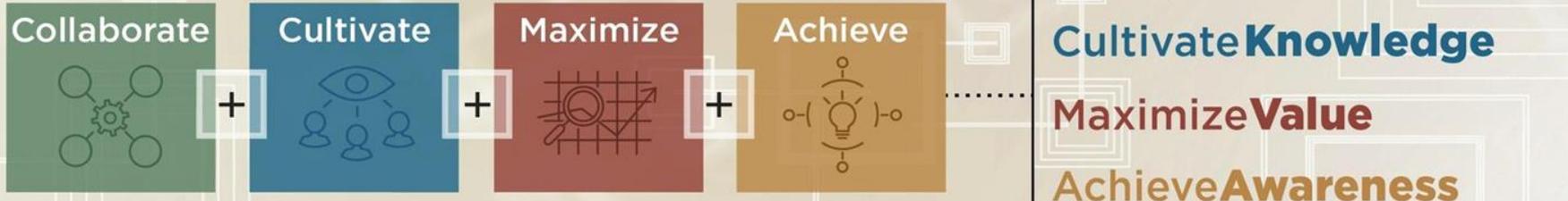


Professional Services & Human Capital Symposium

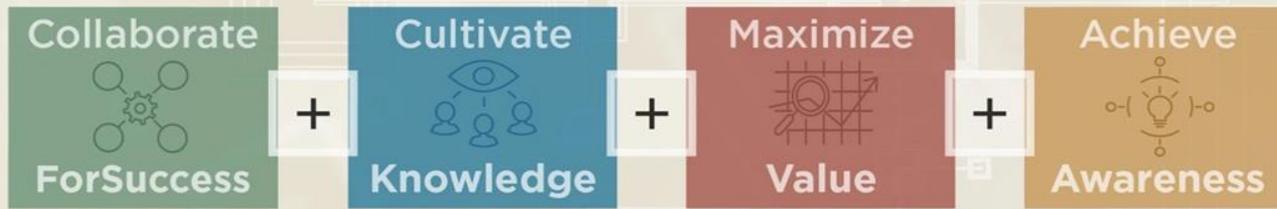
June 6-8, 2017 | Tacoma, WA



GSA State and Local programs

Barry Nelson
Customer Account Manager
State and Local Representative
Tribal Nations Representative

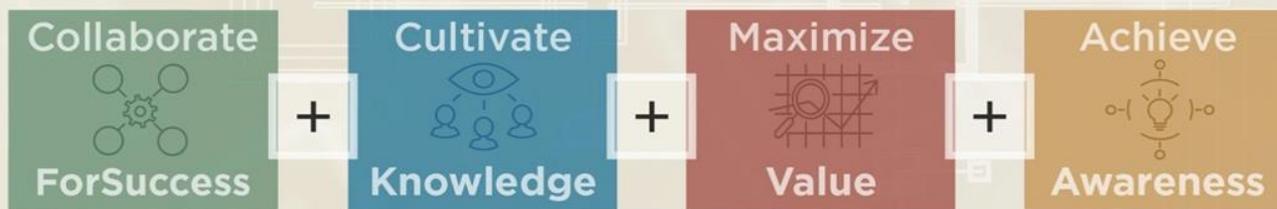
June 8, 2017



Schedule Programs

- 1122 (Joint Program with Dept. of Army & Defense Logistics Agency)
- Cooperative Purchasing
- Disaster Purchasing Program
- Federal Grantee Access to Schedules in Response to Declared Public Health Emergencies





Schedule Contract

- A five-year IDIQ contract with three five-year options (maximum of 20 years)

