

Question from Furniture Industry Engagement Virtual Event	Answer
Which agencies are participating in this initiative?	The top spending agencies for furniture are members of the Commodity Team.
What does the term "gold plating" mean?	"Gold plating" is a term that refers to options that are based on "want" rather than "need", which add unnecessary costs to customer agency requirements.
Is Green guard considered gold plating? That's really expensive to achieve and is perceived as a barrier to really small manufacturers.	No. While there are costs associated with green initiatives, there are also significant benefits to including them in a requirements package and the commodity team would not consider them to be gold plating.
How do you plan to make awards - will they be to small businesses as in other categories or will they be awarded to mfgs? How many awards are you looking at?	The acquisition solution has not yet been determined. The virtual industry conference was a means to initiate the acquisition strategy. The acquisition strategy will be further developed after one-on-one sessions have been conducted with Industry Partners.
Full Height Demountable Movable Walls included in initial scope?	These commodities were not planned for the initial phase but we will take this into consideration.
How about ergonomic tools included in initial scope?	These commodities were not planned for the initial phase but we will take this into consideration.
Nontraditional storage solutions such as high density, multi storage cabinets, mobile storage units should be included in Phase One	These commodities were not planned for the initial phase but we will take this into consideration.
What about vertical files? Included in scope 1?	We will take this into consideration and discuss with the commodity team, thank you for your comment.
Other Products for Initial phase: Ergonomic tools such as monitor arms, Keyboard trays; demountable walls; LED Task Lighting	These commodities were not planned for the initial phase but we will take this into consideration.
Are you looking to mirror the NSN or SOP programs GSA already has in place?	No. We are considering all options but based on the fact that we are in the early planning stages of the acquisition, we cannot say that we are looking to mirror any other programs at this time.
Are lounge / collaborative style furniture included in Office Seating?	No
What about modular computer furniture or Systems/IT Furniture?	These commodities will be considered in future phases of the FSSI.
Will this FSSI be limited for bidding by only the Schedule 71 vendors or , as in the FSSI OS3, will you allow open competition to include all SAM certified vendors?	The acquisition solution has not yet been determined but we are currently exploring both open market and MAS acquisition solutions.
Can you define small business? Will large manufacturers through package office dealers be considered a small business source?	Small businesses would be as defined by the SBA. If referring to a set-aside, a small business dealer would not be eligible for a small business set-aside without a waiver to the non-manufacturer rule. The acquisition solution could dictate which scenario would come into play, but the acquisition solution has not yet been determined.
Nontraditional storage solutions such as high density, multi storage cabinets, mobile storage units should be included in Phase One	These commodities were not planned for the initial phase but we will take this into consideration.
Will new workplace trends be considered when setting standards? How often will these standards be evaluated/re-evaluated?	Yes and the commodity team understands the need to allow these advancements. We are interested in Industry feedback to determine the appropriate frequency for re-evaluating standards.
As you are determining the standards, if you are moving more to the A grade standard you must realize that the govt buys a fair amount of B grade product is the cost savings might not be realized.	The Commodity Team will take this into consideration, thank you for your comment.
If Tables are defined as 711-11, Systems Tables 711-12 are also important to the collaborative office environment	The Commodity Team will take this into consideration, thank you for your comment.
What is the defined timeline?	Please reference the RFI posted to Interact for the projected timeline.
Most often seating is purchased as part of an office solution. Why is GSA considering this a standalone product?	The commodity team determined that seating was not a complex product and could easily be standardized.

Will the government consider reconfiguration and relocation costs as part of the cost drivers?	The commodity team is consider all life cycle cost and total cost of ownership
How will you determine whether you are spending less for the same purchase or just buying less? Does GSA retain the metrics to say that they are buying X number of chairs and X number of Desks right now?	Market research has been conducted to track current purchase prices and total spend. Through FSSI, reporting functions will be introduced to determine purchase prices and total spend under the FSSI solution.
As an example of remanufacturing; we only remanufacture "A" grade products, however, are up against "B" and sometimes "C" grade new product.	The commodity team will be considering workstations in future phases
Could you address how you plan to support the current SBA programs already in place	The Commodity Team has performed market research to determine the current spend to small businesses and its goal is to maintain and/or increase that spend.
How does this initiative address factors other than cost (i.e., quality, warranty, past performance etc)?	That will be determined as the acquisition solution is developed through communication with ordering agencies and Industry. We are currently seeking input through white papers and will be conducting one-on-one sessions to gather Industry input.
