

|    | Questions from MRO, JanSan and OS Industry Engagement Virtual Event   | Answer-Supply Transformation Team (ST)   | Answer -MRO   | Answer - JanSan  |
|----|---|--|---|--|
| 1  | letter from Alan Searsy - regarding BPA's need to be modified adding clause "origin pre pay & add" no later than Feb 18 or BPA's would be cancelled. I sent email last week but didn't receive an acknowledgement.  | N/A  | N/A   | The office is compiling a list of the contractors who responded to the letter. Please follow up with your contracting officer to confirm receipt.  |
| 2  | GSA is implementing FSSI and claiming huge numbers for small business. The fact is that FSSI kills diversity in the marketplace and reduces the number of small businesses selling to the governments. While it may be a big win for a select few small businesses the small business community as a whole is being devastated by these sole source contracts. In addition current GSA contract holders through no fault of their own are being penalized. Please address these concerns. | Bundling analysis has been performed for all FSSI channels supporting GSA's supply transformation and estimated savings greatly exceed the conditions required for bundling. GSA is seeking to save taxpayer funds by leveraging demand, encouraging competition and reducing our supplier base. | Bundling and consolidation analyses have been performed for the FSSI MRO channels with estimated savings greatly exceeding the conditions required for bundling. GSA is seeking to save taxpayer funds by leveraging demand, encouraging competition, and reducing our supplier base. | Bundling and consolidation analyses have been performed for the FSSI JanSan channels with estimated savings greatly exceeding the conditions required for bundling. GSA is seeking to save taxpayer funds by leveraging demand, encouraging competition, and reducing our supplier base. |
| 3  | with a commercial vendor distribution partnership - does GSA foresee relaxed labeling requirements?   | No, the labeling requirements are essential to reduce the amount of frustrated freight.  | No, the labeling requirements are essential to reduce the amount of frustrated freight; Fed STD 123 and Mil Std 129 still remain applicable.  | No, the labeling requirements are essential to reduce the amount of frustrated freight. Fed STD 123 and Mil Std 129 still remain applicable.   |
| 4  | what is the long term plan for 4PL stores   | GSA will continue transitioning to the 4PL support model.  | At this time a separate set of FSSI 4PL BPAs are being considered for the MRO items.  | N/A. JanSan does not have a 4PL Channel.   |
| 5  | If the distribution centers are closing end of this fiscal year - what happens with all of the other items that have BPA's through there - non JanSan items?  | N/A  | Contractors should receive notices from their BPA Contracting Officers managing their agreement regarding the status of their BPAs prior to the close of the depots. It is recommended for Contractors to contact their BPA Contracting Officer of record.                            | Contractors should receive notices from their BPA Contracting Officers managing their agreement regarding the status of their BPAs prior to the close of the depots. It is recommended for contractors to contact their BPA Contracting Officer of record.                               |
| 6  | what will happen to all unshipped inventory at the distribution centers after they close  | Inventory will either be shipped to DLA locations or go through a dispositioning process.  | Inventory will either be shipped to DLA locations or go through a dispositioning process.   | Inventory will either be shipped to DLA locations or go through a dispositioning process.  |
| 7  | Have all the socioeconomic parameters been met? i.e. SDVOSB's etc.  | N/A  | Yes   | Yes.   |
| 8  | Does the Supply Transformation affect all BPAs and all GSA Schedules?   | No, only products that are managed by GSA Global Supply.   | No, only products that are managed by GSA Global Supply.  | No, only products that are managed by GSA Global Supply.   |
| 9  | how does this increase the use of diverse businesses  | N/A  | An opportunity of restricting 50% of the solution to small businesses will be provided.   | An opportunity of restricting 50% of the solution to small businesses will be provided.  |
| 10 | What commitments are you making to the vendors per NSN? Are you sourcing 1 or more Vendors for an NSN?  | N/A  | Each NSN will be sourced by more than one Contractor.   | Each NSN will be sourced by more than one vendor.  |

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| 11 | How many small businesses that have BPA's or MAS contracts will no longer be used by changing this to essentially one small business with the exception of the one that will have 2?  | N/A   | Market research indicated that several small businesses can perform a substantial part of the requirement; however, there will be a greatly reduced number of small businesses that will be participating in the final BPAs. This is based on the depth and breadth of product availability required, in addition to the specific and unique performance requirements. | Market research indicated that several small businesses can perform a substantial part of the requirement; however, there will be a greatly reduced number of small businesses that will be participating in the final BPAs. This is based on the depth and breadth of product availability required, in addition to the specific and unique performance requirements. |
| 12 | Is GSA willing to provide individual BPA holders a purchase history report? This would help suppliers better understand # of direct orders in lieu of Depot shipments.  | N/A   | GSA is currently working on compiling this information. The most historical data that will be provided is the quantity shipped per state for each NSN. Once the market baskets are finalized, additional information will be provided to all Contractors.  | GSA is currently working on compiling this information. The most historical data that will be provided is the quantity shipped per state for each NSN. Once the market baskets are finalized, additional information will be provided to all Contractors.  |
| 13 | How will 4PL stores affect the AbilityOne BSC's?  | N/A   | 4PL is a separate acquisition; additional information will be provided during that channel's solution  | N/A. JanSan does not have a 4PL Channel.   |
| 14 | 4PL requires contractors have SINS 105-003 & 75-210 on contract. This prohibits many manufacturers from participating directly thus saving the government money. Is GSA considering allowing other companies to participate under multiple SINS?              | This RFQ is for the Requisition Channel only. SIN 105-003 does not apply. | This RFQ is for the Requisition Channel only; therefore, SIN 105-003 does not apply.   | N/A. JanSan does not have a 4PL Channel.   |
| 15 | DOES THE GOVERNMENT PROVIDE A FREE EDI SOLUTION?  | N/A   | The Government provides a free portal to the EDI Gateway.  | The Government does not provide a free EDI solution. However, the portal to the EDI Gateway is provided by the Government at no cost to the vendor.  |
| 16 | Since awardees of 4PL will be responsible for procurement of inventory in the stores; does GSA have revised potential sales figures removing those spends from the total Requisition channel since previously store inventory was procured from this channel? | N/A   | 4PL is a separate acquisition; additional information will be provided during that channel's solution  | N/A. JanSan does not have a 4PL Channel.   |
| 17 | Will GSA promote Federal government meeting Green mandates by requiring or promoting use of high recycled content plastic bags and containers?  | N/A   | Environmental attributes are outlined in the Item Purchase Descriptions (IPDs) for the National Stock Numbers.   | Environmental attributes are outlined in the Item Purchase Descriptions (IPDs) for the National Stock Numbers.   |
| 18 | Can we submit bids with FOB freight terms?  | N/A   | No, MRO is requiring FOB Destination Shipment only.  | No, JanSan is requiring FOB Destination  |
| 19 | Is the new RFQ out there for the Supply Transformation to bid on? The only RFQ I see is for FSSI  | N/A   | The Requisition Channel draft Request for Quotations is posted on GSA Interact. "Supply Transformation" refers to the new business model of GSA Global Supply.   | The Requisition Channel draft Request for Quotations is posted on GSA Interact. "Supply Transformation" refers to the new business model of GSA Global Supply.   |

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| 20 | Are we to respond to that RFQ for our one BPA? The RFQ Draft states it's for 51V and we have a schedule 84.  | N/A                                    | Offerors shall be a GSA MAS Schedule 51V Contractor on the MRO solution.   | N/A  |
| 21 | will the buy USA requirement still be in affect .  | N/A                                    | These are BPAs placed against Schedule and adherence to TAA will apply (not BAA).  | These are BPAs placed against Schedule and adherence to TAA will apply (not BAA).  |
| 22 | If items under the Requisition FSSI will be shipping direct to end users, why will FED STD 123 and MIL STD 129 be necessary?   | N/A                                    | Requisition FSSI will still be shipping directly to end users. GSA Global Supply Channel will integrate with FSSI – Requisition in order to provide end users the similar capabilities. Therefore, items will be shipped in accordance with FED STD 123 and MIL STD 129. | Requisition FSSI will still be shipping directly to end users. GSA Global Supply Channel will integrate with FSSI – Requisition in order to provide end users the similar capabilities. Therefore, items will be shipped in accordance with FED STD 123 and MIL STD 129. |
| 23 | Is this a consolidation of the previous bid on the JAN/SAN/MRO FSSI RFQ or is this a new requirement?  | N/A                                    | This is a new requirement for MRO - Requisition Channel. MRO and JanSan are two separate Strategic Sourcing Initiatives. If you are interested in providing a quote for both, two separate offers will have to be provided.  | This is a new requirement for JanSan - Requisition Channel. MRO and JanSan are two separate Strategic Sourcing Initiatives. If you are interested in providing a quote for both, two separate offers will have to be provided.   |
| 24 | Will higher environmental characteristics such as Post Consumer Waste (PCW) than the IPD requires prohibit the product from complying with the IPD   | N/A                                    | The technical engineers have reviewed and updated the IPDs to comply with the applicable environmental regulations. Compliance with the IPD is imperative. If there is a particular product question, please contact the MRO team at fssi.mro-req@gsa.gov                | The technical engineers have reviewed and updated the IPDs to comply with the applicable environmental regulations. Compliance with the IPD is imperative. If there is a particular product question please contact the JanSan team at fssi.jansan-req@gsa.gov           |
| 25 | Will we be quoting under one BPA or one for MRO and one for JAN/SAN  | N/A                                    | MRO and JanSan are two separate Strategic Sourcing Initiatives. If you are interested in providing a quote for both, two separate offers will have to be provided.   | MRO and JanSan are two separate Strategic Sourcing Initiatives. If you are interested in providing a quote for both, two separate offers will have to be provided.   |
| 26 | OS3 provides for receiving contract orders via fax instead of EDI. Will Req, channel RFQ have same provision? If not how does the GSA justify making contractors taking on EDI and level III credit card processing costs with no guarantee of an award? | N/A                                    | The MRO Requisition Channel will not have the same provision. Vendors will be required to use EDI. Level III data reporting is not required in the Requisition Channel.  | The JanSan Requisition Channel will not have the same provision. Vendors will be required to use EDI. Level III data reporting is not required in the Requisition Channel.   |
| 27 | OS3, I thought there was a minimum order of \$100.00.  | N/A                                    | For the Requisition Channel, there is a no minimum order - \$0.00  | For the Requisition Channel, there is a no minimum order - \$0.  |
| 28 | If there is a 0 Min order size will the CO be restricted from purchasing an item with a cost of .50. Small businesses cannot absorb that.  | N/A                                    | The Minimum Order is \$0.00 for the Requisition Channel. Purchases are made at the discretion of the ordering office.  | The Minimum Order is \$0.00 for the Requisition Channel. Purchases are made at the discretion of the ordering office.  |

