

JanSan Requisition Channel Draft RFQ #1023758 Q&As			
	Question	Answer	RFQ Reference
1	We are working on this BPA and had a question. Must a contractor submit quote for all items under a category in order to be considered(all or none)?	Yes, a vendor must quote on all items within a category. Yes, there will be two awards per category, one to cover east and one to cover west.	18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category.
2	Also, it appears there will be only 2 award winners per category(east\west)? Is this accurate?	Yes, there will be two awards per category, one to cover east and one to cover west. The RFQ is divided into the seven categories based on underlying Federal Supply Class (FSC). Up to fourteen (14) Blanket Purchase Agreements will be awarded in response to this RFQ in the seven (7) categories with an East and West BPA holder established in each category.	4.0 Request for Quotations
3	Must all items be bid? We have some of the items but not all.	A vendor must quote on all market items within a category.	18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category.
4	Can vendors still bid even if they can supply only 4-5 items ?	A vendor must quote on all market basket items within a category.	18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category.
5	Is the requesting authority behind this RFQ from GSA or from a vendor (i.e. Global Supply)?	Through this channel GSA's civilian and military customer agencies will submit requisitions to GSA which will be fulfilled by GSA Global Supply. GSA Global Supply is a federal program administered by the General Services Administration. While Global Supply does work with commercial suppliers to develop its product line, it is a governmental program and not a commercial vendor.	3.0 Strategic Sourcing Goals and Objectives
6	Is this a FSSI or Global Supply RFQ for a BPA?	These BPA's are part of GSA's strategic sourcing initiative	3.0 Strategic Sourcing Goals and Objectives
7	AbilityOne items are not identified on the Market Basket sheet. Are there mandatory AbilityOne items associated with this procurement?	The Market Basket has been updated to reflect AbilityOne items and posted on GSA Interact as of 08/28/2015.	12.0 Requirements Related to Regulatory Compliance
8	If I am only able to supply a few items, can I still quote?	A vendor must quote on all market items within a category.	18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category.
9	Also, Do I have to fill out form SF1449 and submit with quote?	Attachment 8, Submission of signed SF1449 is required.	18.1 Administrative Compliance Review (Responsiveness - Go/No Go)
10	How would the customer prefer the shipping FOB Origin or Destination. Currently, we have a BPA and we charge the shipping once we invoice. However, if the customer would prefer FOB origin that may determine the price that I quote.	All CONUS Shipments are FOB Destination.	8.2 CONUS Shipments
11	Is it required that we provide a quote for all items under the 8520 SIN or just the products that we currently offer under our MAS contract.	Quoters shall be a GSA MAS Schedule 51V, 73 or 75 contractor with contracts under the requiring SIN identified in this RFQ and shall clearly indicate which category(s) they wish to be considered on for their quote.	3.0 Strategic Sourcing Goals and Objectives, 17.0 Format for Quotation Submission, 18.0 Methodology for Establishing BPAs
12	The combined product number for categories 1 to 7 of the JanSan Requisition Channel Request For Quote excel released to the public so far is 546 counts, of these there are 294 AbilityOne DLA xref products and 14 DLA commercial part numbers. Apart from the IPD, is GSA going to help in publishing Commercial equals to the remaining 238 NSN products line the OS3 Requisition Channel Request ? If not all of the 238 NSN, those that GSA has record of in their previous BPAs	National Stock Numbers (NSNs) and Item Purchase Descriptions (IPDs) will be used to provide the salient characteristics of the items in the Market Baskets and Non-Market Baskets. To be considered, items quoted must meet the salient characteristics identified in the IPDs attached to this solicitation in Attachment 2, Item Purchase Descriptions and Attachment 7, Item Purchase Description Verification. Some of the IPDs do reference a commercial part number or equal.	5.1 Scope of the JanSan Requisition Channel
13	We understand that the draft of the JanSan FSSI Requisition is out and a draft of the MRO market basket is also out. We have looked for these on ebay but since we do not have the appropriate schedules, we cannot access them. Can you tell me if these are going to be schedule based contracts or IDIQ contracts and is there a way for us get access to them?	Quoters shall be a GSA MAS Schedule 51V, 73 or 75 contractor with contracts under the requiring SIN identified in this RFQ and shall clearly indicate which category(s) they wish to be considered on for their quote.	3.0 Strategic Sourcing Goals and Objectives, 17.0 Format for Quotation Submission, 18.0 Methodology for Establishing BPAs

14	Can you tell me if you have to have all three schedules (51V, 73, and 75) or if you only need one to bid specific CLINS (specifically Categories 3 and 5).	Quoters shall be a GSA MAS Schedule 51V, 73 or 75 contractor with contracts under the requiring SIN identified in this RFQ and shall clearly indicate which category(s) they wish to be considered on for their quote.	3.0 Strategic Sourcing Goals and Objectives, 17.0 Format for Quotation Submission, 18.0 Methodology for Establishing BPAs	
15	Also, do must you be a small business in order to bid the set aside CLINs?	Set Asides are for Small Business only	4.2 Set Asides and Reserved Awards	
16	If we are wanting to do FOB Origin, how are we going to estimate the shipping costs when we don't know how many boxes will be shipped at a time or where they will be going. If you could help me to understand or point me to the reference I would appreciate it.	All BPAs awarded as a result of this RFQ will be awarded as FOB Destination pricing. The locations that make up the East and West are defined in Section 4.1. In addition, the RFQ is requesting the lowest unit pricing available. Award will be based on the unit pricing submitted for the Market Basket items in the Category or categories) the vendor wishes to be considered for award.	17.1.3 Volume III – Price (Firm-Fixed Price)	
17	Also, what exactly are you looking for in the 18.1.3 Administration Requirement - Environmentally sustainability requirements.	Item Purchase Descriptions in Attachment 2 indicate sustainability requirements.	12.4 Sustainability	
18	And, is it required that we quote all products under a category? Even if we don't have them apart of our MAS Contract?	A vendor must quote on all market basket items within a category. All items quoted must be awarded on the underlying schedule contract with applicable special item numbers prior to the closing of the request for quotation.	4.0 Request for Quotations and 18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category.	