Needs assessment and layout services?	The commodity team is currently considering which services to include in the solution.
Will FSSI begin to eliminate "non-performing" current Schedule Holders?	This does not fall under the realm of FSSI.
What is the view point on non American made products in this category?	Product will be required to be TAA compliant.
Are you going to enforce your own rules of sales less than 25k?	We are in the early stages of development and are not ready to discuss the terms and conditions of an acquisition solution
How will this imitative fall under the current FAR and associated AF BPA's currently in place?	This will depend largely on the acquisition strategy/solution, which has not yet been developed. The Commodity Team is not in a position to speak on behalf of the Air Force.
Suggest you further define costs. For example: initial cost, cost of ownership, and ultimately cost of disposal.	The Commodity Team will take this into consideration.
How will Federal prison industry requirements play in this process?	The Commodity Team has had discussions with FPI and plans to include them in the FSSI solution. However, the acquisition solution has not developed and therefore FPI's role has not yet been determined.
Is the goal to create a new schedule just for FSSI and is this going to be rolled into the current schedules and those manufacturers are to comply to?	The Commodity Team has not yet determined the acquisition solution and plans to have further communication with Industry before developing a formal acquisition strategy.
Does GSA recognize how much teaming drives up costs and risks for contractors?	Yes, the Commodity Team is aware of these costs/risks.
Have you looked at the seating SINs and how they match the marketplace today? In addition, are there any plans to create a SIN for open market/collaborative furniture we are seeing used in the market?	The commodity team has conducted research on seating requirements utilized in government purchases. It is too early in the process to determine the acquisition solution. However we will be researching several alternatives.
As you proceed in formulating this FSSI, will you be performing a Cost-Benefit Analysis for this specific FSSI? I ask this question because a Cost-Benefit Analysis is a Best Practice in the Private and Public Sector and should be addressed as this FSSI moves forward. I suggest that as GSA formulates this FSSI, this analysis is vital in the vetting process for this procurement policy.	The commodity team will be conducting several analyses to determine the best strategy to implement.
So FSSI is separate and distinct from the MAS Program? Isn't this potentially contract duplication?	A formal strategy has not yet been developed. The commodity team will research several alternatives.
Will there be any consideration with respect to matching existing products?	Yes. The Commodity Team realizes the need to match existing finishes and will seek ways to ensure the solution is capable of doing so.
With the existing BPA programs - Air Force and Navy as examples - the admin requirements are significant. What level of Admin Reporting do you envision being required with this initiative? These are clearly cost drivers for those companies.	Contract Administration is a part of all acquisitions and reporting will certainly be crucial to tracking success under the FSSI. However, we will also seek to eliminate any unnecessary administrative costs for Industry and the

	government.
Where does Systems/IT Furniture and Modular Computer Racking fall in this product scope? Typically, this type of "industrial" type of furniture is lost in the shuffle in comparison to higher end product.	These commodities will be considered in future phases of the FSSI.
When will the FSSI be looking at Dormitory and Residential furniture or is this incorporated in this phase?	These commodities will be considered in future phases of the FSSI. We currently do not have a firm date for implementation of this phase but we will update Industry when a timeframe is established.
Shouldn't the annual spend released on the RFI reflect the demand for standalone products and not products included in a broader solutions?	The RFI reflects a total annual spend for furniture. The spend for products in the scopes will be released as the scopes are determined.
If standards are created and made mandatory, who is going to update them every year? This will be an ongoing, large cost to GSA if done well. If not done well, old standards could greatly hinder government workplace performance.	GSA is the lead agency and will be responsible for managing the strategic sourcing solution.
How does a defined set of typical address a specific agency's mission, the need for continual innovation to reduce cost and improve efficacy on both the Agency side as well as industry?	Standard Configurations will be developed and periodically reviewed for consideration of new innovation and technology. The Commodity Team understands that the Industry changes and we must consider these changes for incorporation in the established standards.
My understanding of how FSSI would relate to total project business is that GSA Packaged Furniture providers would be able to aggregate various FSSI products into a GSA package furniture order under 71-1 or 71-200. Is that correct?	This is one of several potential solutions, but a formal strategy will not be developed until the Commodity Team has had further discussion with Industry.
Of the 1.3 billion dollars of the estimated spend, historically what percentage has been acquired through GSA Advantage?	The estimate for all furniture is still to be determined. The total for Office Furniture spend that went through GSA Advantage is \$93 million
Not sure if this has been asked or if this is too early, but will you be managing the FSSI by commodity and compete, like the Air Force, at the task order by commodity?	A formal strategy will not be developed until the Commodity Team has had further discussion with Industry.
