we've had when  
5 we were deriving our background and trying to find  
6 like, you know, how to fix, you know, some of the  
7 issues. So other direct costs, it's like how to deal  
8 with other direct costs. We understand that agencies  
9 deal with other direct costs in varying ways. We  
10 understand that they have varying thresholds. We  
11 understand that they-you know, they do varying  
12 different types of methods. And so for this contract,  
13 we decided to allow the agency to use other direct  
14 costs how they would use it on their open market  
15 procurements. So the thresholds will be determined at  
16 the task order level, and then basically we, we define  
17 the other direct costs as other direct costs basically  
18 relating to incidental services. There are supplies  
19 that don't fall within the scope, but these are  
20 necessary to compliment the contractor's offering of  
21 providing a complete customer requirement. So again,  
22 at the task order level, you're gonna handle your  
23 other direct costs as you would currently handle them  
24 for your open market procurements. And at the  
25 industry level, basically you're gonna seek to the

1 task order level for the guidance on how you're gonna  
2 do the other direct costs. Next slide, please.

3 Okay. Services that do not fall within  
4 scope. It's more background on how we came to some of  
5 our services. We work with our industry -- I mean,  
6 our commodity team to develop, you know, what services  
7 are you defining in your contracts. We asked for  
8 their contracts. For GSA, we looked at the national  
9 scope, and we basically try to combine things that  
10 from all of our customer agencies that they were, you  
11 know, not defining in their BMO-type service. So the  
12 very first one, we've had a lot of conversation on,  
13 the energy management and water conservation. So  
14 industry says well, no, some of that falls into the  
15 scope. We've had customers say no, some of that falls  
16 into the scope, and we've heard that multiple times.  
17 We had a really good discussion on it yesterday. This  
18 is one element that we will be removing from the  
19 services that do not fall within the scope, so I won't  
20 mention that. We'll update on the -- in the draft RFP  
21 for the final version.

22 But other services that do not fall within  
23 scope are services involving your telecommunications  
24 systems, the equipment owned and operated that is  
25 operated by the government agencies, furnishings, you

1 know, not including the fixtures, but furnishings such  
2 as personal computers or -- I mean, personal  
3 appliances. Equipment owned by public service  
4 utilities, the upgrade of software, software licenses.  
5 Now, this doesn't -- this is not saying that -- we  
6 understand that the BAS and CMS systems are currently  
7 within the service offering. However, this is just  
8 for the software of it, the upgrade of the software,  
9 your computer and your IT equipment and your  
10 personally-owned appliances, and I apologize. I  
11 forgot to mention earlier. In the Section C, you will  
12 find a complete description of all the services and  
13 all the services that fall under each service  
14 category. So in the draft RFP, we've defined all of  
15 the services that are -- that fall under each service  
16 category, and you'll note that it does say services  
17 include, but are not limited to. So there can be a  
18 service that is overlooked, but definitely falls under  
19 that service category. And at the task order level,  
20 you know, depending on your unique requirement, it can  
21 accommodate for that. So next slide, please.

22 Section D. Section D is just a standard  
23 section. We just ask that you conform to your  
24 commercial standard at the parent contract level. And  
25 at the task order level, we understand that there are

1 additional language that may be added. So if there  
2 are additional language that you usually add into your  
3 Section D, this can be added at the task order level.  
4 Next slide, please.

5 Inspection and acceptance. We are just using  
6 the FAR Clause 52.246-4 for the inspection of services  
7 for fixed price. And again, this is another section  
8 that we understand that at the task order, there can  
9 be unique, you know, language that you would add in,  
10 and this would just be added in at the section at the  
11 task order level. Next slide, please.

12 Section F discusses delivery or performance.  
13 So I know we talked again -- so I won't overwhelm you  
14 with it. But again, Zone One, place of performance  
15 will be in Zone One. So again, this contract will  
16 just be for Zone One. Additional phases, like Mary  
17 said, will be rolled out later, and they will have  
18 their own -- it'll their own separate vehicle. Period  
19 of performance. This is one of those where I  
20 mentioned that you'll see the period of performance  
21 will be the date of the notice to proceed through five  
22 years with one 5-year option. This will -- may change  
23 in the final, and then the language will be updated  
24 depending on the deviation request.

25 Section G is going to discuss the contract

1 administration. This is where you're gonna find your  
2 roles and responsibilities, who is responsible for  
3 what. You will notice that you'll hear COs and OCOs.  
4 What is that? The CO will be the BMO CO. Myself,  
5 Patrick, raise your hand. We are the BMO COs. The  
6 ordering COs will be the task ordering COs. So once  
7 you see OCO, you'll know that this will be at the task  
8 order level, and then the varying roles that are  
9 required for your contract administration such as your  
10 cores, maybe your ombudsman and so the other varying  
11 roles in the roles and responsibilities. Section G is  
12 where you will also find information about the CAF  
13 fee. The CAF fee is the Contract Access Fee. It's  
14 usually a standard fee that you see in all of the  
15 government-wide contract vehicles, and our CAF fee  
16 will be a total of 2 percent of the fixed price or the  
17 estimated price and will be proposed as a separate  
18 plan item.

19 And then Section G will also talk about the  
20 BMO reporting modules. As Walter mentioned earlier,  
21 as part of FSSI, you know, one of the things that we  
22 are required to do is get information. We want to  
23 know, you know, evaluate the, the information, so we  
24 will be looking for varying reports because we want  
25 this program to be as effective as possible. So to do

1       that, we need information to analyze, you know, your  
2       current spend, what's going on with the modifications,  
3       what -- you know, how many contract types are being  
4       awarded, and so we will be asking from industry the  
5       varying information. So we'll be looking for the task  
6       order award data. We'll provide information later on  
7       the elements of the breakdown. We'll be looking for  
8       information regarding the data for the variation of  
9       contract types. Was this a fixed price task order  
10      that you placed? Was this a time and materials task  
11      order? We'll be asking for task order modification  
12      data. We will be looking for, you know, what was  
13      included in the modification, information on award  
14      data. We will also be asking for a breakdown on what  
15      type of environmentally sustainable products are you  
16      using? We are also, you know, asking for your CAF  
17      payment data, closeout data and also subcontracting  
18      plan data.

19                So what this looks like at the -- this is a  
20      requirement for the parent contract level. At the  
21      task order level, this is information that you would  
22      be able to retrieve if needed, so that's basically  
23      kind of how it works on both ends. So -- and Section  
24      G also talks about BMO and task order closeouts. So  
25      what BMO will be requiring to for their task order

1 closeouts and then what BMO will be requiring for  
2 closeouts as well as what we're looking for our  
3 customer agencies to be requiring at the task order  
4 for their closeouts, and then it'll also give you  
5 information on how we will determine your option at  
6 the parent contract level. Next slide, please.

7 Okay. Section H talks about the special  
8 contract requirements, so anything unique to this  
9 contract will be under this section. It's gonna talk  
10 about like your observance of holidays, ordering  
11 procedures. And understand, a lot of this will be,  
12 you know, more identified at the task order level.  
13 But at the parent contract level, you know, we want to  
14 make sure that, you know, we understand your  
15 accounting systems, security requirements, special  
16 required plans, what we're looking for at the BMO  
17 level for our meetings things of that nature. So one  
18 highlight that I want to make is discussing the  
19 ordering procedures. So we're saying that all task  
20 orders under BMO must be -- and so I'm just gonna read  
21 through this list because these are important at both  
22 levels, at the task order level and, and to understand  
23 as -- for industry to understand what's gonna be  
24 looked for.

25 So all task orders need to be solicited and

1       awarded by an OCO, which is an ordering contracting  
2       officer, with a delegation of procurement authority.  
3       That information definitely will be provided at a  
4       later time for -- at the -- from a customer  
5       standpoint, we are asking for a delegation of  
6       procurement authority. That will require some  
7       training, and all that information will be provided to  
8       you guys at a later time at the customer level. We're  
9       asking that it be within the scope, and all of the  
10      terms and conditions of the BMO contract. At the  
11      customer level, we will provide guidance on the scope.  
12      We will, you know, have templates. We will also  
13      provide information, you know, on how to use the  
14      contract, so all that information definitely will be  
15      provided for the customer on how to move forward with  
16      using that. We ask that you identify the BMO labor  
17      categories and the service occupational codes that  
18      we'll be using. We ask that the solicited and the  
19      awarded number be under the proper NAICS code, and  
20      we'll discuss that in a little bit. And we also want  
21      to make sure that the proper contract MA-IDIQ number  
22      is mentioned.

23                   We want to make that the product service  
24      codes are mentioned, and there's an attachment that  
25      will reference you to the proper product service codes

1 with the services that we're offering. And then we  
2 ask that you comply with the procedures in FAR Sub  
3 Part 16.505, which discusses the ordering procedures  
4 as well as all other applicable agency regulations.  
5 So if there's any, you know, agency standards that  
6 they have, this will be under there as well. And then  
7 we also want to make sure you're complying with the  
8 Fair Opportunities Ordering procedures that are  
9 outlined in Sub FAR 16.505 B-1. So at the ordering  
10 level, that's what we're looking for. Now, let's move  
11 into our next discussion.

12 For our NAICS, we, again, discuss that we  
13 have two separate service groupings. Now, this spans  
14 across 18 different NAICS for our varying service  
15 categories. And so all of our NAICS will basically be  
16 at this time -- and this is another area that we're  
17 really looking for feedback on. But at this time, all  
18 of our NAICS fall under our one size standard. So we  
19 understand that, again, at the ordering contract level  
20 that depending on the type of service that you're  
21 ordering, you know, this NAICS may not apply, so this  
22 vehicle will offer the flexibility to, you know,  
23 select the predominant NAICS in accordance with the  
24 service that you're ordering.

25 For the next slide, it kind of just

1 illustrate the NAICS. So you see that this is for our  
2 operations and maintenance, and you see our primary  
3 NAICS is 561210, and you also see that for each  
4 service, we're listing the corresponding NAICS for  
5 each service category, so you can see the NAICS codes  
6 as well as the size standards. So at the task order  
7 level, you will select the predominate NAICS code.  
8 Next slide, please.