19	Do you have to bid all items in a market basket like the first FSSI Jan San rfq?	A vendor must quote on all market items within a category.	18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category.	
20	Do you have to be an Ability One supplier/contractor?	Yes, You must be an AbilityOne authorized distributor.	12.1 AbilityOne Program	
21	In regards to RFQ 1023758, we plan on responding to category 6 which is set aside for small businesses. However, we are not currently an Ability One Provider. Will this hinder us from meeting the minimal requirements?	Yes, You must be an AbilityOne authorized distributor.	12.1 AbilityOne Program	
22	Do you have to be an authorized Ability One distributor if you are a manufacturer of the items you have requested?	Yes, You must be an AbilityOne authorized distributor.	12.1 AbilityOne Program	
23	Do you have to bid on every item in the market basket? Currently, we do not have a vacuum that is manufactured in a TSA compliant country.	A vendor must quote on all market items within a category. Consistent with the terms of the 51V, 73 and 75 Schedule, all items quoted under the BPA require compliance with the Trade Agreements Act (TAA) of 1979.	18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category. 12.4.5 Trade Agreements Act	
24	Can I still provide quotes on only the items that we have to offer ? Or do we have to provide all items listed per category to be considered ?	Quoters must provide pricing for 100% of the NSN's for the category market basket geographic location, as well as the Alternate location, in which they are quoting.	18.3.1 Demonstrated ability to provide 100 percent Market Basket items per category.	
25	Also, do we include shipping in pricing or can we do FOB Origin ?	The Contractor shall ensure delivery to locations specified by GSA Global Supply as delineated on the order. FOB Destination is understood as that term is defined in FAR Part 2 and in FAR 47.303-6. All pricing submitted in response to this RFQ should be FOB Destination pricing in order to be considered for award.	7.2 Freight on Board (FOB) Destination	
26	Can you explain the differences between the Non Market Basket and the In Scope Commercial Catalog products? How are you defining both categories?	CLIN MB - NSN Market basket items represent the high-spend items by specified category that will be required by the BPA holder. CLIN NMB - Non-market basket items are those products with lower demand spend that have been sold as an NSN previously. CLIN CC - JanSan Commercial Part Number Catalog is all commercial part numbers awarded under Schedule 51-V, 73 or 75 Catalog, within scope, as defined by Section 5.1.	4.1 Contract Line Items	
27	Are we being asked to provide pricing for both East and West (for example with West being an alternate) thus with shipping cost it may result in different pricing?	Quoters must provide pricing for 100% of the NSN's for the category market basket geographic location, as well as the Alternate location, in which they are quoting. The Contractor shall ensure delivery to locations specified by GSA Global Supply as delineated on the order. FOB Destination is understood as that term is defined in FAR Part 2 and in FAR 47.303-6. All pricing submitted in response to this RFQ should be FOB Destination pricing in order to be considered for award.	18.4 Price Evaluation and 7.2 Freight on Board (FOB) Destination	

28	Several NSNs identified in the market basket have only one match with one current/valid manufacturer. In these cases, there is no ability to provide an "or equal" as these products are packaged in an odd/unique way that is not an industry standard. Only the manufacturer or select distributors of these products will be able to provide competitive pricing on these products as all other government vendors are purposely given an inflated cost so the business goes specifically to pet distributors or the manufacturer who may hold a gsa contract. We would like to request that the following items be removed from the market basket and be replaced with a NSN which has more than one manufacturer match. If these items remain, it is allowing for a monopoly on an item and limits competition from several GSA vendors. The basket items that fall into this category are: Category 1: Cleaning Compounds - 7930-01-0177-5119, 7930-01-418-1439, 7930-01-380-8495, 7930-01-436-7911, 7930-01-494-0067; Category 2: Non Motorized - 7220-00-034-7225, 7290-00-104-4725, 7290-00-260-1147; Category 7: Personal Hygiene - 8520-01-415-2931, 8530-01-490-7372	Your concerns are appreciated. Please note that the market baskets as comprised represent the NSN's with the highest sales within the scope of the JanSan categories. This selection of NSN's provides the best opportunity for the FSSI to meet the most pressing needs of the government and customer requirements as well as provide vendors access to the best-selling NSN's. It should be noted that all of the NSN's you identified are commercially available.		
29	Several items listed in the market basket are solely manufactured by one company and that one company ALSO holds a GSA contract. These items need to be removed from the market basket as they do not allow for competitive pricing. They have the ability to not providing pricing to any GSA vendors or drive the price so high, they could easily price others out of the market. These items should not be considered for a FSSI award as it allows for no competition. Examples include: Category 1: Cleaning Compounds - 7930-01-399-2720, 7930-01-436-7958; Category 2: Non Motorized - 7220-00-254-4240, 7220-00-292-2096, 7220-00-753-2981, 7220-00-965-4699; Category 7: Personal Hygiene - 6840-01-463-5455, 8520-01-381-1914, 8520-01-415-2925 – the IPD lists Maintex as the manufacturer – however on GSA they are listed as the contractor with another company listed as the manufacturer—there are inaccuracies and inconsistencies with this company/product, 8520-01-574-6494	It is recognized that there are some NSN's that have unique characteristics. The IPD descriptions are written in the form of a brand name (part number) "or equal" and are written to address only those salient characteristics that ensure the product meets the minimum requirements of the federal customer allowing them to perform their specific missions, to include addressing environmental attributes that meet federal sustainability mandates.		