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| 29 | We understand that contractors must meet 100% of the Market Basket Items. In the Draft RFQ under parag. 5.4.1 what does it mean that the contractor is expected to cover 90% of the NSN s in their applicable supply class(es) to be considered mean?   |   | <i>This will be removed from the Final RFQ.</i>   | This will be removed from the Final RFQ.  |
| 30 | Can we use the item product listing attachment 3 to begin working on a pricing response (MRO). Purchase Channel was unreliable up until the day before closing.   | N/A   | This is a draft RFQ. This list is subject to change and is to give the quoter an idea of the type of items GSA is looking for. It is the decision of the individual company to start building a response prior to the release of a final RFQ.   | This is a draft RFQ. This list is subject to change and is to give the quoter an idea of the type of items GSA is looking for. It is the decision of the individual company to start building a response prior to the release of a final RFQ.   |
| 31 | can you repeat # of items in the JanSan and MRO market baskets?   | N/A   | There are currently 274 items in the MRO Market Basket. This is subject to change.  | There are currently 521 items in the JanSan Market Basket. This is subject to change.   |
| 32 | Is this the same as the Jan SAN FSSI BPA that closed on DEC 19th  | N/A   | N/A   | This is a new requirement for the Requisition Channel. Previous RFQ for JanSan was for Purchasing Channel.  |
| 33 | Also, in parag. 5.4.1. please explain and give an example of the "restricted price ceiling."  |   | This language will be removed.  | <i>This language will be removed.</i>   |
| 34 | How can you expect any business to ship one .50¢ item and charge \$7.00 for shipping?   | This example should be a rare exception, and vendors should consider this and the \$0 minimum order value when determining their pricing submissions. | Purchases are made at the discretion of the ordering office. This example should be a rare exception, and Contractors should consider this and the \$0.00 minimum order value when determining their pricing submissions.   | Purchases are made at the discretion of the ordering office. This example should be a rare exception, and Contractors should consider this and the \$0.00 minimum order value when determining their pricing submissions.   |
| 35 | All of these requirements are tied into MAS contracts that have been in place for many years for some of us. However your "new" requirements do not match what we have on our MAS so there seems to be no way to comply without changing our MAS - and getting that done in time is likely not going to happen. | N/A   | The purpose of issuing the draft RFQ was to give MAS contract holders an opportunity to understand the requirements and begin modifying their contracts in order to be eligible to quote on the Final RFQ.  | The purpose of issuing the draft RFQ was to give MAS contract holders an opportunity to understand the requirements and begin modifying their contracts in order to be eligible to quote on the Final RFQ.  |
| 36 | Is EDI equal to emails ?  | N/A   | No, EDI is not similar or equal to email. Electronic data interchange (EDI) is an electronic communication system that provides standards for exchanging data via any electronic means. By adhering to the same standard, two different companies, even in two different countries, can electronically exchange documents (such as purchase orders, invoices, shipping notices, and many others). | No, EDI is not similar or equal to email. Electronic data interchange (EDI) is an electronic communication system that provides standards for exchanging data via any electronic means. By adhering to the same standard, two different companies, even in two different countries, can electronically exchange documents (such as purchase orders, invoices, shipping notices, and many others). |
| 37 | Was the Sales figures provided in the previous slide for MRO and JanSan for the MB items only, because the RFQ have much higher sales figures?  | N/A   | Estimated annual spend for MRO for the Requisition Channel is \$144M.   | Estimated annual spend for JanSan for the Requisition Channel is \$92M  |

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| 38 | Milstrip contract holders can presently receive Milstrip orders via Email, but not GSA Advantage. Global Supply is the only entity that is presently able to receive Milstrip orders via GSA Advantage. Will users be able to make Milstrip purchases from these awardees through Advantage?   | Global Supply will receive all requisitions and issue orders to the contractors for fulfillment.  | Global Supply will receive all requisitions and issue orders to the Contractors for fulfillment.  | Global Supply will receive all requisitions and issue orders to the Contractors for fulfillment.  |
| 39 | Can GSA provide a breakout of the estimated annual spend per Award Category within the MRO and JanSan Draft RFQ?   | Estimated annual spend breakouts will be provided with the Final RFQ.   | Estimated annual spend breakouts will be provided with the Final RFQ.   | Estimated annual spend breakouts will be provided with the Final RFQ.   |
| 40 | Why are there so fewer awardees for this than for the Purchasing Channel. It seems the competition within the BPA award pool is being drastically reduced.   | The most efficient method of leveraging GSA's requirements for fulfilling worldwide requisitions, receiving best value solutions and maximum pricing discounts was to limit the vendor base.. | The most efficient method of leveraging GSA's requirements for fulfilling worldwide requisitions, receiving best value solutions and maximum pricing discounts, was to limit the Contractor base.   | The most efficient method of leveraging GSA's requirements for fulfilling worldwide requisitions, receiving best value solutions and maximum pricing discounts was to limit the vendor base..   |
| 41 | Please clarify what the definition of a market basket is?  | N/A   | The market basket consists of items that are historically high volume supplies procured by Federal agencies through GSA Global Supply participating in this BPA action.   | The market basket items are made up of historically high volume supplies procured by Federal agencies through GSA Global Supply participating in this BPA action.   |
| 42 | Do you anticipate a change in how the government procures non-TAA items such as toner cartridges only manufactured in China where no TAA version exists  | N/A   | TAA may not apply to some specific items as described under FAR 25.401 Exceptions; however, the contractor must follow the TAA requirements set forth in their MAS contract   | TAA may not apply to some specific items as described under FAR 25.401 Exceptions; however, the contractor must follow the TAA requirements set forth in their MAS contract   |
| 43 | how will this impact all Schedule Holders in the future  | N/A   | Overall, GSA anticipates business volume in the schedules to remain unchanged; however, additional consideration depends on worldwide demand for items offered by GSA, as well as market conditions.  | Overall, GSA anticipates business volume in the schedules to remain unchanged; however, additional consideration depends on worldwide demand for items offered by GSA, as well as market conditions.  |
| 44 | Will GSA evaluate the NSNs prior to finalizing the final market basket and be sure they are not considered ETS?  | N/A   | The Market Basket for MRO will be reviewed by AbilityOne prior to the release of the RFQ.   | The Market Basket for JanSan will be reviewed by AbilityOne prior to the release of the RFQ.  |
| 45 | Redundant Acquisition efforts – outside of the 4PL component if the acquisition strategy is to move to commercial vendor to take over the complete supply / fulfillment component of the current Global Supply operations. Why is there a separate contract component versus rolling into the purchase channel acquisition? Is it Global delivery? | N/A   | Due to significant differences in the support requirements between requisition and purchasing channels, a decision was made to conduct separate acquisitions. National Stock Numbers are an integral part of Requisition Ordering whereas the Purchasing Channel simply uses commercial part numbers. | Due to significant differences in the support requirements between requisition and purchasing channels, a decision was made to conduct separate acquisitions. National Stock Numbers are an integral part of Requisition Ordering whereas the Purchasing Channel simply uses commercial part numbers. |
| 46 | after award, is GSA leaving all other schedule holders in place  | N/A   | Yes.  | Yes.  |

