



U.S. General Services Administration

# Building Maintenance & Operations Services (BMO)

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Phase 2 Industry Day – Master

- Welcome
- Opening Comments
- Category Management Overview
- BMO Overview
- Acquisition Solution
- Next Steps
- Acquisition Gateway
- Questions and Answers

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## Category Management Defined

Category Management is an approach the Federal Government is applying to buy smarter and more like a single enterprise.

It involves:

- Identifying core areas of spend
- Collectively developing heightened levels of expertise
- Leveraging shared best practices
- Providing acquisition, supply and demand management solutions

Category management enables us to eliminate redundancies, increase efficiency, and deliver more value and savings from the government's acquisition programs.



# Federal Government Goals for Category Management

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Federal Government has the following goals for category management:

- ***Increase spend under management*** through better interagency collaboration and understanding of user requirements, market dynamics, and purchasing patterns
- ***Reduce contract duplication*** through adoption of shared solutions for common products/services
- ***Generate volume savings and administrative savings*** from leveraged buying power better use of procurement resources
- ***Enhance data transparency*** to improve contracts and performance against priorities such as small business goals and sustainability
- ***Boost innovation*** through improved interagency and supplier partnership
- ***Increase efficiency and effectiveness*** through improved supplier performance, better buying decisions, and supply chain cost savings

# What Does This Mean for Industry Partners?

## Improved Relationships

Constant collaboration between Government and industry will help develop a continuous process of improvement in Federal procurement.

## Reduced Complexity

Implementing best practices across each category and sharing contract information between procurement units in a centralized location will reduce duplication and complexity.

## Improved Performance

Performance metrics, collaboration and simplification lead to improved overall performance for both Government and industry.

## Increased Innovation

Implementing best practices and enabling them in a central location will allow the acquisition community to share expertise, utilize tools, and increase innovation.

## Reduced Costs

That all adds up to a reduction in costs for Government, industry, and taxpayers.



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# BMO Strategy: Overview

18 agencies have worked together for over a year...

## COMMODITY TEAM MEMBERSHIP

- Air Force
- Army
- DHS
- DLA
- DOE
- DOJ
- DOS
- DOT – FAA
- HHS
- GSA
- NASA
- Navy
- OFPP
- SBA
- Treasury
- USDA
- VA
- AbilityOne



... to finalize a flexible BMO acquisition vehicle

### Acquisition Optimization

- Leverage federal volume to drive savings
- Improve spend visibility through data collection and reporting requirements

### Customized Solution

- Operations and Maintenance Services
- Facility Support Services

### Small Business Participation

- Small business awards that will allow for set-asides
- Zonal approach to facilitate small business participation



## BMO Overview: Contract Structure

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- Comprehensive and flexible, to cover all high-demand BMO services
- Open Market (FAR Part 15) Multiple Award IDIQ
- Commercial Contract (FAR 12)
- Primary NAICS code for both vehicles 561210
- Allows for various task-order level contract types (FFP, T&M, and L/H)
- 10-year IDIQ parent contract term
- Agencies will be able to order single service or mix of multiple services
- Applicable sustainable product requirements are included at the parent contract level
- Unilateral changes clause waiver
- Offers both large and small business participation



## Small Business Strategy

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- Zonal approach
- Subcontracting requirements
- Set-asides can be made at the task order level within unrestricted and small business set-aside contract groups



# BMO Strategy: Scope

## BMO Scope of Service Categories

Operations & Maintenance
<b>Required</b>
HVAC Maintenance
Plumbing and Pipefitting
*Elevator Maintenance
Electrical Maintenance
<b>Optional</b>
Fire Alarm System Maintenance and Repair
Fire Suppression (Water Based) System Preventative Maintenance and Repair
Roofing Services
Building Management Services
Architectural and Framework Building Maintenance Services
Commissioning Services
Elevator Inspection Services
Facility Support Services (Required Facility Support Services (Janitorial and Landscaping) are mandatory and optional services (Cemetery Maintenance, Pest Control, and Waste Management and Recycling Services will remain optional under the O&M side)
Other Facilities Management Related Services