30	Is this an AbilityOne item? When researching this NSN, it appears as if it is AbilityOne, however, it is not labeled as such on the Market Basket. Category 4: Trash Bags - 8105-01-183-9764	8105-01-183-9764 is not currently on the Ability One procurement list and therefore Ability One is currently not a mandatory source for this NSN.		
31	When do you anticipate the will the official RFQ be released?	GSA intends to issue a RFQ in Quarter 1 of Fiscal Year (FY) 2016 and make an award in Quarter 2 of FY16		
32	How much time will vendors be given to respond?	Vendors will be given 30 days to respond.		
33	Will you be working with/training Contracting Officers regarding vendors who may need to quickly add products to be in compliance for the RFQ? Not all contracting officers are able to approve modification in a timely manner.	All items quoted must be awarded on the underlying schedule contract with applicable special item numbers prior to the closing of the request for quotation. Vendors must work with the Schedule CO on the modification of the schedule contract. There are many factors that determine whether or not a modification can be expedited and the vendors must discuss with the schedule CO.	4.0 Request for Quotations	
34	Would you consider increasing the minimum order quantity from \$25.00 to at least \$50.00 if not \$100.00? \$25.00 is extremely low especially when this includes delivery costs.	Minimum Order will remain \$25.00. Contractors shall propose a Processing Fee to fill Purchase Orders under \$25.00.	9.1.1 Order Minimum - Orders Less than \$25	
35	Would you consider increasing the delivery time to 5-7 days ARO? 4 days ARO is a very tight turn around time even with the West and East zones.	Please see attachment 6, Transportation Requirements, referenced in RFQ section 7.0, Delivery Requirements	7.0 Delivery Requirements	
36	6.1 Program Management Deliverables: In the table in this section GSA mentions a "Confirmation of ordering process correspondence with AbilityOne (NIB)", then references RFQ section 12. When reading section 12, there is no process built out for communication with AB1 on ordering correspondence - what is this process going to look like and require? In the event that a responder carries the AB1 items within its own inventory, it would seem as though no correspondence would be needed as deliverables would be made from inventory.	Orders will be issued by GSA. GSA will be establishing an automatic ordering process using web-based systems that must be synchronized with the vendor's internal systems.	4.3 Ordering Process	
37	8.2 CONUS Shipments: In this section GSA allows for a 6-day delivery timeframe for CONUS shipments. However, in 7.0 Delivery requirements it states shipment for CONUS and DC should be in 4 days. Please verify which metric will be chosen.	All references to delivery day timeframe expectations will be finalized and released with final RFQ.		

38	9.2.1 Partial Orders – Fill or Kill: Will GSA provide contact information on each order for the communication process for potential backordered items?	If an order cannot be filled within the timeframes required by the BPA, then the Contractor must provide notification to GSA Global Supply that all or part of the intended order cannot be filled within the time specified and provide (when applicable) backorder details regarding the order.		
39	9.2.1 Partial Orders – Fill or Kill: Will a centralized response mailbox be created?	If an order cannot be filled within the timeframes required by the BPA, then the Contractor must provide notification to GSA Global Supply that all or part of the intended order cannot be filled within the time specified and provide (when applicable) backorder details regarding the order. The Contracting Officer name and phone number is listed on each purchase order.		
40	9.2.1 Partial Orders – Fill or Kill: Since GSA is going to move to an EDI processing methodology, most orders will integrate into a Contractors ERP system without recognition of RDD or PRI dating, and therefore automatically process without intervention by a Contractor employee (is this assumption correct?). This would create issues with notification processes to the GSA ordering Contracting Officer about backordered items. The process is automatic, therefore recognition of any special condition within the order would not be processed. How does GSA propose to handle these situations?	As described in Section 18.3.5, vendors must demonstrate the ability to provide fill or kill status for every order, regardless of the RDD or PRI dating (see section 9.2.1). This ability requires the vendor to provide fill or kill status within 24 hours. In addition, the Contracting Officer will work with the awardees to adjust the delivery date or order placement when there is a critical requirement as described in Section 9.1 of the RFQ.		
41	10.5 Business to Government Transactions using EDI: In this section in BOLD is a statement – NOTE: The Contractor shall invoice at the time of delivery. In the MRO Draft RFQ this statement allows for invoicing at the time of shipment. There are a number of factors which preclude a Contractor from delaying billing until delivery occurs in an EDI format – is it possible to change this?	For the BPAs awarded as a result of this RFQ, the vendor shall bill at the time of delivery since the award will be made FOB Destination.		
42	- On page 5 of the RFQ, it states "The RFQ is divided into the following eight categories", only 7 categories are listed. Please clarify.	Should read "seven" and will be corrected on the final version.	4.0 Request For Quotations	
43	- On page 6 there is a table of 5 year estimated sales, please clarify if that is based on the items identified as market basket only or all items in that category.	These estimates represent Market Basket spend only. The chart title will be revised to reflect Market Basket only.	4.0 Request For Quotations	
44	- What is the rationale behind restricting some categories to only small business and not others?	Categories reserved for small business was based on historical data where the number of contracts with small business exceeded 30% and total [cost price] spend exceeded 10%.		