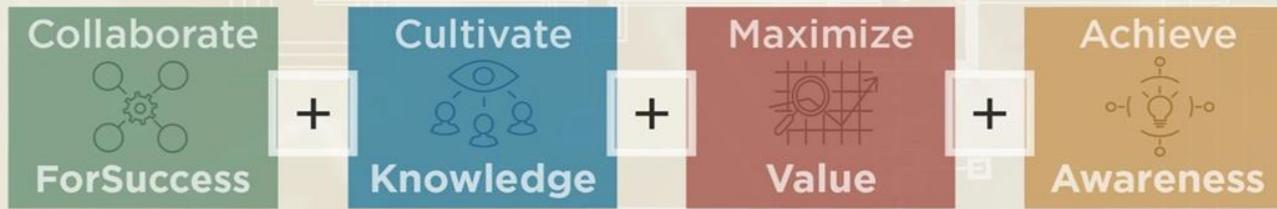
Negotiated and Awarded Based On

- Positive past performance
- Volume Discount Practices
- Demonstrated financial responsibility

➤ Includes

- Lists and descriptions of available products and services
- Pre-negotiated ceiling prices
- Pre-negotiated terms and conditions

- Made competitive via your jurisdiction's policies/ordering procedures or GSA's recommended ordering procedures³



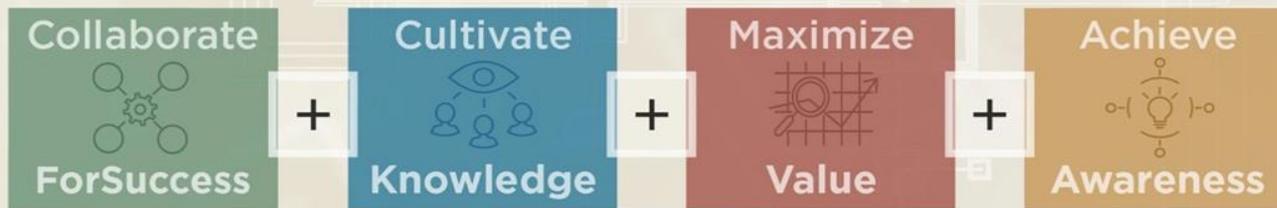
Schedules provide access to over 11 million supplies and services

- More than 19,000 GSA Schedule Contracts
- Nearly 80% are small businesses as defined by the U.S. Small Business Administration
- Includes local businesses throughout the US as well as large, globally-recognized businesses
- Includes a range of socioeconomic/ disadvantaged business concerns



State and local governments purchased over \$860 million in supplies and services in FY 2016





➤ Congress enacted legislation to allow GSA to provide the four Schedules-based programs currently available to state and local governments.

➤ The two programs of focus

➤ **Cooperative Purchasing Program**

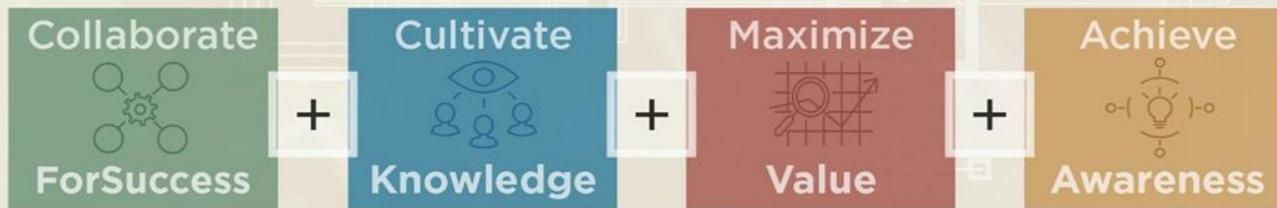
- Schedule 70 – IT products and services
- Schedule 84 – Law Enforcement/First Responder/Security products and services