Has an SB impact cost analysis been considered as a part the cost of the1 initiative	A small business impact analysis will be conducted.
Has GSA revisited the idea of scrubbing the schedules to remove non-performers? That seems far more reasonable, achievable and less draconian. Plus, you will never get a consensus on standard configurations.	Yes, this is a constant and ongoing process handled by GSA contracting officers but it is not seen as strategic sourcing.
Has GSA studied the cost of placing separate orders by product category? I.e. fabric/finish selection, delivery coordination, service and life cycle costs?	The commodity team is reviewing all cost drivers inclusive of life cycle cost
Will WOSB's and other SBA designations be required?	A formal strategy will not be developed until the Commodity Team has had further discussion with Industry. We will certainly seek opportunities for small businesses with socio economic consideration.
Standards appear to be very difficult for a single Fed Agency to implement. Has your customer research indicated a likely interest and consensus in the direction of the standards you are considering?	It is the goal of the commodity to get consensus on the furniture standards.
Has GSA considered the variation of location to where these products will be delivered/installed? There are very few buildings/facilities in the GSA portfolio that are the same or even similar. It is typically the space itself and the customer's unique requirements that drive the specs, even for as something as simple as a chair.....is GSA considering these factors while debating standards?	Yes, standard configurations are being established but this does not mean that sizes cannot vary to accommodate a particular space plan. There are inherent challenges to this process but we think it is achievable and have considered the factors you have mentioned.
Has GSA included a SB impact analysis as a component for determining total acquisition cost and will that component be transparent in to industry?	The government will conduct analysis on the impact of small business.
What about 8(a) furniture companies - we see zero set asides for this for our particular furniture market. Would this be better incorporated in FSSI?	A formal strategy will not be developed until the Commodity Team has had further discussion with Industry. We will seek opportunities to set-aside

	opportunities for small businesses but it is also possible that this will continue to be handled at the order level.
To clarify my question - what kind of interest and consensus about standards are you seeing among the agencies that are participating within the FSSI Furn Committee?	Commodity Team participants have shown interest and are actively cooperating to reach consensus on standards. There is no doubt that this process is challenging considering the various agency interests but the Commodity Team members agree that there is good reason to see this through.
What will the role of the Designer be in utilization of Standard Configurations?	There are several designers across the Commodity Team working to develop these standards.
If GSA lacks the transactional history in terms of qty of this type of chair or this exact type of desk wouldn't that be the best place to start this process rather than jumping into a procurement strategy that we don't have the exact data to reference?	The team has not yet determined the acquisition solution but will be researching several alternatives. Information from Industry regarding type of products and quantities will be helpful as we develop the solution.
What drove the decision to NOT include "executive level" product?	The commodity team will be considering executive office furniture in the future phases.
Are you considering the entire relocation and installation of furniture such as lateral files that can be relocated full instead of empty?	The commodity team is considering all services associated with furniture.
Three separate categories, but then would each be competed separately at the task order?	This will depend largely on the acquisition strategy/solution, which has not yet been developed.
Can you elaborate on restrictive requirements?	Requirements that are specific to a particular manufacturer or that otherwise "restrict" competition.
Combined categories assume combined tasks. They should be separate based upon the multiple tasks for each category.	We will take this into consideration.
When you advance to a phase beyond looking at Cost Drivers. And reach more directly into the possibility of Standard Configurations a fairly in-depth survey of not only the participating agency procurement people. Respectfully and in particular the "specifying" community with each of those agencies be directly included. - VA Designers, US Courts Designers, PBS Designers, Navy/AF/USACE Designers all need input to this initiative.	The commodity team consists of several federal agencies, all of which will participate in the development of standard configurations.
Has anyone taken a step back and done a sound evaluation that FSSI would really work for office furniture? It is not a commodity like office supplies.	That is the process that we are currently exploring. The initial sense is that it can work for furniture, but an official FSSI has not been approved for this commodity.
How does packaged office work in this environment?	FSSI is not restricted to a MAS solution and therefore until an acquisition solution is developed we cannot answer this question.
In small to medium furniture buy the government buyer usually has little to no experience in buying furniture. For the vendor this adds time	An FSSI solution should assist these buyers (and vendors) by providing them with standard configurations at pre-negotiated pricing.
Purchase behavior - freight paid causes customers with closer proximity to the manufacturer to subsidize those further away.	We will take this into consideration.