45	- Please clarify the concept of order of precedence on page 25 of the RFQ. How would a contractor distinguish an error in a purchase order and urgent customer requirements?	Section 9.1 in the RFQ addresses Order Preference and says that if there is a conflict between the underlying BPA terms and conditions (i.e. MAS contract awarded FOB Origin but BPA is awarded FOB Destination or MAS delivery time is 10 days ARO but BPA delivery time is required within 7 days ARO), then the terms and conditions of the BPA order take precedence over those of the MAS contract. For urgent requirements, GSA is giving notice to all quoters that GSA may have to distribute orders differently only for urgent orders that can not be filled through the outlined BPA process (i.e. very large quantity for a specific order required in a very short time period that East Coast vendor is unable to fill). As for distinguishing an error in a purchase order from urgent requirements, the vendor can ask questions as described in Section 9.2 of the RFQ regarding purchase orders before accepting the order.	9.1 Purchase Orders: Consolidation, Issuance, and Ordering	
46	What technical requirements are needed to integrate with the VSM network?	Please see http://www.dla.mil/FDTP/IDocuments/VSMUSERGUIDE20143.pdf for more information regarding VSM	8.9 Use of Shipment Routing Module(s)	
47	For each product category, what percentage of spend is for civil agencies versus DoD?	This data is not available at this time.		
48	For each product category, what percentage of spend is for CONUS versus OCONUS?	This data is not available at this time.		
49	For each product category, what percentage of spend is CONUS versus OCONUS for DoD?	This data is not available at this time.		

50	For each product category, what percentage of spend is CONUS versus OCONUS for civil agencies?	This data is not available at this time.		
51	The link does not appear to work for the APO and FPO shipping requirements.	The USPS changed the URL. The link should be: https://www.usps.com/ship/apo-fpo-dpo.htm	7.0 Delivery Requirements	
52	Regarding OCONUS consolidation points, will the order be considered delivered once it reaches a consolidation point?	Yes, once the order reaches the consolidation point and the vendor receives a Proof of Delivery, then the item will be considered delivered.		
53	Please explain what the GSA transportation routing service is, stated in 8.8.1?	This is removed from the RFQ verbiage.		
54	What is a shipment routing module stated in 8.9?	One example of a shipment routing module is Vendor Shipment Module (VSM) described in this section. Other modules may be introduced during the life of the BPA.	8.9 Use of Shipment Routing Module(s)	
55	Historically, for what percentage of orders was an inspection and receiving report requested?	This information is not available.		
56	If a contractor is awarded multiple categories, will the volume for the volume tier discount be calculated per category or total sales by contractor?	The tier discount will be applied to total sales by contractor, regardless of the number of categories awarded.	22.0 Definitions	
57	- There is a difference between the volume tier discount tables in attachment 1 and page 55 in the RFQ Draft. The table in the RFQ shows that a bidder is supposed to input a percentage discount for the first tier, Base to \$6M.	The table on page 55 of the JanSan Draft RFQ is explaining how the quoted BPA price and tiered discount will be used to calculate the weighted market basket price. Attachment 1 - Quote sheet has the same tiers with slightly different language. Base price is Tier 0) <\$6M and is weighted at 70%.	18.4.1 Aggregated Sales Discounts Tab	
58	- In attachment 1, is the estimated annual volume based on national sales? If so, please provide separated east and west estimated annual volumes.	Attachments in Final RFQ will be revised to break out estimated annual volume by east coast/west coast.		
59	- Please elaborate on how the reverse auction will operate, especially in the evaluation of the direct line item competition and Total Extended Market Basket value.	See Section 18.4.3	18.4.3 Reverse Auctioning	
60	Page 53 of the RFQ, states that bidders who have a larger assortment of items in their Non-Market Basket will be rated higher. Please elaborate on the rating structure in evaluating the Market Basket, Non-Market Basket and Alternate CLINs.	The Best Value to the Government will be the quote (per geographic location) with the highest rating after considering the following: - A lower aggregate priced Market Basket shall be more highly rated than a higher priced market basket; - A quote with more Non Market Basket items shall be more highly rated than those quotes with fewer Non Market Basket items; and A quote with more in-scope Commercial Catalog items shall be more highly rated than those quotes with fewer in-scope catalog items. All price factors are significantly more important than non-price factors.	18.0 Methodology for Establishing BPAs	
61	P. 1 – The statement..."While the objective is to have a different set of BPAs in each channel, they are part of the same FSSI initiative, and as such, the Government may use the Purchase Channel solutions to supplement the Requisition Channel solution, to cover gaps, or to serve as the basis of an interim solution." – Does this mean that all FSSI BPA's are interchangeable at any time? Why have two channels when they are interchangeable at the core of their use? Please define what "gaps" are? The use of BPAs in this way serves to restrict trade and limit competition over time because there are no end dates to using Purchase and Requisition BPAs in tandem.	GSA Global Supply - as it receives requisitions for supplies - will utilize Requisition Channel BPAs for all items awarded as a result of this procurement and to the maximum extent for other items. "...the Government may use the Purchase Channel solutions to supplement the Requisition Channel solution, to cover gaps, or to serve as the basis of an interim solution." "Gaps" may include items that are not available from Requisition Channel suppliers but are available through the Purchasing Channel.	1.0 Introductions	
62	Does this statement conflict with the statement on P. 6 where it says... "It is important to note that this requisition channel is different than the previously award JanSan purchase channel. This channel is intended to be an internal GSA solution for customers of GSA Global Supply." What is the real intent here for the Requisition Channel solution?	This is not a conflict. The Purchasing Channel is for use by any federal government agency (including GSA). The Requisition Channel is for use by GSA Global Supply to fulfill requisition orders.	4.0 Request for Quotations	

63	P. 4 – The statement... “The overall goal of this Requisition Channel acquisition is to provide the Government with fast and efficient way for Federal agencies to requisition for JanSan supplies and commodities at discounted prices with prompt, cost-effective delivery and effective customer service.” – Will FSSI consider another approach to delivering products other than AbilityOne which has normally resulted in longer lead times and higher costs? From experience “...prompt, cost-effective delivery and effective customer service.” Requires local distribution to achieve 1-2 deliveries that support reducing inventory levels and saving warehouse space at federal facilities? Point would be that the Requisition solution RFQ is only product focused.	AbilityOne is a mandatory source IAW FAR 8.002	FAR 8.002	
64	P. 5 – Please clarify how GSA Global Supply will fulfill requisitions by federal customers? Will GSA Global Supply be buying off both Purchase and Requisition BPAs? Will SHIP TOs be to GSA Global Supply or will FSSI BPA award winners be required to drop ship to endusers?	Agencies who purchase supplies via a National Stock Number (NSN) or Federal Stock Class (FSC) submit requisitions to GSA. GSA Global Supply places the order with a supplier and the supplier ships to the end user (not GSA Global Supply). GSA Global Supply may utilize both the Requisition Channel and the Purchasing Channel BPAs to fulfill their mission.		