➤ State and local governments must then have policies/procedures

that allow for the use of GSA's state and local programs

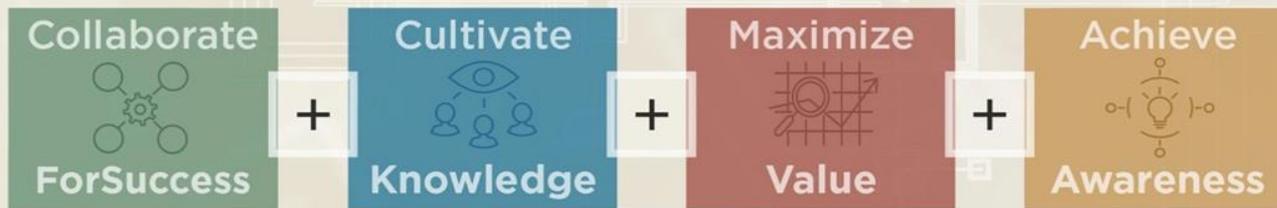
➤ **Disaster Purchasing Program**

- All Schedules for preparation and recovery from a Presidentially-declared disaster



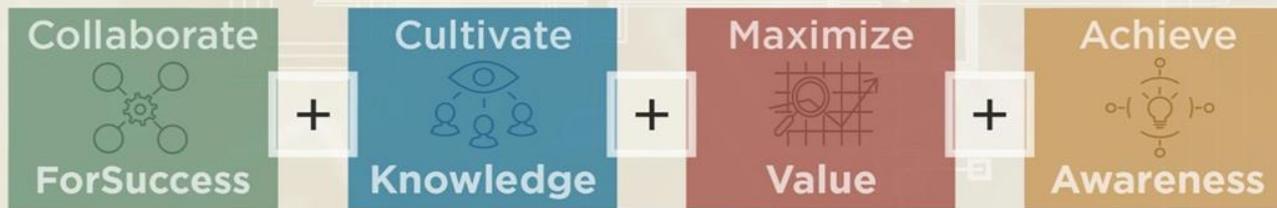
What is Cooperative Purchasing?

Cooperative Purchasing allows state and local governments to purchase from [Schedule 70](#) for information technology and [Schedule 84](#) for law enforcement and security products and services, at any time, for any reason, using any funds available.



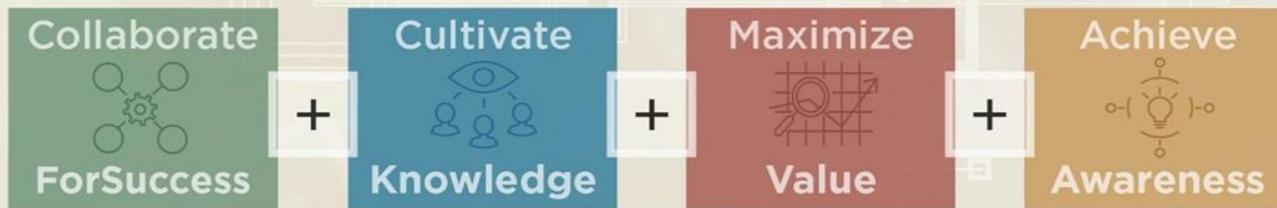
COOPERATIVE PURCHASING Statute Schedule 70

Section 211 of the E-Government Act of 2002 ([Public Law 107-347](#)) [PDF - 309KB] authorized state and local governments access to Federal Supply Schedule 70, Information Technology (IT), and Consolidated (formerly Corporate Contracts) Schedule contracts, containing IT Special Item Numbers (SINs).



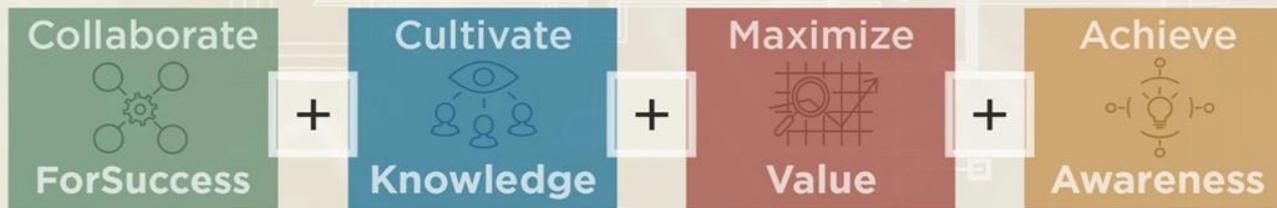
COOPERATIVE PURCHASING Statute Schedule 84

The Local Preparedness Acquisition Act ([Public Law 110-248](#)) [PDF, 120KB], authorized state and local governments access to Federal Supply Schedule 84, Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire, Rescue, Special Purpose Clothing, Marine Craft, Emergency/Disaster Response, and Schedule 70 for information technology products and services. .