Do you have an idea of how many contractors will be included and excluded?	Not at this time, a formal acquisition strategy has not been developed.
Factors - furniture can be ordered for a specific task but procurement may choose a similar but incompatible to the task.	Standards may assist in eliminating this occurrence.
When schedule 75 went FSSI in the Mid 90s. 1000s of small business office supplies dealers went out of business nationwide.	The Commodity Team is considering the impact this FSSI will have on small businesses and will continue to engage with the SBA.
While I think that this should be three separate categories, how would we be able to ensure finishes in each installation will coordinate across all three categories and not look piecemealed?	Seating, Filing & Storage, and tables don't necessarily have to include matching finishes but in cases where it is required, we feel that similar finishes exist across several manufacturers.
Assembly and installation costs vary geographically so bundling urban areas with more remote areas add significant cost.	The Commodity Team will take this into consideration.
If you combine the three categories you will limit small business participation.	The Commodity Team will take this into consideration.
If Govt standardization differs too greatly from private sector needs, it could add significant costs to production for manufactures that could add additional costs on the private sector	The Commodity Team plans to utilize commercially available product when developing our standard configurations.

side.	
What is a realistic timeline? FY 14 is now - FY15 is October	Timelines will be contingent upon many factors, including ongoing discussions with Industry
When the FSSI is in place, will this affect how many RFQ's are issued for large request?	This will depend largely on the acquisition strategy/solution, which has not yet been developed.
Why not standardize the process instead of the product? A well defined (or standard defined) requirement may produce better industry response. A well defined design intent, scope of work, budget and overall schedule should help streamline proposal cost by reducing unknowns, questions and guessing.	The Commodity Team intends to standardize both the process and the product through the FSSI solution. Both process and product standardization provide opportunities for cost savings.
Has GSA evaluated the use of the CFMS contract in lieu of or in addition to the Packaged Office contracts?	The commodity team is evaluating all options for the acquisition solution, including using current vehicles like the CFMS and furniture schedules.
Phasing and changes to phases, effect your cost	The Commodity Team will take this into consideration.
How will agency design groups be part of the process? Some of these groups are the source of "gold plating".	The commodity team consists of several federal agencies, all of which will participate in the development of standard configurations.
Streamlining - I propose a team that has vendors, GSA and end-users who work through the process of beginning (procurement) to end delivery and install	The commodity team will be reaching out to industry for input as we develop the solution
Any thoughts around the additional time for elevated security needed for base/location access regarding delivery & Installation	Industry has made the commodity team aware of the cost associated with security requirements for both delivery and installation.
Will the cost for a Project Manager to coordinate the delivery/maintain the schedule for the installation of all of the different manufacturer's product be weighed when determining cost savings? No one manufacturer is going to take responsibility for that, so it would add yet another procurement to the purchase of furniture for an entire office.	This will depend largely on the acquisition strategy/solution, which has not yet been developed. However, if this is part of the solution the Commodity Team will consider this factor.
If you standardize the requirement then you still allow all manufacturers to produce what the govt is buying as long as they can compete their opportunity to compete is based on their ability and not GSA decision	This concept is in line with the Commodity Team's efforts to develop standard configurations. In addition, GSA is not the decision maker in this process; we are simply coordinating the effort as a member of the Commodity Team. All decisions will be made by the Commodity Team as a group.
The definitions of the various classes of items often overlap with other schedules. Items such as chair mats and wall boards are already sold under office supplies. Will there be coordination amongst the various FSSI vehicles to provide logical separation?	This will depend largely on the acquisition strategy/solution, which has not yet been developed. However, if the same products are needed in multiple commodity groups, it is possible that there could be cross-over into multiple FSSIs to establish ease of implementation and use.
Are you considering set evaluation periods for product categories?	Everything is under consideration at this point, but this will depend on the acquisition strategy/solution, which has not yet been developed.
Combining Categories increases costs within manufacturers that specialize in select product segments of the Contract Industry. Separating the categories removes the need for creating and managing CTA's that would otherwise be necessary if they are combined.	We will take this into consideration.
The fear of triggering PRC & general contract administration/compliance is a cost driver, too.	PRC and other terms and conditions are handled by the policy division. The FSSI commodity team does not have control over these policies but we will take this into consideration.
Has GSA considered grading vendors on best value? Aiding the agency in determining vendor value.	Yes, this is definitely a consideration and this already takes place in furniture acquisitions today. The goal is always to provide best value to government agencies.