65	P. 5 – The statement “BPAs do not obligate funds...” means both Purchase and Requisition BPAs will not be mandatory BPAs? Further, the statement points out “... from the selected BPA holders?” Who are or will be the “selected BPA holders?”	This statement does not address mandatory use of the BPAs. Individual agencies have the discretion to make Purchasing Channel BPAs mandatory for their buying activities. GSA Global Supply is committed to using the Requisition Channel and Purchasing Channel BPAs. BPAs are an agreement versus a contract. Contracts obligate funds, agreements do not. “Selected BPA holders” will be the awarded BPA holders.	4.0 Request for Quotations	
66	P. 5 – The statement “... following seven (7) categories with an East and West BPA holder in each category. Since all submissions must come from a GSA Schedule Holder who pricing can be accessed nationwide from their schedule, and since it appears that the BPAs are interchangeable and supplementary to one another; and since the lines of East and West cannot geographically be set in stone by state when orders can come from the East for the West, can this requirement be drop or bettered defined? Is the intent here is to make sure the awardee can satisfactorily cover East or West for coverage purposes where being able to supply East and West adequately would be a plus considering the potential supplementary requirements for the BPA?”	East and West is geographically defined in Section 4.1 Contract Line Items. This section also explains the primary/alternate coverage for each category.	Section 4.1 Contract Line Items	
67	P. 5 – The statement “The BPA will establish unique terms and conditions for performance that augment the schedule terms and conditions.” Please explain what is unique in the terms and conditions or what will make them unique? Please explain how the BPA will augment the schedule terms and conditions?	Many of the unique requirements are covered in 18.3 Technical Compliance, for example additional marking, packing and labeling requirements may apply to Requisition Channel orders. Quoters must be able to meet electronic communication capability (EDI). Also, see 18.3.3 Demonstrate the current ability to support a requisition environment.	18.3 Technical Compliance	
68	P. 5 – Is correct to say that GSA Global Supply is going to be a reseller of products, like AbilityOne products, using the pricing submitted to the authorized AbilityOne distributor who has pricing listed on GSA Advantage? For example, an AbilityOne product which we are given costs from AbilityOne which they will ship for us... we will mark up their price – our costs and bid to FSSI who will in turn take our price and mark it up for the federal customer to be listed again on GSA Advantage and AbilityOne will drop ship or will this BPA require the awardee to take possession and ship to the federal customer at an additional costs? While this FSSI RFQ has so much AbilityOne... the intent here of this RFQ is aimed forcing a vendor to take inventory to improve shipping times at an additional cost. If this is correct, there is a better way to do this.	GSA Global Supply is a reseller of many products, including AbilityOne. GSA is not requiring BPA holders to maintain inventory.		
69	P. 8 – The statement “The GSA Global Supply program will sell all products awarded under each CLIN to customers placing requisitions through GSA Advantage.” – Will CLIN CC reflect only products on the vendor’s GSA Schedule or does this mean that GSA Global Supply can sell any commercial product the Vendor has which would give full authority to post “open market” items on the FSSI BPA without having them added to the GSA Schedule? Does this provision also allow for products sold by non-TAA compliant countries like China?	Since these BPAs are being placed against MAS contracts all items must be on the MAS contract before it can be sold under the BPA. MAS contracts require TAA compliance.	5.0 Statement of Work and 12.4.4 Additional Regulations	

70	P. 12 – The statement “All items quoted by the Contractor shall be available on the Contractor’s MAS 51 V, 73, and (or????) 75 Contract prior to closing date and time of RFQ.” First this does not imply a vendor must have all 3 schedules and post to each? Does this imply that CLIN CC submissions must be on GSA Schedule?	Final RFQ will be changed to read "or". Quoters are not required to have a contract under all three of these schedules. All items quoted on the BPA must be on schedule prior to the closing date of the RFQ.	5.0 Statement of Work	
71	The statement “ The market basket will be awarded in the aggregate.” – Please clarify? Awarded base on what specific aggregate findings? This is important because you have MBW and MBE which can have an aggregate finding in each or there might be a consideration of including CLIN NMB, CLIN CC and CLIN A in the aggregate since P. 9 declares that “Only Market Basket BPA awardees will be eligible for award of the CLIN (being vague about CLIN NMB, CC or A). The core of the RFQ is CLIN MB and the determining factor for decision is what in the aggregate? Is it lower cost or ability to show capacity in CLIN NMB or just ability and capacity in East or West? Please clarify.	The statement "The market basket will be awarded in the aggregate" means the market basket will not be awarded on an item by item basis. Individual line items will be evaluated; however award will be based on the Total Extended Market Basket price as described in this section.	18.4 Price Evaluation	