9 And so again, this is -- so our facility  
10 support service. As you see, this is using the same  
11 primary NAICS. And so there has been a lot of  
12 discussion on this element, and we're definitely  
13 looking for feedback on this. We, we -- we're wanting  
14 to just to make sure that this is the important NAICS.  
15 We definitely understand that it's like all of our  
16 services fall under one particular NAICS. However,  
17 like just for the facility support service, we  
18 understand that using the janitorial was a little  
19 restrictive. So if there's any feedback on this area,  
20 please, please feel free to provide that to us. Next  
21 slide, please.

22 Okay. The GSA BMO web page. So we  
23 discussed, you know, that at the task order level,  
24 there'll be varying information, and a lot of the  
25 information that we will be providing will be on the

1 BMO web page. The web page will include just a  
2 general overview and attributes of BMO. You know, why  
3 is it important for me to use this vehicle? What does  
4 this vehicle offer me? It will cover the -- you know,  
5 the contract. So the sections that I'm actually going  
6 through, you'll find a highlight there. It will  
7 cover, you know, the key personnel, who to contact.  
8 It'll have a list of the contractors awarded. It will  
9 list the contract numbers, the companies, the services  
10 that they're offering. It will provide you  
11 information on how to go about getting your delegation  
12 of procurement authority. It will also have training,  
13 ordering guides, your templates. This is where you're  
14 going to be able to find the information. Again, it's  
15 for the purposes of informing our customers,  
16 stakeholders and the general public of basically all  
17 the general attributes of the BMO program.

18 And then the task order awards. So minimum  
19 task order award. So what we're looking for from  
20 industry basically -- so starting from the date of the  
21 notice to proceed, we're looking that the contractor  
22 obtain a minimum of five task orders or a total  
23 estimated value of 100 -- or a task order of a total  
24 estimated value of \$100 million. We want to make sure  
25 that -- you know, that industry is, is getting the

1 task orders. We want to make sure that this program  
2 is efficient and that customers are using it. So this  
3 is the requirement base for the minimum task orders,  
4 and this will be assessed prior to exercising an  
5 option.

6 Okay. On-ramping, and Section H also talks  
7 about special contracting requirements on on-ramping.  
8 And so what is on-ramping, and how are we using it?  
9 On-ramping is -- the purpose of the on-ramping is that  
10 we understand that due to, you know, varying  
11 situations that, that the contract number, you know,  
12 could fluctuate, so we want to have to ensure that we  
13 have an adequate number of contractors for customers  
14 to use. So to do that, we use the process on  
15 on-ramping. There's three different types of  
16 on-ramping.

17 The first type of on-ramping is a vertical  
18 contract on-ramp and this is basically for small  
19 businesses that recertified naturally, and what I mean  
20 by naturally meaning that this didn't happen due to a  
21 merger or an acquisition or a novation. This means  
22 that they naturally -- their business size naturally  
23 changed from a small business size to a large business  
24 size. So we understand that what the vertical  
25 on-ramping would do is allow the small businesses that

1 had natural growth to on-ramp to the large business  
2 or, or the unrestricted contract. So they would still  
3 to follow -- you know, they would still have to follow  
4 some of the general -- the general scope. So  
5 basically, they still have to demonstrate the  
6 successful performance as a small business. They  
7 would still have to submit a proposal in response to  
8 the solicitation. That will be the same solicitation  
9 as the unrestricted. They meet all the evaluation  
10 criteria, and this section outlines everything that  
11 you would have to do for vertical on-ramp, so that's  
12 vertical on-ramping.

13 Open season on-ramping. That's the next type  
14 of on-ramping, and what this is is that GSA will  
15 reserve the right to have an open season on-ramp as it  
16 feels necessary to allow -- you know, maybe our  
17 vehicle has grown so large that we need to allow for,  
18 you know, more vendors to come in to meet the needs.  
19 So if we decide this, then that will go through the  
20 process of the open season on-ramping. And then the  
21 third type of on-ramping is a focus on-ramping. And  
22 this is basically a sub-pool creation, and what this  
23 allows is perhaps there is a different grouping that  
24 we need to create. Perhaps we find that customers are  
25 wanting, you know, a select group of services that are

1 not grouped under our first two service groupings, so  
2 maybe we want to create a subgroup. And if we do  
3 this, we can allow, you know, new contractors to come  
4 on as well as contractors that are already on the  
5 vehicle under that new service group, so this will  
6 allow the flexibility, you know, to change and grow  
7 with the growing demand as needed.

8 So next, it talks about or dormant status.  
9 Dormant status determines that -- basically, it's the  
10 determination that if any of the contracting  
11 requirements are not being met by the contractor, the  
12 contractor may be placed into a dormant status. What  
13 this means is that if it's placed -- if the dormant  
14 status is activated, the contractor will not be  
15 eligible to participant or compete if any new task  
16 orders. However, if they've already been awarded task  
17 orders prior to being under dormant status, then they  
18 will be able to continue the full performance of those  
19 task orders. However, before dormant status is even  
20 activated, you're gonna work with the BMO CO, you  
21 know, to correct any deficiencies. And so it's, it's,  
22 it's gonna be definitely taken -- it's not taken  
23 lightly. You will work directly with them prior to  
24 even being placed in a dormant status.

25 Off-ramping. Off-ramping is also basically

1       once you're placed on dormant status or to get off the  
2       contract, you know, maybe for performance, we would  
3       consider that basically a process of how we would  
4       off-ramp you off of the BMO contract, and so Section H  
5       will give you a full breakdown of how -- you know, the  
6       procedures and processes that occur under all these  
7       different types; so the on-ramping, the dormant status  
8       and the off-ramping. Next slide, please.

9               Section I. Section I is where you will find  
10       your contracts clauses, and there's a list of all the  
11       contract clauses incorporated by reference and by full  
12       text listed in this section. A lot of the clauses  
13       won't be a surprise to you. A lot of the clauses are  
14       clauses that you're also using. Understand that the  
15       clauses can fluctuate depending on -- at the task  
16       order level, so additional clauses can be incorporated  
17       at the task order level depending on your need. For  
18       instance, at the task order level, it may be a time  
19       and materials task order, so you may need another  
20       changes clause versus the clause that we have in the  
21       contract. So just understand that at the task order  
22       level, that additional clauses can be incorporated,  
23       but this is where you can find a full list of the  
24       clauses enclosed. Next slide, please.

25               Section J. Section J is where you're gonna

1 find all of the many attachments that accompany the  
2 RFP. A few of the attachments have already been  
3 released with the draft. And then all of the final  
4 attachments, of course, will be released with the  
5 final version. We've already issued a notice of  
6 public -- a notice to the public and interested  
7 offers, and this is just general information that we,  
8 you know, provide about the draft RFP and what we're  
9 looking for. This is where you can find the format on  
10 how to submit your -- this is also where you can find  
11 your format on how to submit your comments, questions  
12 and response. We also announced our industry day, so  
13 I'm sure you're here, so you've seen that already.  
14 And you can also find a list of our standardized labor  
15 categories and the definitions, so this is where  
16 you're gonna find that complete list of the  
17 standardized categories, the definitions and the SCA  
18 wage determination attached there, and then we also  
19 provide a list of the product service codes. We will  
20 be -- so those are already released with the draft.

21 On the final, we will be releasing the  
22 remaining attachments such as additional personnel  
23 qualification requirements, the product sustainability  
24 list, proposal checklist that we will be asking for.  
25 We'll discuss these templates in the later slides.

1 Self-scoring worksheets. We'll discuss that. Your  
2 pre-award survey. That's basically just a form that  
3 we ask you to submit regarding your pre-award surveys.  
4 There's gonna be a past performance rating survey.  
5 We'll get into discussing that in the next slide. And  
6 basically the pricing template, this will be just how  
7 we're going to ask for our pricing. The relevance  
8 project experience template. We'll discuss that a  
9 little later, but this will be the template provided  
10 to guide you through how we will -- for the  
11 information that we requesting. The subcontracting  
12 plan. I know Janet mentioned this earlier, but this  
13 is just -- this will be the template. And again, this  
14 will only be required for the unrestricted -- I mean,  
15 the large businesses to provide an subcontracting  
16 plan. It is just a template, and then any required  
17 reports that you will have. So this is the section  
18 that you will be able to find that.

19 Section K. Again, this is an open market  
20 procurement. It's not done off of any Federal Supply  
21 Schedule. It's not a BPA. It's an open market.  
22 Because it is an open market procurement, we will  
23 definitely need your representations and  
24 certifications, so you can find that enclosed in  
25 Section K.

1                   Section L. Section L is for -- mainly for  
2 industry. This is where you're gonna refer to when  
3 you're preparing your proposals. This will provide  
4 you with our provisions, what we're including in our  
5 FAR and GSAR provisions, the formats. We will give  
6 you as much guidance as possible on how we will -- you  
7 know, how we're gonna request for the proposals to be  
8 submitted; section, title and things of that nature.  
9 So you're gonna refer to this section prior to  
10 preparing your proposal to ensure that, you know, we  
11 have everything, and this is just an easy guide for  
12 you to kind of check back and forth just to make sure.

13                   Section M. Section M is where you're  
14 gonna -- another important section that you're gonna  
15 look at often. You're probably gonna have some  
16 questions on Section M. Section M is our evaluation  
17 factors. So how will you be evaluated? Section M  
18 will define and will discuss basically how -- what  
19 we're looking at to evaluate contractors. So  
20 basically, our basis of award is going to be a best  
21 value containment for awards. We're looking at the  
22 highest technically rated offer that offer fair and  
23 reasonable price, and we'll discuss how we're going to  
24 determine that in the next few slides.