Disaster Recovery. What is it?

Disaster Purchasing is a GSA program that allows state and local governments access to buy from all Federal Supply Schedules in preparation or response to all disasters, as well as recovery from major disaster declared by the President, or recovery from terrorism or nuclear, biological, chemical, or radiological attack.



What Authorizes state and local governments to use Schedules under Disaster Purchasing?

Section 833 of the John Warner National Defense Authorization Act for fiscal year 2007 ([Public Law 109-364](#)[PDF - 1238KB])

Federal Supply Schedules Usage Act of 2010 ([Public.Law 111-263](#))

When Can I Use the Schedules?



Schedule 70

Schedule 84

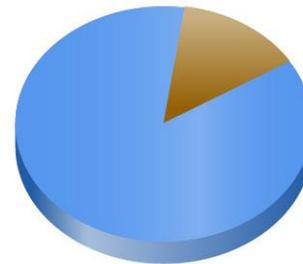
*Some of the Schedules
All of the Time*

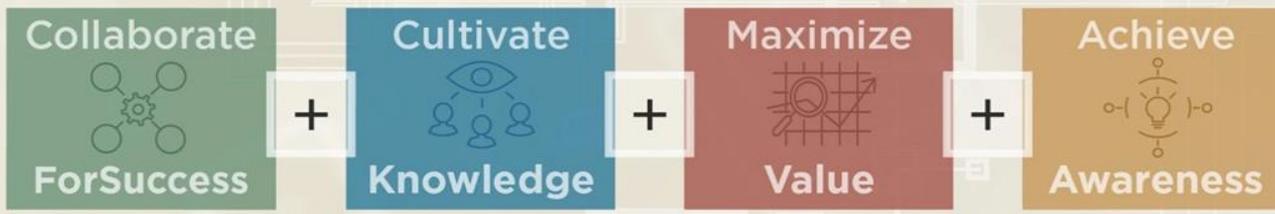
Schedule Programs

*All of the Schedules
Some of the Time*

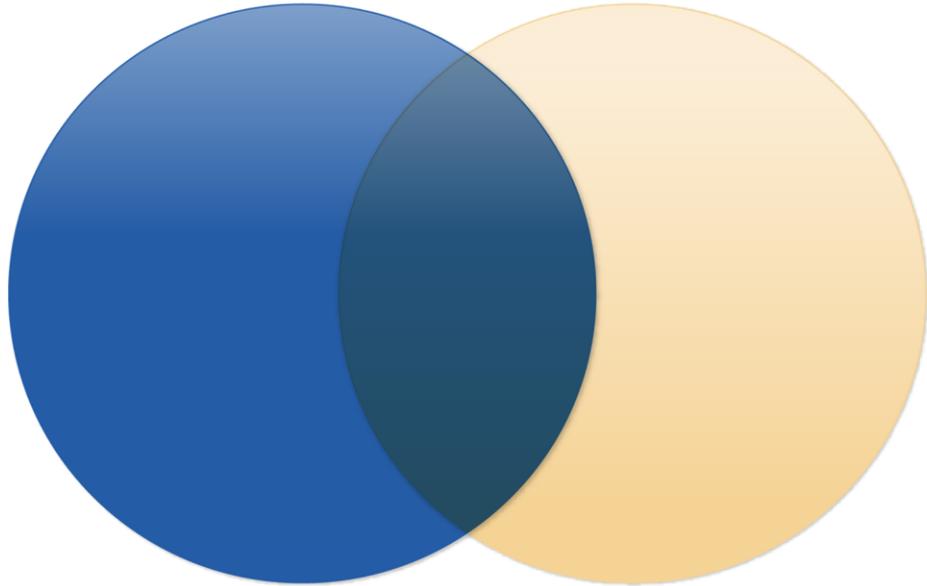
Disaster
Recovery
Purchasing
Program

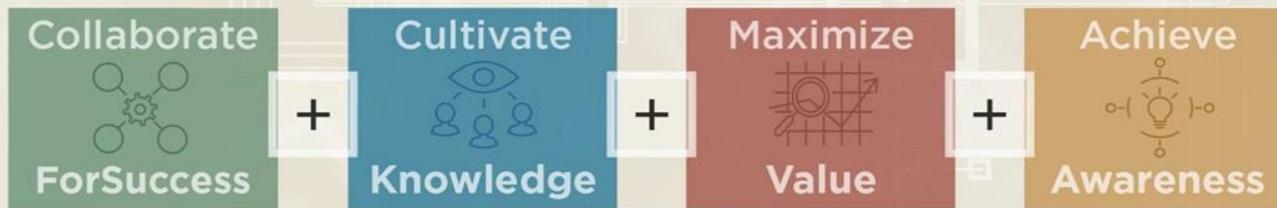
Public Health
Emergency
Program





- State and local customers often turn to GSA for:
- One Time, Large Dollar Buys
- Recurring Needs
- Expeditious and Emergency Procurements

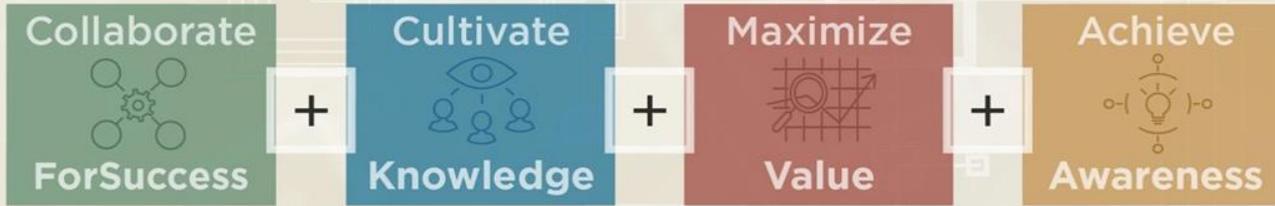




GSA's State and Local Homepage

- Quick reference for all GSA State and Local Programs
- Program brochure download links
- Special Program links
- Drill down for more information





<https://www.gsadvantage.gov/>

GSA Advantage!
U.S. General Services Administration

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Products | Services | NSN Ordering Search Products Advanced Search

Welcome to the new GSA Advantage!

Products

- Building & Industrial
- Furniture & Furnishings
- Hospitality, Cleaning, & Chemicals
- IT Solutions & Electronics
- Laboratory, Scientific, & Medical
- Law Enforcement, Fire, & Security
- Office Solutions
- Office Solutions-FSSI
- Recreation & Apparel
- Tools, Hardware, & Machinery
- Vehicles & Watercraft

Services

- Advertising & Marketing Services
- Building Material & Industrial Services
- Energy Services
- Engineering Services
- Environmental Services
- Facility Management Services
- Financial Services
- Furniture Services
- HR & EEO Services
- Language Services
- Logistics Services
- Management & Consulting Services
- Office Services
- Publication Services
- Scientific & Medical Services
- Security & Law Enforcement Services
- Technology Services

Welcome

how can we be of service today?

We offer the widest selection of products and services!

At GSA, we are committed to assisting Federal employees worldwide by meeting today's acquisition challenges. GSA Advantage!® is the government's premier online shopping system. With GSA Advantage!®, you'll have instant access to literally millions of high quality products, services, and solutions from thousands of approved commercial vendors.