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| 47 | what is the difference between the requisition channel and the purchase channel?                                  | N/A   | The Requisition Channel RFQ has requirements specifically needed for the requisition environment such as VSM, Fed Strip, Mil Strip, etc. via National Stock Numbers (NSNs) for requisitions received by Global Supply and the purchasing channel is primarily for Federal employees buying commercial items directly from vendors with a Government Purchase Card. | The Requisition Channel RFQ has requirements specifically needed for the requisition environment such as VSM, Fed Strip, Mil Strip, etc. via National Stock Numbers (NSNs) for requisitions received by Global Supply and the purchasing channel is primarily for Federal employees buying commercial items directly from vendors with a Government Purchase Card. |
| 48 | What is your expected turn time from order to ship once selection has been made?                                  | Question needs to be address, info is forthcoming | Generally, the delivery for orders is 5 business days for CONUS and 7 business days for OCONUS via CCP   | Generally, the delivery for orders is 5 business days for CONUS and 7 business days for OCONUS via CCP   |
| 49 | In the market basket that your have provided, a few items are not TAA compliant. How do we proceed to quote?      | N/A   | All of the items in the market basket are TAA compliant. If you have questions about a particular product please contact the MRO Team at fssi.mro-req@gsa.gov  | All of the items in the market basket are TAA compliant. If you have questions about a particular product please contact the JanSan Team at fssi.jansan-req@gsa.gov  |
| 50 | How is anyone supposed to estimate shipping costs when product will ship all over the US?                         | N/A   | GSA will be providing data on current shipping locations so that Contractors can make better estimates of shipping costs.  | GSA will be providing data on current shipping locations so that Contractors can make better estimates of shipping costs.  |
| 51 | Why is office supplies "open market" and jan/san/mro a schedule buy?  | N/A   | The use of existing contracts is usually the preferred method.   | The use of existing contracts is usually the preferred method.   |
| 52 | Please clarify... Do SINs 105 001/002 qualify to quote on the Tools BPA?  | N/A   | We are revisiting the draft language in the RFQ.   | N/A  |
| 53 | Are existing Global contracts going to be cancelled when these schedules are released                             | N/A   | GSAs preference is to move as many items as possible to strategic sourcing vehicles.   | GSAs preference is to move as many items as possible to strategic sourcing vehicles.   |
| 54 | How can a MAS contractor provide better pricing delivered when the MAS contract is FOB Origin?                    | N/A   | The MAS Contract will have to be changed to FOB Destination prior to submitting a quote.   | The MAS Contract will have to be changed to FOB Destination prior to submitting a quote.   |
| 55 | Will customers pay any additional markup to GSA beyond the 2% combined IFF added by contractors to their pricing? | N/A   | The markup for GSA customers is being determined and will have no effect on contract pricing for the requisition channel vehicles.   | The markup for GSA customers is being determined, and will have no effect on contract pricing for the requisition channel vehicles.  |
| 56 | What is the GSA mark-up (management fee) to the prices quoted by the contractor for the requisition channel       |   | The markup for GSA customers is being determined and will have no effect on contract pricing for the requisition channel vehicles.   | The markup for GSA customers is being determined, and will have no effect on contract pricing for the requisition channel vehicles.  |
| 57 | If we are interested in providing a quote, is there anything we need to do right now?                             | N/A   | You should be a contract holder under the Hardware Superstore- 51V Hardware Superstore by the time the final RFQ is issued.  | You should be a contract holder under either Schedule 51V, 73 or 75 with the SINs targeted in the draft RFQ.   |

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| 58 | Will government customers still post RFQs for orders over \$3000 on GSA eBuy?   | N/A  | The Requisition Channel is a process for the GSA Global Supply order fulfillment. GSA Global Supply will not place orders on eBuy using the Requisition Channel BPAs. However, the Government may continue to post RFQs for orders over \$3,000 on GSA e-Buy for items that are not within scope these BPAs at the discretion of the ordering office. | The Requisition Channel is a process for the GSA Global Supply order fulfillment. GSA Global Supply will not place orders on eBuy using the Requisition Channel BPAs. However, the Government may continue to post RFQs for orders over \$3,000 on GSA e-Buy for items that are not within scope these BPAs at the discretion of the ordering office. |
| 59 | Can you define "distribution assests" please?   | Distribution assests are warehouses, etc, that assist in distributing products to customers. | Distribution assests are warehouses, etc, that assist in distributing products to customers.  | Distribution assests are warehouses, etc, that assist in distributing products to customers.  |
| 60 | Is the long term strategy to temporarily suspend JanSan and MRO SINs like OS3?  | N/A  | There are no plans to temporarily suspend SINs.   | There are no plans to temporarily suspend SINs.   |
| 61 | By shrinking the supplier base how will this effect the AbilityOne Program?   | N/A  | All Contractors are required to become and remain AbilityOne Contractors for the duration of the BPAs, therefore the AbilityOne program will not be affected.   | All contractors are required to become and remain AbilityOne vendors for the duration of the BPAs, therefore the AbilityOne program will not be affected.   |
| 62 | Am I correct in my understanding that this RFQ does not have the same reporting requirements as the Purchasing Channel?                                   | N/A  | Yes. The majority of reporting requirements will be addressed by GSA Global Supply program office.  | Yes. The majority of reporting requirements will be addressed by GSA Global Supply program office.  |
| 63 | The Requisition Channel business will be NSN driven. How will a vendor's non-NSN part numbers figure into this program?                                   | N/A  | Contractors quoting market basket items will need to submit a part number that satisfies the requirements of a particular NSN as based on that item's Item Purchase Description (IPD) which will be included in the solicitation. Requisitioners will be able to place orders by manufacturer part numbers or NSNs via GSA Global Supply.             | Contractors quoting market basket items will need to submit a part number that satisfies the requirements of a particular NSN as based on that item's Item Purchase Description (IPD) which will be included in the solicitation. Requisitioners will be able to place orders by manufacturer part numbers or NSNs via GSA Global Supply.             |
| 64 | If these deliveries will be made to actual requestors and not the depots; why is VSM labeling required? What is the value?                                | N/A  | VSM labeling ensures the required information is included on every shipping label and packaging list. This will significantly reduce the amount of frustrated freight.  | VSM labeling ensures the required information is included on every shipping label and packaging list. This will significantly reduce the amount of frustrated freight.  |
| 65 | why would you not set a pricing standard like not to exceed X% above set price to allow for more small business to maintain vendor selection to customers | N/A  | This RFQ will require offerors to compete on price through either initial price proposals or a reverse auction. GSA does recommend that each Contractor submit their best price for the initial RFQ.  | This RFQ will require offerors to compete on price through either initial price proposals or a reverse auction. We do recommend that each vendor submit their best price for the initial RFQ.   |

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| 66 | How can GSA reasonably expect a SMALL Business to deliver products in 4 CALENDAR days anywhere in the US? We would need to stock every item and if orders are placed on a Friday would be required to be next day aired to deliver on a Monday (4 days). The lead time is unrealistic | N/A   | GSA will use business days in the final RFQ.  | GSA will use business days in the final RFQ.  |
| 67 | So will VSM labeling and packing be revised to only be required for deliveries to Consolidation facilities?   | N/A   | VSM labeling will be required for all DoD packages. Civilian packages may be added in the future.   | VSM labeling will be required for all DoD packages. Civilian packages may be added in the future.   |
| 68 | APO and FPO shipments are costly and typically require special handling. Can GSA provide data on the relative percentage of these orders vs CONUS deliveries and OCONUS shipments to a DOD consolidation point?   | N/A   | APO and FPO shipments which meet the USPS guidelines must be shipped via USPS. Additional shipping charges will not be incurred if the USPS marking and labeling requirements are followed. APO and FPO orders which cannot be shipped via USPS will be sent to a consolidation point; therefore the Contractor will not incur additional shipping charges. | APO and FPO shipments which meet the USPS guidelines must be shipped via USPS. Additional shipping charges will not be incurred if the USPS marking and labeling requirements are followed. APO and FPO orders which cannot be shipped via USPS will be sent to a consolidation point; therefore the vendor will not incur additional shipping charges. |
| 69 | Question 13 on the Attachment 3 "13.  | N/A   |   | N/A for JanSan  |
| 70 | Why should contractors not refer their DoD Customers to DLA for NSN items? Yes, there are packaging requirements but none of the reporting requirements, no IFF, and quantities can be substantial.   | A majority of the NSNs contained in the MRO product descriptions are managed by GSA and therefore cannot be purchased through DLA. Furthermore, not all agencies are able to purchase their items from DLA. | A majority of the NSNs contained in the MRO product descriptions are managed by GSA and therefore cannot be purchased through DLA. Furthermore, not all agencies are able to purchase their items from DLA.   | A majority of the NSNs contained in the JanSan market baskets are managed by GSA and therefore cannot be purchased through DLA. Furthermore, not all agencies are able to purchase their items from DLA.  |
| 71 | Under System Interface And Integration it says contractors must be able to conduct business utilizing a standardized electronic method then it lists EDI, GtoB, GtoB using EDI, BtoG, and BtoG using EDI. Since I'm not the computer guy please explain.                              | N/A   | For more information on EDI go to the following website:<br><a href="https://vsc.gsa.gov/sipuser/startup_kit.cfm#edi">https://vsc.gsa.gov/sipuser/startup_kit.cfm#edi</a> or call the EDI helpdesk at (703) 605-9444  | For more information on EDI go to the following website:<br><a href="https://vsc.gsa.gov/sipuser/startup_kit.cfm#edi">https://vsc.gsa.gov/sipuser/startup_kit.cfm#edi</a> or call the EDI helpdesk at (703)605-9444   |

| # | Date      | Section     | Questions from MRO Draft RFQ   | GSA Answer  |
|---|-----------|-------------|--|---|
| 1 | 2/10/2014 | General     | <p>The current RFP would essentially eliminate ours and others SIN 105-001 GSA contracts from the consideration. Although the contact cites 51V-105-001 is eligible – it seems the terms are excluding many existing GSA contract holders that fall under that SIN.</p> <p>Not sure if soliciting for such exclusivity is the best value for the federal government.</p>   | <p>The Draft RFQ provided that all suppliers within the 51V SIN within 105-001 and 105-002 if interested could provide a quote. The Final RFQ will provide all available SINS that will be available to offer on this Solicitation.</p>   |
| 2 | 2/12/2014 | NSN         | <p>12. NSN 5350-00-192-5047 = 3M UPC 051144-02435 – This is discontinued with no replacement</p> <p>60. NSN 5350-00-192-5047 = 3M PRODUCT – This is discontinued</p> <p>61. NSN 5350-00-221-0872 = 3M PRODUCT – This is discontinued</p> <p>Please advise if you will be replacing these NSNs.</p>   | <p>Item 12 and 16 are duplicates - these have been corrected. These items have technical descriptions and are not brand name or equals and at this time will not be removed from the market basket</p>  |
| 3 | 2/13/2014 | Ability One | <p>The necessity of the vendor to market Ability One products will prevent us from responding to this GSA MRO Supplies Requisition Channel RFQ. The requirement to sell Ability One products should be the decision of each company to determine if Ability One fits in to their business model and product mix. I ask you reconsider the necessity for a vendor to sell Ability One products in order to submit a bid response.</p> | <p>The AbilityOne Program implements the Javits-Wagner-O'Day Act (41 U.S.C. 46-48c) and is administered by the U.S. AbilityOne Commission ®. The mission of the AbilityOne Program is to create jobs for individuals who are blind or have another significant disability through the manufacturing of products and the provision of services required by federal personnel. AbilityOne products and services are mandatory for federal personnel as implemented by the Federal Acquisition Regulation (FAR 8.7).</p> |