25                   We're gonna be looking at your core technical

1 expertise with the variety of services and the  
2 capabilities that are most important to government.  
3 So we do intend to award contracts without discussion.  
4 However -- and what this means is we're looking for  
5 your best offer. We want you to provide, you know, us  
6 with your best offer up front. We are looking for --  
7 we may conduct clarifications as we see needed, and we  
8 still determine -- reserve the right to conduct  
9 discussions if, again, we determine that is necessary.  
10 Next slide, please.

11 Your screening and evaluation. How will we  
12 do this? We're gonna do this in a two-step process.  
13 The BMO team will basically evaluate the team in two  
14 steps. First, we'll verify that all the support  
15 documentation exists for all of the evaluation  
16 factors, and we'll give you guidance on that in the  
17 proposal checklist that we reference, and then we will  
18 compare that with the self-scoring worksheet. That's  
19 another template that we will provide. What we're  
20 doing is we're asking industry. For the elements that  
21 we're requesting, we're asking you to score yourself  
22 and to, to, to let us know how you rate yourself for  
23 the elements that we're providing, and then we will  
24 compare that with our scoring. And then basically, if  
25 we see any discrepancies, those will be treated as

1 clarifications.

2 So what the evaluation team will do is once  
3 the screen is complete, we're gonna perform -- we will  
4 assign a preliminary score in accordance with the  
5 scoring table. That will all be published in the  
6 final RFP. And then once the preliminary scoring is  
7 complete for all the offers, we will basically sort  
8 the offers from highest to lowest, and we will develop  
9 our competitive range for each service group. So  
10 understand that it's for -- you know, it will be one  
11 for the O&M side and one for the facility support side  
12 and develop a competitive range. Next slide, please.

13 So evaluation factors in in 4 sections. So  
14 for Section 1, what we're looking for is just the  
15 general information of the evaluation. We want to see  
16 your SF 33 completed. We're gonna ask that your  
17 proposal checklist is completed, and this is just a  
18 guide to help you make sure that, you know, that you  
19 are providing everything that we're requesting.  
20 Again, I mentioned the self-scoring worksheet based on  
21 the evaluation factors. Here is where we will be  
22 asking you to rate yourself, and then you'll find more  
23 information basically on what we define as a  
24 meaningful relationship. If you have those, we want  
25 those commitment letters. And then if you have any

1 pre-existing joint ventures or partnerships, those  
2 will be considered if they have formed prior to the  
3 solicitation -- I mean, the proposal submittal, so  
4 this is what we're asking for for Section 1. Next  
5 slide, please.

6 Section 2 is gonna be your responsibility.  
7 This is where we will able to make our responsibility  
8 determination. We are asking that you provide us with  
9 a copy of your current -- your most current SAM, which  
10 is Systems for Awards Management, which will include  
11 your excluded parties list. And if you're not  
12 familiar with SAM, it used to be CCR, so we're just  
13 asking that you provide us with your most current  
14 copy. Definitely have to have your reps and certs.  
15 We're asking that you complete the GSA Form 527, which  
16 will break down all of your financial information, and  
17 then we are also asking that you give us your  
18 pre-award survey, which is completed on the Standard  
19 Form 1408. Next section, please.

20 So technical. Section 3 talks about the  
21 technical experience. What are we looking for? What  
22 do we want? How are we gonna determine that you can  
23 provide the services within scope? And so the first  
24 element of Section 3 talks about the relevant project  
25 experience. What we're looking for is we're asking

1 for three different, distinct projects per service  
2 offer. Now, these projects can cover a single service  
3 or multiple -- or multiple services. So what I mean  
4 by that. If you're offering a project that, you know,  
5 may be -- it may be only cover HVAC services, that  
6 would be fine. However, we needs three projects for  
7 that service. However, if you've done a project and  
8 they cover multiple services such as, you know, HVAC  
9 that you did electrical under that, you did elevator  
10 maintenance under that. You can submit that in one  
11 project, and that would, again, be counted as one of  
12 your three projects. Basically, we just need three  
13 projects per service offering that you're offering,  
14 and so that is for your required and your optional.  
15 So even for the optional services that you are  
16 offering, we definitely need the three projects. And  
17 then we, we want the projects to be completed within  
18 the past three years or they can be ongoing projects  
19 that are basically ongoing within the year. We  
20 want -- the projects may be federal government  
21 projects, state or local, or they can be a  
22 non-government or commercial project, so we're not  
23 specifying the type of project. We will take, you  
24 know, any projects presented from any of the ones I've  
25 just mentioned.

1                   So on the project, what we want you to  
2                   identify. And again, we will be offering a template  
3                   to guide you to what we're looking for. But from the  
4                   project, what we wanna know is we wanna know the  
5                   building type. You know, give us the type of  
6                   building. The building size, like, you know, how many  
7                   square feet was the building. How many stories are in  
8                   the building? The services covered relevant to the  
9                   scope of services, so we want you to identify, you  
10                  know, this is, you know, HVAC services. This is --  
11                  you know, whatever our service categories that you're  
12                  presenting, we want to know the services covered  
13                  relevant to, to, to, to the scope of services. The  
14                  period of performance. How long was this project done  
15                  for? We wanna know the total dollar value of the  
16                  project. We're asking for this project, how many  
17                  skilled trade employees and exempt employees did work  
18                  on this project? And then important -- most  
19                  important, we want a complete, clear, concise,  
20                  detailed statement of the description of services  
21                  covered in the project, and we don't want a  
22                  restatement of what the government is looking for. We  
23                  wanna know as a company, how did you perform these  
24                  services. We wanna know, you know, where there any  
25                  issues that occurred and how you dealt with those

1 issues. We wanna know, you know, again, how did the  
2 actual service that you performed, we want that  
3 detailed statement. Next slide, please.

4 Okay. So I guess one thing I forgot to  
5 mention. So what we're doing is there are certain  
6 elements, evaluation elements that are pass-fail  
7 elements, and those will be identified in each  
8 section, and then there are sections that you will  
9 also be able to receive additional evaluation credit  
10 for. So for the relevant project experience, you will  
11 be able to receive additional credit if your project  
12 was a U.S. Federal Government customer. So although  
13 that's not a pass-fail requirement, your project can  
14 be any -- you know, be from any entity as mentioned  
15 earlier. But if it was a U.S. Federal Government  
16 customer, you will receive additional evaluation  
17 credit. If the project involves subcontracting or  
18 teaming with at least two separate entities that are  
19 certified as small business. So this is where we want  
20 to meet -- you know, make sure that our small business  
21 goals are being met. And so we wanna see that here,  
22 and so you will get additional credit if you offer  
23 that.

24 For the optional services, as we've seen  
25 earlier, we've identified the required service. So

1 we -- if you offer, you know, optional services,  
2 because we want to be able to offer that comprehensive  
3 list of optional services, you will receive additional  
4 criteria for the optional services that you're  
5 offering. If the project that you're presenting has  
6 an extended contract duration, meaning over three  
7 years, you will get additional evaluation criteria for  
8 that. If the project for the relevant project  
9 experience that you are submitting is over -- it has a  
10 large square footage, and we define that over 20,000  
11 square feet -- then you will receive additional credit  
12 here. So these are some of the ways under the  
13 relevant project experience that you can receive  
14 additional credit. Next slide, please.

15 Next element under the technical experience  
16 is your project location. So we've discussed. We  
17 want to be able to offer our customers with the  
18 flexibility of, you know, providing coverage for the  
19 entire area. We understand that our customers may  
20 aggregate buildings in, you know, multiple areas  
21 within Zone One, so we want to be able to provide  
22 complete coverage for that Zone One. So what we're  
23 asking for to be able to evaluate that is a list of  
24 projects. Now, this gets confusing. The list of  
25 projects is, is, is what -- just what it is. It's

1 just a list. We're not asking you to give us a  
2 project breakdown like we're asking in the relevant  
3 project experience because in this element, we're just  
4 trying to evaluate that we just -- you know, that you  
5 can provide coverage for these states. So we're  
6 asking for a list of two projects that are either  
7 completed or ongoing per states for all of the states  
8 in Zone One. So again, we will provide, you know,  
9 with -- you know, with the template on how to do that.

10 And so we understand that some companies may  
11 be thinking well, I can provide coverage, but maybe I  
12 haven't done a project in that area. We're not  
13 excluding that. If you can provide coverage in  
14 another area that you maybe don't have a project or  
15 don't have two projects for, what we're asking that  
16 the offer does is provide us with a narrative  
17 basically demonstrating the capabilities of being able  
18 to provide coverage for that entire zone. So we're  
19 looking for -- and we'll provide you with guidance on  
20 what we're looking for in the narrative. But  
21 basically, we just wanna demonstrate that you can  
22 provide coverage for the entire Zone One.

23 And this is -- so this is a pass-fail  
24 requirement. And then additional evaluation credit  
25 will be received if the relevant experiences that you

1 submitted if they cover multiple locations in Zone  
2 One. So if you've done a project and you're  
3 presenting that project in your relevant project  
4 experience -- that's the three projects I mentioned  
5 earlier -- that if they cover, you know, Washington,  
6 DC and maybe it cover, you know, Virginia, additional  
7 evaluation credit will be received if they cover  
8 multiple locations. Next slide, please.

9 Okay. Section 3 also asking for a staffing  
10 plan. This is basically a plan that we're just  
11 looking for to identify the key roles and  
12 responsibilities for your key personnel. We're  
13 looking for the resumes for your key personnel, and we  
14 basically are just looking for information on, you  
15 know, the degrees, the professional certifications,  
16 maybe example of similar projects and so forth. And  
17 so this section will outline exactly what we're  
18 looking for in your staffing plan. Section 3 also  
19 looks for professional compensation plan. You've  
20 probably seen this. You've probably done this for  
21 another government offer, and we're just really  
22 addressing -- this is just a general plan that  
23 addresses your methodology for determining your  
24 salaries, fringe benefits for the professional  
25 employees and then, you know, for preparation of

1 future task order requirements. And then we also are  
2 requesting you uncompensated overtime policy. This is  
3 something that, you know, you've seen, you've done,  
4 you should have. We're asking that you address how  
5 you -- you know, show us how you're addressing the  
6 uncompensated overtime that is consistent with you  
7 cost accounting practices.