Facility Support Services
<b>Required</b>
Janitorial
Landscaping/Grounds Maintenance
<b>Optional</b>
Cemetery Maintenance
Pest Control
Waste Management and Recycling Services

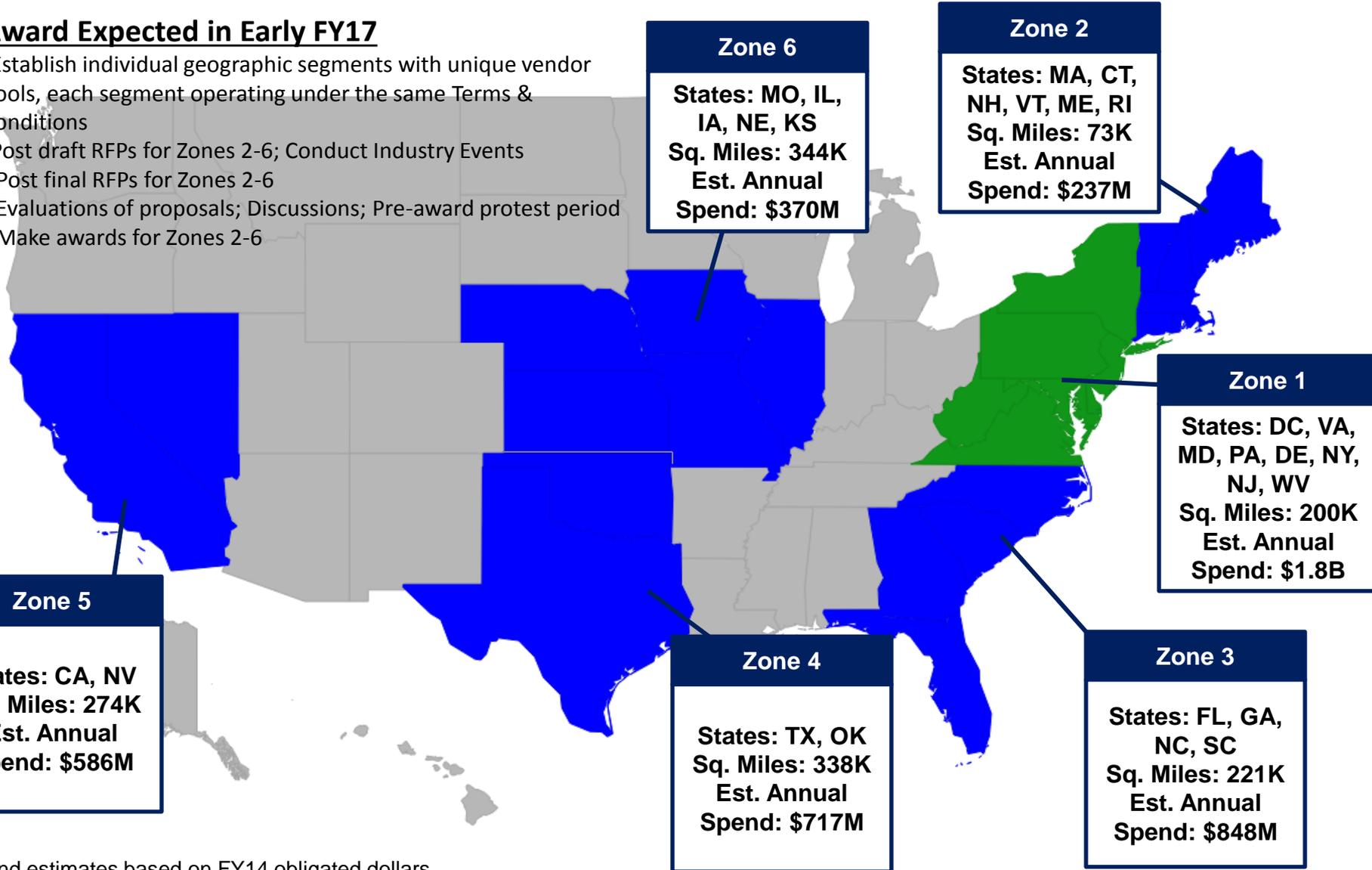
\*Optional service under BMO Small Business Draft Solicitation