| # | Date      | Section                      | Questions from MRO Draft RFQ  | GSA Answer  |
|---|-----------|------------------------------|---|---|
| 4 | 2/13/2014 | TAA Compliance               | Re: "4.2 Applicable Conditions: All items quoted by the Contractor shall be available on the Contractor's MAS 51V contract prior to the closing." We are a large company and we carry almost all of the products. Even though we currently have 2 GSA contracts with almost 20,000 TAA compliant products, not all of the products we would bid are on our GSA schedule. Can we bid on all the products or just the ones on our contracts?  | Items must be on your Multiple Award Schedule contract by the time indicated in the RFQ.  |
| 5 | 2/13/2014 | Ability One                  | Re: "5.1 Requirements Related to Regulatory Compliance: The Contractor shall be an AbilityOne distributor for procurement list items within the market basket prior to submission of its quotation." We are not currently an AbilityOne Distributor because our systems are not currently set up to remove the ETS commercial product and add the corresponding AbilityOne product. We have the capability to update our systems to be compliant and could do so if we win the bid. Can we still bid on the products? | The purpose of issuing the Draft RFQ was to provide contractors with an opportunity to understand the requirements and begin working to be compliant with the requirements. The contractor must be an AbilityOne distributor. A contractor must be able to provide AbilityOne items by the time indicated in the RFQ. |
| 6 | 2/17/2014 | Schedule Holder of 51V - BPA | In reviewing what is out on GSA Interact it all seems to apply to 51V schedule holders. Can you clarify if we were to receive this letter and our BPA will be cancelled if we do not response to this for our Schedule 84 BPA?  | GSAs preference is to move as many items as possible to strategic sourcing vehicles per OMB memoranda.  |
| 7 | 2/19/2014 | Schedule Holder of 51V - BPA | We were recently informed that due to the closing of the depot, our product that we currently have a BPA will be sent to FSSI, under MRO. We are MAS schedule 81 IV. I just want to confirm that our schedule is in the MRO. Also, will RFQ's be available through e buy and fedbizopps?  | Offerors shall be a GSA MAS Schedule 51V Contractor on the MRO solution. RFQs will be posted via GSAAAdvantage eBuy platform.   |

| #  | Date      | Section                      | Questions from MRO Draft RFQ   | GSA Answer  |
|----|-----------|------------------------------|--|---|
| 8  | 2/19/2014 | Schedule Holder of 51V - BPA | I apologize for my lack of understanding but can you tell me if we are to respond to the MRO RFQ for our BPA per the attached letter? I have read through the RFQ but it seems to be for Schedule 51V and not a Schedule 84. We have a BPA on our schedule 84 and need to know what steps we are to do.  | Offered to modify the BPA per letter received dated Feb. 4, 2014 on behalf of Alan Searsy   |
| 9  | 2/19/2014 | Market Basket Items          | We don't have all these items on our GSA contract. Can we bid on the items we do have on our contract?   | The MRO Requisition Channel market basket for MRO is based on the historical purchases through GSA Global Supply. All items quoted by the Contractor shall be available on the Contractor's MAS 51 V contract prior to the closing date and time of this RFQ. |
| 10 | 2/19/2014 | Market Basket Items          | Are we still eligible for RFQ849054, if we don't carry all the items? Also our tools are on our GSA contract and made in Louisiana, but we're a distributor for the manufacturer, do we need to complete the subcontracting goals since we're both considered a small business concern?  | The MRO Requisition Channel market basket for MRO is based on the historical purchases through GSA Global Supply. Small businesses do not need to provide subcontracting goals.   |
| 11 | 2/20/2014 | Submission                   | Are we to still forward our feedback on the RFQ to you as well through eBuy? As I have read through this my understanding is that the only response you are looking for is purely our feedback to the information you have provided in this RFQ, there is nothing more to provide at this time until this RFQ becomes formalized and an actual solicitation for pricing and such is actually posted on eBuy. Am I interpreting this correctly? | At this time, it is the Government's intent to only obtain information and feedback from industry on this draft MRO RFQ in effort to better define and finalize the requirement for a future MRO solicitation   |
| 12 | 2/20/2014 | SBA Certification            | Is GSA requiring small businesses to be certified as "small" by the SBA to be eligible to apply for the restricted portions of this requirement?   | Yes, GSA is requiring all interested Contractors wanting to participate as a restricted bidder to be certified by SBA by the close date and time of the final MRO RFQ.  |

| #  | Date      | Section                      | Questions from MRO Draft RFQ   | GSA Answer   |
|----|-----------|------------------------------|--|--|
| 13 | 2/20/2014 | SBA Certification            | As the FAR permits, will GSA permit vendors to self-certify small business status within "SAM"?  | No, only Contractors certified by SBA and found within SBA's Dynamic Small Business Search system will be considered for this requirement  |
| 14 | 2/20/2014 | SBA Certification            | Does GSA realize that the SBA certification process is an entirely separate process vs. self certifying as a small business within "SAM" and is not required by the FAR for a small business set aside?  | Yes, GSA is aware that the process of obtaining SBA certification is different from self certification. Per FAR 19.201, SBA assists Government acquisition personnel with ensuring that a fair proportion of contracts for supplies and services are vested with small businesses. In doing so, the SBA must acknowledge the business as small in order to receive special status to participate in the set-aside. The SBA certification is a formal documentation that the business is indeed small; especially should a challenge exist. |
| 15 | 2/20/2014 | Schedule Holder of 51V - BPA | Does one have to have a GSA contract to participate in this offering by GSA?   | Yes, any Contractor interested in participating in this solicitation, shall be listed as a GSA 51V Schedule (Hardware SuperStore) Contractor   |
| 16 | 2/20/2014 | NSN                          | Requesting that select proprietary items be deleted from the Market Basket for Category 2 -Tools and Tool Cabinets under FSSI MRO-REQ RFQ #849054: 16, 17, 18, 20, 21, 22, 23, 30, 32, 35, 36, 38, 39, 40, 41, 122, 127; estimated annual value of \$4M which must be purchased directly from Gerber (at lowest price) or through a 3rd party suppliers at higher prices | These items have technical descriptions and are brand name or equal -- not proprietary items-- and at this time will not be removed from the market basket.  |

| #  | Date      | Section                      | Questions from MRO Draft RFQ   | GSA Answer   |
|----|-----------|------------------------------|--|--|
| 17 | 2/20/2014 | NSN                          | Requesting that select proprietary items be deleted from the Market Basket for Category 2 -Tools and Tool Cabinets under FSSI MRO-REQ RFQ #849054: 24, 25, 111, 112, 113, 114, 115, 116, 117, 118, and 172; as these are brand name or equal to items that can only be supplied by Forrest Tool Co. The lowest way to obtain these items is directly from Forrest Tool Co. | These items have technical descriptions and are brand name or equal -- not proprietary items-- and at this time will not be removed from the market basket.  |
| 18 | 2/21/2014 | Schedule Holder of 51V - BPA | Will the FSSI Requisition Chanel BPA supersede the current BPAs associated with Global Supply?   | GSAs preference is to move as many items as possible to strategic sourcing vehicles per OMB memoranda.   |
| 19 | 2/21/2014 | Schedule Holder of 51V - BPA | How does the GSA plan to segregate any overlap between the existing agreements and those contemplated in the RFQ?  | GSAs preference is to move as many items as possible to strategic sourcing vehicles per OMB memoranda.   |
| 20 | 2/21/2014 | Minimum Order                | Please consider a minimum order charge of at least \$25.   | The Minimum Order will be \$0.00 for the Requisition Channel.  |
| 21 | 2/21/2014 | Shipping & Delivery          | Customer Service of 24 hours per day 5 days a week is unrealistic. Please consider an alternative.   | This will be revised in the final RFQ. At this time we anticipate requiring call in customer service from 7:30 a.m. to 8:00 p.m. (Eastern Time), Monday - Friday and 24-hour website ordering via <a href="http://www.GSAglobalsupply.gsa.gov">www.GSAglobalsupply.gsa.gov</a> 1-800-525-8027. We will also require a 24-hour emergency contact phone number for urgent situations related to either assistance or order processing. |
| 22 | 2/21/2014 | Shipping & Delivery          | Please consider extending CONUS delivery requirements to a minimum of 5 days. Major parcel carriers are 5 days on coast-to-coast deliveries.   | GSA will revise the delivery requirements in the final RFQ in consideration of customer requirements and vendor comments.  |