8 We're also looking for in Section 3 your  
9 subcontracting plan. And that is, again, only for  
10 large businesses. We will provide the GSA template  
11 that we use. That is not a mandatory requirement as  
12 far as the template use. However, if you use your own  
13 template, we just ask that you, you know, provide us  
14 with all the criteria that we're looking for, and that  
15 will be outlined in this section. We're also asking  
16 for sustainability plan. As, you know, you guys know,  
17 there's several executive orders, you know, that  
18 definitely want to -- make us want to be more  
19 sustainable in our approach towards, you know, our  
20 acquisition procedures. And so we're looking for is  
21 we want you to plan to outline your approach towards  
22 your promoting your sustainable practices. This  
23 section will outline what we're looking for in that  
24 plan. Now, if you've outlined everything in the plan,  
25 but you're doing, you know, things above and beyond

1 and innovative past the minimum requirements, you  
2 highlight that in the plan, and there could be  
3 additional evaluation credit given for anything that  
4 you're doing above and beyond the minimum  
5 requirements.

6 Section 3 also discusses the quality control  
7 plan, and this is basically just a general description  
8 of your internal review procedures that, you know,  
9 help us facilitate, you know, and identify, you know,  
10 the roles and responsibilities of quality control, how  
11 you're responding to it, what you do, you know, for to  
12 ensure quality for your -- for your contracts. Now,  
13 next slide.

14 Section 3 also requests past performance  
15 information. What we're asking for is we're asking  
16 for past performance surveys for the relevant project  
17 experience submitted. We had a question yesterday,  
18 and I guess I kind of forgot to mention that, you  
19 know, this could be a lot of past performance surveys.  
20 We only are looking at up to 10. So depending on --  
21 you know, we understand that because the offer, you  
22 know, may submit a little as, you know, three relevant  
23 project experience for the services, but it could get  
24 up to three times each service. So we're only looking  
25 for 10 relevant project experience surveys to be

1 submitted, no more than 10. And then we will also be  
2 looking at your PPIRS when that information is  
3 available. And then if you -- if you don't have the  
4 past performance, you will not be either rated  
5 favorably or unfavorably. Basically, you will just  
6 get a neutral rating if the past performance does not  
7 exist. Next slide, please.

8 So that was Section 3 of the evaluation  
9 factors. The last section of the evaluation factors  
10 is price. So basically what -- for the base contract,  
11 we understand that, you know, it's at the task order  
12 levels, they ask for pricing in various different  
13 ways. But for the base contract, we have to have a  
14 way to be able to, you know, determine price  
15 reasonableness. So we're asking for firm fixed price,  
16 hourly rates for all of our standardized labor  
17 categories that you're offering. And for that, we  
18 want you to break down your rate. So we want your  
19 rate to include the base rate, the health and welfare  
20 rate, your overhead rate, your G&A rate, the profit  
21 and the fully burdened rate. We'll provide guidance  
22 in the pricing template on how we're looking for that  
23 breakdown, but want those rates for all of the -- for  
24 all of the labor categories that you're offering.

25 Now -- and this really, you know, more so it

1 affects the parent contract. Because at the task  
2 order level, these will be the approved rates that you  
3 will using to prepare your proposals whether they ask  
4 for a lump sum price or whatever. So these will be  
5 the rates that you will be awarded at the base  
6 contract, but that you will be using to prepare your  
7 task order proposals. And so in the price proposal,  
8 we're also gonna ask for your government and  
9 commercial prices that are similar to the labor  
10 categories that you're offering, so we wanna be able  
11 to compare the prices you're offering, you know,  
12 relevant to what you've offered on previous government  
13 contracts or, you know, previous commercial prices  
14 contracts. And then as part of the FSSI, you know, I  
15 know that we've mentioned savings and discounts and  
16 cost savings. And so, you know, one of the approaches  
17 that we are doing is that we're also gonna be  
18 requesting tier pricing, and so we'll give you a  
19 breakdown of that more so in our final RFP, so this is  
20 what we're gonna be looking for for Section 4, which  
21 will be the price of the evaluation factors.

22 And so that concludes my, my information. I  
23 believe Mary will come and talk to you about our next  
24 steps, and then we'll have questions in a little bit.  
25 Thank you.

1                   MARY SNODDERLY: Wow. That was a lot of  
2 information wasn't it? Poor Josilyn. I don't know if  
3 I could have talked as long as she did. Before we go  
4 any further, I do want to introduce somebody that's in  
5 the audience, Janice Bracey. She is with our GSA  
6 Office of Small Business Utilization, for those of you  
7 that don't know her, and she's gonna be around and  
8 maybe can answer some questions if you have any  
9 questions particularly of that office or anything. So  
10 you might want to wave again there, Janice. Thanks.

11                   Let's talk next steps real quick here.  
12 What's gonna happen? You've heard Josilyn say that  
13 the draft RFP closes April 17th. What does that mean.  
14 Remember, this is a draft. That means we are asking  
15 for your comments. It doesn't matter if you're a  
16 government agency, GSA. Doesn't matter if you're a  
17 contractor. We want to hear your comments. I know as  
18 Josilyn went through the draft RFP, there were certain  
19 sections that she really highlighted. We really would  
20 like your feedback on that. I mean, we want your  
21 feedback on everything, but we would like your  
22 feedback particularly on certain sections. What does  
23 that mean? Your comments are due by April 17th. Just  
24 to let you know, we do anticipate releasing our final  
25 draft RFP in May. Yes, that's a very aggressive

1 schedule, but we are -- our team is up to the task.  
2 We're gonna do our best to get it released in May, and  
3 then we expect to award this first initial --  
4 remember, the initial award covers Zone One. Our  
5 expected award is in September, just kind of let you  
6 know what the timeline is on that.

7 Now, I talked about your comments are due. I  
8 talked about we're gonna send out the slides in an  
9 e-mail. We have our Interact site for those of you  
10 that maybe are on Interact. If you're not, I would  
11 encourage you to get on our Interact 'cause that's  
12 where we're gonna post the transcripts that are being  
13 taken of each of the three industry days that we're  
14 hosting. And then we have -- we actually have a BMO  
15 e-mail address. That is FSSI.BMO@GSA.GOV. Now, we  
16 have a slide that'll have that e-mail address on it as  
17 well. But I want to give this to you now, and I  
18 will -- I'm gonna send all this stuff to you in an  
19 e-mail as long as you were registered so you will have  
20 that. Comments on the draft RFP should come in to  
21 this BMO address. You know, anything that -- any  
22 questions that you have, it's better to come into that  
23 BMO because our entire team has access to that e-mail  
24 address. If you send it to just one of us  
25 specifically, if we happen to be out of the office, it

1           may not get addressed for a while. But the whole team  
2           has access to this BMO, and so we really like to use  
3           that.

4                        Okay. I think next up are the questions and  
5           answers. Do we want a short break before we go in?  
6           We've got two different -- Janet's over there going  
7           yes, yes, please. I this I explained this earlier.  
8           We do have two portions to our questions and answers.  
9           We had put out a call for questions. And Janet's  
10          going to go through some of those that we got, and  
11          then we're just gonna open it up to the floor for any  
12          questions that you have for the team. Let's take  
13          another quick 10 minute break, and then we'll come  
14          back and address that.

15                       (A short break was held.)

16                       MARY SNODDERLY: If everybody will start  
17          getting to their seats, we'll start here in about a  
18          minute. Okay. We are ready for the question and  
19          answer period. I know all of you have been really  
20          jotting down all those questions and you know what you  
21          want to ask, right? Well, actually what we're gonna  
22          do is Janet's going to go through some -- I think I  
23          mentioned we did a call for questions in advance.  
24          She's going to go through some of those questions that  
25          we had and the answers because they may be the

1 questions that you already have. And that way, we  
2 maybe already have them answered. Once she finishes,  
3 Patrick and I have mics. And if you would just kind  
4 of hold your hand, we'll get a mic to you. And again,  
5 if you would state your name and your company or  
6 agency just so we can get it down for the court  
7 reporter and then ask your question, and then we've  
8 got the panel here or the team that can maybe answer  
9 the question. So Janet?

10 JANET SCHWEER: We got quite a few questions  
11 in advance. I'm not going to go through every single  
12 one of them. We did that yesterday, and I think it  
13 was a little more repetitive and not always  
14 applicable, so I'm gonna do my best to kind of go  
15 through the ones that I think will best meet the needs  
16 of our audience here.

17 One of the first ones -- and we addressed  
18 this earlier, but it asked if there were common types  
19 of contracts applied to major O&M work functions. And  
20 as we mentioned earlier, the vehicle will allow for  
21 multiple contract types in order to offer maximum  
22 flexibility to the customer, and it's up to the  
23 customer to choose which contract type or types they  
24 want to use at the task order level. Okay. Okay.  
25 There was a question about the contract access fee, if

1       it'll be capped at a certain percentage. And again,  
2       we mentioned that -- and it says it in the draft RFP  
3       that it'll be capped at two percent.

4               We did get a question about the use of  
5       collective bargaining agreements. I know that'll  
6       probably be a question a lot of the people in the  
7       audience have. The question was a large sum of  
8       facilities that can possibly utilize the BMO FSSI  
9       operate under a collective bargaining agreement, and  
10       how will that affect task orders issued under the  
11       contract since any established labor rate compensation  
12       will not be recognized by the unionized work force?  
13       The contractors, of course, will be required to pay  
14       the CBA rates that are in place at those facilities,  
15       just like they are now. For facilities that don't  
16       have CBAs, they had to pay the Service Contract Act  
17       wages. They have to pay the Davis Bacon Act wages,  
18       whichever is the prevailing wages being use there.  
19       We're looking at for our price proposals a way to take  
20       that into consideration because all contractors will  
21       be paying the same base rates. It'll be dependent on  
22       the wage determination or the collective bargaining  
23       agreements, so that's why as Josilyn mentioned that  
24       we'll be looking at and we'll be asking for a  
25       breakdown of the pricing. We're gonna be asking for

1 the base rate, the health and welfare, the overhead,  
2 the G&A, the profit. Because at our level, at the BMO  
3 parent contract level, we have to make that analysis  
4 and try and make an apples to apples comparison to  
5 determine fair and reasonable pricing.