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Special Programs

<p>AbilityOne Program One-stop shopping for available AbilityOne solutions</p>	<p>Wildland Fire Program Quickly locate available approved NFES products</p>
<p>Disaster Relief We have a full range of products and services for relief & preparedness</p>	<p>Security Solutions Locate critical security related products and services</p>
<p>Environmental Program Direct access to green products & services</p>	<p>American Recovery & Reinvestment Act Use GSA Contract Vehicles for Recovery/Stimulus purchases.</p>

Strategic Sourcing BPAs

Strategic Sourcing Home/View all BPAs >

BPA Products

BPA Services

Environmental Symbol Modernization

Improving GSA Advantage to align with current sustainable purchasing requirements!

Learn More >>

State & Local Governments

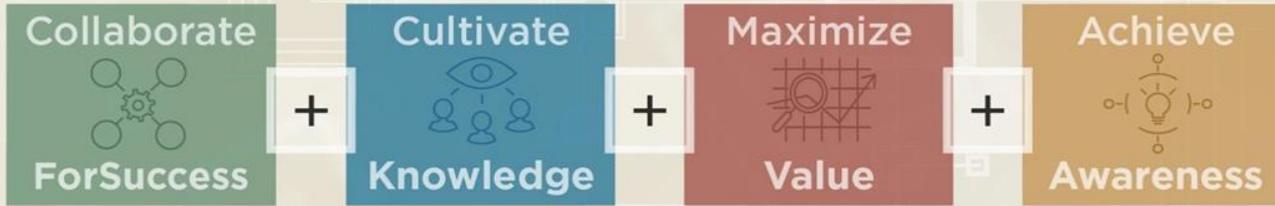
State and local governments

Contractor Information

Want to know how to get a GSA Contract or purchase?

Help

Forgot your password? Need to



<http://www.gsaelibrary.gsa.gov>

GSA eLibrary GSA Federal Acquisition Service

Home eBuy - quotes GSA Advantage - online shopping Help

Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit GSA.gov.

Search In **all the words**

enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number

[View an Alphabetical Listing of available Contractors \(a-z\)](#)

Category Guide

- ▶ **Hurricane Response Supplies & Services**
 - ▶ Building & Industrial
 - ▶ Furniture & Furnishings
 - ▶ IT Solutions & Electronics
 - ▶ Law Enforcement, Fire, & Security
 - ▶ Recreation & Apparel
 - ▶ Services
 - ▶ Travel & Transportation Solutions
 - ▶ Wildland Fire & Equipment
- ▶ **Spring/Summer Supplies & Services**
 - ▶ Disaster Relief
 - ▶ Hospitality, Cleaning, & Chemicals
 - ▶ Laboratory, Scientific, & Medical
 - ▶ Office Solutions
 - ▶ Security Solutions
 - ▶ Tools, Hardware, & Machinery
 - ▶ Vehicles & Watercraft

News...

Effective May 16, 2011...A new interim FAR rule, **Section 863** of the Fiscal Year 2009 National Defense Authorization Act (NDAA), enhances the competition requirements for placing orders against multiple-award contracts. For more information, watch this video >> [Implications for Section 863](#).

Go to

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- ▶ View schedule contracts
- ▶ GSA schedules info
- ▶ VA schedules info

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- ▶ View technology contracts
- ▶ GSA technology contracts info

State and Local Governments

Cooperative Purchasing

States and localities can now purchase IT products, services, and support equipment as well as law enforcement, security, facilities management, fire, rescue, clothing, marine craft and emergency/ disaster response products and services from Federal Supply Schedules.

- ▶ View participating vendors
- ▶ Cooperative Purchase FAQ

Disaster Recovery Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- ▶ View participating vendors
- ▶ Disaster Recovery Purchasing FAQ

Get Quotes!

With GSA eBuy, getting quotes is just a click away!

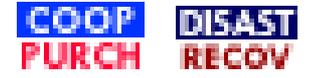
▶ Go to eBuy now...