| #  | Date      | Section                      | Questions from MRO Draft RFQ  | GSA Answer   |
|----|-----------|------------------------------|---|--|
| 23 | 2/21/2014 | Schedule Holder of 51V - BPA | Please clarify #4 on page 3 of the MRO Draft. Is a 51V 105 001/002 schedule holder qualified to bid on both the Hardware and Tools categories?  | We are revisiting the draft language in the RFQ.   |
| 24 | 2/21/2014 | General                      | Support of this contract will require a significant investment of time and money by the contractor. GSA should consider a minimum 3 year base with a 3 year renewal.                              | The period of performance under the BPAs resulting from the final solicitation will be for a base period of one-year from the date BPAs are established. There will be four one-year option periods for a potential performance period of five years.  |
| 25 | 2/21/2014 | Annual Spend                 | Can GSA please provide a breakout of the sales volume expected for each Category to be awarded?<br>Category 1 Hardware –<br>Category 2 Tools and Tool Cabinets –                                  | Estimated annual spend breakouts will be provided with the Final RFQ.  |
| 26 | 2/21/2014 | Annual Spend                 | What is the difference between the \$200M potential in the RFQ and the \$92M discussed during Industry day for potential MRO Volume?  | A portion of the items have been transitioned to DLA. The updated estimated annual spend for MRO for the Requisition Channel is \$144M.  |
| 27 | 2/21/2014 | Annual Spend                 | Please explain why paints and finishes have been removed from the Requisition Channel RFQ? Also, how much of the estimated \$200 million annual sales are under the paints and finishes Category? | The correct annual sales for Hardware and Tools is approximately \$144M. Paints and Finishes have been removed from the Requisition Channel as they will be managed by DLA.  |
| 28 | 2/21/2014 | Ability One                  | AbilityOne orders – Can GSA provide a more in depth description of how this process is supposed to work?  | All contractors are required to become and remain AbilityOne authorized distributors for the duration of the Requisition Channel BPAs. AbilityOne is a mandatory program for government buyers. Please visit <a href="http://www.abilityone.gov">www.abilityone.gov</a> for more information on the program. |

| #  | Date      | Section                      | Questions from MRO Draft RFQ   | GSA Answer   |
|----|-----------|------------------------------|--|--|
| 29 | 2/21/2014 | Ability One                  | Will Awardee be required to carry all AbilityOne items in inventory and be responsible for Direct Delivery?  | The successful BPA holder will be an authorized AbilityOne distributor. Please visit <a href="http://www.abilityone.gov">www.abilityone.gov</a> for more information on the program.   |
| 30 | 2/21/2014 | Ability One                  | What does the Allocation process in 5.1.1.4 mean? Will GSA select the appropriate AbilityOne agency and provide them the PO, even though the AbilityOne agency is NOT and Awardee? | The successful BPA holder will be an authorized AbilityOne distributor. Items listed on the Procurement List must be provided by AbilityOne through their authorized distributor network. Orders will be issued to the successful BPA holder. Please visit <a href="http://www.abilityone.gov">www.abilityone.gov</a> for more information on the program. |
| 31 | 2/21/2014 | Schedule Holder of 51V - BPA | Will the pricing provided under the Requisition Channel be a discount from the MAS Schedule pricing, or off an awarded FSSI Purchase Channel BPA?                                  | The Contractor is asked offer BPA prices that are lower than pricing offered to any other Federal Government agency. As this solution will be built off of the MAS 51V, pricing offered on the Requisition Channel should be better than any pricing under MAS or existing agreement.  |
| 32 | 2/21/2014 | Award                        | Is award under the Requisition Channel contingent upon an Award under the Purchase Channel?  | These channels are their own contracting vehicles and each will stand on their own merit. Requisition Channel is being established to support products offered by GSA Global Supply.   |
| 33 | 2/21/2014 | Shipping & Delivery          | Will VSM be used for printing labels for ALL orders, civilian and military, or only DoD orders?  | VSM labeling will be required for all DoD packages. Civilian packages may be added in the future.  |

| #  | Date      | Section             | Questions from MRO Draft RFQ   | GSA Answer  |
|----|-----------|---------------------|--|---|
| 34 | 2/21/2014 | Shipping & Delivery | Currently DLA loads all their Delivery or Task orders into VSM, so all the Vendor has to do is select the proper DO/TO number and load order specific information. Will GSA also have their PO/Notice of Delivery documents loaded into VSM?   | GSA Global Supply is planning to use DLA's Vendor Shipping Module (VSM) for all shipping labels. The term Vendor Shipment Module (VSM), formerly known as the distribution planning and management system (DPMS), is a Defense Logistics Agency (DLA) web-based distribution and transportation system available for the purpose of obtaining current shipping addresses, two dimensional bar coded shipping labels in accordance with military standard (MIL-STD) 129RP, bills of lading, packing lists, and other shipping documentation. VSM replaces the need for the contractor to contact the DLA transportation office, prior to shipping, when directed in DLA contracts. |
| 35 | 2/21/2014 | Shipping & Delivery | Section 5.2.1 Contractor Business Requirements – The first bullet in this sections states Contractor will “provide real time order status.” Will this requirement be for an electronic system for GSA to access, or will a manual phone status or e-mail channel be sufficient? By defining Standardized Wholesale part number, it will help us to identify those items not aligned to an NSN properly | GSA to define "real time order status" in the final RFQ.  |

| #  | Date      | Section             | Questions from MRO Draft RFQ  | GSA Answer   |
|----|-----------|---------------------|---|--|
| 36 | 2/21/2014 | Shipping & Delivery | Section 5.2.5.1.2 Routing Instructions – This section requires that awardees register within the GSA VANS system. This is to allow the awardee to get shipping instructions from the GSA transportation office. Is the requirement only for the various Export order types listed section 5.2.5.1.4 – DoD DTS Export Shipments to DoD Consignees? | Please note that the RFQ refers to two different "VANS" systems. The "other" VANS relates to large shipments. The GSA "VANS" system relates to shipments described in Section 5.2.5.1.3 (large cube and weight) that GSA Transportation staff schedule on behalf of the contractor (i.e., "source loads"). While most of these instances are for DOD customers, any large OCONUS order will trigger use of VANS. The RFQ will be revised to clarify OCONUS processing. At time of award, Contractors shall register with the GSA VANS (Value Added Network System) Program Management Office (PMO) for electronic transmission of notices to deliver information from GSA to the Contractor and for Contractor transmission of requests for shipping instructions. |
| 37 | 2/21/2014 | Shipping & Delivery | Will the awardee be required to book freight in both VSM and the GSA transportations office? Can GSA explain when each system will be used for booking freight?   | These sections in the RFQ are being reevaluated and will be clarified in the final RFQ.  |

| #  | Date      | Section             | Questions from MRO Draft RFQ  | GSA Answer  |
|----|-----------|---------------------|---|---|
| 38 | 2/21/2014 | Shipping & Delivery | <p>Section 5.2.5.2.2.2 Marking and Labeling for Civilian Agencies – States for some orders Commercial Labeling in accordance with ASTM standards is okay. It also states deliveries to a GSA distribution center will be in compliance with Fed Std 123. GSA distribution facilities will be closed by the end of 2014. On Page 14, section 5.2.1 Contractor Business Requirements state that Contractors will label all deliveries using Fed Std 123 both CONUS and OCONUS. Which of these requirements is valid, Commercial for CONUS and Fed Std 123 for OCONUS, or Fed Std 123 for all shipments?</p> | <p>Marking and labeling requirements are under review and will be clarified in the final RFQ. Final requirements will be clearly identified with the RFQ posting.</p> |

| #  | Date      | Section             | Questions from MRO Draft RFQ   | GSA Answer  |
|----|-----------|---------------------|--|---|
| 39 | 2/21/2014 | Shipping & Delivery | <p>“Shipments that will not enter the DTS will have address markings applied as specified by the identified activity.”</p> <p>Does this mean CONUS deliveries can have commercial standard labels since shipment will occur to an in the clear street address as noted on the Notice of Delivery/PO?</p> | <p>GSA must assure that all shipments to DOD OCONUS fully comply with MIL-STD 129, in order to successfully reach the customer via the Defense Transportation System (DTS), as well as to support DOD's integrated supply system designs globally. GSA is developing a solution utilizing the "Vendor Shipping Module" (VSM) of the Defense Logistics Agency. VSM will assure more accurate addresses regardless of whether the order moves via the DTS or by Contractor carrier arrangements. We expect that the RFQ will be modified to require VSM for all DOD shipments, CONUS and OCONUS, with some exceptions subject to the approval of the Contracting Officer. We expect the RFQ to recognize Contractor use of its own labeling systems for civilian orders subject to Contracting Officer approval. GSA may specify use of VSM for civilian shipment labeling if solution development reaches that level of implementation. Regardless of whether the label is produced by VSM or by the</p> |
| 40 | 2/21/2014 | Shipping & Delivery | <p>Commercial will be used for all order designated as Commercial. FEDSTRIP/MILSTRIP will be required for all OCONUS Shipments. As a Wholesale Distributor all items we sell are Commercial, even those shipped to OCONUS, why would we need different documentation?</p>                                | <p>Items required are commercial items, however ordering procedures and shipping requirements differ based on end-customer.</p>   |

