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Please stand by for realtime captions.

Thank you for joining us. We will get started in a you minutes.

Hello everybody. Welcome. Thank you for joining us today. We are in DC and online. We have a lot to cover. We will get started in a minute. I want to go over a couple of things. We are starting out with our commissioner. We have Judith Zawatsky. We have product tools and Robin Bourne and Josh Royko will present that. And then we have Laura Stanton. We will do Q&A after we have the speakers. Write your questions and we will take them at the end.

Everything you say is on record.

Will get started, he would like to introduce Tom Sharpe .

[Applause]

Thank you. Good morning.

Good morning.

I understand we have a lot of people online. That is terrific. Hope you can see here. It is good to see you all.

Welcome to our first MAS Transformation Industry Day . It is exciting.

I know there are faces I know online that I cannot see. Welcome. I appreciate you coming out today. It is very important that we continue the dialogue.

We want to hear your thoughts and continue to collaborate to bring the best possible solution.

We are excited to have you here today. We have amazing things going on.

First off, mass volume is up 5%. That is the indication that the program is doing.

That is a testament to the value of the program with the services you provide.

Overall, is up 7%. That is a terrific sign with what we're doing for customers.

It is good for the industry.

Let me back up on why we're doing the session today.

Mass transformation is a key part of our vision.

This is a vision that resolves around the principles it makes the transition.

We are aligning with category management's, developing the acquisition platform and expanding our services and modernizing our business programs including the programs with multiple work schedules.

The goal is to keep the program competitive and vibrant. We're bringing it into the 21st century learning the vehicle of choice.

We aim to provide our stakeholders address current market forces and provides the government with a streamline, value-based, contractor solution that saves time and money well into the future.

We're instituting good government continuing a robust communication with partners increasing understanding around pricing across the marketplace, engaging the work force, promoting transparency.

Today, we will hear about Gateway, the poor girl we have recently opened up to the public.

You also hear more detail about the schedules improvement with from several of my colleagues. We have a new mass pertain -- transportation manager.

We asked Judith to leave the transformation initiative. She is doing a terrific job force. She is worked with the schedules program and in the industry.

She brings in-depth knowledge and expertise and helps the said -- implement the efforts.

I do not want to still her thunder.

Judith.

[Applause]

Good morning everyone. Can you hear me?

I assume someone is monitoring virtually.

IEM Judith Zawatsky. Some of you know me well . Many of you do not know me at all. I've been involved in this program for a couple of years. As Thompson, I would have been in the industry and with GSA . I had the opportunity to work on the scheduled program.

We have been on hiatus, we been working on Sam and those things.'s very excited to come back to what I consider to be home. This is been my profession for a couple of years.

Those of you who do know me, know that I am -- I love MAS Transformation. I love the vehicle and the mission that it has in the government.

Beyond that, I love the force that we have across the government. I have had the opportunity to work with them on different points. We've gone through policies. Think having spent the last few years ever want, I believe we have the best acquisition workforce across the board.

That is the back end of what we do.

I love the industry partners that we have, most days. Subbase, when you need something instantaneously, I love you five minutes later. I do really love that GSA serves as the portal to help industry meet government needs.

We have been doing that for a long time.

Let me talk about what we are doing. We will go straight and pick

I look at the life cycle -- cycle of who is in the room and who I am talking to.

The first thing I would like, I would like to come back to the program. Those who engage with us on a regular basis, you know that we are a national team.

It is not a village, it is a country that it takes to run the multibillion-dollar plan.

We are in most of the region's, the central office. The key is how do we stay in concert with each other to meet the needs of our industry partners as well as the customers across government and how do we enhance that?

One of the things have been working on over the last eight weeks, our governance, and this is where we see things going without an insane amount of detail. We have an executive steering committee. We have senior executives who run the program from different perspectives. Somewhere in the region's, K is sitting here. She has the IT center in her hand. She is that region 10 working on professional services. There is a whole -- we have a slew of executives who have strong equity in the success of the program and the success of the industry partners to participate.

That is our steering committee.

Working with them, we have an operational steering committee. That is the people that you work with on a daily basis. Those are the directors.

They are trying to on operationalize the policies that is coming out of acquisition management or coming from the fireplace. They are working with contracting officials on a daily basis. They help them make the right decisions and give them the tools that they need to make the decisions.

We are bringing them together in a steering committee so that they can really leverage the knowledge and so we can stay in tune with what they are doing.

Geordie them, we have developed for steering committees or subcommittees. One is specifically around systems. Of their being issues? It could happen. You might experience some. That is one of them. We have a policy subcommittee. We have a stakeholder subcommittee. We will talk about communication and a minute. We have an initiative subcommittee. Each of the members are on the operational steering committee. Their teams -- they are teams. We will find representation from all the centers and look for best practices. There are people that want to be part of this throughout the country. That gives us talented people.

I am looking at the lifecycle of contact. We basically have three different stages of life.

The first is I have been was schedules, I'm a charter member of the charter schedule club. IRD have my schedule or my schedule is going to expire soon. When Evergreen came into business, we thought Evergreen -- we are capable of reading the cause. In our heads, 20 years was forever. Don't worry about 20 years from now. This is a much better than one or two years or five years. We have more than hits that. Right?

The first group that I would like to address is the -- particularly the group who is trying to say this is a business that I am successful and. I want to continue to use this as a portal into government business.

There are three things that we would -- if you have not had a chance to take a look at this, and you have a contract, of a mod sitting in your box. You can join us on the interact. You can take a look at them.

The first is addressing the order issue. I don't want to get into too much detail and look up policy people. They can talk about the policy. The schedule contract, it allows us or allows customers to place task holders against contractors up to the moment that they expire. How long could you perform, deliver, and collect money? That is of interest to everyone in the room, on a task orders.

It has gone from deviations back to the standard clause. It allows for task orders to say up to 60 months. We're happy to have conversations with the contracting officials in your customer base as well as the partners. If you have a contractor, during a period time.

If your contract has two years left on it, this is a nonissue. You have plenty of potential period of performance on your country. If you coming towards old-age, this is an issue. Give us a holler if you need additional help be on the website.

The next thing we did of February, we dressed blanket participation issues. We know because of the farm -- because of the rules, is black and white. A trend in -- trended up -- BPA dies on the day of the order.

How do we address people who have great tran 24 and what to compete across the government, they have a contract that is 17 years old. The way we address this was, we removed -- we got simpler. I know we do things more complex. We removed this from your facilitation, your contract. Is is the contract may submit a new offer as early as nine months prior to. What we want you to do as the industry, make a decision. If BPA is part of what you do as a business, and that is how you build the market, we want to have the opportunity to get another contract behind the ones that you currently have. Keeper current contract for the work you're currently doing, that is booked against the contract, and use the new one to book your new work. I do not want to tell you for each individual company when is the right time to pull in the second contract. I hope you're coming into the second contract. I hope you're hearing paying attention. You do build the market this way. If you are choosing, if you are not doing purchase agreements, I will not insist that IV in GSA, get a contract until your ready to do that.