72	P. 9 Referencing “JanSan commercial part catalog” – Is this a reference to the GSA Schedule or can it be the GSA Schedule if the vendor does no commercial sales? In that same area... a commercial category is inferred, what is the basis for this commercial category discount? Will this discount carry over into any other areas? Further, how is the CLIN CC achieved in the RFQ if the statement “Only those vendors awarded (There must be an award 1st?) a particular CLIN MB for the category and geographical location... (East or West) is in play? Are there phases to this RFQ... you meet the CLIN MB award and then you get to participate in East or West and the CLIN CC which is open ended and offer no specifics for comparison or establishing an aggregate benefit to FSSI. Or... in looking at P. 31 (12.1) , all CLIN CC products would be deemed as non-AbilityOne products – is this the case?	The vendor will submit with their Quote all commercial part numbers awarded under Schedule 51-V, 73 or 75 Catalog, within scope, as defined by Section 5.1. The commercial catalog portion of the vendor’s Quote shall be termed, “JanSan Commercial Part Number catalog”. Vendors will be required to submit a proposed category discount for the JanSan commercial part number catalog. The category discount may be further delineated by product line. Discounts in this CLIN do not apply to other CLINs. Only those vendors awarded a particular CLIN MB for the category and geographical location of which they were quoting, will be eligible to receive the respective CLIN CC for the same category and geographical location. Other AbilityOne items can be made part of the MAS contract and included on the BPA.	4.1 Contract Line Items	
73	P. 3 – Referencing: “... while fulfilling socioeconomic and environmental responsibilities.” How does this GSA RFQ meet this objective without including SDVOSB’s when the #1 Customer is DOD and #2 Customer is the Department of Veteran Affairs? P.10 FAR 8 allows for the priority of Public Laws in a procurement. It reads: 8.002 Priorities for Use of Mandatory Sources. (a) Except as required by 8.003, or as otherwise provided by law, agencies shall satisfy requirements for supplies and services from or through the mandatory Government sources and publications listed below in descending order of priority: The five words “as otherwise provided by law” provide for the consideration of an SDVOSB, particularly when the SDVOSB has past performance. There is Public Law 109-461 38 U.S.C. 8127 - Veterans First Contracting Program which should be considered here. In this Public Law, priorities can be given to SDVOSB’s... why can’t this RFQ have an SDVOSB Set-A-Side? Can [Company Name removed] request an SDVOSB Set-A-Side IAW FAR 8.003 which allow for this to happen?	FAR 8.003 Use of other mandatory sources is for a)public utility services; b) Printing and related supplies, c) Leaded motor vehicles, d) strategic and critical materials (e.g., metals and ores)... e) helium. This section does not apply to JanSan materials. FAR 8.004 Use of other sources indicates that if an agency is unable to satisfy requirements for supplies and services from the mandatory sources listed in 8.002 and 8.003, agencies are encouraged to consider satisfying requirements from or through the non-mandatory sources listed in paragraph (a) of this section. The JanSan Requisition Channel is using (a)(1) Supplies. Federal Supply Schedules.	FAR 8.004	
74	Veterans First Contracting Program (Public Law (PL) 109-461The Veterans Benefits, Health Care, and Information Technology Act of 2006 (Veterans First Contracting Program) requires VA to award contracts to SDVOSB and Veteran-Owned Small Business (VOSB) firms when there is a reasonable expectation of adequate competition and a fair price. The final rule, effective January 7, 2010, allows VA COs to restrict competition to SDVOSB and VOSB firms and award sole source contracts to both business types under certain conditions. With the VA being the 2nd largest spend in the federal government, this provision should be included and as a Veteran we are requesting this add. Surely this RFQ should not restrict a current SDVOSB from doing business due to its narrow product offering of products that favor AbilityOne in CLIN MB.)	GSA Global Supply will be placing orders against these BPAs, not the VA. FAR 8.002 Priorities for use of mandatory Government Sources establishes mandatory use of supplies which are on the Procurement List.	FAR 8.002	
75	There is another Public Law: On December 16, 2003, the Veterans Benefits Act of 2003 (Public Law 108-183) was passed by Congress. Section 308 of the Act (Public Law 108-183) established a procurement program for Service-Disabled Veteran-Owned Small Business Concerns (SDVOSBC). This procurement program provides that federal contracting officers may restrict competition to SDVOSBCs and award a sole source or set-aside contract where certain criteria are met. Shouldn’t this RFQ embrace the spirit of this law?	The JanSan Requisition Channel is following FAR 8.4; therefore in accordance with 19.1404 this subpart does not apply. Five of seven categories are reserved for small business.	FAR 8.4	

76	There is also CFR : Federal Acquisition Regulation 19.1406 19.1405 Service-disabled veteran owned small business set-aside procedures. (a) The contracting officer— (1) May set-aside acquisitions exceeding the micro-purchase threshold for competition restricted to service-disabled veteran-owned small business concerns when the requirements of paragraph (b) of this section can be satisfied (see 19.203); and (2) Shall consider service-disabled veteran-owned small business set asides before considering service-disabled veteran-owned small business sole source awards (see 19.1406) or small business set-asides (see subpart 19.5). (b) To set aside an acquisition for competition restricted to service-disabled veteran-owned small [verbatim language from FAR left out] Shouldn't there be consideration to SDVOSBs for Set-A-Sides where previous purchasing would cause this for consideration?	The JanSan Requisition Channel is following FAR 8.4; therefore in accordance with 19.1404 this subpart does not apply. Five of seven categories are reserved for small business.	FAR 8.4	