| #  | Date      | Section             | Questions from MRO Draft RFQ   | GSA Answer   |
|----|-----------|---------------------|--|--|
| 41 | 2/21/2014 | Shipping & Delivery | At what point would GSA provide the FEDSTRIP/MILSTRIP documentation and DD Form 1348?  | Requisition data will be provided in the EDI 850 Purchase Order. Specific documentation that must be contractor generated will be specified in the final RFQ.  |
| 42 | 2/21/2014 | Shipping & Delivery | How would this additional documentation be received, orders will be transmitted via EDI, will this documentation be part of the EDI Transmission?  | The meaning of this question is unclear. What additional documentation is being referred to? EDI is the transmission of data from the vendor to the government. GSA would need more information to provide a meaningful answer.                              |
| 43 | 2/21/2014 | Shipping & Delivery | Why is a Commercial Packing list not sufficient for Export orders?   | A commercial packing list is not in line with DoD shipment requirements.   |
| 44 | 2/21/2014 | NSN                 | Contractor Inventory Management Requirements – States GSA will provide a list of NSN's that the Contractor will match to their products. Is this NSN list different than the NSN's provided in Attachment 3 Market Basket items?               | The items provided in the Draft RFQ have not been finalized. The list of NSNs the Contractor will match will be the items listed in Market Basket. There will be non-market basket NSN's as well that the government will work to match to commercial items. |
| 45 | 2/21/2014 | NSN                 | Upon award of a category GSA would provide and expansive list of NSN's within the awarded Category and the awardee would be required to match items from their catalog to these NSN's?   | Yes, but if not possible, the manufacturer part number must be provided.   |
| 46 | 2/21/2014 | NSN                 | Would the awardee be allowed to add products to its offering to fulfill this requirement of matching NSN's?  | Yes. Items would have to be added to their MAS 51V contract under the appropriate SIN associated with this BPA.  |
| 47 | 2/21/2014 | NSN                 | Requirement is that Contractor be able to cover 90% of the NSN's in their applicable supply category. How will the Contractor know they cover 90% of the NSN's prior to award when we don't have a complete listed on NSN's in the categories? | This requirement is planned to be removed from the Final RFQ.  |

| #  | Date      | Section             | Questions from MRO Draft RFQ  | GSA Answer   |
|----|-----------|---------------------|---|--|
| 48 | 2/21/2014 | NSN                 | Award would be made prior to any identification, would GSA rescind the award based on the Contractor not being able to identify 90% compliance to the NSN standard?   | This requirement is planned to be removed from the Final RFQ.  |
| 49 | 2/21/2014 | NSN                 | Any product in a supply category that does not correspond to an NSN, would also be allowed under the BPA?   | A manufacturer part number must be provided for further consideration.   |
| 50 | 2/21/2014 | NSN                 | As a Distributor with a MAS Schedule, we previously didn't have NSN's assigned to our product numbers. NSN's were always provided to the Manufacturer's. Are we now going to have NSN's aligned to our Distributor Part Number?   | NSNs will be aligned to the Manufacturer part number. Distributor part numbers will NOT be accepted.   |
| 51 | 2/21/2014 | Shipping & Delivery | What is the difference between a Notice of Delivery and an EDI 850 PO transmission?   | EDI 850 is the purchase order itself. It is not considered a Notice of Delivery or when the actual delivery of the order has been completed. |
| 52 | 2/21/2014 | Shipping & Delivery | Section 6.3 Packing List – Requires that the Government Employee/Agency and Activity Address be listed on the packing list. Will GSA be able to provide the actual purchaser information, Agency, and AAC or DoDaac within the EDI 850 transmission?  | Yes. GSA will be able to provide purchaser information based on the AAC or DoDAAC.   |
| 53 | 2/21/2014 | Shipping & Delivery | Section 6.3 Packing List – This information is currently not provided in a consistent fashion as freestanding fields, specifically the AAC and Agency are coded into the TCN and e-mail address of the purchaser? What is an Awardees recourse when GSA can't provide the accurate information? | GSA should be contacted if this scenario occurs.   |

| #  | Date      | Section             | Questions from MRO Draft RFQ   | GSA Answer   |
|----|-----------|---------------------|--|--|
| 54 | 2/21/2014 | Award               | Why does GSA want to limit the number of BPA contracts per category to two? Wouldn't the lowest overall pricing be better achieved by awarding items on an NSN by NSN basis, with a minimum of 10 NSN's per award? This would allow product manufacturer's to receive direct awards covering many items, and provide GSA the lowest possible prices across the board for the Market Basket items. All contractors would still be subject to the informational and reporting requirements set forth in the draft RFQ. | GSA Supply is Transforming its Business model. Awarding each item at the item level will not generate efficiencies within the government supply process. |
| 55 | 2/21/2014 | Shipping & Delivery | Delivery from and to all CONUS locations cannot be assured within 4 days using ground transportation. Will GSA agree to a more reasonable delivery period of 7 calendar days ARO for both CONUS and OCONUS locations?  | GSA will revise the delivery requirements in the final RFQ in consideration of customer requirements and vendor comments.                                |
| 56 | 2/21/2014 | Shipping & Delivery | APO/FPO orders must be shipped via the USPS, which increases both the handling and shipping expense for such orders. Can GSA provide the percentage of Tools and Tool Cabinets Market Basket item orders in both quantity and dollar value that were shipped from each of the Eastern and Western Distribution Centers to APO/FPO addresses over the past 2 years?   | GSA will provide NSN information based on the categories listed within the RFQ.  |
| 57 | 2/21/2014 | Shipping & Delivery | This Palletization section states that "Any order that isn't containerized at the Contractor's facility and is going Export (OCONUS) should be palletized and sent to the CCP in New Cumberland, PA". Does this apply only to shipments over 800 cubic feet/10,000 lbs for which the "1611 Process" will apply?  | This requirement is currently under review and will be updated in the Final RFQ.   |

| #  | Date      | Section               | Questions from MRO Draft RFQ  | GSA Answer   |
|----|-----------|-----------------------|---|--|
| 58 | 2/21/2014 | Reporting Requirement | GSA contract management personnel do not typically use these currently required monthly reports, and instead use internally generated reports when reviewing a contractor's shipping performance. With all of the reporting that will be done on a continuous basis under the FSSI Program, is this additional monthly report requirement necessary, and will GSA actually use these reports as part of the contract management process?  | The reporting requirements have been minimized to make maximum use of internally available data. The reports that are required will be used by Global Supply for the contract management process   |
| 59 | 2/21/2014 | Award                 | Does GSA really want FSSI contractors to submit hard copy invoices by mail?   | No. Soft copies of invoices sent electronically will suffice. Submission of Offer instructions will be provided in the final RFQ.  |
| 60 | 2/21/2014 | TAA Compliance        | Many TAA compliant items offered by FSSI bidders will not comply with the Berry Amendment, which will require a change in source to a fully compliant domestic product for any orders of \$150,000 or higher. For some items, cordless power tools for example, no Berry Amendment compliant items exist. Does GSA have any past history of receiving individual DOD customer orders which exceed the \$150,000 Berry Amendment threshold? If so, can you identify any such NSNs? | Since this procurement will be consolidated it is the value of the order to the customer. For Example -The order may contain 300 tool items and if the value of the order is over \$150,000 for the DOD then the items within that order must be Berry compliant. There could be many different NSNs based on the order pattern. |
| 61 | 2/21/2014 | Market Basket Items   | The fourth paragraph in this sections references "non-market basket items list" and "core items list". Where are these lists, and can GSA provide more information on the evaluation of non-market basket items as part of the initial award process?   | "Core items" should refer to market basket items. GSA will revisit this language and make appropriate changes before the release of the final RFQ.   |

| #  | Date      | Section             | Questions from MRO Draft RFQ  | GSA Answer  |
|----|-----------|---------------------|---|---|
| 62 | 2/21/2014 | Market Basket Items | Battery chargers under MRO Category 2 - Tools require 20% minimum postconsumer fiber. Battery chargers themselves are electronic instruments, and postconsumer fiber would not appear to be relevant to them. Please explain this requirement and what GSA is seeking in greater detail.  | Federal agencies are required by Executive Orders 13423, Strengthening Federal Environmental, Energy, and Transportation Management, and 13514, Federal Leadership in Environmental, Energy, and Economic Performance, and the Federal Acquisition Regulation (FAR), to assess and give preference to those products deemed environmentally sustainable through the Environmentally Preferable Purchasing (EPP) program. The EPP program should improve the ability to meet existing environmental goals identified at <a href="http://www.epa.gov/epp/">www.epa.gov/epp/</a> |
| 63 | 2/21/2014 | Market Basket Items | Requesting that select proprietary items be deleted from the Market Basket for Category 2 -Tools and Tool Cabinets under FSSI MRO-REQ RFQ #849054: 151 and 152; as these items are unique products, there is currently only one USA distributor approved to resell these products.  | These items have technical descriptions and are brand name or equal -- not proprietary items-- and at this time will not be removed from the market basket.   |
| 64 | 2/21/2014 | NSN                 | We request that GSA reconsider the requirement to provide 100 percent of the market basket items for any category that is quoted. The Requisition Channel purchasing is based on National Stock Numbers (NSNs) that may be written for a product produced by only one manufacturer. There may be products for which a GSA supplier does not have a relationship with the only manufacturer and that manufacturer may refuse to provide a price quote for that product for this BPA. The supplier would then be excluded from quoting on this BPA even if they can supply all other items listed on the market basket. | This requirement is being validated and will be finalized with the official posting of the RFQ.   |

