Packaged Furniture Schedule 71

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Agenda

➢ GSA Options for Purchasing Office Furniture
➢ Overview of the Packaged Furniture Program
➢ Key Requirements of the Program
➢ Customer Benefits
➢ Recent Changes
➢ Questions
Furniture Purchasing Options

➢ Required sources of supply
  • UNICOR, Ability One, etc...

➢ Existing Agency Vehicles
  • Established BPA’s or other vehicles

➢ National Stock Number (NSN) Program
  • Streamlined process for specific products

➢ MAS Program (Federal Supply Schedules)
  • Schedule 71 - Furniture
    – Packaged Furniture Program
      • Ideal for broad tenant outfitting requirements
Packaged Furniture Program

➢ Multiple Award Schedule 71 - Furniture
  • Various types of office furniture and ancillary services

➢ Packaged Furniture Program
  • Order packaged furniture solutions from a single source

➢ 4 Packaged Furniture Groups
  • 71 1 - Packaged Office Furniture
  • 71 100 - Packaged Healthcare Furniture
  • 71 200 - Packaged Dormitory and Quarters Furniture
  • 71 98 - International Packaged Furniture
Packaged Furniture Groups

➢ 4 Packaged Furniture Groups

• 71 1 - Packaged Office Furniture
  – Workstations, conference space, collaborative areas

• 71 100 - Packaged Healthcare Furniture
  – Waiting rooms, exam rooms, healthcare office

• 71 200 - Packaged Dormitory and Quarters Furniture
  – Sleeping rooms, suites, common areas

• 71 98 - International Packaged Furniture
  – All types, compliant with international standards
Traditional MAS Approach

➢ Access to multiple contracts for a single project requires multiple orders and multiple Contractor Team Arrangements (CTAs)

➢ Each contractor individually responsible for their portion of performance
Packaged Furniture Program

➢ Experienced integrators package a total tenant outfitting solution

➢ Integrators incorporate existing MAS products under their packaged MAS contract

 MAS Contract A
 MAS Contract B
 MAS Contract C
 Awarded MAS Products
 Integrator MAS Contract
 Project Management, Installation and other services

Total furniture solution under a single MAS order
Key Vendor Requirements

➢ Packaged vendors are prime contractors, solely responsible for the delivery of all supplies and services

➢ Established corporate history as a project integrator for specific types of products

  • Can include limited non-furniture items

    – appliances, AV equipment, fitness equipment

➢ Vendors must propose a full and broad array of products/services
Key Service Requirements

➢ At a minimum, vendors must provide project management and furniture installation services

• Vendors may provide any type of ancillary service necessary to support packaged solution

➢ Services must be ancillary to product offerings, stand-alone services not permitted

• SCA/SCLA does not apply to Schedule 71
Key Product Requirements

➢ Product suppliers must hold a current MAS contract covering all packaged items

• All items must comply with current pricing, terms and conditions of the supplier’s MAS contract

– Suppliers provide a letter of commitment and current GSA catalog when products are incorporated into a packaged contract
Key Product Requirements

➢ Individual products should not be sold under this program
  • May be purchased as a logical follow-on in accordance with FAR 8.405-6

➢ Vendors are permitted to publish packaged items on GSA Advantage! but must note that items are not to be purchased individually under a packaged contract
Customer Benefits

➢ Access to a broad range of tenant outfitting products and services under a single vendor

  • Reduces contract administration
    – CTAs not needed

  • Assigns performance risk to a single vendor
    – Packaged vendor responsible for all deliverables

➢ 90% of packaged vendors are small businesses

➢ 96% of FY16 sales reported by small businesses
Recent Changes

➢ 4 SINs consolidated into a single SIN for packaged healthcare program

➢ A clear SIN description was established for all 4 packaged furniture SINs

➢ Revised program instructions ensure standard approach to award/administration of vendors

➢ Clarified that all types of MAS products and services related to tenant outfitting are permitted under the program
Questions?