If you want to have the contract vehicle, in order to be able to bid on a BPA, performance, and you need that, please come in. That was a big change.

The final thing that we did, will we look through the facilitation, and there is a lot in there, it is specific for products see you have to gear and where you are. The bottom line, the overarching thing that we did, if you are currently a successful contractor, talking to those of you who are charter members of the club, you've been here for many years, you're getting another one.

We have helped the officials understand that if you have good task performance and the work you have been doing under contra, if you have good financials because you have been delivering contracts, if you have already worked with us and you are getting revenue through the contract, there are streamline processes they can do while still meeting all of their requirements, while allowing you to meet your

requirements, to help get the contract law faster.

We have a robust set of details on the web.

We are happy to talk to you about it specifically.

Those of the charter members. For the people who are new, who want to come in. I want to get a schedule and what will we do? One of the things that is a crossed GSA , it's not just for federal acquisition service, our administrator has an enormous presence across the agency. One of the areas isn't making it easier. Making it easier is for a lot of different people in a lot of different ways.

Specifically, this area is making it easier for our supplier and new suppliers to give -- do business with the federal government.

Some of you are here because you read Federal news radio and the Washington Post. You are what I would call an inside the way better. You know the federal contracts. There are companies out there who are not as savvy about better contract but they have something they want to offer the government.

I cannot guarantee them that they will get the work. I can find a path for them to be able to offer that to the government and look for an opportunity to get the work. That is what we want to do.

Some of the things we are doing is around the language. Imagine if we could speak in plain English. Some of this is about clarifying the steps that somebody has in order to be able to understand what the next step is. Do I do this electronically?

I am registering a kid for summer camp. There are 922 forms I need to fill out. Some of to go to the doctor and some to the school. There something I need to fill out. They made it easy for me because I do not read them. I have the attention span of and that. They made it easy for me. Next to each one of things, it has an icon that says, you can fill up this one on the computer. This one has a printer it next to it. I have to print this out, fill it out, Hannah back in, is in a back in.

This is something we can be doing in a much grander scale. We really need to help our partners understand how to do this. We need to find a way to bring innovation from industry into the government.

This is important. You probably cannot go to a meeting government, whether you were at a compass is weak or a conference next week, but innovation is the new word. We need to not just be the charter program of the federal government. We also need to be part and to facilitate innovation in the government. That is very important to us.

I think that if you listen to us over the next couple of weeks and months, you will hear some very specific announcements about several programs that will launch. Some of them like the one we just did, some of them are around how do we bring non-innovative companies, like some of you would like to partner with, into the government. I ask you to stay tuned. Let us know that down and get those out to you.

This is for my middle age contractors. I have been around. For those of you who are just -- your their bread-and-butter of what we do every day. You're the people that we have. This is what I say the number one thing that was told to me when I came on board, communication. Communication. Communication.

Let me step away and go back to the award environment and the things that you need to do business. Over the last three years, we conducted upwards of 40 focus groups we have 3 million daily users, everybody. If you're going firmament or your the oversight, or you are a contract or a contracting officer, or can be something we never talk about, bad dental assistants. We use them. I job was to talk to all of the stakeholders. That is what my job is, to talk to the stakeholders. We know that we need them. We can sit here with very smart IT people and try to come up with those. We can talk to you and are contracting officials and help understand. We know that we need to update our policies. We can sit in a room and have come up with great ideas. Or we can bring you into participate in the process. That is what my job is.

There a couple of things that we started doing. It would be the drip of the water on apposite that I hope becomes annoying to you. One of things that we've done, will post a recess for facilitation. That has been, surprise. With changed a couple of clauses. We would like you to accept this mod and why hasn't it been done already? Is that how it feels?

One of the things we've done, we mandated for cells that we now to an advance notice to industry and let you know. Understand common look speaker, this is not public rulemaking. We are not required to do

public rulemaking. We do feel like an indication, and real communication, we need to post these things. We need to be transparent.

Join us on interact. There are mods account February. If there is any significant change, to a solicitation or a contract that you have that will impact you, it will be there. It may be that the IT group will publish will publish that across the multiple work schedules. It could be the same thing. Region 10 with professional services will publish something. We will publish that as well. What we are looking for, at what we are asking for, is your input. This is burdensome to me. This is burdensome to me that you know what, I think it will make me a better contractor in the federal government. I cannot promise you that the,'s weekend will change what we do.

I can promise you that will read and respond to it. We will take it into consideration. If there is something that we overlooked, we want to have a dialogue about that to make sure that we are being very deliberate and how we impact that. What to be very clear about that.

Another thing that we are doing, you will find that we will invite you to attend on industry days or online webinars, the same thing. If we make a big change to your contract or we ask you to accept a bilateral line, we will invite you to participate in a webinar. We will have experts, the whole topic may not be about the specific change. It might about opportunities in the environment or MAS overall. We will talk about that in have a live discussion. We will have you the opportunity for you to ask questions. If we can't answer them in the our, we post the questions and we get back to them. We are hearing. This is very important. I would say is very much the drip of the faucet. Over the next year, the way we communicate, how we hear, how we respond, this will change part of our transformation. This is probably the number one thing to hear, no matter what the contract is doing, will contract you want, what officer you work with, what century work with, the number with one thing that we've heard in the surveys, you need to hear from us and we need to hear from you.

On that matter, it is not a secret that we're moving forward to getting rid of the system that you love. I have been highly facetious. We are moving away from the tried-and-true SAP -- SIP. Has been a knot and happy partner in a process for many years. It is cumbersome. It is cumbersome for the industry. We are moving into the product tool. It will have an impact on just on what buttons to push what spreadsheet you use, in how your products are seen by our contracting officials as well as how the pricing is seen and understood, ultimately by officials from the government.

With that, I will ask Robin and Josh, if they can come up and talk about it.

[Applause]

Thank you, Judith. Thank you for joining us in the room and all on. I'm excited to be here today. I think we had something exciting to share with you today that will strengthen the multiple work schedules as the preferred acquisition solution.

While we jump into that what it is, slide, we have the problem statements for Acting Assistant Commissioner seven. I have an example. You can see there are various manufactures. We manufacturing companies. There is numerous representatives throughout the supply change -- chain.

What we are moving to war, is leveraging on the algorithmic technology with standardized partners. The customer can see what we are offering, regardless of how you refer to it, FPT , or partner number. We believe the customer can consider what you're offering not based on your ability to do acquisitions and get your partner he -- work here, but based on the value that you provide to the customer.

That is where we are headed with partner standardization. You have to provide your own description. Will provide a description as well. There is additional marketing information. Is significantly increases transparency to the customers by grouping the identical items on one page. There are lots of additional things going on with the automation. We are standardizing the way they look at Warsaw pricing analysis by building it in.

