



U.S. General Services Administration

Federal Acquisition Service

**Industry Meeting
Schedule 23V & Schedule 751**

July 12, 2018

Agenda

- ❖ Streamlined Offers
- ❖ Concurrent Schedules
- ❖ When to Submit an Offer
- ❖ Questions and Answers

Streamlined Offers

- What are Streamlined Offers?
 - Many offer requirements can be reduced or eliminated entirely for a seasoned FSS contractor that can demonstrate successful performance under its existing GSA Schedule contract.
 - The Federal Acquisition Service (FAS) has created a streamlined set of requirements for successful FSS contractors submitting an offer for a new contract under the same Schedule.

Streamlined Offers

- What is the purpose of Streamlined Offers
 - To eliminate some of the administrative burden of current GSA Schedule contractors submitting a follow-on offer and the GSA contracting personnel evaluating it.

Streamlined Offers

- Who can submit a Streamlined Offer?
 - A successful FSS contractor that wishes to be considered for a new contract under the same Schedule.
- What is the definition of a successful FSS contractor?
 - Proposing the same Special Item Numbers that are on existing contract.
 - Has met minimum sales requirements.
 - Has demonstrated pattern of satisfactory past performance.

Streamlined Offers

- What does the Streamlined Offer process eliminate?
 - Administrative Data submission
 - Readiness Assessment
 - Documentation about other FSS contracts
 - Financial statements
 - Technical submission
 - Factor One – Corporate Experience
 - Factor Four – Relevant Project Experience
 - Factor Two - Past Performance – is not required but can be submitted if desired

Concurrent Schedules

- What are concurrent schedules?
 - It is when the award of a new schedule contract is allowed to overlap and run alongside of an existing contract on the same Schedule.
 - Traditionally, the award of a new contract would result in the cancellation of the existing contract upon award.
 - Now, GSA Schedule contract holders may have concurrent contracts during the transition period between their previous contract and new award.

Concurrent Schedules

- Why are they useful?
 - Enables FSS contractors to complete work under BPAs and orders awarded via the existing (old) GSA Schedule contract, while utilizing the new award for new business opportunities.

Concurrent Schedules

Old Contract

Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20						
BPA 1												
			BPA 2									
					BPA 3							
				BPA 4								
			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8		

New Contract

Concurrent Schedules

- What is required from vendors?
 - When submitting an offer, indicate that you wish to hold continuous contracts.
 - Submit a list of all active submitted quotes, established BPAs, and awarded orders under existing contract.
 - Assist CO in determining the proper cancellation date for the existing contract.
 - Agree not to use the existing contract to compete for new business opportunities.

Concurrent Schedules

- The contractor must be capable of meeting all contractual requirements under both contracts.
- In spite of the fact that a contractor holds continuous contracts and has a newly awarded second contract under the same Schedule, please keep in mind that these are still two separate contracts.
- The contractor must separately and fully comply with the terms and conditions of both contracts.

When to Submit an Offer

- When should a current vendor submit an offer for a new contract?
 - Need to ask some questions:
 - Do you need to hold concurrent contracts?
 - Can you submit an offer under the streamlined process?
 - Do you want to avoid a lapse in contract coverage?