Several cost drivers are process and compliance driven. Would the government consider "open market" products assuming all of the technical specifications are met? The process of adding products to existing schedules restricts options and increases costs.	This will depend largely on the acquisition strategy/solution, which has not yet been developed but the Commodity Team is currently considering MAS and open market solutions.

Gold-plating along with minor specifications (seat width down to the quarter of an inch) that are so restrictive as to eliminate competition will naturally drive cost.	The Commodity Team will take this into consideration.
FSSI creates barriers to entry in the marketplace which doesn't allow for new startup businesses and discourages new business creation	It is the commodity team's intent to implement a strategy that incorporates demand management, smart contracting and performance management. We will take this into consideration.
Creating a supplier scorecard is not, and should not be, a difficult process. Implementation of that scorecard will be hugely beneficial for the government customer.	The Commodity Team will take this into consideration, thank you for your comment. Please share additional ideas and concepts in relation to a scorecard system via a white paper or through a scheduled one-on-one session.
Will FSSI be continually improved/evaluated to allow new products, or will there be a base period of the FSSI that restricts additions to the contract?	Yes and the commodity team understands the need to allow for new products. We are interested in Industry feedback to determine the appropriate frequency for re-evaluating standards.
One of the other FSSI teams is considering regional contracts. Would that reduce costs for the Furniture FSSI?	Possibly and this strategy will be considered by the the Commodity Team.
Will GSA waive the Price Reduction Claus to schedule contract holders in order to lower cost?	PRC and other terms and conditions are handled by the policy division. The commodity team does not have control over these policies.
The social impact on limiting SB participation to a selected (small) SB vendor pool needs to be considered in a total acquisition cost analysis.	The Commodity Team is considering the impact this FSSI will have on small businesses and will continue to engage with the SBA.
Installation conditions, project delays, changing requirements after award all drive costs	The Commodity Team will take this into consideration.
If all we are considering is price, how can we ensure quality of products? Is anyone considering ANSI/BIFMA standards as well as the HFES standards?	Price is by no means the only consideration in this process. While price is always a consideration, the Commodity Team is looking at several factors as indicated in the RFI and Interact page.
I would submit that Dealers/Manufacturers are doing this for free just to be competitive.	We will be gathering additional data from Industry regarding the services provided by both dealers and manufacturers
past performance should also be considered in the evaluation	Past performance is always a consideration in acquisition, but the Commodity Team is open to ideas or suggestions to make this factor more relevant in the acquisition solution.
Excessive revisions in the specification process drive costs - The better the clarity up front, the better for all involved. Given the nature of the complexity of the product, this is why the government should utilize the intelligence of the community early in the process	The Commodity Team will take this into consideration and agrees that it is crucial to get Industry feedback as early as possible.
Supplier Scorecard Categories: Product Quality, Delivery, Cost, Vendor Responsiveness, Innovation, Customer Service, Complaints... Weight the categories as to their importance then rate the vendor as to their performance within each category	The Commodity Team will take this into consideration.
Terms such as delivery days, location, and minimum order size affect cost. How will this be addressed?	This will depend largely on the acquisition strategy/solution, which has not yet been developed.
Each customer/user group has unique FF&E requirements that requires design and flexibility in FF&E items specified and designed around. How will customer-unique needs be addressed when limited to "standard design" components only?	The Commodity Team believes that many of these "unique" requirements can be eliminated in an effort to save costs. The Commodity Team, which consists of several different agencies is also working together to ensure that these standard configurations will meet their agency's needs.
Teaming decreases cost if the Team Lead is financially and professionally qualified to streamline a total project. FSSI should vet out unqualified team leads.	This assumes that the FSSI will result in a schedule solution, which has not yet been determined. In addition, the Government cannot dictate how a contractor quotes or who it teams with. Industry partners are responsible for teaming with qualified contractors and determining who would be a successful team lead.
Payment terms affect cost	The Commodity Team will take this into consideration.
Furniture Standards do not shorten design time, but rather	The Commodity Team will take this into consideration.

increase efforts to provide clients a workable environment	
From a design perspective, depending on the skill of the design team, standardization should decrease design time. The initial setup/design, typical deviations, system complexity and other factors will add to design time.	The Commodity Team will take this into consideration.
Expedited delivery drive cost. Poor planning becomes our emergency	We understand that this occurs far too often due to difficulty obtaining funding and/or improper planning. The Commodity Team will take this into consideration.