Many of you are familiar with the pricing that we had last your. We found in the marketplace, it can be difficult to account for pricing. We were able to a verify the prices that were reasonable to expect will we apply it at the partner level across the board.

We have enhanced our pricing model. We came up with a pricing model that recognizes that we need to deliver to the taxpayer customers, but for us to have a healthy program, you have to earn a profit that is commensurate the value of the supply chain.

We came up with a price range that will allow profitable distribution but get rid of some of the pricing issues. We see pricing ranges from three and \$53 three and \$53-\$2200.

That is where we are hundred -- headed with that. We are getting rid of the SIP overtime. We ask you to submit the data structure format that will allow us to automate the price analysis and push the data to GSA advantage . It should increase the cycle time. You should get quicker processing.

Currently, we accept modifications and price offers in any format you want, were document, PDF. It closes down the analysis process for contracting officers. It takes longer to order the contract. We are requiring a structured format for everyone. We are able to automate the process and make it so that the they can processor module.

We are supporting a Mac. We're cross-referencing the list that none of the items around the country. Wolflike that for you. We are looking at sustainable icons. There are no green attributes. Go to the next slide.

We recognize that one of the major challenges for retailers is rationalizing the sources of supply. Here is an example from fiscal year the team. Under six different representations, there are different points, and you can imagine numerous sources of supply, it can be a difficult for you to identify that there is overlap and duplication.

By standardizing partners, we will be able to like the items for review to help you identify items that may be the same identical item listed in a different way so we can rationalize it and ensure that we are contracting for one part number or one identical item.

I will turn it over to Robin Bourne to give you more information on the Acting Assistant Commissioner seven -- FPT tool.

Thank you.

Good morning everyone. It is good to see everyone here. I will talk about the formatted product tool. Josh didn't tell you but he is the director of our analytics division and acquisition management. It has been great to have a new division that is focused on providing support to the contracting officers as they do price analysis.

We want to make you aware and comfortable that no one is taking a pen or pencil out of the contractors and. It still is up to them to make the price determination. We are giving them additional tools to help them do it more effectively, faster, it should be a good for everybody.

I will talk about the same innings. Before I get into that, I want to mention for those out of town, is a 15 minute walk to the cherry blossoms. Her last night in the news, that might be at 70%. They are beautiful.

What is it? Josh covered that. It is choosing common automated price analysis tool. There is standardized part numbers, you PCA is also there. Dustup will be taken, it will be sent to a third-party tool.

We will try to get back in front of the CEOs all of the information about the product and any comparables, and we are talking about identical comparables.

When you search advantage, to look at what might be in contract and what the pricing is, you don't get a return that is complete.

There is a price range that doesn't bode well with the vehicle and its perception across the government. We want to improve that.

There are some benefits, a lot of benefits for the industry.

I will get into it later in terms of how works.

You will have market intelligence back to you before you submit your offer. You will be able to improve your product description. You will be able to position yourself so that people are comparing your product at the right point. Let's go to the next slide.

Why are we doing this? Little over year ago, DOD put in deviation a place, telling everyone other CEOs before they can make a decision to buy from the schedule, they had to do their own price determination. That it was the deviation which said they determine the price is fair and reasonable. There someone

saving -- they are saying that bullet -- the statement that GSA is making is true. They lost confidence. We want to knit that in the butt -- that in the bud. It is the beat -- we wanted to be a better shopping experience for the customer's.

When they go in and look for a product or service, they see everything at one point. They can make decisions based on what is available and not find out later that they missed something better was available or they could've gotten a better price. I or someone asked him why they paid that much. We sent I didn't see it.

I think as we mentioned, it will be there more quickly and be a complete catalog. Everything that comes in on your offer, in your were award is made, it will go up to advantage. There will not be the lag time between getting your Ward and having to resubmit. They will have to re-approve and get it up on the online tool.

I talked about the perception about pricing. They will adjust that to a large degree. Product descriptions, your product may be flagged as being high, appear to not have a good price. Maybe actually, it is being grouped with a bunch of product that it is not comparable to. Maybe you have it issued on value added that is not well described. Will be able to improve the description and have price were should be.

We talked about SIP . We've been talking about that for a long time. Let's go to the next slide.

How does it work? This tool be incorporated into the offer. Where you are submitting your information, it will be bounced off of the tool and. Before you submit, you will be required to push it in that direction. It will come back to you. It will identify areas of concern. The could be things you want to look at in terms of pricing or product description. I think advantages started the process of trying to standardize product descriptions. While you will be able to have your own product description, there will be one standard description for identical products. There won't be a given product number of different descriptions. There will be one. You will have a place for you can have a supplemental description.

In that process, it gives you the opportunity to address those areas.

When you submit your offer, and you can submit it with no changes or you can say these are areas I need to look at, but when you submit, it will come into the contracting officer. They will also have items like for them to consider. We're not taking the pencil or pen out of their hand. They probably will look at the pricing that is why can say, is there a concern and I will caught -- talk to the contractor about that. They will get more information and make a decision on that information.. The idea is to put them on notice that they need to ask additional questions about certain parts of your offer.

Next slide, please.

When will this happen? The technology should be available mid-, late May. We hope to launch this in a staggered fashion and we want to make sure that we get the kinks out of the system. After that, so late May or early June. We will start going out with certain schedules. Eventually, it across the program, it is a product tool. The schedules are identified initially in that would be those with the initial product. They have associated services. Those will come in as well as a text file. The tool will be focusing on the data and the formatting data for the products.

There will be a lot of internal and external training. There will be more communication days with the industry. We will go out and talk to the contracting folks that they understand the tool, how works, how they are to operate and utilize the tool.

It is a culture shift. Josh mentioned the competitive pricing initiative that started a year ago. It is automating the process. We will have communication through webinars, face-to-face, and you are able to pick -- pick up the phone. We want to educator contracting personnel. They will be comfortable talking about this and how it works.

There are items that need to be addressed. It can be a lift initially, but we think going forward, there are more advantages that will better enable you to position yourself to be successful, to position the program to be successful and well received across the government to be there primary source of commercial product solutions.

I will stop talking. I think we have a lengthy time set aside for QA. Laura Stanton is to talk to about the requisition Gateway.

[Applause]

Thank you, Robin. I am here to talk about the opening of the public access to the acquisition Gateway. It's not specifically a multiple awards schedule tool or information site. It gives you a much broader insight into the thinking across government acquisition. Will -- we will talk about how we got there and show you some screenshots of what it is. You can go in and explore it on your own. Next slide, please.

It is the government acquisition workspace. This vision was developed after talking to the customers and realizing that there was no single place for them to go and really understand how to acquire about the beat across the different category -- categories of information. Two we have schedules that we need to meet with? Either contracts in the other parts of the government that could help? What are the best practices for acquiring certain types of industries and markets. Do we have examples of statements of work? Where do I start as a program or requirement official? How do we work through this?

