



U.S. General Services Administration

Federal Strategic Sourcing – Maintenance Repair and Operations

March 2017

The top of the slide features a close-up, slightly blurred image of the American flag, showing the stars and stripes. Below the flag is a solid dark red horizontal bar.

Today's Agenda

- History
- MRO Purchasing Channel
- MRO Requisition Channel
- Future Procurement – Next Generation



History

- Strategic Sourcing was developed to leverage the buying power of the federal government.
- This Center is responsible for managing 2 FSSIs:
 - Maintenance Repair and Operations
 - Purchasing Channel
 - Requisition Channel
 - Building Maintenance and Operations



History

- MRO Purchasing Channel
 - Government-Wide Solution
 - Data usage
 - Saving
 - Changing buying behaviors
- Requisition Channel
 - GSA Global Supply Solution

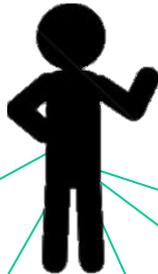


MRO Purchasing vs. MRO Requisition

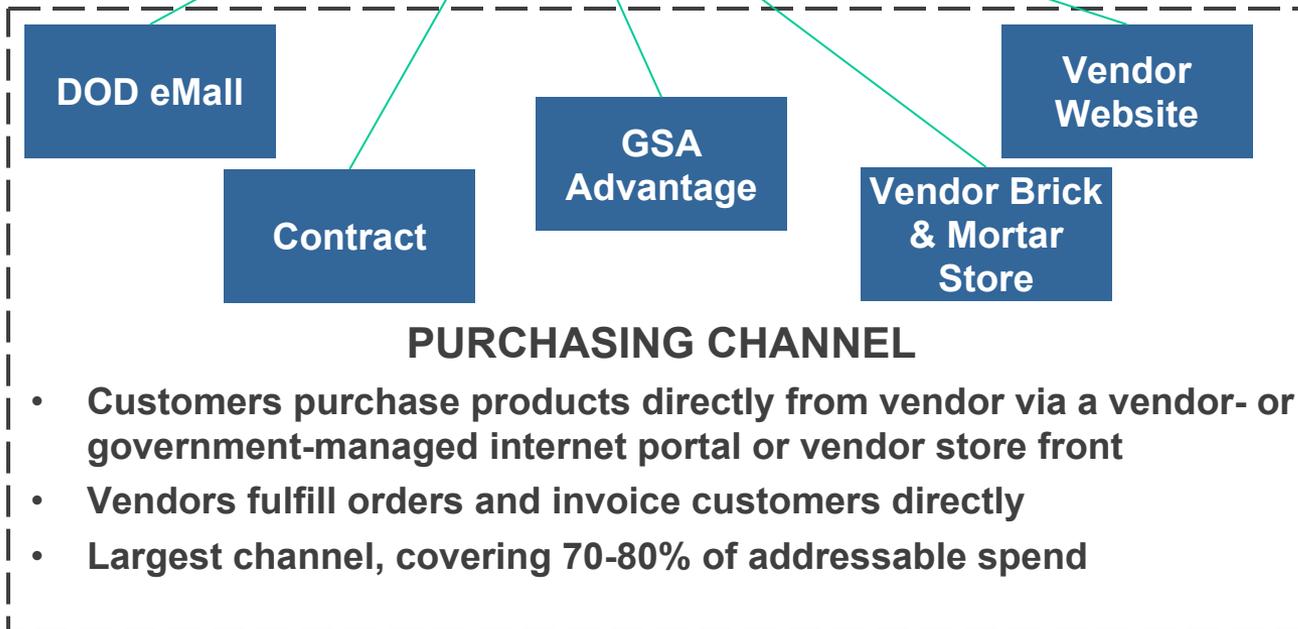
- Purchasing
 - Government Wide Multiple awarded BPA
 - Vendor to Contractor relationship
 - 8.4 ordering followed
- Requisition
 - Requisition based ordering through GSA Global Supply
 - Single Awarded BPA to Key Strategic Partners
 - National Stock Number based, with part numbers

Customers buy through several unique methods necessitating a multi-channelled sourcing strategy

Government
Purchase Card
Holder or
Contracting
Officer



MILSTRIP /
FEDSTRIP
User





MRO Purchasing Channel

- 51V awarded BPAs under 3 categories, SINs 105 001 & 105 002:
 - Hardware
 - Tools and Tool Cabinets
 - Paints, Adhesives and Sealants
- Awarded Feb 2014; currently in OY3

Awardees:

<https://www.gsa.gov/portal/content/206611>



MRO Requisition Channel

➤ 51V awarded BPAs under 9 categories:

Tools, Bags, Boxes and Organizers

Tools, Automotive and Mechanics

Tools, Household and Misc.

Tools, Industrial and Tradesmen

Tools, Non-Powered, Hand Tools, Measuring and Kits

Tools, Powered

Hardware, Consumable Supplies, Material Handling, Repair Supplies

Hardware, Pumps and Motors, Heating and Cooling, Electrical and Plumbing

Hardware, Industrial Supplies



MRO Requisition Channel

Awarded May 2016; currently in Base Year

Awardees:

<https://interact.gsa.gov/document/gsa-awards-maintenance-rep-air-and-operations-requisition-channel-blanket-purchase>



MRO Purchasing Channel – Next Generation

- White Papers and Vendor 1-on-1s conducted Fall 2016
- Gen1 Best Practices, Lessons Learned
- Gen2 aims to get better pricing, increase Sm Biz spend, and simplify the solution for both vendors and customers
- Will continue to use Interact, GSA eBuy, GovDelivery, and FBO for RFI and/or subsequent solicitations
- Savings by new OMB standard - Base Quartile on MAS