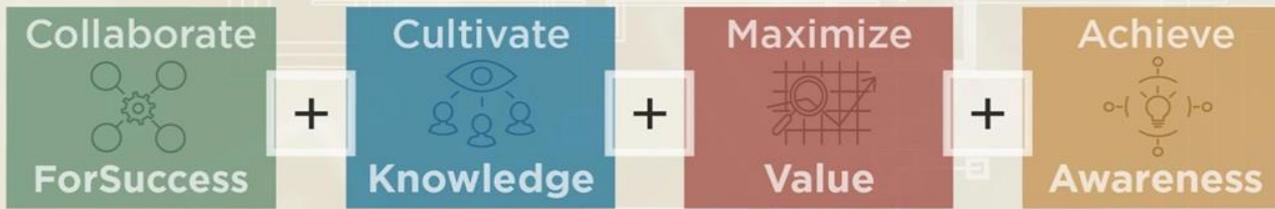
Filter types of businesses by Schedule/SIN

- Schedule Contracts

Icons denote State and Local Programs

- State and Local





GSA Schedules Program Benefits

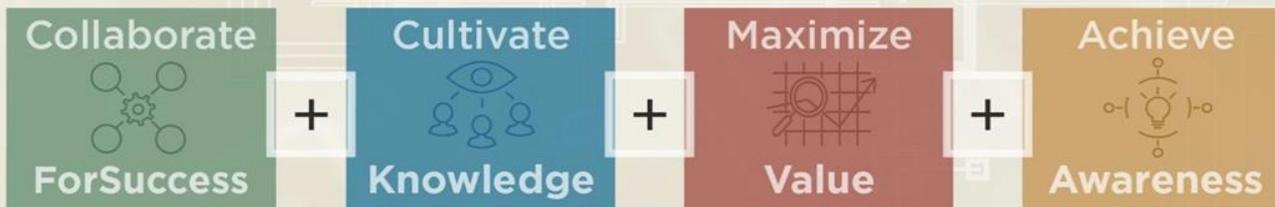
A suite of eTools to streamline processes

A nationwide network of responsive GSA representatives



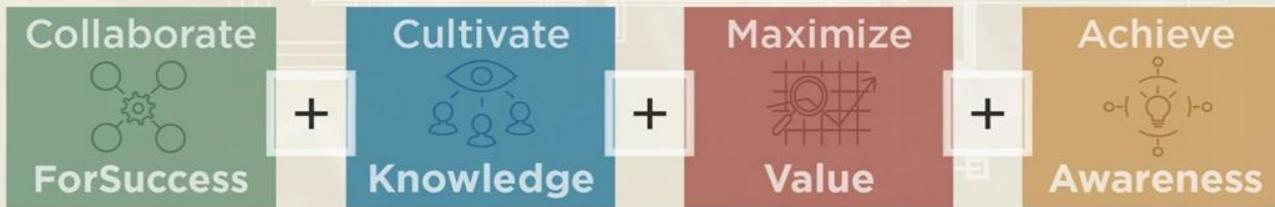
Pre-negotiated ceiling prices that can be further discounted through head-to-head competition and negotiations