Division was formed by talking to agency customers and really understanding that there was a big gap in that area. The vision came out that we wanted to build an online space for government acquisition, and not just the webinars but also all of the people in the CIO office and people who are putting together the requirements across the government so they have somewhere to go to find information.

Next slide. The first piece is that government acquisition is fragmented. For those of you have been following the office procurement categories, you have heard these numbers are ready. We have over 500 offices across the country -- across the government, they are not sharing information or best practices. Their thinking about things. Here not sharing how to engage with the marketplace. They are not looking at how the commercial sector sells the student government. What is the potential innovation that has been happening in the commercial market?

We discovered fragmentation and lack of collaboration across the government. That translates into on the industry side, you receiving less information, statements of work, argue, RP, they don't always represent the government need. The challenge becomes how do you actually transformed that into something that you can really need the government need and perform well?

That is part of the challenge. That is the impact of our fragmentation on how we deliver services.

What we came to is that it is time to act is one acquisition. We need to be better internal to the government about sharing information with the intention that doing that is going to achieve better outcome. The government will be better at describing the needs. Will be able to improve collaboration.

We need to begin to think about how we come together, how we understand the marketplace, how do we manage our own to demands was services, and how do we translate that out to build a stronger relationship. That is where we are thinking. You are a primary provider for many of these goods and services.

The real point of the Gateway is to be able to share that information and to improve and bring people together for smart acquisition, through the information sharing that I have talked about, sharing effective statements of work, sharing best practices and building services.

The other piece about Gateway, we launched this in October 2014. We began talking. It was designed -- our audience continues to be the acquisition workforce. I also heard very clearly when I went out talk to industries, there is a deep desire the part of the industry to be able to see how the government is thinking about things, what direction we are heading, it is there an opportunity for you to contribute to the conversation by sharing your own experiences and best practices, statements were, performance, and so what we did on fabric there, about six or seven weeks ago, we opened up the Gateway so that anyone in the public the pieces of it.

There's reasons we did not open the whole thing. There is sensitive information in there. We looked at what we could open up and wanted to increase the transparency. At this point, you can see how we are thinking about category management and how we are beginning to think about collaboration across government.

I wanted to take -- with that back story, belt where we are and how we got to where we are today -- I wanted to take a couple of minutes and walk you through some of the screenshots so that you can see the type of information. You can go in and explore it on your own and reach back out to us.

We have done so far, our first step was to say let's make it visible. The next step is to say, we have made things visible. You can email the Gateway team and we can connect you to the right people.

The next step becomes what is valuable in terms of collaboration, how do we move forward?

This a step 1. Do not expect what you see here is what it will look like or the from the public you in several months. We needed to start somewhere and begin to figure this out.

When you come to the screen, this is what you see. There is more information on category management.

Next screen.

When you click the login, you have the choice of logging in as federal user. You have the choice of logging is the public user. The federal side, anyone who logs in to get to this PIV card. There is sensitive information that we did not open up everything. We did not open up community forms. We recognize sensitivity and information. It is available to federal employees.

We have the non-federal government public user. They have public access.

This brings you to the home page that you would see. This is what eight federal user with the. On the left-hand side of the screen, which I doubt many of you can see given the size of the type, will refer you - - referred this to the hallway. Each is a line to a subcategory. I will show you what is behind that in a minute. In the center is the project center. This is becoming a collaborative space that allows an acquisition -- acquisition will professional to save and upload their documents. Their becoming the online collaborative space for the government. We are planning to open it up to team so they can share information across there are acquisition team.

On the right-hand side, you have community, the events calendar and the news.

In the center, below, you have the solution Finder which has contracts for different categories and subcategories from across the government that the category teams have collective.

In a resource section, you have things such as the hub, prices paid, portal and the library.

Next slide.

The public can see almost the exact same screen with a few things missing from what I just described. The community feature is gone. We have taken away the resources. There are fewer solutions. Because this is a cross agency and it is coming from different agencies. We are making sure they are comfortable and approving their information being made public.

There will be differences between the two sites on what agencies make public.

The solutions finer, this is where you on industry side, it has tremendous value. You can filter by agencies, solution type, category, and you can pull up all of the different contracts that sell IT hardware, professional services, industrial products. These contracts were selected on a couple of different merits. One is that they were governmentwide contracts that anyone can buy off of. The second is that they may have represented, if they aren't available to everyone a government, they must represent best practices. Even though another agency can't use it, they can take the information and use it to build their own contract vehicle.

What you see is links to the solution website, terms and conditions, and if we expand one of these, you would see points of contact. You see more information on the product and services available. You also see things such as when the contract ends.

It allows you to tenant. We have a number of things. One of ours is a huge fan of pINTEREST.

You went to the hallway.

You have the category team.

At the moment we have one person up there because that is a new feature we just added. People are still populating.

We have the solution Finder that is stilted for their categories. We have articles on what the best practices are, what templates you can use, where do you bring sustainability, how do you incorporate small business. During a brawl of articles. Whatever the category believes the buyer or the official needs to know in order to effectively I met category.

We are in the IT hardware hallway. We electronic guidance on how you recycle. We have greening your

contract with the green procurement population because sustainability is huge in IT hardware. We also have development requirements. Howdy do the best job? Every time I look at it, I see that there is one -- there is also information on what is it tablet? I had no idea what a fablet was.

Next slide.

As I mentioned before, not available to the public, government needs to have its private space in order to have conversations and share data. We have community feeds, contracts, prices paid information, and by open.

I want to say what is not in the Gateway. The Gateway does not take the place of ebuy it is a place where you get information on a high level to be able to understand how to buy better and collaborate.

I'm realizing that one of the screens is missing. We have a statement to work library, which is open to the public. There are number of copies of examples of statements of work that have been used. The government side, we are allowed to vote up and down on those. We are allowed to look at -- we can ask questions in the community feed on that. You are able to see the statements of work and some of the examples that the government considers good statements as work. Maybe there are better ones out there where you have had a higher rate of success.

I want to say that this is designed to be a collaborative space. It is not designed to take away from other tools. It does not mention companies by may. It does not take away from any of the reporting or regulatory tools. This is covering an empty space and gives information that was not available to the government, unless you knew to call Robin and that ask if he did the acquisition last year and can I get your statement of work? Was a good? Otherwise I was working my own personal network to have this. This is a way to streamline that.

With that, I think I'm the last one up before we start the handling questions.

Thank you everybody.

[Applause]

I will set the stage were quick. I am wearing a dress so I do not have to do a. We wise people online if they can chat questions. We will take those as they come in. We will take questions from the room. If you give us a minute, we will get started. Thank you. Following the Q&A session, there are breakout sessions for each -- there are three different breakout sessions. This in IT schedules 70, professional services, schedules 75, 76 comments 738X sessions. We will get those started early if we get Q&A done early. Panel, take the stage. Does anyone have any questions?

Of a question for Robin. You mentioned the third party software that will be used for the pricing tool. Is that going to be the excess system?

It is with a series of enhancements.

They will be updated and pricing more than quarterly then?