# Phase 2 Planned Zones

## Award Expected in Early FY17

- Establish individual geographic segments with unique vendor pools, each segment operating under the same Terms & Conditions
- Post draft RFPs for Zones 2-6; Conduct Industry Events
- Post final RFPs for Zones 2-6
- Evaluations of proposals; Discussions; Pre-award protest period
- Make awards for Zones 2-6



\* Spend estimates based on FY14 obligated dollars



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## DRAFT Unrestricted RFP Zones 2 - 6

- Posting date: January 8, 2016
- Closing date: February 26, 2016

## Draft Small Business RFP Zones 2 - 6

- Posting date: January 11, 2016
- Closing date: February 26, 2016

- Questions on Drafts due by February 26, 2016
- Phase II Questionnaire responses due by March 4, 2016
- Final RFP's are projected to be released in Summer 2016



## Section A - Standard Forms

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- Reserved for SF 33



## Section B - Services, Ordering and Prices

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- Contract Type
  - Government Wide Multiple Award, Indefinite Delivery, Indefinite Quantity (MA-IDIQ)
  - Allows for various contract types at the task order level (e.g., Fixed-Price [all types], Time-and-Materials, and Labor-Hour)
  - Utilizes commercial contract terms and conditions
  
- Minimum Guarantee of \$2,500



## Section B - Services, Ordering and Prices

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- Labor Categories and Standard Occupational Classifications
  - Standardized labor categories that correspond to the Office of Management and Budget's (OMB) Standard Occupational Classification (SOC)
  - Labor categories are either an individual labor category mapped to a single SOC and functional description or a labor category group mapped to multiple SOC Numbers and functional descriptions
  - The Contractor shall become proficient in the use of the BLS SOC system in preparation for submitting price proposals under task order solicitations



# Section C - Description/Specifications/ Performance Based Statement of Work Statement (PBSOW)

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- Background
  - A comprehensive solution crossing multiple service categories that can be sought as a single/multiple service
- Period of Performance
  - Period of Performance is a 10-year term
- Scope/Requirements
  - Covers most commonly used services
  - Geographic coverage
    - **Zone 2** - Connecticut, Massachusetts, Rhode Island, Maine, New Hampshire, Vermont
    - **Zone 3** - Florida, Georgia, North Carolina, South Carolina
    - **Zone 4** - Texas, Oklahoma
    - **Zone 5** - California, Nevada
    - **Zone 6** - Missouri, Illinois, Iowa, Kansas, Nebraska



## Section C - Description/Specifications/ Performance Based Statement of Work Statement (PBSOW)

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- Performance Objectives
  - Two separate Service Groups
    1. **Operations and Maintenance**
    2. **Facility Support Services**
  - Each Service Group has services that are required services that are optional



# Section C - Description/Specifications/ Performance Based Statement of Work Statement (PBSOW)

## BMO Scope of Service Categories

Operations & Maintenance
<b>Required</b>
HVAC Maintenance
Plumbing and Pipefitting
*Elevator Maintenance
Electrical Maintenance
<b>Optional</b>
Fire Alarm System Maintenance and Repair
Fire Suppression (Water Based) System Preventative Maintenance and Repair
Roofing Services
Building Management Services
Architectural and Framework Building Maintenance Services
Commissioning Services
Elevator Inspection Services
Facility Support Services (Required Facility Support Services (Janitorial and Landscaping) are mandatory and optional services (Cemetery Maintenance, Pest Control, and Waste Management and Recycling Services will remain optional under the O&M side)
Other Facilities Management Related Services