6 We explained the 10 to 12 year period of  
7 performance. We did get -- Mary addressed this a  
8 little bit earlier. We did get questions about when  
9 we expect to issue subsequent RFPs to cover the  
10 additional zones. We're still working on that. We're  
11 still working on defining the zones and the timetable  
12 for rollout. We have to go kind of through our  
13 process as Walter described with our commodity team,  
14 ask them for feedback on the zones, see what makes  
15 sense based on buying. The other question with that  
16 was does GSA expect the RFPs for the other zones to be  
17 structured like this one, and that answer is yes. As  
18 I mentioned, we're still in the market research phase.  
19 The general scope should be identical, if not maybe a  
20 little bit different, but mostly identical to this  
21 one. We just have to look at the needs of the  
22 agencies in the other zones before we can give you an  
23 absolute answer on that one.

24 We had a question about -- it says what is  
25 the plan for the excluded services, which in some

1 cases are inherent to the current facility operation?  
2 And Josilyn addressed this a little bit earlier when  
3 we got to the list of services not within scope.  
4 Originally, that list was developed based on customer  
5 requirements that we were given. But as Josilyn  
6 mentioned, we're gonna make some changes to that,  
7 'cause we've gotten some feedback that maybe some of  
8 those services really shouldn't be excluded. So if  
9 you saw anything else on there that you thought didn't  
10 make sense, please let us know.

11 Then the O&M scope of services. Elevator  
12 maintenance is a requires service, as most of you  
13 probably noticed. And since this is a very unique  
14 service, most contractors utilize a subcontractor to  
15 perform the maintenance and service calls associated  
16 with elevator calls. If a contractor consistently  
17 utilizes elevator subcontractors to perform that type  
18 of work, would this be seen as having the capability  
19 and capacity to perform that required task, and the  
20 answer is yes. So if a company has been a prime  
21 contractor before, managed the elevator maintenance at  
22 that facility or facilities and has subcontracted out  
23 that work, we would consider that as capability to  
24 perform that service. If a company has never overseen  
25 that type of service before and says but I can

1 subcontract with these people and they'll do it for me  
2 going forward, that's the experience we wouldn't  
3 consider. So it kind of has to be they have to have  
4 already at least been the prime on work where that was  
5 done.

6 Can proposal responses include only one  
7 service category or do all contractors must submit for  
8 both categories? I think Josilyn mentioned you can  
9 submit under O&M or Facility Support. Or under the  
10 O&M side, if you offer everything, you would just  
11 offer under the O&M side and include the optional  
12 services.

13 We were asked if the requirement contains any  
14 non-water based fire suppression systems. And no, it  
15 does not. I think Josilyn mentioned it's only water  
16 based fire suppression systems. We had various  
17 questions about thresholds for certain repairs,  
18 roofing repairs, ODCs. As Josilyn mentioned, that's  
19 gonna be up to the customer at the task order level to  
20 use their thresholds that they have at their agencies.

21 The RFP that is out in draft form right now  
22 was written for the unrestricted solicitation. As  
23 Josilyn mentioned, there will be two. There will be  
24 unrestricted and small business set-aside. I think  
25 she also mentioned that the small business set-aside

1 solicitation may vary slightly from the unrestricted  
2 in terms of evaluation criteria. Will the offer be  
3 required to have a bonafied office in Zone One? No.  
4 Will there be an 8a set-aside for this contract? No.  
5 But as we mentioned, the customers can set aside  
6 specific orders.

7 We were asked a couple of questions about the  
8 industrial operation analyst section and the  
9 contractor assistance visits that are described in  
10 that section, and we haven't developed the review  
11 process or how frequently those would occur at this  
12 time. There was a question about if the contractor  
13 can charge a G&A fee to the customer for the time and  
14 effort for all the reporting that will be required as  
15 part of the invoicing in the CAF payments, and that  
16 answer would be no.

17 Sorry. I'm looking at -- we've addressed  
18 some of these already. We were asked if there was  
19 going to be a schedule for the open season on-ramping.  
20 And no, at this time, there is not. As Josilyn  
21 mentioned, that's something that would -- we would  
22 determine based on common needs of the government and  
23 the vehicle. Does GSA have an estimate of how many  
24 awards per IDIQ contract will be made? As of today,  
25 no, we don't have a number estimate. Our goal,

1 obviously, is to make sure we have enough under both  
2 the unrestricted and the small business to provide  
3 sufficient competition at the task order level. We  
4 don't have a number. What we would like feedback on,  
5 if you would like to submit it to us, is how many  
6 awards you think makes sense to make sure you're  
7 getting that competition at the task order level. Do  
8 we need 40 to make sure that we have enough  
9 competition? Do we need to have 100? Kind of hope  
10 you don't say 100, but --

11 MAN: Assuming Zone One has \$1.5 billion  
12 worth of business and the small business size is let's  
13 say \$40 million, you're looking at 40 small business  
14 contracts to award, you guys anticipate awarding that  
15 many contracts for the service?

16 JANET SCHWEER: So assuming small business is  
17 \$40 million of that, why would we be looking at 40  
18 awards?

19 MAN: So Zone One, you're looking at \$1.5  
20 billion worth of O&M facility maintenance. So the  
21 small business size standard for a small business say  
22 is \$40 million.

23 JANET SCHWEER: Yeah.

24 MAN: So you're looking at 40 contracts for  
25 all the small business participants. That's quite a

1 large amount of contracts to award, and then us  
2 issuing task orders off of that. And we're gonna  
3 re-compete with 40 small businesses for our buildings?

4 JANET SCHWEER: No, you wouldn't have to send  
5 it out to 40.

6 JOSILYN REED: I know that that's a spend  
7 that we know that is available, but there's other  
8 numbers that we would look into to determine as far as  
9 your -- how many awards we need to make. Now, all  
10 that spend is available. We know that, you know,  
11 that, that, that we have other numbers based how many  
12 current contracts are currently expiring, so we'll be  
13 looking at a variety of data to ensure -- like you  
14 said, like I know that at the task order level, you  
15 don't want to get 40 different offers, so we're  
16 evaluating all those factors to ensure that we do have  
17 sufficient number of contractors that can meet, you  
18 know, the needs. But as far as the spend goes, I mean  
19 that's just all of the spend that is available. It  
20 doesn't mean that, you know, we can ensure that this  
21 is what will be spent under the BMO vehicle for that  
22 zone.

23 PATRICK Mazzei: That number is an annual  
24 number; is that correct? So the \$1.5 billion number  
25 is annual for 2013.

1                   JANET SCHWEER: That covered all of the spend  
2                   that was associated with the PSD codes, which there's  
3                   42 of, so that doesn't necessarily mean that all of  
4                   them were for broad facilities maintenance. They  
5                   could have been -- as we discovered, a lot of them  
6                   might have been for one minor repair here and there.  
7                   So no, we don't anticipate that you'd have to get 40  
8                   responses from each of them. Part of the reason we  
9                   say we're trying to make sure we have enough awards to  
10                  get out of the competition is because we've been told  
11                  that sometimes customers aren't getting enough  
12                  responses. Maybe that's not true up here, but we have  
13                  been told that from other customers.

14                  JOSILYN REED: And one other thing I do want  
15                  to note. Even though that let's -- we're gonna say 40  
16                  because we threw out that number. But even though,  
17                  you know, you may have the 40 contractors under that  
18                  contract, the contractors don't have a requirement to  
19                  respond to all task orders, so there is not a  
20                  guarantee that you're going to get 40 proposals back.  
21                  Again, 40 is not the number, but I'm just using that  
22                  'cause we threw that number out. But just understand  
23                  that the contractors aren't required to provide  
24                  proposals for every, every offer.

25                  PATRICK Mazzei: Are we gonna wait for

1 questions?

2 JANET SCHWEER: Let me finish. I just have a  
3 couple more. There was a question about that there  
4 was no mention of the mentor-protége relationship in  
5 the draft RFP, so we're gonna look into that and see  
6 if we need to add language for that. We had had a few  
7 questions about asking for a little bit more specific  
8 information on past performance requirement for joint  
9 ventures, so we're also looking into that. We are --  
10 we were asked about why past performance surveys were  
11 required if the contract is also available in PPIRS or  
12 CPARS databases. That's based on some of our  
13 discussions with customers that stated that they  
14 sometime require both. And actually, as one gentleman  
15 brought up yesterday in Philadelphia, he has a Federal  
16 contract right now. For some reason, the CPARS  
17 requests are going to the wrong person, and so they're  
18 not in there for his contract anyway. So while it may  
19 seem a little bit redundant, we are requesting both of  
20 those.

21 Do we have any Schedule 03FAC contract  
22 holders here? We did get a couple questions about how  
23 that relates to the Schedule 03FAC. One was will we  
24 have to modify our current GSA contract to conform to  
25 this initiative. The answer is no. This is a

1 completely separate vehicle. The other related  
2 question was why do we have to submit for both. It's  
3 a completely separate vehicle. There's different  
4 terms and conditions. Schedule contracts are under  
5 FAR Part 8. This is gonna be negotiated under FAR  
6 Part 15 source selection and the ordering procedures,  
7 like Josilyn mentioned, under FAR Part 16. There's  
8 different contract types associated with ours that are  
9 not available under the schedule.

10 And a similar question was do you have to be  
11 on GSA Schedule 03FAC to submit a proposal. The  
12 answer is no. This is -- as we've mentioned a couple  
13 times, this is open market. So if you have a GSA  
14 schedule, yes, you can still submit. But if you  
15 don't, you can submit as well.