| #  | Date      | Section             | Questions from MRO Draft RFQ   | GSA Answer   |
|----|-----------|---------------------|--|--|
| 65 | 2/21/2014 | Shipping & Delivery | <p>We feel 4 calendar days is not a reasonable timeframe. Example: if we receive an order at the end of business day Friday. It would require us to get it to its destination by Monday. A lot of carrier do not ship on Saturday or Sunday. This would require us to expedite and in the RFQ there's no requirement for expediting freight. It would be very costly for us and any contractors if this stays at 4 calendar days. In addition, shipments going to a port may require paperwork from the Gov't as to which port it needs to go plus delivery appointments to the port. We would need more than 4 calendar days to get the product to its destination.</p> | <p>The requirement for "calendar days" will be changed to "business days" in the final version of the RFQ.</p>   |
| 66 | 2/21/2014 | Shipping & Delivery | <p>This section discusses the container process and how the ultimate port stuffing is done by the people personnel. One the contractor drops off the merchandise to the port they have completed their obligation. In section 5.2.5.1.10 states the contractor would need to apply RFID tags to the containers. If we are not doing the port stuffing, how would we provide the RFID tags??</p>  | <p>These sections in the RFQ are being reevaluated, and will be clarified in the final RFQ. GSA is currently working on establishing new consolidation points for containerized shipments.</p> |
| 67 | 2/21/2014 | Shipping & Delivery | <p>This section states: Processing release unit size surface shipments and freight on board (FOB) term origin purchase orders for the 1611..... Earlier in the RFQ it states all purchase orders are FOB Destination. Why would we be required to provide FOB Origin if the RFQ requires FOB Destination. Please clarify.</p>  | <p>FOB Origin applies to shipments being packed at the contractor facility for overseas shipping using a container.</p>  |

| #  | Date      | Section                      | Questions from MRO Draft RFQ  | GSA Answer  |
|----|-----------|------------------------------|---|---|
| 68 | 2/21/2014 | NSN                          | <p>“Contractor must be able to meet the NSN requirements at a restricted price ceiling. Each NSN will have a listed price ceiling, provided along with the initial part number match list for reference.”</p> <p>How can any contractor quote without knowing ahead of time that they can meet the ceiling price? Can this be provided in the updated RFQ?</p>  | References to a "restricted price ceiling" will be removed.   |
| 69 | 2/21/2014 | Award                        | This section asks us to mail an invoice, but later on in section 5.5.1.5.2 discusses transactions and one of them is a 810 Invoice as a mandatory requirement. Does Section 5.4.6 still apply?  | Soft copies of invoices sent electronically will suffice.   |
| 70 | 2/21/2014 | Shipping & Delivery          | It might take more than 3 business days to replace the merchandise. Shouldn't the replacement be treated with the same time as a regular order?   | Replacement orders will be treated the same as a regular order.   |
| 71 | 2/21/2014 | Shipping & Delivery          | When the buyer makes a mistake the 10% re stocking fee may not cover the cost of return freight. Isn't the buyer responsible for the return freight in this situation?  | The purchaser would be responsible for return shipping costs on other than damaged goods.   |
| 72 | 2/21/2014 | Schedule Holder of 51V - BPA | We strongly request that GSA be more flexible about no price increase in the first year. We live in a volatile MRO market where some commodities move on a monthly basis. For the most part we can hold prices and make margins tighter but it's very difficult for a small business to hold prices for a year on all their products when the Mfg is allowed to raise their prices whenever they choose to do so. | The Government will reevaluate the price increase allowable in the final solicitation   |
| 73 | 2/21/2014 | Market Basket Items          | Is the Berry amendment applicable to all market basket items?   | For this requirement, the Berry Amendment shall apply to all applicable DoD orders in market basket items and non market baskets items valued at \$150K as applicable |

| #  | Date      | Section             | Questions from MRO Draft RFQ  | GSA Answer   |
|----|-----------|---------------------|---|--|
| 74 | 2/21/2014 | Market Basket Items | Will Berry amendment be required for all current GSA MAS schedule items that are not in the RFQ#849054 market basket?   | Yes, for this requirement, the Berry Amendment shall apply to all applicable DoD orders for non-market basket items valued over \$150K as applicable                     |
| 75 | 2/21/2014 | Pricing             | If the Offeror prices all discounts in the pricing tier for the Base Proposed Pricing and does not offer additional discounts for subsequent tiers, will the offer be considered non-responsive or will the offer be evaluated accordingly? Please explain how the subsequent tiers would be evaluated or provide examples of an weighted evaluation of an offer in a second table. | Not providing discounts in all of the tiers will effect your weighted market basket price. This calculation is explained in Section 10.3 of the Draft RFQ.               |
| 76 | 2/21/2014 | Pricing             | Will the issuance of 4PL contracts impact the demand estimate from Requisition Channel contract's current annual spend estimates?   | No, these are two separate requirements and the anticipated annual spend was developed from market research conducted using previous (historical) requisition spend data |
| 77 | 2/21/2014 | Award               | Will any part numbers currently included in the RFQ spend estimate be issued outside of the subject solicitation (for example, awarded under 4PL contracts)?  | 4PL does not apply to this requirement.  |
| 78 | 2/21/2014 | Requirements        | If the Contractor fails to provide written assurance that the Contractor shall comply with the Berry Amendment on applicable DoD orders...." The language "on applicable DoD orders" infers that orders under \$150,000 are not applicable to the Berry Amendment requirements. Please confirm applicability of the Berry Amendment to orders under \$150,000.                      | Interested Contractors shall provide written statements assuring their agreement to comply with the Berry Amendment based on items valued over \$150K                    |

| #  | Date      | Section             | Questions from MRO Draft RFQ  | GSA Answer   |
|----|-----------|---------------------|---|--|
| 79 | 2/21/2014 | Shipping & Delivery | Will GSA consider making the VSM and bar coding label requirement ONLY applicable to items shipping to a DoD consolidation point and not on direct customer deliveries?             | GSA's must assure that all shipments to DOD OCONUS fully comply with MIL-STD 129, in order to successfully reach the customer via the Defense Transportation System (DTS), as well as to support DOD's integrated supply system designs globally. GSA is developing a solution utilizing the "Vendor Shipping Module" (VSM) of the Defense Logistics Agency. VSM will assure more accurate addresses regardless of whether the order moves via the DTS or by Contractor carrier arrangements. We expect that the RFQ will be modified to require VSM for all DOD shipments, CONUS and OCONUS, with some exceptions subject to the approval of the Contracting Officer. We expect the RFQ to recognize Contractor use of its own labeling systems for civilian orders subject to Contracting Officer approval. GSA may specify use of VSM for civilian shipment labeling if solution development reaches that level of implementation. Regardless of whether the label is produced by VSM or by the |
| 80 | 2/21/2014 | Award               | Is GSA willing to consider increasing the numbers of awardees? Two contractors per pool seems extremely low if the goal is to replace the current GSA distribution center functions | No, GSA anticipates awarding two BPAs per category; one (1) restricted to small business concerns, and one (1) unrestricted to other than small business concerns. Therefore, a total of four (4) BPAs will be established for this effort.  |

| #  | Date      | Section             | Questions from MRO Draft RFQ  | GSA Answer  |
|----|-----------|---------------------|---|---|
| 81 | 2/21/2014 | Shipping & Delivery | Please confirm; the contractor will not be charging any Mil-strip, MIPR, or Fed-Strip directly; we will invoice and be paid by GSA through current GSA Accounts Payable branches as we are today on Global Supply Orders. | Contractors will bill GSA for items ordered. Invoicing to customer agencies is done by GSA with Government-to-Government billing. |
| 82 | 2/21/2014 | Shipping & Delivery | Will we continue to receive the 850 purchase order EDIs in the old X12 format. The newer format makes it easier to identify and source the correct items.   | GSA will use the Federal Implementation Convention for the EDI 850 purchase order.  |
| 83 | 2/21/2014 | Annual Spend        | In the second video on Interact under What is GSA Supply Transformation, does he say the anticipated spend is \$20M or \$200M annually.   | GSA currently anticipates an annual spend for the MRO Requisition Channel to be \$144M  |

| # | Questions from JanSan Draft RFQ   | GSA Answer   |
|---|---|--|
| 1 | Am I required to quote every item under one of the categories, in particular "Category Two"? We are a very small company and don't carry that many line items.  | Vendors will be required to quote on 100% of the items within a particular category. The categories have been aligned, similar to the Purchasing Channel categories. The new categories will be posted on Interact.  |
| 2 | <p>The below text from the Draft Solicitation I would like clarification on. The vendor would process the shipment as they normally do, via UPS/Fed Ex and attach those necessary shipping labels. They would also use this VSM to generate the appropriate MIL-STD 129P label? This is a manual process done by the vendor for each shipment? Can you provide screen shots of this software, and/or information necessary to input? 5.3.8.1 Vendor Shipping Module – Shipping Labels</p> <p>GSA Global Supply is planning to use DLA's Vendor Shipping Module (VSM) for all shipping labels. The term Vendor Shipment Module (VSM), formerly known as the distribution planning and management system (DPMS), is a Defense Logistics Agency (DLA) web-based distribution and transportation system available for the purpose of obtaining current shipping addresses, two dimensional bar coded shipping labels in accordance with military standard (MIL-STD) 129P, bills of lading, packing lists, and other shipping documentation. VSM replaces the need for the contractor to contact the DLA transportation office, prior to shipping, when directed in DLA contracts.</p> <p>Contractors using VSM must possess the following</p> | <p>Vendors will be required to use VSM to create the shipping labels for all DoD packages (civilian packages may be added in the future). The vendor can prepare the labels by using the VSM website. For screenshots and additional information on VSM please use this link <a href="http://www.dla.mil/FDTPI/Documents/VendorInstructionsforVSMShipments.pdf">http://www.dla.mil/FDTPI/Documents/VendorInstructionsforVSMShipments.pdf</a></p> |
| 3 | Is the Berry amendment applicable to all market basket items?   | The Berry Amendment is not applicable to the JanSan Requisition Channel.   |
| 4 | Will Berry amendment be required for all current GSA MAS schedule items that are not in the RFQ#849054 market basket?   | RFQ #849054 refers to the MRO Draft RFQ. Please direct this question to <a href="mailto:fssi.mro-req@gsa.gov">fssi.mro-req@gsa.gov</a>   |