Facility Support Services
<b>Required</b>
Janitorial
Landscaping/Grounds Maintenance
<b>Optional</b>
Cemetery Maintenance
Pest Control
Waste Management and Recycling Services

\*Optional service under BMO Small Business Draft Solicitation

## Section C - Description/Specifications/ Performance Based Statement of Work Statement (PBSOW)

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- Other Direct Costs (ODCs) - Other direct costs relating to incidental services and/or supplies that do not fall within the scope of any other service category listed under the BMO acquisition vehicle. These services and/or supplies are necessary to complement a contractor's offerings to provide a comprehensive solution to a customer requirement.

**ODC purchasing thresholds shall be determined at the task order level in accordance with ordering agency policies.**



## Section C - Description/Specifications/ Performance Based Statement of Work Statement (PBSOW)

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### Services Not Within Scope

The following services are not within the scope BMO:

- Telecommunication systems
- Furnishings (not installed as fixtures)
- Equipment owned by servicing public utilities
- Computers and IT equipment
- Personally owned appliances (e.g. heaters, coffee makers, microwaves, etc)
- A/E services not included
- Asbestos removal and abatement
- Inherently Governmental Functions as defined Subpart 2.101



## Section D - Packing and Marking

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- Conform to commercial standards
- Additional language can be added at the task order level



## Section E - Inspection and Acceptance

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- FAR Clause 52.246-4- Inspection of Services – Fixed Price
- Additional language can be added at the task order level



## Section F - Deliveries or Performance

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### Place of Performance

- Zone 2 - Connecticut, Massachusetts, Rhode Island, Maine, New Hampshire, Vermont
- Zone 3 - Florida, Georgia, North Carolina, South Carolina
- Zone 4 - Texas, Oklahoma
- Zone 5 - California, Nevada
- Zone 6 - Missouri, Illinois, Iowa, Kansas, Nebraska

### Period of Performance

The period of performance of BMO is from the date of the Notice-To-Proceed through five (5) years thereafter, with 1 five (5) year option that may extend the cumulative term of the contract to ten (10) years and six (6) months in accordance with FAR Subpart 52.217-9, Option to Extend the Term of the Contract and FAR Subpart 52.217-8, Option to Extend Services, if exercised.

- Roles and Responsibilities (CO's, OCO's, COR's, etc.)
- Contract Access Fee (CAF) - CAF fee 2% off the total fixed price or estimated price and will be proposed as a separate line CLIN
- BMO Reporting Modules
  - Task Order Award Data
  - Data for variation of contract types (Fixed Price, T&M, L-H, etc.)
  - Task Order Modification Data
  - Information on Award Data
  - Environmentally Sustainability Products Data
  - CAF Payment Data
  - Closeout Data
  - Subcontracting Plan Data
- BMO and Task Order Close Outs
- Option Determination



## Section H - Special Contract Requirements

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- **Ordering Procedures**

All task orders under BMO must be:

- Solicited and awarded by an OCO with a Delegation of Procurement Authority
- Be within the scope of Section C and all other terms and conditions of the BMO contract
- Identify the BMO Labor Categories and Service Occupational Codes
- Solicited and awarded under the proper NAICS Code and corresponding BMO MA-IDIQ Contract Number
- Identify the proper Product Service Code (See Attachment BMO PSCs)
- Comply with the ordering procedures in FAR Subpart 16.505, Ordering, and other applicable agency specific regulatory supplements
- Comply with the Fair Opportunities ordering procedures outlined in FAR Subpart 16.505 (b)(1)

- **NAICS**

- 2 separate service groups that span across 18 NAICS Codes (Operations and Maintenance and Facility Support Services)
- Based on 1 small business size standards (\$38.5M)
- The OCO has the responsibility to determine which predominant NAICS code applies to a task order solicitation



