



GSA Office of Customer and Stakeholder  
Engagement

# GSA Programs for State & Local Agencies

Supporting NY through Intergovernmental Contract Solutions



# Agenda



- GSA Programs Available to State & Local Agencies
  - Quick Stats and Info on the MAS Schedule Program
  - Recommended ordering guidance
  - Market research tools
  - More info on GSA Programs Available to State & Local Agencies
  - Next steps and resources
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# Outreach

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- Point of Contact for all GSA Programs and Questions
- Training for Multi-Agency Seminars
- Onsite Training and Customer Visits
- New York State and Local Government



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**Kyle McGlade**

# Available State & Local Programs

## Schedules Programs

- **Cooperative Purchasing**  
MAS Schedule- IT & Security/Protection
- **Disaster Purchasing**  
All MAS Schedule 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



## Poll #1

How familiar are you with GSA programs?

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# Common Procurement Obstacle

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- Have you ever missed a deadline?



# Open Market vs GSA Buys Lead Times



- Open Market
    - Up to **1 year** to complete full and open procurement
  - GSA Buy
    - Average time **3-6 months** to use an intergovernmental contract solution
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# Common Procurement Obstacle

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- Did you not seek enough competition?





# Etools Stats



- Average quotes per RFI/RFQ- **3**
  - GSA Vendors - **15,000**
  - Small Business GSA Vendors -**10,000+**
  - Products & Services- **60 million**
  - Contract Coverage- **Up to 20 years**
-

# Overview of MAS



## ❑ What is a Multiple Award Schedule (MAS)?

- A 5-year Indefinite Delivery, Indefinite Quantity (IDIQ) contract with 3 five-year options (up to 20-year contract)
- A grouping of IDIQ contracts that fit into the same commodity and service group
- Also referred to as a GSA Schedule or a Federal Supply Schedule (FSS)

## ❑ How is a Schedule awarded?

- It is a negotiated contract based on evaluation criteria of fair and reasonable pricing, financial responsibility, past performance, and past experience
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# Schedule Pricing



- ❑ Spot Reductions
  - ❑ The prices you see on *GSA Advantage!* are CEILING PRICES.
  - ❑ Industrial Funding Fee (IFF):
    - The price of supplies and services available to state/local entities will include the .75% IFF to cover the administrative costs incurred to operate MAS.
    - The price you are quoted is the price you pay.
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# Benefits of Using GSA Schedule Contracts



- ❑ Pre-competited, on demand contracts to increase the productivity and capacity of scarce acquisition resources.
  - ❑ Awarding task orders against existing contracts minimizes lead times.
  - ❑ Exceptionally qualified vendors that are fully vetted to ensure they are able to do business with the federal government and state and local agencies.
  - ❑ Competitive market-based pricing with the ability to negotiate further discounts at the order level.
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# Ordering and Terms and Conditions

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- ❑ No Federal mandated ordering procedures; use the Federal procedures as a guideline to ensure competition and best value
  - ❑ Additional terms and conditions are allowed as long as they do not conflict with Schedule terms and conditions
  - ❑ All contracts and BPAs established through Schedules should include the GSA Schedule Number
  - ❑ Local Preference:
    - GSA eLibrary lists all contracts available
-

# Funding for State and Local



- ❑ Receiving Federal grant funds does not:
    - Make otherwise ineligible activities eligible to purchase under Schedules, nor
    - Allow access to Schedules outside of approved programs.
  
  - ❑ The current S&L programs, excluding the Public Health Emergency (PHE) authority which is limited to Federal grant funds, allow for use of all sources of funding
  
  - ❑ When purchasing with grant funds, you **MUST** follow all grant requirements, including competition requirements
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# Ordering Procedures for Services: FAR Subpart 8.4

**\*These procedures are recommended for use by state and local governments, but not mandatory.**

- Up To Micropurchase (\$10K): Place orders with any Schedule contractor, but should “rotate” buys.
  - Micropurchase to Simplified Acq. Threshold (SAT) (\$250K): Provide RFQ (PWS + Eval Factors + Submittal instructions) to at least three contractors or 8.405-6
  - Above SAT (\$250K) for Task Order or establishing BPA: Provide RFQ to as many contractors as practicable to **ensure at least 3 quotes *received* OR use eBuy.**
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# Ordering Language – Request for Quote

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- When releasing a contract/solicitation for quote utilizing GSA schedules the following language is recommended:
  - *This request for quote is being issued under GSA Multiple Award Schedule - (Insert Schedule and Special Item Numbers that apply) by the authority of the “GSA Cooperative Purchasing Program”. Vendors must include their GSA Contract Number with their responses to obtain a contract award.*
- Upon contract award or purchase order issue the vendor contract number is included. Vendors are required to report contract award to GSA.