16 PATRICK Mazzei: I was just gonna add one  
17 more time. Janet's emphasized it. Mary's emphasized  
18 it, but the BMO, so this vehicle is completely  
19 separate from schedules. They're unrelated, even  
20 though they may cover similar scope areas. They're  
21 unrelated and different; like Janet said, different  
22 parts of the FAR.

23 JANET SCHWEER: With that, I think we're  
24 ready for questions.

25 MARY SNODDERLY: Let's open it up. Again,

1 please hold your hand up and state your name and your  
2 company, and Patrick and I have mics here.

3 MAN: Mike Farrelly with Farrelly Building  
4 Services. It's tied into the question on the  
5 schedules. As an example, you have \$1.5 billion for  
6 next year, let's say. How is this gonna be broke down  
7 between this and schedule? If we have schedule  
8 contracts, how do we know -- will we be getting work  
9 through the schedules?

10 MARY SNODDERLY: That is a really good  
11 question. I mean, I think I can -- it's gonna be up  
12 to the customer agency basically if they want to use  
13 the schedule or if want to use the BMO vehicle.  
14 Again, keep in mind we talked about a lot of  
15 differences. First of all, BMO's only gonna be  
16 initially awarded in Zone One, while schedules have  
17 worldwide coverage. There's also some scope  
18 differences. There's additional services offered  
19 under schedules that are not offered under BMO at this  
20 point in time.

21 JANET SCHWEER: Another difference maybe is  
22 we've had this issue for several years, maybe many  
23 years with other direct costs sometimes are an issue  
24 for customers ordering under schedule. If it's a  
25 project where there may be significant other direct

1 costs that come up, there's not always a great way to  
2 have those priced ahead of time on schedule, so the  
3 customers may choose to go to BMO instead. There's  
4 no -- like Mary said, BMO is not mandatory. Schedules  
5 are not mandatory. It's really up to the customer of  
6 what best fits their needs.

7 MAN: So as industry, we don't know which way  
8 GSA is going to go?

9 MARY SNODDERLY: Keep in mind, this is a  
10 government-wide vehicle, and there's no way GSA can  
11 predict that even which agency and what they're gonna  
12 use. No.

13 MAN: My name is Issac Roper Charles. I'm  
14 from the Small Business Administration. I had a  
15 question about if there are any safeguards in place to  
16 preclude OCOs from going directly to the unrestricted  
17 channel while ordering.

18 JANET SCHWEER: I mean, they still have to  
19 follow their agency ordering procedures. So if they  
20 have whatever rules and policies they have in place  
21 of, you know, they have to do justifications for going  
22 other than small business.

23 MAN: So the onus for that would be on the  
24 agency? There's no safeguards in the actual contract  
25 itself to say you have to go small business first?

1                   JANET SCHWEER: Right, because the orders  
2 aren't gonna come directly go through us. They would  
3 be placed directly by the ordering CO.

4                   PATRICK Mazzei: I would say -- we've talked  
5 about this a little bit, but there's things -- there's  
6 ways we've set up the vehicle to kind of, I guess,  
7 look out for small business. We've mentioned that a  
8 little bit. Janet, maybe did you wanna mention the  
9 zones again or other things we've done?

10                  JANET SCHWEER: I don't know if that's really  
11 direct --

12                  PATRICK Mazzei: Is that not related, you  
13 don't think?

14                  JANET SCHWEER: I don't know that those are  
15 necessarily safeguards for protecting -- for saying  
16 that the agencies have to go to small businesses  
17 first. I think that's more at the agency policy  
18 level. You know, if it's under a certain dollar  
19 threshold, then you're supposed to go to small  
20 business under that threshold and you wanna do a  
21 justification for not doing that. You'll have to  
22 follow your agency policies. As Patrick mentioned, we  
23 did -- one of the reasons we're going with the zonal  
24 approach is to try and encourage small business  
25 participation. We did from all of our RFIs and our

1 customer sessions, we were told many, many times that  
2 most customers prefer to have contractors that are  
3 fairly local so they can have faster response times  
4 for emergency or unplanned repairs.

5 MARY SNODDERLY: We have a question over  
6 here.

7 MAN: Lawrence Se (phonetic) with GSA. Can  
8 you talk more about the CAF, that two percent under  
9 schedule contract, it's five. So we're use the  
10 schedule contracts. The fee is .75 percent, and using  
11 the BMO contract is 2 percent. What value add is  
12 there reason to be on the BMO contract versus the  
13 schedule contract?

14 JANET SCHWEER: I'll give my best answer on  
15 that. Walter might have to help me out 'cause we had  
16 a similar question yesterday. The schedule contracts  
17 are little bit less intensive as far as contract  
18 administration goes. The two percent fee -- and as  
19 Josilyn mentioned, every government-wide vehicle has a  
20 fee. Like you said, schedules do, GWACs do, all the  
21 other FSSIs do. We have to try and cover our program  
22 administration cost.

23 WALTER ECKBRETH: Yeah. You know, certainly  
24 a big part is our being able to afford to provide the  
25 level of service that we need to do in the Strategic

1       Sourcing Initiative. You know, a big piece of this is  
2       also the data collection and how we buy and how we  
3       use. We don't get that, that granular level from  
4       individual agency systems. And, you know, I'll say  
5       they've talked about it a lot. While the scope of  
6       work may look similar and we may have the same  
7       contractors under both the schedule and under the BMO,  
8       there are some scope differences, and there are  
9       capability differences in what can be done under the  
10      BMO versus what can be done under the MAS. I think  
11      the key is this is another tool in your toolbox, and  
12      hopefully it's the right tool for a lot of our  
13      occasions.

14                MARY SNODDERLY: Other questions? We got one  
15      here in the back.

16                MAN: Hi. I'm Bill DeMaso from GSA. I'm an  
17      engineer at GSA. I notice there was nothing discussed  
18      about historical preservation. Is that specialty area  
19      excluded from this contract?

20                JOSILYN REED: That will be a task order  
21      requirement. So at the task order level, you  
22      would be able to -- I'm sorry. I hate not looking. I've  
23      moving over. Yeah. I'm sorry. I hate talking and  
24      not looking. No. At the task order level, you would  
25      determine, you know, your requirements regarding --

1       like so if there is historical building special  
2       requirements, you should be able to determine that at  
3       the task order level because with the services -- like  
4       as far as the definition, the services -- I mean, the  
5       definition of the service categories should provide  
6       maintenance. So if you have, you know, special  
7       requirements you should be able to tailor that at the  
8       task order level.

9               MARY SNODDERLY: Okay. Another question up  
10       here.

11              MAN: In regarding the pricing --

12              MARY SNODDERLY: Again, please state your  
13       name and company.

14              MAN: Mike Farrelly, Farrelly Services. In  
15       regard to the pricing, how do we, I mean, price it for  
16       the various locations versus New York, Philadelphia,  
17       Washington, DC? And also in regard to the CAF, the  
18       two percent, when we do our pricing, is that included  
19       in the G&A overhead or we don't include CAF in our  
20       pricing?

21              JANET SCHWEER: No. This is a little bit  
22       different than your schedule contract. So this CAF,  
23       Contract Access Fee is -- I think as Josilyn  
24       mentioned, it'll be included as a separate line item  
25       when you're invoicing the customer.

1                   MAN: For the RFP?

2                   JANET SCHWEER: Not in the pricing that  
3                   you're gonna provide as part of your RFP, so it is  
4                   different than the schedule. As far as your first  
5                   question about pricing for the different areas, that's  
6                   where if you have suggestions, we'll definitely be  
7                   glad to look at them. What we are considering right  
8                   now is a way to take the geographic element out of our  
9                   evaluation at parent contract level. Now, when you're  
10                  bidding on something specific, you know, in New York,  
11                  you're gonna be competing against people who are  
12                  required to pay the same Service Contract Act minimums  
13                  that you are, so what really comes into play in  
14                  difference in pricing is G&A, overhead and profit. So  
15                  probably what we're gonna be looking -- I think what  
16                  we talked about yesterday was having kind of a like C  
17                  project, pretend building, yeah.

18                  We'll put out kind of a mock spec of a  
19                  building with the final so you can have an idea of  
20                  what we would be looking for as far as maintenance.  
21                  But as Josilyn mentioned, you're gonna be proposing  
22                  prices by hourly labor 'cause we have standardized  
23                  labor categories. So we'll probably -- based on this  
24                  mock building, we may give you the wage determination  
25                  number for that area, and then you can give us your

1 pricing. Everybody will be giving us pricing based on  
2 that wage determination, so we could be evaluating  
3 everybody's pricing apples to apples 'cause we all  
4 know you're gonna have to use the same wage  
5 determinations wherever you're competing, and then we  
6 can compare it that way.

7 MARY SNODDERLY: Other questions?

8 WOMAN: Michelle O'Malley with the GSA. I  
9 was just wondering with some of the evaluation factors  
10 in Section M, do you think you might actually be  
11 scaring away a lot of new small businesses from  
12 actually participating, especially with the  
13 requirement that you have two projects per state in  
14 Zone One? That's 16 projects, and I don't know if  
15 most small businesses can do that unless you're gonna  
16 allow subcontractors to --

17 JOSILYN REED: That's a great question. And  
18 remember that -- so this is intended for the  
19 unrestricted pool, and I said that certain factors  
20 could be changed, evaluation factors for the small  
21 business solicitation. So two -- first, for the  
22 requirement for the project location is a list of two  
23 projects per each state. Now, there's also -- even in  
24 the unrestricted, there's also a deviation that says  
25 that if you don't have two projects, you will be able

1 to provide us narrative with how you would be able to  
2 provide coverage for that area. However, we are  
3 looking at, you know, some of the differences for the  
4 small business solicitation and some of the evaluation  
5 factors will not be the same as presented. So that's  
6 definitely something that we would definitely  
7 consider. We are looking for the feedback on that.  
8 However, remember, it's the list of projects, too, not  
9 just like all the relevant project experience. It's  
10 just a general list, and then there's also a deviation  
11 if they don't have that list. So we are making  
12 flexibility for that, but that is something that we  
13 definitely will look into for the small business  
14 solicitation.