## Section H - Special Contract Requirements

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- GSA BMO Webpage
  - Website for the purposes of informing our customers, stakeholders, and the general public of the attributes and procedures for BMO
- Minimum Task Order Awards
  - Starting from the date of the BMO Notice-to-Proceed, the Contractor shall attain a minimum of **5 task order awards or a total task order estimated value of \$1.25M** (total estimated value of all task orders inclusive of all options) prior to the exercise of Option I under BMO.
  - For BMO SB this is **3 task order awards or a total task order estimated value of \$325K**



## Section H - Special Contract Requirements

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- On-Ramping
  - Vertical Contract On-Ramping
  - Open Season On-Ramping
  - Focused On-Ramping (Sub Pool Creation)
- Dormant Status
- Off-Ramping



## Section I - Contract Clauses

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- See Draft RFP for Contract Clauses
- Class Waiver to Paragraph (c) of FAR 52.212-4: Allows for unilateral changes to be made in situations impacting safety or working conditions or when it is in the Government's best interest.



## Section J - Attachments

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- Notice to Interested Offerors
- **BMO Phase II Zones 2-6 Questionnaire**
- J.1 Standard Form 33
- J.2 Proposal Checklist
- **J.3 Self Scoring Worksheet**
- **J.4 Standardized Labor Categories and Definitions**
- J.5 BMO PSCs
- J.6 Sustainability Product List
- J.7 Pre-award Surveys (SF 1408)
- J.8 Past Performance Rating Survey
- **J.9 Price Template**
- J.9.1 Wage Determination – Boston
- J.9.2 Wage Determination – Atlanta
- J.9.3 Wage Determination – Dallas
- J.9.4 Wage Determination – San Francisco
- J.9.5 Wage Determination - Chicago
- **J.10 Relevant Project Experience Template**
- J.11 Project Zone Coverage Template
- J.12 Quality Assurance Surveillance Plan
- **J.13 Sub-Contracting Plan (only for Unrestricted)**



## Section K - Representations and Certifications (Reps and Certs)

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- See Draft RFP for Reps and Certs



# Section L - Instructions, Conditions, and Notices to Offerors or Respondents

- Provisions (FAR and GSAR)
- Proposal Format
  - Questions submitted via email in Microsoft Excel File

Zone	Page Number	Section Number	Section Title	Paragraph Number	Question/Comment
2	106	L.7	Proposal Due Date and Address Location	1	Can proposals be submitted prior to the due date?

- Offerors shall include both hard copies and electronic copies for all Four (4) sections. Each section shall be separated by Section Number and Title (in both hard copy and electronic versions).



## Section M - Evaluation Factors

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- Basis of Award
  - Best value continuum for awards
    - Highest Technically Rated Offerors with a Fair and Reasonable Price
    - Core technical expertise in a variety of services with capabilities that are most important to Government Customers
    - All evaluation factors other than cost or price, when combined, are significantly more important than cost or price
- The Government intends to award contracts without discussions
  - Initial proposals must contain the best offer
  - The Government may conduct clarifications
  - The Government reserves the right to conduct discussions if determined necessary



## Section M - Evaluation Factors

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- Screening and Evaluation Process
  - Two-step screening process for all offers received
    - Verify that support documents exist
    - Compare it to the Offeror's self scoring worksheet
    - Any discrepancies will be treated as clarifications
- Evaluation team will assign preliminary score in accordance with the Scoring Table



## Section M - Evaluation Factors

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- Section 1 - General Information
  - The General Information section consists of the following sub-sections:
    - Offeror's SF 33
    - Proposal Checklist
    - Self Scoring Worksheet
    - Meaningful Relationship Commitment Letters (if applicable)
    - Existing Joint Venture/Partnership (if applicable)



## Section M - Evaluation Factors

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- Section 2 - Responsibility
  - The Responsibility section consists of the following:
    - SAM Record (to include EPLS)
    - Representations and Certifications
    - Financial Information GSA Form 527
    - Pre-Award Survey SF 1408