It is updating bimonthly. There is additional enhancements with the way we look at pricing that would require a session. I'm sure we could do a deeper dive. It is probably a screen share that would be more appropriate.

One other question. For those of us who went through the whole format debacle in with the travel schedule, I want to make sure this is not going to happen again. Those issues have been addressed.

We documented the lessons learned from that and sought to ensure this does not happen again.

We are going to address chat questions. The first one is, who will be responsible for developing the standard product description for each one?

There is a hierarchy of sources that we used to develop the descriptions. We will seek your assistance. The hierarchy is where we have data directly from the manufacturer, that takes precedence. The next level to consider is data directly from a wholesaler. We want to engage our supplier base for those of you who are willing to share your product descriptions and have good content. I ask that you email [Indiscernible] we would like to start a conversation.

Below the supplier level, we default to the most common representation on the supply change. We look at commonality where number of suppliers are using the same product description and it will evolve from that. We intend to take feedback and improve the content over time.

The next question is, it concerning -- concerned acquisition Gateway. Will the customly able to use the outliers?

The format tool, in terms of price analysis, would not baseline process -- pricing on the outliers. The outliers on contract will still exist. We will not remove those since they are decisions and the industry. Is part of their pricing strategy. We will not use that as a baseline to negotiate.

Here's a two-part question. For the FPT, will the manufacturers use the same part never when there is different variances? How can you assure the items from different manufacturers aren't accidentally grouped together? Canna be fixed if FPT -- can it be fixed have FPT erosive classified and I'm? Backache can be fixed. We need to be aware if there is a large knowledge base of known manufactures. There is a lot of overlap where manufacturers use the same part numbers.

There's one thing I want to make clear. Data is great. The using of data and data analytics, we know it is good. We know we need to employ. We have hundreds of millions of products and prices. One thing we are not doing and I want to make clear, we are not eliminating the human being, the contracting official. Is between you and the industry and your contract and the government. If you're offering a product and it is coming to a tool and that is what it is common it is a tool with a robust Alex underneath it, and there's a problem with the description or the part number, could be the same part number? Absolutely. That is how the human brain work that we will have to do. As it gets better, the computer will be able to do them to. We're not removing between the tool what appears on the contract. You can make clarifications, talk about your value, talk how your product differentiates. You can help us improve the tool and approve how the tool takes information. Is it going to be perfect coming out? No. it will not. We're making sure we your opening of the communication line and that is why we're in writing people into help us. We know. If the expectation is that on June 2 or whatever date is, if we turn around and look at the industry and look at our leader and her bosses and we say, 1% everything was great, that is not the way it will happen. I do not think that is the way we do business in the government. That is not the way we do business in the industry. We will work with you and make it right. We will approve it over and over again.

I want to add a little more to that. If you identify products that we think is a product that it is not, there is a process for you to identify that to the contracting office seeing offer -- for the officer to review. We are looking to do sampling to ensure that we have very high confidence that is a match. Weibel adjusted over time based on the score. We are defaulting initially to not group items with scores that were not -- we are not confident that it is a match. There will still be some the slip through. We have tens of millions of items. It is likely that something will slip through the cracks. We will have to collaborate to identify that fix the system. It should be a cycle where we appropriate the feedback.

You referred to a streamlined process for legacy contractors to re-up their schedules. What time line are you suggesting that that process start before the end of their current contract?

In actuality, I am not. The reason why I tell you that is because while we speak as one in here, we have a multiple work schedule program. There is a different workload. There is a different workforce. There is a different level of maturity with the contractors and are different centers. This impacts that. We do not have a specific metrics that is scheduled why, we a contract in X amount of days or months. I am strongly suggesting and that -- if you are competing for agreements calm and you feel that you are going to lose contra coverage because you are in your 14 or 16, and you have -- you want to be part of the competitor pull ongoing, you make a business decision and come in. You allow yourself -- let's call it somewhere in some cases, six months. MIB nine months. Ally yourself a reasonable amount of time to get the second contract. If you do not feel that you need that period of performance because you're not doing multiyear contractual activities, come in later.

Stay in communication with us. If you are trying to make a decision that says, I think I need three years of contra coverage and I'm coming up on only having five years of coverage, talk to us and say what is the timeline? Let's do some planning together and help you make some decisions.

Thank you.

A couple of comments. You talked about the human element involving contracting. In the last 12 years, I probably dealt with about every contracting officer an agency in the Washington DC area. I can tell you, the vast majority of do that -- of them do not know what they are doing. In my mind, it indicates a need

for training. There could possibly be a certification process where they can become certified in en masse scheduling with contracting so they know what do. Maybe work with the agency's to make sure that their claws packages that they apply to the contract, they are not applicable to the mass headquarter and it is identified to the don't get in there. There's duplication and lots of unnecessary stop -- steps there. The other concern I have, prices paid information is going to be out there. The concern we have is that the prices paid in many cases is determinate upon the quantity bought or other aspects of that particular contract. ISIL service and training. You will get a significant price reduction when you purchase a lot because they are bundled together. I would not want to see the prices showing up as prices paid for other contracting officers who were saying look, I can get this training for half the price. Maybe you need to look at the contract and how this is. I would also suggest, you give contractors access to the prices paid for their sales so they can verify that the prices paid information is correct. A decimal point in the wrong spot can have a lot of problems for contractor.

I took the mic from Robin because I will ask him to address the training and how we are working with the contracting the shock and how we work with contracting of visuals across the government to understand this. I would like to do, is actually table the discussion. I hear it. I know it. I know there is concern in the industry. There is concerning government. There is concern internally and there are a lot of question. At this point in time, we are very much, in a rule much -- rulemaking stage. I literally do not have implementation oriented discussions. I can promise you that we will invite industry back in when we get through the rulemaking stage and we are clear through all of the appropriate claims to be able to do that. I hear you. Hold the concern. Come back with me. We will have face-to-face discussions and we will talk about how to do it. We're just not there yet. We are letting the government do with government does.

Terms of training, that is a good point. We recognize several years ago that a lot of agencies were not utilizing the schedules. In terms of getting competition is somewhat that comment was not as effective as it should be. We established a separate training division at this point. Before that, there's been recognition across the government that the training as they go to get there certifications in the contracting field, it includes minimal training on the schedules program. Now there is actually a requirement that the ticket contracting class on schedules in the program. Part of the portal, I think we have 15 or 16 courses up on the portal at this point. With people who go out to the agency's face-to-face and conduct training on the proper utilization of schedules. We welcome industry two point agencies in that direction. There are webinars available on specific topics. EBuy for -- BPA teaming, there has been a lot done. I remember interoperation center years ago, a big part on the message was to go out and talk to the agencies. A lot of them are not aware. They are not aware not only how to use it properly, but what they can do using the schedules. How effective can they be to meet the needs? We welcome the opportunity to talk with them face-to-face. We have the training session for a broader cadre of people to go out and meet the need. We have the online programs. We have to webinars a month. That is a good point about training. We cannot do too much training.