15 PATRICK Mazzei: We've talked about market  
16 research a lot, and so we have -- we've had a couple  
17 RFIs, we've gone through Interact, those types of  
18 things. We still would love to hear back from  
19 industry regarding coverage on all of Zone One and  
20 those type of things. Please feel free to provide  
21 commences like you're doing now.

22 MARY SNODDERLY: We've got a question back  
23 here.

24 MAN: Will Geiger with GSA. I'm here to  
25 piggyback on that question. I believe it said in the

1 slide that you have to cover all the states in Zone  
2 One. So how -- I mean, just thinking out loud, I feel  
3 that that would restrict all of West Virginia, all of  
4 New York because those two have to cover the states,  
5 and they have to cover each other. So anybody in West  
6 Virginia now has to cover all the way up to  
7 Schenectady, New York and Albany and Syracuse where I  
8 really don't know if you're gonna get the responses  
9 that you want.

10 JOSILYN REED: We definitely appreciate the  
11 feedback. What we did -- and I know it was mentioned.  
12 We did go out and we sought in a RFI, and we went.  
13 And one of the questions we asked was just provide us  
14 a general list of projects that they've covered for  
15 all of the areas in Zone One, and we did get  
16 sufficient feedback so that for building that  
17 requirement -- let me back up. Initially when we  
18 built the zone, what we did was we went to the  
19 commodity team, and we said, you know, what areas do  
20 you want covered? And so that's how we kind of built  
21 the list of areas. And then what we did, we went back  
22 to industry and we said can you provide coverage for,  
23 you know, that entire zone? And we asked them -- you  
24 know, we even broke it down as are you providing this  
25 as a prime, as a sub, and we did get a sufficient

1 responses. However, if we don't, I definitely know  
2 that we will revisit our area, and I definitely  
3 appreciate that. I know that we wanted -- the idea  
4 behind it really is to want to be able to provide that  
5 complete, you know, coverage because we know that you  
6 guys are aggregating buildings, and we know that, you  
7 know, some of the greater savings comes from  
8 aggregating buildings and being able to aggregate  
9 projects, you know, closely located together, and so  
10 we're definitely hoping that the feedback that we  
11 receive was gonna be a great -- sufficient response  
12 for what we would be looking for in the final  
13 proposals.

14 JANET SCHWEER: Can I add something? Another  
15 consideration -- and you'll probably notice in a lot  
16 of our answers, we're trying to balance the interests  
17 of both our customer base, what's best for industry,  
18 what's best for small business. That's why we  
19 appreciate all the feedback. Another consideration in  
20 that was so the customer pool wouldn't look at our  
21 list of awardees and say well, I wonder where this  
22 person delivers. You know, do I have to send out my  
23 request for quote out to 40 different companies 'cause  
24 I don't know which ones deliver where. That's the  
25 other intent behind that is if we require that they

1 all deliver everywhere, you would be able to send it  
2 out to who you want knowing that they could deliver in  
3 those areas.

4 PATRICK Mazzei: Again, that would be a  
5 difference that we're shooting for between this  
6 vehicle and GSA schedules.

7 MARY SNODDERLY: Other questions?

8 MAN: Mike Devine, Farrelly Building  
9 Services. Knowing that labor's gonna be your biggest  
10 cost. It always is any O&M contract, different  
11 jurisdictions, Philadelphia, Washington, DC, even 100  
12 miles up the road. They're all different unions,  
13 different rates, different health and welfare  
14 packages, different pension and benefit packages. So,  
15 I mean, I'm just trying to follow up on Mike's  
16 question here, but we're gonna have a template that is  
17 for labor?

18 JANET SCHWEER: Yes.

19 MAN: So you're gonna pick a generic  
20 commercial GSA building, square footage. We'll need  
21 types of equipment 'cause there's licensing  
22 requirement for operators in certain jurisdictions  
23 that's not required in others. Green sec is in  
24 Jersey. New York City Fire Department license is  
25 required in New York City, and we're gonna need --

1 with the generic pricing sheet, we're gonna need the  
2 terms of the equipment and just a list of equipment.

3 For example, you take a sample, an annual  
4 requirement backflow. In New York City, it's required  
5 that a licensed plumber perform the test. You go 60  
6 miles up the road to White Plains, it's a New York  
7 State licensed guy. Different rates, different  
8 prices, different everything testing the same exact  
9 device. Two stops on the train. This is the only  
10 difference. So if you're coming up with a template,  
11 we need a generic building, a generic location, a ZIP  
12 code and if there's any licensing requirements for  
13 operating engineers or fire safety guys, depending on  
14 the height of the building. In New York, it's a  
15 factor. We'll need to know that. If there's a CBA,  
16 provide the CBA so we can all use the same labor rates  
17 as a template. If not, just say there's no CBA. We  
18 can all use the prevailing rate for that area from the  
19 Department of Labor. There's your apples and apples.

20 JANET SCHWEER: That's what I was trying to  
21 say earlier. I guess maybe I didn't explain it very  
22 well, but that's what the intent would be is we would  
23 give the wage determination for our fictitious  
24 building and say this is what it's gonna be. We can  
25 make the comparison of -- your point about the

1       licensing and the certifications, and this is just so  
2       we know, I mean I guess with the costs of all of that,  
3       wouldn't most of that be rolled up in the overhead and  
4       the G&A of the company that they would have to have  
5       the licenses for those employees? I guess --

6               MAN: Not necessarily. If you look at New  
7       York City here, there's two unions, Local 94 and Local  
8       30. Local 94 going back I don't know how many years,  
9       they have all GSA buildings in Manhattan. Local 30  
10      has all GSA buildings in Long Island, four boroughs  
11      and upstate. The question was, again?

12             JANET SCHWEER: So I guess maybe an example  
13      would -- if, you know, the prices that change by  
14      union, and I get that. It would -- that would be  
15      included in whatever the union requires you to pay,  
16      right?

17             MAN: Right. If you just take Westchester,  
18      Rockland and the Bronx, three counties in New York,  
19      one has licensing requirements by New York City Fire  
20      Department. Westchester has licensing requirements by  
21      White Plains, Westchester, and Rockland has none. So  
22      you can have a HVAC mechanic and two different  
23      operating engineers in two adjacent facilities, only  
24      difference being one side of the road's the Bronx, and  
25      the other side of the road's Westchester.

1                   JANET SCHWEER:   Okay.   Thank you.

2                   MARY SNODDERLY:   Other questions?

3                   PATRICK Mazzei:   I got it here.

4                   WOMAN:   This is Lynly Schroeder from  
5                   SourceAmerica.   Just to follow up on that point, I  
6                   know that when we do our O&M pricing, the mixture of  
7                   licensed versus non-licensed personnel does change  
8                   according to what the criteria per state are.   So in  
9                   terms of what percentage of the work is done by  
10                  someone licensed, that might vary, so that might be  
11                  something to take into account.

12                  JOSILYN REED:   That's a good point.   In our  
13                  standardized labor categories, we propose different  
14                  varying levels.   And so let's just say for HVAC  
15                  mechanic level one, the requirements are that may not  
16                  be a licensed -- you know, like that requirement may  
17                  not be a licensed.   We would ask for that price  
18                  breakdown.   But maybe for the level two, it may say,  
19                  you know, that this level is defined as a licensed --  
20                  you know, they require whatever state an applicable  
21                  licenses, and we would get a separate price for that.  
22                  So for the varying labor categories, there are levels  
23                  and requirements attached with those levels.   And the  
24                  pricing variance, you know, would be reflected in  
25                  those levels as well.



1 but --

2 WOMAN: That also is required service?

3 JANET SCHWEER: Yes.

4 WOMAN: Another question. On the task order  
5 proposals, are you guys going to have consistency in  
6 terms of the responses that we are required to submit  
7 on the technical proposals on the task order level?  
8 Because it's gonna get complicated, so I don't know if  
9 you were gonna try to have some consistency.

10 JANET SCHWEER: We will have an ordering  
11 guide, and we will have some template available on the  
12 website for the customers to use, and they can tailor  
13 those.

14 JOSILYN REED: And it will vary because we  
15 don't know. You know, at the task order level, there  
16 may be a building and they want certain things for the  
17 building. So at the task order level, they will be  
18 guided as to what information that will be collected  
19 at the parent contract level as far as the evaluation  
20 factors. So perhaps they don't -- you know, they  
21 don't need to ask for another staffing plan or, you  
22 know, some of the evaluation criteria that we've  
23 already collected. But at the task order level,  
24 because the requirement can, you know, vary, we can't  
25 really standardize what their individual requirement,

1       you know, would be in the evaluation factors. So the  
2       hope is that at the parent contract level, we have all  
3       the information available as we collected and  
4       evaluated and so they wouldn't need to, you know,  
5       piggyback on the information that's already collected  
6       at the parent contract level but, you know, get more  
7       down to the task order requirement and ask for things  
8       that are relevant to their task order requirement for  
9       their purposes of, you know, evaluation.

10               JANET SCHWEER: So to the gentleman's  
11       question back here about historical preservation. We  
12       don't really discuss that in our RFP. But at the task  
13       order level, they may have specific requirements for  
14       that, so they may ask for that in those proposals.  
15       One of another key goals of this is to help  
16       streamline, you know, that process. So hopefully,  
17       that process doesn't become too cumbersome. And like  
18       I said, we will provide ordering guide and templates  
19       to try and guide the customers in how to do that  
20       because some of them may not be familiar with this  
21       type of ordering. They may be used to their full,  
22       open, you know, solicitations where they go to this  
23       entire process like we're going through, and that's  
24       what we're trying to not have them go through.