- Section 3 - Technical Experience/Relevant Project Experience
  - Three (3) projects per service offering. The projects can cover single or multiple services categories
  - Completed within the past Three (3) years or be ongoing
    - Five (5) years for SB
  - Projects submitted may be U.S. Federal Government, U.S. State Government, and Non-Government/Commercial
  - Each Project shall identify the following:
    - Building type
    - Building size (square footage)
    - Stories of each building
    - Services covered relevant to the Scope of Services
    - Performance period
    - Total dollar value
    - Number of trade skills employed and number of exempt positions employed
    - A complete, clear, concise detailed statement of the description of services covered in the project, including how the offeror provided the services



## Section M - Evaluation Factors

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- Additional Evaluation Credit for Relevant Project Experience:
  - U.S. Federal Government customer
  - Project involves Subcontracting/Teaming for services with at least 2 separate entities that are certified as small business
  - Optional Services
  - Extended Contract Duration (over 3 years)
  - Large Square Footage (over 20,000 sq. ft)
  - Successfully demonstrated innovative approaches to achieve savings
  - Socio-Economic Status Certification (SB Solicitation)



## Section M - Evaluation Factors

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- Section 3 - Technical Experience – Project Location
  - The offeror shall submit a capabilities statement identifying:
    - Your overall capability of providing service coverage for all states in the zone(s) you wish to provide a proposal for.
    - The states you have previously or currently provide BMO services in.
    - The states you have never provided coverage for in each of the zones you are submitting a proposal for. OR, provide a written narrative identifying your capability to provide coverage to those states.
- Additional Evaluation Credit
  - The offeror will receive additional evaluation credit for any of the three (3) projects submitted per required service offering that covers multiple states listed your proposed zone(s)



## Section M - Evaluation Factors

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- Section 3 - Staffing Plan
  - The staffing plan should identify roles and responsibilities for key employees
- Section 3 - Professional Compensation Plan
  - Addresses methodology for determining salaries and fringe benefits for professional employees in preparation of future task order requirements
- Section 3 - Uncompensated Overtime Policy
  - Policy for addressing uncompensated overtime consistent with its cost accounting practices



## Section M - Evaluation Factors

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- Section 3 - Subcontracting Plan
  
- Section 3 - Sustainability Plan
  - Approach toward implementing and promoting sustainable practices in all aspects of BMO Services
  - Additional Evaluation Credit
    - Implement sustainable practices above and beyond the minimum performance requirements
  
- Section 3 - Quality Control Plan
  - Description of internal review procedures that facilitates high-quality standards, identify the roles responsible for ensuring quality control



## Section M - Evaluation Factors

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- Section 3 - Past Performance
  - Past performance surveys for the same relevant project experiences submitted
    - Limited to 3 surveys total
  - PPIRS
  - When past performance information is not available, the offeror will not be evaluated favorably or unfavorably (neutral rating)



## Section M - Evaluation Factors

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- Section 4 - Price
  - Firm Fixed Price (FFP) hourly rates for all applicable BLS SOC standardized labor categories. For price evaluation purposes, at the parent contract level, proposed rates shall include a breakdown of the following elements to formulate an offeror's fully burdened rates:
    - Base rate (based on SCA, DBA CBA, as applicable)
    - Health and welfare rate
    - Overhead
    - G&A
    - Profit
    - Other costs
    - Fully Burdened Rate
  - Government and commercial prices for the labor categories offered
  - Tiered Pricing



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## Next Steps

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- Draft RFP closes February 26, 2016
- Questions/Comments on the Draft RFP are due February 26, 2016
- BMO Phase II Zones 2 – 6 Questionnaire is due March 4, 2016
- Final RFP expected release is Summer 2016
- Email: [fssi.bmo@gsa.gov](mailto:fssi.bmo@gsa.gov)



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# Introducing the Acquisition Gateway

CAP

<https://hallways.cap.gsa.gov>



**ACTING AS ONE**  
for smarter acquisition

See the power of Acting as One



Sign In



What does "Acting as One" mean?