I wanted to piggyback off of what you were say with rulemaking. Would you updating us on the status of the transitional role?

Sure. It is in rulemaking. I believe at this time, as her senior procurement office, he is shepherding the role of this time. I understand they are in communication. I do not have an up to moment talking point for you.

This is for pricing tool. How do you intend to deal with how they can figure products where the SKU level is meaningless? Back these are a challenge. My understanding would be that we would avoid trying to apply the same pricing rules to the configurable's. The core part number would identify the products which are configurable. That will be a partnership between the industry and John Holmes -- GSA . It is not appropriate to compare unless the item is -- many partners have the part number that identify the specific configuration. There are instances where configuration is not identified.

We have experience that the CEO is trying to do that. Is a meaningless exercise at this level.

I think it could be appropriate. If it is different than it is different.

There are thousand SKU levels on the contract. Is meaningless.

Hello. My company does a lot of clout work with Amazon. We have hundreds of thousands of items. Today, I have incorporated it is a text file. Should I wait to change it to the import program? Should I begin doing that now in anticipation of the changes?

Are you on contract right now?

Yes.

We have a breakout session at 1115. I think some of the people from the center will be here. There -- I would ask you to meet with them and talk about your specific situation and see what is in the best interest of you and your contracting officers and the whole thing.

The training, my contracting officer does not fully comprehensive cloud seen and how it is managed. I have had problems there getting mods approved. They are in good company.

[laughter]

That is the man you want to talk to.

I'm interested in PSS. I want to know about the status of that.

Razor hand -- raise your hand.

Is there anything specific or can it hold?

I will hold.

Give the mic to Ralph and put him on the spot if you like.

I have been on survey should and recommendation. I went through the streamlined submission process. It was significantly more streamline. Thank you very much for that.

[Indiscernible low volume]

Now the however. I was insulting -- as a mass schedule holder, to have to go through this. The very first thing you have to do is go through their and -- it is nice. If a company officer has to go through that after 16 years of having a schedule and bringing in several hundred million dollars sale on the schedule.

That is a good one to bring up. In that case, we actually are moving to eliminate that requirement for protectors who have been successful with us.

When I went into submit the offer, I got a different requirement. It was the standard requirement to address everything that should be included in a normal proposal. The things I did wasn't required to submit. I couldn't completed without getting is off. I had no guidance to do anything. I just stuck in a page that said not required for streamlining. It allowed me to enter. I would suggest that you set up two different portals for every schedule so only those particular ones that are required are dressed.

Of a question. I think there was a question on my. I think we answered one of them. Is there a second that was there also?

If you have one, let us know.

Question about the acquisition Gateway, what kind of structure do you plan to have in place to keep everything fresh, current, up to date and useful?

There is a large -- I'm trying to think of the right way to describe this. Many of you may have turn -- heard and speak about the government wide category. The team that I run the, it is responsible for building a platform. All of the content for the Gateway is coming from federal acquisition service category team, such as the professional services team in Auburn and the ideas team -- IDS team, that is where the information comes from. Will bringing in the information coming from the government wide category which is the names.

There are a number of teams in place your subject matter act

's -- experts who will handle the content for those specific areas. What we provide the platform in order to give them the space to put that out there to allow them to do that.

This is a general question. Were there be a call in number for the breakout sessions?

I am told no.

Okay.

In a case, when our questions, those that are not captured on the screen that you're looking at now, and communicate with people, I would ask anyone who is on who is questions, that they would like to have address to join us at interact.gsa.gov.

It could be very specific.'s some of you have a community there. If you want to find the multiple work schedule, it is the easiest social media platform to use. Type in your question and we will ensure someone get back to you.

There are more questions from the chat. For the product tool, what the manufacturer does not have partners? How can you do comparables? Would be by product description? Back no, we cannot identify if it does not have a part number. That would require a manual process.

Next question. What is the current average timeframe for mod approval on the PSS schedule.

I do not want to be nonresponsive. I think it is a good question to ask the center. There is a very vast difference from center to center and from a -- a mod to be anything that I need to add five new categories that have very complex roles and are well known or not well known within the federal government to I need to delete the category that I've never used why need to do in a ministered of mod to tell you that something has changed about our address or something like that. It could be, we have documentation to submit. I do not think there is a right answer to what is the timeframe. They have an interaction page. There looking to communicate with people.

I am looking at your tools, the acquisition Gateway. Thank you for bringing us into the 21st century. As a taxpayer, it gives me a lot of hope. The question I have, and new to supporting the government. One of things that I noticed is how many bit -- how many places I have to go to to find help. Is there any way that this tool, the acquisition Gateway, can provide help links to take us to interact, other GSA sites, weed one place to go.

Thank you for the compliment. That is exactly what we're trying to do is to bring government acquisition into the 21st century. We shared it with Beth, her thought was for those of you traveled in the 90s, you had the paper guide of the plane schedules. When went online, it was amazing. Even though was just giving you the information and now we have moved on to kayak and much more sick it -- sophisticated tools that we are able to analyze prices and route and put in the factors and variables that are important to us to make a decision.

While being cognizant of the best value side of things common the Gateway is beginning to take information and try to digitize it so we can look at it in different ways. In terms of putting the information in one place, the Gateway is built by GSA . It is a nonbiased tool across government. The intent is that it it does not represent GSA. It represents what you can do with a different contracts.

And acquisition all professional can go in. We are adding more and more of those as we are receiving feedback. Overtime, you will see that happen. Is becoming more centralized with the starting point. You will go out to the specific areas where you need more detail.

That is happening as the category teams are deciding that is there next step.

For GSA contractors? Something as simple as that, that would take us to topic

[Indiscernible low volume]

Thank you.

With FPT, once the modded approved, how long does it take for items to be posted on advantage? Back into terms on the size of the catalog. It is quick. It can be processed within a matter of hours.

For schedules that are reaching the end of the last option period, which of the contractor issues a proposal, said there is no gap in the service offer?

This is a great question. My take away today is that we need to discuss this, put it out there. I need to go back to my desk that is what I will be doing shortly.

This is what I would say. It depends on what section year and and what you will be doing. Let's say you have two years left on a contract. How we'll market? I will put some of the

On the contractor to have them think. Of your market task orders and it is just a simple order, there's enough time, talk to the center. Out -- ask route for Greg. Make a decision when you want to come and pick

If you feel that you need more performance, because you'll be competing on performance, you must have a contract vehicle underneath that. Come in early. We have eliminated the construct the says you can only come in nine months before. We are asking you to make a decision. If you're getting ready to fall into that category, reach out to the center. If you can't reach the center, reach out to me. We can have a communication about what the timeline looks like.

Please describe the replacement and the procedures.

There will be a lot of training on the exact template with screenshots. We do not have the training developed yet. There will be a massive training effort with webinars for you to ask questions about what that looks like.