Unparalleled access to local and global companies

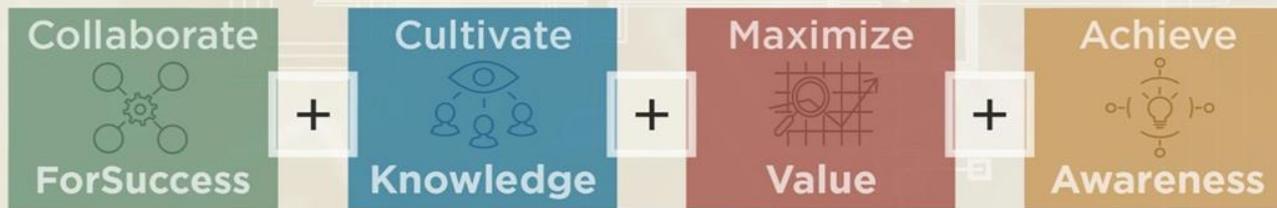


Helpful Links

GSA	http://www.gsa.gov
GSA State and Local Programs	http://www.gsa.gov/stateandlocal
Cooperative Purchasing (70 & 84)	http://www.gsa.gov/cooperativepurchasing
Disaster Purchasing Program	http://www.gsa.gov/disasterpurchasing
1122 Program	http://www.gsa.gov/1122program
GSA Advantage![®]	http://www.gsaadvantage.gov
eLibrary	http://www.gsaelibrary.gsa.gov
eBuy	http://www.ebuy.gsa.gov
Federal Ordering Procedures for GSA Schedules	http://www.gsa.gov/portal/content/199145



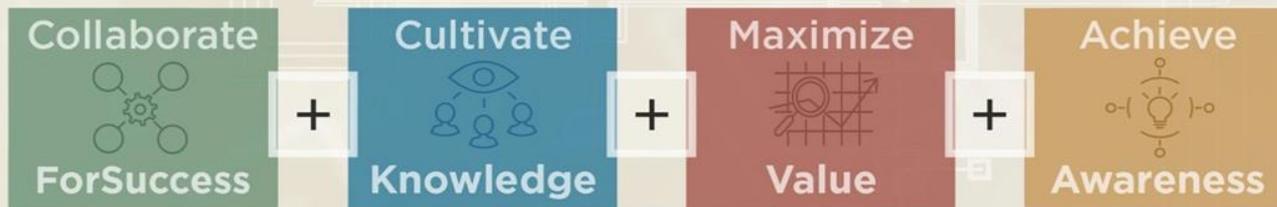
Tribal Nations



Tribal Nations Access

Determination and Eligibility:

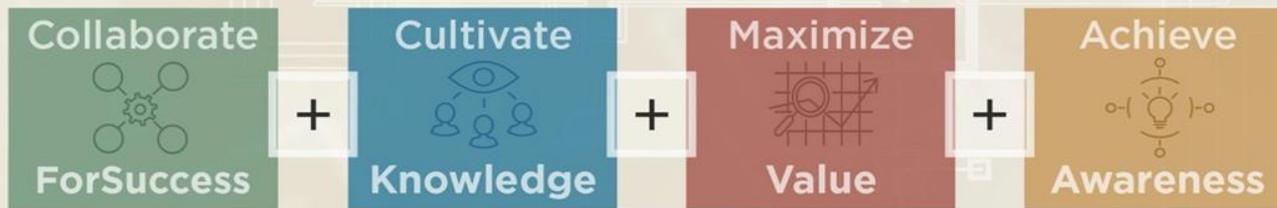
- The Sponsoring/Funding Federal Agency is responsible for issuing a letter in which it determines the status of a Tribe, Tribal Organization, or Tribally Designated Housing Entity and identifying, as applicable, whether the Tribe or Tribal Organization is the recipient of a contract, grant, or cooperative agreement



Sponsoring/Funding Federal Agencies

- U.S. Department of the Interior Bureau of Indian Affairs (BIA)
- U.S. Department of Health and Human Services Indian Health Service (HHS)
- U.S. Department of Housing and Urban Development (HUD)

Note: If a Tribe or Tribal Organization receives funding from multiple Federal agencies, each sponsoring/funding Federal agency must undergo the above-referenced process. Tribes, Tribal Organizations or Tribally Designated Housing Entities may have multiple Activity Address Codes (AACs).



GSA Native American Tribes Resources

- [Indian Health Service \(IHS\)](#)
- [Bureau of Indian Affairs \(BIA\)](#)
- [Housing and Urban Development \(HUD\)](#)
- [GSA Native American Tribes](#)

Collaborate

ForSuccess

+

Cultivate

Knowledge

+

Maximize

Value

+

Achieve

Awareness

Q&A

Collaborate
ForSuccess

+

Cultivate
Knowledge

+

Maximize
Value

+

Achieve
Awareness

Thank You