25               MARY SNODDERLY: We have another question.

1                   MAN: Hi. It's Steve Alpert with Siemens  
2 Industries. I apologize if this question was asked,  
3 but I did have to run out for a minute. Will the  
4 individual contract holder be going out and sort of  
5 going out and getting these, dealing with the  
6 customers and getting these task orders sent to them?  
7 There are other things that we get involved in where  
8 Fair Order Notice Opportunities have to go to  
9 everybody. That's really my question. If you -- if  
10 you're working a job with an agency on their buildings  
11 and they're gonna write you a task order against it,  
12 does that task order have to go to all the contract  
13 holders, number one? That's number one.

14                   JOSILYN REED: According to, yeah, the FAR  
15 16. According to the ordering procedures that, that  
16 are outlines, the OCOs will have to comply with the  
17 ordering procedures, which include the fair  
18 opportunities where they would have to be able to  
19 provide the fair opportunities to all the awardee  
20 contractors under the -- that will be awarded under  
21 the BMO vehicle.

22                   MAN: So just to be clear, so individual --  
23 so now you've worked with this agency, so you're  
24 gonna -- you've done all your marketing and whatever.  
25 You're gonna get a task order. That task order to do

1 work on this building is gonna be given to everybody  
2 who owns -- is a contract holder?

3 JOSILYN REED: Yes.

4 JANET SCHWEER: It would be competed. Yes.

5 MAN: And then the second part to that is but  
6 then equally if a building or an agency requires these  
7 kinds of services, will they just then put out a Fair  
8 Opportunity Notice to everybody never have been  
9 pre-marketed by anybody or sold by anybody?

10 JOSILYN REED: They can, definitely, and we  
11 will be providing guidance and training regarding how  
12 to go about the Fair Opportunities and what they will  
13 need to be doing once -- you know, in our ordering  
14 guides and providing more information to the ordering  
15 contracting officers on that, but yes. To the  
16 delegation -- the training for the delegation of  
17 procurement authority, so yes.

18 MARY SNODDERLY: Other questions? This is  
19 your opportunity.

20 MAN: Mike Farrelly again. Talking about the  
21 task orders, does that mean we would not be required  
22 to put in like past performance? All the things that  
23 we're putting in here would not be required in the  
24 task order? It's only gonna be pricing or scope of  
25 work with the task order?

1                   JOSILYN REED: They can ask for past  
2 performance at the task order level. We would have  
3 the -- because, you know, depending on the project,  
4 depending on what they're looking for, they may want,  
5 you know, the projects -- like they may as for, you  
6 know, a project that is similar to what they're  
7 looking for. So at the task order level, they can  
8 choose to, you know, ask for, you know, those  
9 different types of evaluation factors. They still  
10 have to evaluate at -- you know, when placing the task  
11 order. And so, you know, using the standard factors  
12 they would use, they could still use those.

13                   JANET SCHWEER: You know, they might wanna  
14 know if you ever worked in a courthouse, so they might  
15 ask for a little bit of experience to show that you've  
16 done that work. You know, depending on the facility,  
17 a lot of times there are specific requirements.

18                   MAN: It's just we've pretty much done the  
19 exact same thing for the schedules.

20                   JANET SCHWEER: And you may be able to use  
21 the exact same projects, too.

22                   MAN: I'm just saying that we did all of this  
23 for the schedules. Now, we're being asked to pretty  
24 much do the same thing in regards to past performance,  
25 evaluations and things like that. It's just, like

1 repetitive, and then we may have to be doing it again  
2 in the task order.

3 JOSILYN REED: I mean, you said you were a  
4 schedule holder?

5 MAN: Yes.

6 JOSILYN REED: In that aspect -- and not  
7 saying this is compared to schedule -- but in that  
8 aspect, it's very similar because you are -- you know,  
9 again, it's so building -- it could be, again, like  
10 we're asking for all of your required services. They  
11 may -- the task order may only wanna highlight HVAC  
12 services. So yeah, I do understand that it can be  
13 duplicative. However, you know, we're asking for the  
14 whole gamut. It would be basically, you know,  
15 standardized down to the individual requirement.

16 MAN: I guess the question is why couldn't  
17 you just in a sense grandfather the schedule holders  
18 to here?

19 JOSILYN REED: Because according to the FAR,  
20 they still have to place. You know, it's governed by  
21 the FAR. The FAR at the task order level, they still  
22 have to do their due diligence to ensure that they're  
23 awarding -- you know, they're placing their evaluation  
24 factors and placing it relevance to the projects.

25 MAN: I'm talking about the main contract.

1 Why can't you just --

2 JOSILYN REED: Because at the task order  
3 level, they would still have to --

4 MAN: I'm scheduled. If you're on the  
5 schedule, why can't you just be grandfathered into  
6 this?

7 JOSILYN REED: I'm sorry. I misunderstood.

8 JANET SCHWEER: It's a separate contract  
9 vehicle. We can't -- different scope.

10 WALTER ECKBRETH: I'm going to give them a  
11 break. This is a separate contract vehicle. It's not  
12 the schedule. It's not at all related, even though  
13 it's being done within GSA. We do have a different  
14 scope. We do have a different method of evaluation  
15 for this, and so we're looking for a different,  
16 different information, more than just yes, I'm in  
17 business. And then at the task order level, you know,  
18 to the question on historic preservation. That's not  
19 something that every customer has. But I would expect  
20 if I'm GSA or another agency and I'm gonna go out for  
21 a task order competition and historic preservation is  
22 an important piece of the services that I need as part  
23 of my facility's maintenance, I'm gonna call that out.  
24 I'm gonna be very specific if what I ask of my  
25 contractors to make sure I'm getting someone who's

1 familiar with it. You know, regular, you know, I  
2 wouldn't expect a lot of specific past performance on  
3 janitorial service unless there's, you know, hazardous  
4 waste removal or something like that. But, you know,  
5 thinking of the O&M operational maintenance services,  
6 there are some very specialized needs that customers  
7 may have at the task order level. But at the contract  
8 level, this is a completely separate contract vehicle,  
9 specific scope of services, so that's -- we need to  
10 make sure we've got a body of contractors with  
11 sufficient experience.

12 MAN: You already have that with the  
13 schedule. And, I mean, that's -- you're looking to  
14 reduce cost, but you're increasing the overhead to the  
15 industry.

16 JOSILYN REED: And we're assuming that for  
17 schedules, you know, the varying SINS, you don't have  
18 to, you know, have all of -- like, you can be a  
19 scheduled contract holder that maybe only has 811002,  
20 which is the complete facility SIN. All those  
21 services in that SIN are not our required services, so  
22 we're looking for -- you know, we're requiring  
23 services that are different. You know, it's grouped  
24 differently than it would be grouped under the  
25 schedule. So even within the schedule, like let's

1 just use the complete facility maintenance. We  
2 only -- of that SIN, you only are required to give  
3 three -- you know, three services that are listed  
4 under that particular SIN. That is not the same what  
5 we're requiring in the BMO vehicle. So we, we really  
6 need to evaluate based on, you know, the, the, the  
7 individual group requirements that we're requiring and  
8 have identified as our optional services as well as  
9 our, you know, required services, and they're not  
10 apples to apples in comparison with the schedule,  
11 the -- I'm sorry, the SINS under the schedule.  
12 They're not apples to apples. And we don't know, what  
13 if a contractor only has, you know, certain SINS and,  
14 you know, those SINS are not all the things that we're  
15 looking for under the BMO vehicle, too?

16 JANET SCHWEER: We do understand the point.  
17 Unfortunately, you know, any other open market  
18 government vehicle would be the same situation. You'd  
19 still have to submit projects for that. You wouldn't  
20 necessarily be able to say well, I'm a schedule  
21 holder, so can I just on to this one? We understand.  
22 And, you know, we, of course, apologize for that. But  
23 it is separate, so we can't just piggyback onto it.

24 MAN: So Mike Devine, Farrelly Building  
25 Services. So there are going to be O&M contract

1 issued through the parent, you being the parent, BMO.  
2 So you're just preselecting qualified experienced  
3 contractors, and then the task is gonna come from  
4 whatever GSA, from whatever facility in that zone?  
5 And the task is gonna be reviewing submittals provided  
6 to the BMO, so it'd be limited to the pool of  
7 contractors prequalified and selected by BMO?

8 JANET SCHWEER: Yeah. If the customer  
9 decides they're gonna use the BMO vehicle, it would  
10 be, yeah --

11 MAN: BMO contractors?

12 JANET SCHWEER: Yes.

13 MARY SNODDERLY: Keep in mind this is  
14 government-wide. This is not just a GSA contract.  
15 Other questions?

16 WOMAN: Hello, Lynly Schroeder,  
17 SourceAmerica. Is this going to like the schedule in  
18 that contractors will be able to offer a discount on  
19 some of these items. Like on a labor rate, let's say  
20 your feeling is \$56 for position X, Y, Z. But on a  
21 specific task order, we can offer less than that?

22 JANET SCHWEER: Yeah. You can always offer  
23 the government lower pricing.

24 JOSILYN REED: At the task order level, they  
25 definitely can negotiate lower pricing.

1                   MARY SNODDERLY: Any other questions? Okay.  
2                   Eric, if you pull up the last slide, this has our BMO  
3                   e-mail address on it. Remember, I gave it to you  
4                   earlier, but here it is. I will e-mail it out to you,  
5                   as I promised. If you think of questions, other  
6                   questions, maybe you go back and you read through the  
7                   draft RFP or you have other questions, please submit  
8                   them through that BMO e-mail address. Okay. I'm  
9                   gonna give it one more time. Any further questions?  
10                  Okay. I'm not seeing any hands, so thank you very  
11                  much for your participation today, and thank you for  
12                  the great feedback.

13                  (The meeting was concluded at 11:50 a.m.)

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C E R T I F I C A T I O N

I, Vicki Nunan, Court Reporter, certify that the following is a true and accurate transcript of the foregoing meeting.

I further certify that I am neither attorney nor counsel for, not related to nor employed by any of the parties to the action in which this meeting was taken; further, that I am not a relative or employee of any attorney or counsel employed in this meeting, nor am I financially interested in this action.

\_\_\_\_\_

VICKI NUNAN  
Court Reporter and Notary Public