| #  | Questions from JanSan Draft RFQ   | GSA Answer  |
|----|---|---|
| 5  | Section 10.3: If the Offeror prices all discounts in the pricing tier for the Base Proposed Pricing and does not offer additional discounts for subsequent tiers, will the offer be considered non-responsive or will the offer be evaluated accordingly? Please explain how the subsequent tiers would be evaluated or provide examples of an weighted evaluation of an offer in a second table.   | Not providing discounts in all of the tiers will effect your weighted market basket price. This calculation is explained in Section 9.8.2 of the Draft RFQ.                                       |
| 6  | Will the issuance of 4PL contracts impact the demand estimate from Requisition Channel contract's current annual spend estimates?   | The JanSan FSSI program will not be issuing 4PL contracts at this time.   |
| 7  | Will any part numbers currently included in the RFQ spend estimate be issued outside of the subject solicitation (for example, awarded under 4PL contracts)?  | Some of the NSNs listed in the JanSan Requisition Channel were included in the JanSan Purchasing Channel as commercial part numbers.  |
| 8  | Section 10.2.1.5 requires Berry Amendment compliance, "-for any affected DoD purchase of services or suppliers over \$150,000. If the Contractor fails to provide written assurance that the Contractor shall comply with the Berry Amendment on applicable DoD orders...." The language "on applicable DoD orders" infers that orders under \$150,000 are not applicable to the Berry Amendment requirements. Please confirm applicability of the Berry Amendment to orders under \$150,000. | The JanSan Draft RFQ does not contain this clause. Please direct this question to the MRO Requisition Channel staff at fssi.mro-req@gsa.gov   |
| 9  | Will GSA consider making the VSM and bar coding label requirement ONLY applicable to items shipping to a DoD consolidation point and not on direct customer deliveries?   | VSM is required for all DoD orders including direct customer deliveries. VSM is used to reduce frustrated freight and ensure the package is delivered to the customer in a timely manner.         |
| 10 | Will the GSA consider increasing the delivery time to 7 days vs. 4? Such a short turn around would require stocking levels of EVERY item on the BPA.  | GSA has revised the delivery requirements to the following: CONUS 4 business days, OCONUS 7 business days.  |
| 11 | Is GSA willing to consider increasing the numbers of awardees? Two contractors per pool seems extremely low if the goal is to replace the current GSA distribution center functions   | The most efficient method of leveraging GSA's requirements for fulfilling worldwide requisitions, receiving best value solutions and maximum pricing discounts, was to limit the Contractor base. |
| 12 | Please confirm; the contractor will not be charging any Mil-strip, MIPR, or Fed-Strip directly; we will invoice and be paid by GSA through current GSA Accounts Payable branches as we are today on Global Supply Orders.   | The Vendor's BPA is with GSA and therefore will be paid by GSA.   |

| #  | Questions from JanSan Draft RFQ   | GSA Answer  |
|----|---|---|
| 13 | Will we continue to receive the 850 purchase order EDIs in the old X12 format. The newer format makes it easier to identify and source the correct items.   | GSA will use the Federal Implementation Convention for the EDI 850 purchase order.  |
| 14 | Page 2, Number 2, GSA states that annual sales for JanSan are estimated to be \$461 million dollars. During the Industry Day a slide was shown with \$144 million estimated annual spend. Can GSA provide responses for the following questions. What is the difference between the \$461M in the RFQ and the \$144M from the presentation?   | Slide 24 of the Presentation accurately reflected spend. The \$461 million is the estimated value of the 5 year spend for JanSan. The annual spend for JanSan is \$92 million. The \$144 million is the spend for MRO.                                    |
| 15 | Can GSA break out the spend thresholds per Category?  | Once the Categories are finalized, estimates will be provided for each category.  |
| 16 | Today, DEPOT BPA holders ship goods to two warehouse (Burlington and French Camp). With the changes being made to those warehouses the interim process may/will require suppliers to ship to individual end user locations (DVD). Is it possible for GSA to provide purchase history including the number of individual locations a supplier may have to ship to during this transition. This type of information will be imperative to accurately obtain and communicate shipping costs per order and administrative costs from the supplier standpoint. In order for a supplier to make an educated business decision to modify their current BPA with freight terms to prepay and add, this information will be necessary. | GSA is currently working on compiling this information. The most historical data that will be provided is the quantity shipped per state for each NSN. Once the market baskets are finalized, additional information will be provided to all Contractors. |
| 17 | The questions and concerns below are for the Motorized Floor Cleaning Category: The NSN's for Floor Mats, Stair Runner and Floor Paddings, will GSA consider the following: Remove those items to a different category?   | GSA has received several comments about the groupings within the categories and will re-visit this topic.   |
| 18 | Open a new category for those Floor mats and Rugs? [Many manufacturers and vendors that do offer on their GSA contract a real Motorized Cleaning items such as Vacuum Cleaners and Floor buffers don't have Floor Mats and Stair Runners since its not in their line of manufacturing production, those items belong to a different industry.]  | GSA has received several comments about the groupings within the categories and will re-visit this topic.   |

| #  | Questions from JanSan Draft RFQ  | GSA Answer  |
|----|--|---|
| 19 | NSN's for Pads are required to be NIB/NISH. Will GSA consider the following: Remove those items to a different category, (Brooms, Brushes)?  | GSA has received several comments about the groupings within the categories and will re-visit this topic.   |
| 20 | In the description of Category 4 (Personal Hygiene, Paper Products, Dispensers and Laundry Accessories), there is an apparent error in the first sentence which describes this category as including "...motorized equipment." This error should be replaced with the correct description as set forth on page 5 of the Draft RFQ.   | This error will be corrected.   |
| 21 | In several of the JanSan Categories, products are included that normally are not bundled in this fashion. For example, Category 3 includes floor mats and coverings along with motorized floor cleaning equipment; Category 4 includes laundry accessories with disposable products; and Category 5 includes plastic bags.   | GSA has received several comments about the groupings within the categories and will re-visit this topic.   |
| 22 | Conduct an economic impact analysis prior to finalizing the Draft RFQ for the purpose of evaluating the potential economic impact to the nation's industrial base and small businesses generally. It is critical that such an analysis be conducted prior to finalizing the Draft RFQ so that the results of the analysis can inform the process of developing an RFQ that achieves the desired financial savings to the federal government, while mitigating any potential economic fallout that may occur as a direct result of implementing such a procurement policy. In so doing, we believe GSA can optimize the implementation of FSSI. | GSA is complying with this requirement by conducting a consolidation analysis which will be signed and approved by the appropriate officials. The analysis justifies the consolidation of contract requirements based on a significant cost savings to federal agencies. According to the analysis, the cost savings in the range of 10% to 15% is expected. Additional benefits that justify the consolidation are part number standardization to enable smart shopping, reductions in contract duplication, and improvements in ease of use for Federal Employees according to the analysis. In addition, GSA has also conducted a Bundling Analysis. |

| #  | Questions from JanSan Draft RFQ  | GSA Answer  |
|----|--|---|
| 23 | <p>Increase the number of BPAs awarded under the Draft RFQ from 10 to 50. Increasing the number BPAs awarded, among other things, will provide ample competition; ensure best value for the federal customer while continuing to yield savings to GSA; and maximize the utilization of small businesses.</p>   | <p>In the Purchasing Channel Consolidation Analysis, GSA performed an assumptive analysis of savings at different numbers of awardees. To perform this analysis, GSA used MAS list pricing, analyzing average pricing for the top - 2,000 items at different numbers of awards. GSA found a direct relationship between number of awardees and savings. Limiting JanSan to ten (10) awards would have meant savings of around 20%, while increasing this to thirty (30) awards would have reduced the savings to 7%. To minimize negative impact while securing savings for federal agencies, GSA considered different approaches and determined that awarding twenty-one (21) JanSan BPAs as a reasonable approach. A similar approach has been used for the Requisition Channel and the proposed number of 10 BPAs.</p> |
| 24 | <p>Implement a Small Business Recertification requirement that would be triggered at the Task Order Level and at predetermined dates during the life of the BPA. This approach will allow for inclusion of an onboarding strategy that allows new Small Business entrants to replace those Small Businesses that grow to Other Than Small Business as a result of the directed spend that will be generated by this BPA.</p> | <p>Business Size Standards for Products are typically determined by number of employees rather than revenue so it is not likely that Small Businesses will grow to Other than Small as a result of these BPAs. Recertification is done at the time of option on the MAS contract.</p>   |
| 25 | <p>Create a pool or preference for buying groups. We recommend a minimum of 4 which will ensure nationwide coverage. Dealing with buying groups provides efficiencies and savings to GSA because of centralized processes within a buying group, and also provides access to local support and services which add tremendous value.</p>  | <p>This solution is utilizing BPAs against MAS Contracts. If the buying group has a MAS Contract they will be able to complete for a BPA.</p>   |
| 26 | <p>Make strategic sourcing “non-mandatory” so that federal customers have the latitude to NOT purchase through the strategically sourced solutions, but rather purchase through other channels (such as the GSA schedule holders) where those channels provide products that are better suited or appropriate for the cleaning task at hand.</p>   | <p>This solution is not mandatory so agencies do have the ability to purchase products through other means. However, the solution is not limited solely to items listed in the Market Basket. All items within the BPA holders catalog within a category will be included, thereby offering a large variety of products to our customers.</p>   |