NY GovBuy

GSA’s Effective Market Research Tools

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GSA, Customer Service Director

May 4 & 5, 2022
Outreach

• Point of contact for all GSA programs and questions
• Training for multi-agency seminars
• Onsite training and customer visits
• New York and New Jersey States
Agenda

• Overview of GSA Contracts
• Changes to the GSA Schedule Program
• Live Demo - Conducting Searches
• Resources
• State & Local Purchases
Available State & Local Programs

**Schedules Programs**
- Cooperative Purchasing (IT & Security)
- Disaster Purchasing (All MAS Categories & VA Schedules)
- Federal Grantee Access to Schedules in Response to Declared Public Health Emergencies
- 1122 Program

**Non-Schedules Programs**
- Computers for Learning
- Federal Surplus Personal Property Donation
GSA Contract Benefits

• Quicker procurement lead times

• Meet competition requirements

• 80% of GSA Contractors are small businesses
Lead Times: Open Market vs GSA

• Open market
  – Up to 1 year to complete full and open procurement

• Intergovernmental contract (OGS/GSA)
  – Average time 3-6 months to use an intergovernmental contract solution
Changes to Schedules Program

@NYS_OGS  @NewYorkStateOGS  #2022NYGovBuy
New “MAS” Schedule - No more Schedules 70 & 84!

Large Categories=12
Subcategories = 82
SINs/Categories (based on NAICS) = 316

Mapping to New SINs at [http://www.gsa.gov/mascategoryrequirements](http://www.gsa.gov/mascategoryrequirements) and e-library
Filter types of businesses by Schedule/SIN

Icons denote State & Local Programs

http://www.gsaelibrary.gsa.gov
Online tool allows customers to issue Requests for Quotes (RFQs) and receive proposals electronically.

- Customers can post Requests for Information (RFIs)/Sources Sought to identify potential solutions or identify local or specific business types.

- https://www.ebuy.gsa.gov
GSA Advantage!®

https://www.gsaadvantage.gov

You Can Help GSA Deliver Faster
Learn More

GSA Federal Marketplace Strategy
Learn More

Maintenance Repair Facility Supplies (MRFS)
Learn More

State & Local
Learn more about purchasing from GSA contracts
Learn More

Contractors
Information for current and prospective contractors
Learn More

Help
Useful information and help desk assistance
Learn More

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Products & Services - Disaster Purchasing

Special Product Categories

Welcome to the GSA Disaster Relief Program aisle on GSA Advantage.

The General Services Administration is committed to assisting Federal agencies as well as State and Local governments in the acquisition of supplies, equipment, and services needed in support of disaster relief and emergency preparedness. This aisle provides quick access to full range of disaster and emergency related supplies, equipment and services.

Services

Browse to identify GSA contractors offering the services you require.

<table>
<thead>
<tr>
<th>Building &amp; Construction Services</th>
<th>includes: portable restrooms, air/water purification, storage tanks...</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communications Solutions</td>
<td>includes: public relations, translation, interpretation...</td>
</tr>
<tr>
<td>Emergency Food Services</td>
<td>includes: mobile kitchen services, food logistics planning...</td>
</tr>
<tr>
<td>Emergency Preparedness</td>
<td>includes: preparedness &amp; first responder equipment, training...</td>
</tr>
<tr>
<td>Energy and Power Services</td>
<td>includes: oversight, metering, auditing, planning...</td>
</tr>
<tr>
<td>Environmental Services</td>
<td>includes: chemical analysis, waste management, recycling...</td>
</tr>
<tr>
<td>Furniture</td>
<td>includes: rental, relocation, household/quarters</td>
</tr>
<tr>
<td>Law Enforcement and Security Solutions</td>
<td>includes: guard services...</td>
</tr>
</tbody>
</table>
Public Health Emergencies Program

• State, local, tribal and territorial governments can use GSA Schedules for purchase of supplies and services when expending federal grants funds in response to public health emergencies (PHEs)

• PHE must be declared by the Secretary of Health and Human Services under section 319 of the Public Health Services Act, codified at 42 U.S.C. § 247d

• Federal grant funding only

• Mandatory order language

This order is placed under Federal Supply Schedule number ________________ pursuant to GSA policy that authorizes state, local, territorial, and tribal government entities, as authorized users for purchasing goods and services, when expending Federal grant funds in response to Public Health Emergencies (PHEs) declared by the Secretary of Health and Human Services under section 319 of the Public Health Services Act, codified at 42 U.S.C. § 247d.
Scope of the Disaster Purchasing Program

• This program authorized state and local governments’ access to ALL Federal Supply Schedules, when purchasing to facilitate disaster preparation and response or recovery from major disasters

• Scope definitions
  – Preparedness
  – Response
  – Recovery
Before Disaster Strikes

What contracting vehicles do I have access to purchase from in advance of a disaster?

- Access to ALL Schedules for the purposes of disaster preparation or response, and recovery from major disasters

- Schedule BPAs for pre-positioning
  - Selected Schedule contractors in advance and worked out agreements, terms and conditions
  - Small business concerns
Ordering Guidelines for Disaster Purchases

Mandatory ordering language:

This order is placed under GSA Schedule _______under the authority of the GSA Disaster Purchasing program. The products and services purchased will be used in preparation or response to disasters or recovery from major disaster declared by the President, or recovery from terrorism or nuclear, biological, chemical, or radiological attack.
State and Local Homepage

http://www.gsa.gov/stateandlocal
GSA Market Research Resources

**Acquisition Planning Packages**

**CALC Tool**

**Acquisition Gateway**

**MRAS**
Learn more about GSA

- Agency tailored training sessions
- http://interact.gsa.gov
- http://www.gsa.gov/stateandlocal
- http://www.gsa.gov/events
Next Steps

• Email or Call Debbie Paralemos
  646-831-4000
debbie.paralemos@gsa.gov

• Register for our eTools at
  http://www.gsaadvantage.gov
Success Stories
Success Stories – NYC Customers

**NYPD**
- $60M
- Support the Crime Data Warehouse (CDW) System, Real Time Crime Center Awardee – IBM contract (FY2017-2020)

**NYC Department of IT & Telecommunications**
- $48M
- Maintenance Services for Mainframe Computers
- Schedule 70

**NYC DOB**
- $14M (Lifetime $42 M) FY2020
- Department Of Buildings (DOB) NOW Systems Integrator Phase 3
- DOB NOW Program provides better customer service and increased access to information

**NYPD**
- $6.4M (3 boats)
- 45’ Response Police Patrol Boat
- Schedule 84