You will get questions from contractors wanting to know what is the ideal time -- ideal time. You can help that would be to consider that when you have gone through the process to exercise your third option, it has been exercised. Of the contractor came in within three years of that, who is had no changes in our product or the pricing, everything is as was submitted several years ago, it talk about a streamlined, you don't have to do anything. You just say here's what I submitted years ago, you are done. You're good to go. Of their been changes, than your back to square one.

I partly agree. We have the one small thing. We have contractual compliance requirements. One thing we know, in every contract, there certain things that make up a contract. One of those is acceptance. Every contract stands on its own.

I would love to be able to say that we live in a world that says hey, this company has his contract. And we are coming with this contract. Everything is the same. Done.

I want to make sure that my contract a simple. They want to be sure to get the best of the government as possible and that they are working with best contractors who are the most responsive for the government. All we can streamline the clauses and

Away some of the past performance things. These are things we're looking at on a regular basis, we need to be able to go through those. We need to go through some of the milestones that are comment upon us in the proper contracting.

Yes and very, but in reality, we want to make sure that we are staying within the limits of our regulatory requirements.

Today there are surgeons -- certain venues you are not allowed to be on advantage due to the complexity with product. Will still be the same in the system?

[Indiscernible low volume]

My take on the question is, there are some offerings that can only be accommodated by textile. That will continue to be the case, especially since we are starting off with a product only in the formatted product tool.

Anything should be submitted to a text file. I am not aware of the inability to provide the text files.

Want to clarify.

When you are putting in information with pricing, it will put it against the data. View of outliers, Tecra? Back it will run via web service with price analysis. We will try to be as transparent is possible.

It will flow once you submit it.

If you have one that is out of range, it will not block you?

No. we still have contracting officers there. It is additional information. They are using is to make a fair and reasonable decision. It is a person making the decision, not the computer.

We asked at the point where we get to where you are looking something, you submit 15 products. Several

come in and they are an outlier. Has anyone considered that? So maybe high. With would ask you -- let's talk about the benefit. Normally we submit stuff. We submit stuff. It sits in the queue. When is my mod get done? That is usually a telephone call. When will I get the products on? What happened is, you have no idea how what you submitted ranks or works anything like what the government is seen from anyone else to solve the same problem. We would like to be able to cut some of the down be transparent. Will say you submit these. Some of these are outliers. There's nothing to say that you cannot work with a contracting official to improve the description or explain the value or simply come to an agreement that is a value to your -- to offer. That is a discrepant aerie discussion.

When you get that back, it says you have the sellers, given opportunity to say that maybe my product description is wrong. Maybe I need to tell the government what I am really offering. No mobile if they do not know why it costs more than something else. This is an opportunity. You could say I am 112% higher. This part number, my business not hinge on his part number. Maybe I need to lower my price because I want to continue to offer or I need to take it out of my offer because I don't have the capacity to lower it.

My business is not hinge on it.

There is opportunity. I think you'll find it as we get good at this, it will cut down on the cycle time because of the transparency.

We are constantly asked for discounts from the GSA pricing schedule. How can the community work to ensure that the ordering agencies, that pricing has been negotiated?

I mentioned that in my talking points earlier. Third deviations. There's a message with the buyers, it is a lack of confidence in the schedule pricing.

We can reestablish the confidence. I mentioned training. We talked about that. The message will be, my messages been, what you need on the schedule, you want to consider -- consider these on the schedule. Why would you use the schedule?

You can tell them that that is been invigorated with the price analysis. There should be confidence in the schedule.

I would add that customers will continue to seek discounts. If I am ordering a balk, I might expect a discount based on the size of my work.

Can you let us know which schedule GSA will start with with the June/they. It is under consideration.

We will share it when we are ready. We have a question in the center.

It seems like the ideal shared service solution for any government agency that we come to, this negotiation, getting the requirements lined up, help me understand because I am new to this, help me understand why an agency would not go the route of the GSA schedule, given the low fee that you charge, compared to other -- I hear the laughter the back. Help me understand what the reasons that an agency would not come through your vehicle so that I can have those conversations.

You want to go on tour with us? Back [laughter]

I come from industry. This makes sense to me. I'm having a hard time understanding why the duplication in our government because as a tax payer, that sets me off. Just said the trigger word the past it to me.

I think what you are hitting on is why -- you made the business case on why we're doing this across the government. It is the idea that there is unnecessary duplication. We have multiple contracts for the same common items. We have individual contracts and this make sense. People need to look at can they be written off as scheduled contracts or existing idea.

It comes down to the idea that there is unnecessary contract duplications.

For over 10,000 contracts for less -- laptops index tops. Putting categories in place, to do the analysis is to say where are the common requirements? Where can we begin to use existing governmentwide contracts? Which schedule is positioned as part of that initiative?

It is looking at the government requirements holistically and encouraging movement strategies towards a more simple government.

That is a brief answer to what is a more complex question. I would encourage you to look at the work being done in category management.

That is the intent behind it.

[Indiscernible low volume]

What is the feedback that you get because we do not want to go through the GSA ? That is what I need to hear. That is where the problem is.

And hesitant to say why they would not want to use this vehicle. I would say this. We have a lot of good contracting officials across the government. They want to do the right things. They're looking for a way to do that. Working with contracting officials, lead times we to put a contract in place right here, right now.

Like to tell the government what you need to do, look at a contract vehicle that is in place and find a way to meet the requirement to agreements and let us help you write that to be able to do that.

A lot is the culture of we have a problem here at town. We need to figure out how to solve it at home.

We're trying to help the government come to can current on that.

Over the years, I would say one hurdle that we try to address any number ways, the contractor does not have a complete solution.

It has been difficult, it depends on the contracting officer. Some are more comfortable than others. Others require a solution for the solution -- for the schedule. It may not be as simple as every single component of the solution that is placed individually on a schedule.

Solutions provide services and they provide flexibility.

Today, where we are buying managed services, we're not taking titles. They are not labor rates. The pricing includes the labor rate component and access to utilization of software or hardware.

The officers are comfortable that some are not.

There's been thought that some feel like coming can go to schedules. Others think we're not doing much with the contracting. It is an ownership issue. There are lots of things we've heard.

The primary one is the solution. Deviation is another thing.

There is an effort to drive authorizations for on priced components in contracts.

I think it has the same idea of making it easier to get solutions for pulling one solution and one proposal from model -- multiple contractors.

That is what I would say.

When you talk about category management, it raises a question in my mind, they could be opposed to each other.

I see the government is moving towards preferred vendors, the best pricing and things like that.

You are selling in the commercial marketplace, and we buy that product, you can get a mass schedule.

Not everybody was a mass schedule is going to be you preferred vendor.

It takes -- there are 10 mass schedules, and the government sells one, Hugo put Solana business. When it comes time to renew, your mass program will shrink.

We are trying to do two things that are opposed to each other. Your preferred vendors. You can have a mass program that is open to all sellers in the United States the cell commercial products as long as they can get through the process of getting the scheduled award.