There are a lot of products that are on schedule that should not be because they are made in China. How is GSA going to start monitoring this better to remove these products?	While the Commodity Team does not want to purchase items from China, this issue is not related to FSSI, especially considering that the ultimate solution may not be based on the MAS program.
Assuming FSSI solicits vendors for the ultimate acquisition vehicle, how do you envision evaluating for Tech Requirements? Will it be under the current picture of self certification to industry standards or do you envision requiring and evaluating actual test results?	It is likely that some level of evaluation would be conducted to ensure compliance with the standard configuration technical requirements, rather than a self certification.
On other FSSI contracts, awardees are required to remove awarded items from MAS. This would significantly drive up costs. Is this being considered?	This would assume that the Commodity Team implements a MAS based solution. Since the solution has not been developed, it is difficult to answer this question.
Cost to the government would be a total cost. Is the FSSI admin program cost being factored into the cost equations?	Yes, costs (direct and indirect) associated with the overall program will definitely be considered and compared against anticipated cost savings of the FSSI.
Will GSA consider meeting for one-on-one sessions with more than 25 vendors?	Yes, we will be considering additional meetings beyond the first 25 papers submitted
How does intent of the FSSI compare to GSA Advantage?	In some ways there is a connection between the two, in that with standard configurations it would be similar to buying a set priced commodity rather than a customized traditional systems workstation. It is still unlikely that furniture could be purchased using only a GSA Advantage type system, considering the complexities of furniture and the related services involved but it also can't be ruled out that something similar could be developed to streamline the ordering process.
How often does GSA intend to have industry interaction (such as today) as the strategy is developed?	As often as possible and as necessary to ensure a collaborative process that results in a win-win solution for Industry and Government. The Commodity Team understands the importance of engaging Industry to obtain feedback based on industry knowledge and experience.
How will dealer locations be factored in for each government customer/base (AF, Navy, etc)? For example, most military bases can be very remote	This will depend largely on the acquisition strategy/solution, which has not yet been developed.
Prof. Sam Bornstein: I submit that a "Cost" should also include any negative impact on small businesses and the U.S. Economy as a whole.	Yes, costs (direct and indirect) associated with the overall program will definitely be considered and compared against anticipated cost savings of the FSSI.
Too often BPAs and other vehicles seek solutions/cost savings from Industry with no expectation that the government provide firm commitments (committed volume/spend), as would be expected in commercial purchase agreements. Will FSSI seek to include volume commitments from buyers, in order to receive concessions from Industry?	OMB has assigned a Strategic Sourcing Leadership Council (SSLC), which is ultimately responsible for approving the FSSI. The SSLC members include senior representatives from several government agencies, many of which are also represented on the Commodity Team. The SSLC along with the Commodity Team will stress the need to utilize this solution to achieve cost savings for their respective agencies.
GSA has implemented caps on installation fees which often make it unprofitable to service some locations. Is this being reconsidered?	Services will be evaluated and included in the solution
80% of our subcontractors we use in manufacturing are small businesses. Can this be more carefully considered in evaluating small business set asides?	We will take this into consideration.
Small Orders and complicated delivery requirements on small	The Commodity Team will explore this possibility.

orders drive up costs. Can FSSI aggregate standard requirements to project or type procurements to reduce supplier costs?	
How has SBA been involved in this process?	Yes
Has anyone considered engaging any public universities to draw on their expertise in global supply chain systems?	The government is researching best practices in commercial strategic sourcing
Respectfully, competition does not = a commitment from govt. Too often the govt is not held to the spend which was solicited or awarded. I'd suggest that to mirror a commercial practice, that a firm commitment from govt should be expected for certain concessions (discounts, etc) extended by Industry.	The Commodity Team has considered this issue and has ideas to avoid it. We are also interested in hearing ideas and suggestions from Industry regarding this issue.
What type of modification(s) to the Schedule would GSA consider that would meet the same objectives of FSSI?	If it is determined that a modification to existing schedule contracts can accommodate the objectives of FSSI, that may be a viable option; however, that decision has not been made to date.
GSA should consider "Open Enrollment" for this FSSI.	This will depend largely on the acquisition strategy/solution, which has not yet been developed but the Commodity Team is currently considering MAS and open market solutions, which could include a standing solicitation or open enrollment.
Will GSA accept a white paper greater than 4 pages in length?	No. While we understand that 4 pages limits Industry responses, the Commodity Team has time constraints that would make it difficult to thoroughly review longer responses, especially considering the size of the Furniture Industry. However, we are offering the opportunity to further discuss white paper responses via our one-on-one sessions.