77	P. 11 The RFQ brings about a criteria for participation that is misplaced for this procurement being that via eBuy the criteria for submitting is current GSA Schedule Holders and not SBA 8a participants seeking to perform a subcontracting role in a construction contract. The reference 13 CFR 121.406 (b) is applicable to 8a firms under: 13 CFR 121.406 - HOW DOES A SMALL BUSINESS CONCERN QUALIFY TO PROVIDE MANUFACTURED PRODUCTS UNDER SMALL BUSINESS SET-ASIDE OR 8(A) CONTRACTS? THIS RFQ IS NOT AN 8(A) CONTRACT, therefore we request the limitation of (b) Non-manufactures be removed with the requirement for the wavier? The fact that vendors have met the requirement of being a GSA Schedule Holder in order to participate in eBuy should be the specific qualifying criteria for the RFQ.	The reference to 13 CFR 121.406 is correct as it applies to Small Business Set Asides. A Non-Manufacturer Rule Waiver has been granted for the set aside categories of this procurement. GSA received approval on September 2, 2015, for an Individual Waiver to the Non-Manufacturer Rule (13 CFR. Section 121). This waiver permits small business concerns to quote products from both large and small manufacturers, thus increasing small business opportunity as prime contractor awardees.	4.2.Set Asides and Reserved Awards	
78	Further... who are the Prime Contractors? Are we saying that Global Supply is the Prime Contractor? If so, contract agreements need to be put in play. Please clarify.	On page 11 of the JanSan Requisition Channel Draft RFQ, in the paragraph above Section 4.3, "prime contractor" is referring to the BPA holder.	4.2.Set Asides and Reserved Awards	
79	P. 11 - The statement: "GSA will be establishing an automatic ordering process using web-based systems that must be synchronized with the vendor's internal systems." How can a vendor commit to this without specifics? What are the specifics? Is this going to be an "automatic" or "automated" order processing system? Please clarify. What does "over time" mean? The life of the BPA?	Section 4.3 Ordering Process. The next paragraph goes on to explain the Electronic Data Interchange (EDI) format. EDI is further explained in Section 10.0 Electronic Data Interchange (EDI) Requirements. These requirements may change during the life of the BPA.	4.3 Order Process and Section 10.0 Electronic Data Interchange (EDI) Requirements	
80	P. 15 – How can a vendor introduce a requisition solution that can reduce NLT to 1-2 days?	No reference was found on Page 15 to address this question.		
81	P. 16 - 6.1.2. Replacing Terminated BPA's – Could secondary suppliers be established in the selection process. The vendor will still be on GSA Schedule and could quickly offer BPA pricing equal to what was submitted but the vendor would also be given the right to entertain order... this making a dual ward which would be more useful to GSA.	The BPA holder for the CLIN A will be the first alternate supplier on a temporary basis (Section 4.1 Contract Line Items). If a primary is terminated then GSA will follow the procedure in Section 6.1.2 Replacing Terminated BPAs.	4.1 Contract Line Items and Section 6.1.2 Replacing Terminated BPAs	
82	P. 19 (7.2), P. 22 (8.2) and P. 23 (8.8.1) all deal with SHIPPING FOB "Origin" and FOB "Destination" – Each GSA Holder has terms with their GSA Schedule... what takes precedent when it comes to shipping off the FSSI BPA? Origin and Destination require different price structure. Attachment 6 – P. 7 out of 10 points to the need for a different price structure depending upon the specifics about the product.	All Schedules allow for either FOB Origin or FOB Destination pricing. The JanSan Requisition Channel RFQ requires FOB Destination pricing.		
83	A breakout of truck load shipments would be helpful to establish pricing vs just quoting the ea. unit of shipment.	Price evaluation will be at the unit level based on estimated demand. After award, GSA will work with awardees to obtain quantity pricing.		
84	Again, since this RFQ requires GSA Scheduled Holders to submit their proposals... each will have a Order-Minimum with their schedule... is the RFQ requiring an adjustment to the GSA Schedule? If so, what provisions are given? For fairness, it would be appropriate to establish one threshold for this requirement... \$25 per order or is the RFQ requiring the Order Minimum be below \$25? And if so, can this be tied to specific products?	The minimum order value on the BPA will be \$25 or the Schedule minimum order, whichever is less. For example, if a vendor's existing 51V, 73 and 75 contract allows a \$0 minimum order, then the BPA awarded will also have a \$0 minimum order. If, however, the vendor's existing 51V contract allows a \$50 minimum, then the BPA would carry the standard \$25 minimum order. The Order Minimum will be applicable to all products on the BPA.	Section 9.1.1 Order Minimum - Orders Less than \$25	
85	P.14 Can Category Five: Paper Products and related dispensers be expanded to include non-AbilityOne products where the government has a history of buying... where better value add can be achieved? Can SDVOSB Set-A-Sides be established?	GSA has conducted market research to determine the National Stock Numbers (NSNs) that will be included in the Market Basket. Additional items may awarded as part of the Non-Market Basket or Catalog Items. This category will be unrestricted. SDVOSBs are not excluded from competing for this category.		

86	P. 47 – The Methodology for establishing BPAs is weighted highly toward big business based up the evaluation criteria on P. 47 and 48 where the language “more highly rated” favors more Non – Basket and Commercial Catalog items or big business that can provide more of these items. Why are the highest rating establish after considering other items unrelated to the market basket product?	Five of the seven categories are reserved for small business. First consideration in the Best Value paragraph is “A lower aggregate priced Market Basket shall be more highly rated than a higher priced market basket.” A broad depth and breadth of non-market basket and catalog items are necessary to support the GSA Global Supply mission.	Section 4.2 Set Asides and Reserved Awards and Section 18.0 Methodology for Establishing BPAs.	