That is a great description of private sector management.

It is private sector management if you talk to companies. It is about building the relationship.

They're moving onto the preferred providers and building long-term relationships.

This looks different. This is looking at what happened in UK. What happened in other sectors organizations. We are looking at it as we are looking at actually getting a handle holistic with how the government spends its money.

We are beginning to use that to understand what we are buying and how we are buying it.

There were discussions around what are we buying. We are getting to the level, are we getting the outcomes we want? We buying the market? Who are the suppliers? Some of the basic information is something we are starting with category management.

Also, the idea of having 10,000 contracts for laptops and desktops, we end up with different terms and conditions. There's different configurations. Are they able to do that? You are creating a marketplace with common terms and conditions that we can begin to share the best practices and how to engage in the marketplace.

Category management is not equal to the outsourcing initiative.

While sourcing is a piece of management, there is significant work that needs to be done on the government side to understand the demand for different products and services, to understand how to build good relationships with all suppliers, to get to the best performance and this is for everyone, how do we improve the outcome that the government achieves with the money that they are spending in that category?

That is how it is looked at. It is reduction of contract duplication. It is not equal to the reduction of supplier base.

I want to add to my response, is why we are going out with training. The more people we can get to and explaining what they can do, and how best to do it, the more we will see. It is funny how word-of-mouth travels.

They say I did it through schedules. And I didn't know I could do it. It spreads. Anytime we can get out and tell people how they can best utilize the schedule, how flexible they can be, it is a good thing.

That is a key component of our efforts.

We're wanting to go back to some of the online questions.

Is tran 27 a IAM solution? Back it can be. I would have to go back to our systems to talk about the interaction. I believe that is possible. We will circle back to those people.

They addressed a price comparison. Someone is using a manufacturer part number to set an alternative product.

That is part of what we are seeking to identify. We want to ensure accurate representation of the part number.

There will be outlier price analysis.

They will have a discussion. Are you really fill in the item? Back there's a pricing strategy. What is being delivered to the customer? We are trying to facilitate open dialogue.

The final option of the schedule has four years remaining, can accompany be awarded a five base +4 year option order?

Yes.

If you continue to work in the government and you want to do that, I would suggest that you come in. We would require that existing work with the existing contract moves forward under the initial contract. When Ralph works with you to negotiate the second contract, you have new work with the new contract. Let the old one die in normal and predictive life.

Another question.

Where will he be able to describe the added features on services provided with the products to explain the higher price point with standard product descriptions when they are used for a given product number?

There is an additional description feel that will allow you to put in things such as extended warranty that you offer beyond what a standard from the manufacturers. That would be helpful with the conversations. If that has been flagged as an outlier, they can assess the merits and determine the original price.

Are the schedules listed the only ones participating at this time?

Clarity on which schedules were listed?

No. thank you. I am here.

We are scheduling breakout sessions. It is based on who we knew was registering and who was available to attend. We have not yet firmed up the rollout for the formatted product tool. Josh and others, myself will be communicating. I don't think we hit on this. We will do live webinars. At the point where we save put out an advance notice, this is coming. We would let you know the schedule. We would give you notice of when there would be a webinar and you could see the tools and ask questions about it and how you will get help when you try to use the tool and find you have questions about that.

Stay tuned.

Is there a way to make interactions with your schedule?

There is. I get pinged all day long. If you register and you subscribe to community, this is wrong, some we elevate.

I am almost certain that when there is an update, repost and recorded webinar, and your subscriber to the community, you will get an email notice saying that there has been an update. Yes.

Great.

Is there a step 2 in registering? I am on a bunch of these. I do not get anything.

If you join the group, there is a step 2?

Maybe we can put crystal-clear and sections for everybody who wants to know on how to make sure, if you want to be proactively updated comic can we get that up there with instructions and go in and take a look at it and test that?

No. you said category management is not busy. Can you talk about how management will work where it is different, and how the award schedules exist with the contracts.

Many of the contracts are built up with multiple schedules. Many of them are.

The other piece, how category management will work with it. Part is looking at category management, to identify the contracts.

When I say that, I do not mean a single contract. I do not mean just one single vendor. We take the laptop desktop initiative as an example, we put out a policy that said schedule 70, NIH has the preferred contract. As an agency, if you're going to use your existing, you need to come in for a waiver.

It said that these programs have the best in class capabilities. Their best able to provide the services to the government. That is how they will do that. They are ready have many of the attributes for the best in practice contracts. If it is determined by the category manager that there is an area, that is so unique that it only makes sense to have a single contract, or programming government, that would be something that would go to the regular acquisition process.

Am trying to understand. How the car contracts -- how will they be identified as the best in class when it is not on the contract?

What is happening at the moment, the category managers are looking at what contracts, what about white contracts exist in her categories, and we're just starting out work.

They will be setting up -- some of the criteria that is in place in the contract, I am struggling to answer you because you are a couple of months ahead of where we are in asking the question.

We can anticipate that it will be named one of the best in class. That is one of them. It might not be the only one. I cannot answer you on that.

The attributes is that it is strategically scored across the government. We got requirements from agencies that were developed. We collect the transition pricing data. We are able to understand get insight into how people are buying. We see how prices are distributed. Those of the attributes that they are looking for and best in class contracts. Until the analysis done, I cannot tell you that will be the one. I would be getting far ahead of that category.

I fully anticipate, it will be looked at closely as they are conducting the analysis.

The overall concept, a couple of years ago, it look like this might be replacing MAS. I'm hearing that MAS is not going away you will improve streamline and build that.

I am wondering, is that going to be with the current -- going to the strategic sources? Do you know where will be next year or two years down arrow? I am trying to get an idea on how they will be working together.

We certainly see multiple awards been scheduled in the future.

Of schedules are going away in summary here's what that, can someone call me because I need a job.

We are not going anywhere. You are stirring \$34 billion of business products into the federal market. Your meeting a commercial need within the federal government.

T is busy working -- whispering talking points.

Part of the effort and one of the key metrics, is to eliminate open market spending and to bring people to government wide contract.

One of the measures of success that we're looking at, we're looking at increasing enterprises and it means that we are moving open market contracts that the agencies are putting in place onto parameters such as the schedule. There are other programs but that is a key one.

That is what we are tracking internally to show that we are successful.

There is a concerted effort to move on to the governmentwide contracts.

That is a more sustained way of what I was trying to do.

Has schedule 75 been opened up for contracts? There will not be happening?

I would recommend the conversation continue in the breakout session.

Thank you. We are over time. Am sorry for we did not get to the questions online. There were a bunch. That is great. Thank you to everyone who is coming today, to those who joined align, the people on the panel. There are breakout sessions happening in about 10 or 15 minutes. We will give everyone a break. Is a restroom in the hallway and over here. You go down one for, there is one there. There is one closer to the front door come if you got that away thank you for coming. Please subscribe. Keep yourself updated and engage in the conversation.

[Event Concluded]