# Acquisition Gateway Sign-in

## ACQUISITION GATEWAY

Act as One for smarter acquisition

Our vision is to provide a workspace with accurate, useful, and unbiased advice. Check back often to see the latest progress.

LEARN

CONNECT

ACT

Federal Employees Sign-in

Non-Government Sign-in

### Need Help?

The Acquisition Gateway (AG) authenticates users via OMB MAX

1. **Register** an account with **OMB MAX**.
2. **Insert** your PIV /GAC card (card reader required).
3. **Select Sign in** (You may be prompted to enter a PIN in a pop-up window).
4. **Enter PIN and select OK** to login and enter the AG.

#### [Common Acquisition Platform \(CAP\) Rules of Behavior for the Acquisition Marketplace and Hallways](#)

Acquisition gateway Terms and Conditions of Use: This computer system is property of the United States Government. It is intended for authorized Government use only. Close your browser immediately if you do not consent to the conditions stated in the following notice. Otherwise click "sign in" to accept the terms and proceed.



# Your Acquisition Workspace

## ACQUISITION GATEWAY

Act as One for smarter acquisition

Our vision is to provide a workspace with accurate, useful, and unbiased advice. Check back often to see the latest progress.

- ALLWAYS
- Administrative Support
- Card Services
- Cleaning Supplies & Chemicals
- Employee Relocation
- Freight
- IT Hardware
- IT Security
- IT Services
- IT Software
- Motor Vehicles
- Professional Services
- Small Package Delivery
- Talent Development
- Telecommunications
- Tools & Hardware
- Travel
- Workplace Environment

### PROJECT CENTER

Build Your Acquisition

My Projects My Tasks My Events

+ New Project

### SOLUTIONS FINDER

My Agency: GSA

Category: - Select -

Subcategory: - Select -

View **120** Solutions available Reset

### RESOURCES

- Shared Services
- TechFAR Hub
- eBuy Open
- Prices Paid Portal
- Statement of Work Library

### COMMUNITY

View More

- Welcome to the Telecommunications Community  
Telecommunications  
cindy.stowe@gsa.gov, Monday, September 28, 2015 - 14:59
- Meeting EO13693 Sustainable Acquisition Requirements for IT Hardware Through

### EVENTS

- Acquisition Gateway Live Webcast Demonstration with Q&A  
Wednesday, October 7, 2015  
2:00 PM - 3:00 PM - more
- Webinar - Debut of the NEW Office Furniture Ordering Guide, Registration Open Now!  
Thursday, November 5, 2015

### NEWS

- Advisory Services for Agency Sustainability Requirements  
As agencies work to reduce their carbon footprints, see how Teleco...
- Advisory Services for Agency Telecom Requirements  
Find out what Advisory Services are and how your agency can bene...
- Pricing Information for Agencies' Fair Opportunity

LEARN.

CONNECT.

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The Acquisition Gateway, built by GSA, is a workspace designed to let Federal acquisition professionals learn what they need to know, connect with others to collaborate and communicate, and act to accomplish their tasks effectively. Organized to match the government's category management structure, the content in the Gateway was developed for you and by you—the acquisition professional. We are building the Gateway with an Agile approach that incorporates user-centered design and iterative development. We conduct continuous user-testing and encourage feedback from users, so that the Acquisition Gateway can grow and change to best serve your needs.

We encourage you to explore the solution comparisons, tools, templates, success stories, prices paid data, and more to achieve successful outcomes at each step of the acquisition lifecycle. Thank you for helping us as we build your place to learn, connect, and act with others in the acquisition community.



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## Questions

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**Transcripts and Q&A will be posted to the BMO Interact page**

**<https://interact.gsa.gov/group/FSSIBMO>**



# **Thank You For Your Participation!**

**Contact the BMO Team ([fssi.bmo@gsa.gov](mailto:fssi.bmo@gsa.gov)) with  
any questions you may have**