



**MAS 75 RFI Response:
Acquisition Strategy**

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MAS 75 RFI Response Acquisition Strategy,

Office Management (OM) has been designated as one of the 10 common categories of spending across the federal government. This category is defined as the products and services that office managers need to support a modern office environment. This category impacts the productivity and effectiveness of every federal agency with products ranging from pens and paper to unified records management. Office Management consists of three subcategories:

- Office Furniture
- Office Management Products
- Office Management Services

For Office Management Products, one of the initiatives for the OM category is to restructure and open the Multiple Award Schedule 75 (MAS 75) Office Supplies and Services Schedule. This initiative was outlined in the FY 2016 Government–Wide Category Strategic Plan for Office Management V2.0 and approved by the Category Management Leadership Council (CLMC).

The Office Supplies Product Schedule (MAS 75) has been closed for several years. It was closed to new offers to monitor and evaluate the impact of the Federal Strategic Sourcing Initiative for Office Supplies (FSSI OS) on MAS 75. While GSA continues to grow the adoption of FSSI OS3 and drive open market spend to FSSI OS3, GSA has been examining the best course of action for the next generation by planning a new, improved and widely used solution.

After engaging in dialogue with customers, the vendor community and industry stakeholders, Region 2 is re-opening MAS 75 to new offers and adding two new SINs, **75 220 – Enhanced SIN for Office Products & Services/ Office Supplies 4th Generation (OS4)** and **SIN 75 280 – Enhanced SIN For Overseas Office Products & Services / Office Supplies 4th Generation (OS4)**. The new SINs retain the robust structure of MAS 75 (e.g. extensive Systems Support, BPA features, and 20 year duration). Additionally, by consolidating FSSI OS and MAS 75 into one acquisition vehicle GSA aligns with Category Management government wide goals of reducing contract duplication and saves Region 2 significant time and resources that would have been allocated to renewing OS3. **Contractors cannot be on both the 75 200 SIN and the new enhanced 75 220 SIN simultaneously.** Exceptions may be made to accommodate existing BPAs as needed in accordance with FAS policy.

Region 2 plans to reopen legacy SINs 75 200, 75 210, and 75 85 (all existing SINs) at the same time as the enhanced SINS.

Refreshed SIN 75-200 Requirements:

- Demonstrated ability to meet all environmental reporting and green product requirements;
- Demonstrated system to remain compliant with the Trade Agreements Act;
- Stronger Letter Of Supply (LOS)

For Refreshed SIN 75-85 the only new requirement for offerors is:

- Stronger Letter Of Supply (LOS)

Existing contractors under legacy SINs will have six months from the time of RFP issuance to comply with new requirements.

Region 2 plans to also add a new **SIN 75 280 — Enhanced SIN For Overseas Office Products & Services / Office Supplies 4th Generation (OS4)** to provide products for use only in overseas destinations. OCONUS customers have expressed concerns with delayed delivery and frustrated freight related to consolidation points and other OCONUS delivery issues. This SIN will provide a comprehensive range of office supplies to customer agencies in Europe, Africa, Asia and the Pacific Rim and Ships-at-Sea. The addition of this SIN will seek to re-capture lost sales.

The goals of re-opening MAS 75 and adding SINs 75 220 and 75 280 are:

- Increase opportunity for small business participation
- Improve customers' value on MAS 75 by offering more favorable terms/conditions and savings; and
- Increase OCONUS utilization

MAS 75 provides a resource for purchasing a wide variety of office products, supplies and services. Moreover, with the addition of new SINs, MAS 75 will represent a single acquisition solution for purchasing office products and services.

The addition of SIN 75 220 (Enhanced SIN for Office Products and Services (OS4)) and 75 280 (Enhanced SIN For Overseas Office Products & Services / Office Supplies 4th Generation (OS4)) will improve a customer's value on MAS 75 by:

- Offering more favorable terms/conditions
- Reducing price variability with the Formatted Product Tool (FPT) and Transactional Data Reporting (TDR)
- Improving OCONUS utilization.

Please note: Thirty days prior to RFP issuance, GSA will post the significant changes to MAS 75 on GSA Interact.