87	Can more time be given to add more product to a GSA Schedule, particularly when you are seeking to meet the requirement in 18.3.1 on P. 50 under Technical Compliance.	GSA anticipates releasing the RFQ in Quarter 1 of Fiscal Year (FY) 2016. GSA also anticipates having the RFQ open for a minimum of 30 days. Item Purchase Descriptions for the Market Basket have been posted on GSA Interact. “All items quoted by the Contractor shall be available on the Contractor’s MAS 51 V. 73 and 75 contract prior to the closing date and time of this RFQ.”	Section 5.0 Statement of Work	
88	P. 55 What specific GSA Reverse Auction Tool will be used in establishing this BPA? How will privacy of company information – pricing be maintained?	GSA will use our own Reverse Auction tool. Line item prices used in the reverse auction process will be anonymous.	Section 18.4.3 Reverse Auctioning	
89	P. 46-48 – 18.0 Methodology of Establishing BPA... looking at the “Evaluation” criteria, we do not see “reverse auction” in this criteria... it shows up on page 55. At what point in the process is reverse auctioning taking place? What is the criteria for this and who will go through the process and when?	Reverse Auction will take place during Price Evaluation. quotes receiving a GO in Administrative Compliance, Past Performance, and technical Compliance will be evaluated on price. See Section 18.4	Section 18.4 Price Evaluation	
90	Could you define what is meant by the term “value proposition” as referenced in the RFQ?	The term “value proposition” is not used in the JanSan Requisition Channel Draft RFQ. BPAs will be selected on the basis of the best value to the government, using the definition of best value found in FAR Part 2.101.	Section 18.0 Methodology for Establishing BPAs.	
91	Can we suggest additional products to be included in the RFQ?	No, GSA has conducted market research to determine the National Stock Numbers (NSNs) that will be in the RFQ. Additional items may awarded as part of the Non-Market Basket or Catalog Items.		
92	The RFQ seems to suggest a separate “East” and “West” supply award. If a respondent has the ability to cover the entire country will that be considered as a nationwide supply option?	No, GSA is looking for a single BPA holder for East Coast and another for the West Coast. See Section 4.1 Contract Line Items for information on the primary and alternate.	Section 4.1 Contract Line Items and Section 14.0 Active and Dormant Status	
93	Will there be possible multiple supply awards?	No, GSA is looking for a single BPA holder for East Coast and another for the West Coast. See Section 4.1 Contract Line Items for information on the primary and alternate.	Section 4.1 Contract Line Items and Section 14.0 Active and Dormant Status	
94	Is there a specific timetable to complete this entire process?	GSA intends to issue a RFQ in Quarter 1 of Fiscal Year (FY) 2016 and make an award in Quarter 2 of FY16		
95	Will there be a process for challenging the Essentially the Same designation if we believe there are significant differences in fit, form and function?	The Essentially the Same (ETS) process shall follow the process established by your MAS contract.	Section 12.3 Addition of “Essentially the Same” Products	
96	Clarification needed: how GSA Global Supply will fulfill requisitions by federal customers? Will GSA Global Supply be buying off both Purchase and Requisition BPAs? Will SHIP TOs be to GSA Global Supply or will FSSI BPA award winners be required to drop ship to end users?	GSA Global Supply is a federal program administered by the General Services Administration. While Global Supply does work with commercial suppliers to develop its product line, it is a governmental program. GSA Global Supply - as it receives requisitions for supplies - will utilize Requisition Channel BPAs for Market Basket items and to the maximum extent for other items. “...the Government may use the Purchase Channel solutions to supplement the Requisition Channel solution, to cover gaps, or to serve as the basis of an interim solution.” GSA Global Supply may utilize both the Requisition Channel and the Purchasing Channel BPAs to fulfill their mission. GSA Global Supply places the order with a supplier and the supplier ships to the end user (not GSA Global Supply).	Section 1.0 Introductions	

97	With BPA's in the Government Sector typically awarded for specific Government entities (ex: USPS or VA) and by channel (ex: Jansan or HVAC), how does this RFQ coincide or compete with those existing contracts/awards?	These BPAs will be used exclusively by GSA Global Supply to fulfill requisition orders from other agencies. "Through this channel GSA's civilian and military customer agencies will submit requisitions to GSA which will be fulfilled by GSA Global Supply."	Section 4.0 Request for Quotations	
98	Distribution Channel – are GSA schedule holders mandated to carry and sole source Ability One products for purposes of and award of this requisition? If so, please define criteria and how it impacts current GSA schedules and BPA awards?	The Contractor shall be an AbilityOne distributor for procurement list items within the market basket prior to submission of its quotation. Information on the AbilityOne Program can be found at www.abilityone.gov . Contractors must provide an authorization letter (see Evaluation section 17.2.1.4, Ability One Authorization Letter). MAS contracts already allow this process. Current BPAs are managed by individual Contracting Officers and will be evaluated by those individuals.	Section 12.2 Authorized Distributor	
99	Supplier Channel (Manufacturers of product) - are GSA schedule holders mandated to sell their manufactured product to Ability One, with Ability One rebranding their product for purposes of and award of this requisition? If so, please define criteria and how it impacts current GSA schedules and BPA awards?	The Contractor shall be an AbilityOne distributor for procurement list items within the market basket prior to submission of its quotation. Information on the AbilityOne Program can be found at www.abilityone.gov . Contractors must provide an authorization letter (see Evaluation section 17.2.1.4, Ability One Authorization Letter). MAS contracts already allow this process. Current BPAs are managed by individual Contracting Officers and will be evaluated by those individuals.	Section 12.2 Authorized Distributor	
100	Products and their specifications range with distinctive differentiation. Therefore, essentially the same categorization and criteria will need to be defined	The Essentially the Same (ETS) process shall follow the process established by your MAS contract.	Section 12.3 Addition of "Essentially the Same" Products	
101	P. 5 – The statement "... following seven (7) categories with an East and West BPA holder in each category – Please define? Is the intent to award suppliers and distributors that can service GSA/Global Supply nationally with one consistent platform? If a distribution RFQ participant doesn't have national/global capability, doesn't that disqualify them from participation of this requisition by definition?	See Section 4.1 Contract Line Items for further information regarding the East and West Coast BPAs. Multiple Award Schedule contracts already require nationwide distribution.	Section 4.1 Contract Line Items	