**\*Ensure that all quotes, contract documentation, POs, invoices always include the the GSA Contract number.**

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# Blanket Purchase Agreements (BPAs)



- ❑ A BPA is a simplified method of filling anticipated repetitive needs for supplies or services by establishing “charge accounts” with qualified sources of supply
  - ❑ Establishes terms applicable to future orders and does not obligate funds
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## MAS BPAs

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- ❑ Simplifies ordering process for repetitive orders
- ❑ Considered a competitive procedure
- ❑ No guaranteed minimum or maximum
- ❑ Permits consolidation of agency and multi-agency requirements
- ❑ Eliminates need for immediate funding requirements



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## Pricing Intelligence Suite

Search for and find prices at the contract and task order levels of an acquisition

[Access Pricing Info](#)



## Interact

Join our communities to learn about acquisition topics, as well as interact with others in government and industry

[Join the community](#)



## Acquisition Solutions Navigator (ASN)

Find the right GSA acquisition solutions and compare vendors based on your



## Browse the Document Library

Find document samples, templates and tips, such as Statements of Work or

# eLibrary

<http://www.gsaelibrary.gsa.gov>

Welcome to GSA eLibrary - Windows Internet Explorer provided by General Services Administration

http://www.gsaelibrary.gsa.gov/EBMain/home.do

Welcome to GSA eLibrary

GSA eLibrary GSA Federal Acquisition Service Home eBuy - quotes GSA Advantage - online shopping Help

Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit [GSA.gov](http://GSA.gov).

Search [input type="text" value=""] [all the words] Search

enter Keywords, Contract Number, Contractor/NAIC Name, Schedule/SIN/GWAC Number, NAICS

Contractor Directory (a-z) Cross-Schedule Search

Category Guide

- Spring/Summer Supplies & Services
- Disaster Relief
- Hospitality, Cleaning, & Chemicals
- Laboratory, Scientific, & Medical
- Office Solutions
- Security Solutions
- Tools, Hardware, & Machinery
- Vehicles & Watercraft
- Building & Industrial
- Furniture & Furnishings
- IT Solutions & Electronics
- Law Enforcement, Fire, & Security
- Recreation & Apparel
- Services
- Travel & Transportation Solutions
- Wildland Fire & Equipment

News...

**Announcing the new Building Maintenance and Operations (BMO) Zone 1 strategic sourcing solution.** The BMO solution will give government agencies a streamlined process for acquiring facility maintenance and operations services -- including HVAC maintenance, plumbing, electrical maintenance, elevator maintenance, janitorial, landscaping, fire alarm and suppression system maintenance, roofing, pest control, commissioning and more. Additional information can be found on the [BMO webpage](#), or from the [BMO Interact Page](#)

Get Quotes

GSA eBuy is an easy-to-use electronic Request for Quotation (RFQ) system designed to facilitate the request for submission of quotations.

With eBuy, getting quotes is just a click away!

go to eBuy >>

Additional Information

Customers

- Training Opportunities
- FPDS-NG
- EPDS
- GSA Strategic Sourcing BPAs
- Acquisition Gateway

Contractors

- FedBizOps
- Schedules Sales Query
- Vendor Support (VSC)

Quick Search

Go to [input type="text" value="schedule"] Go

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- View schedule contracts
- GSA schedules info
- VA schedules info
- NAICS schedule/SIN crosswalk
- FISC schedule/SIN crosswalk

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- View technology contracts
- GSA technology contracts info

State and Local Governments

Cooperative Purchasing

Purchase IT products, services, and support equipment from Federal Supply Schedules.

- View participating vendors
- Cooperative Purchase FAQ

Disaster Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- View participating vendors
- Disaster Purchasing FAQ

COOP PURCH DISAST PURCH

Filter types of businesses by Schedule/SIN

Icons denote State & Local Programs

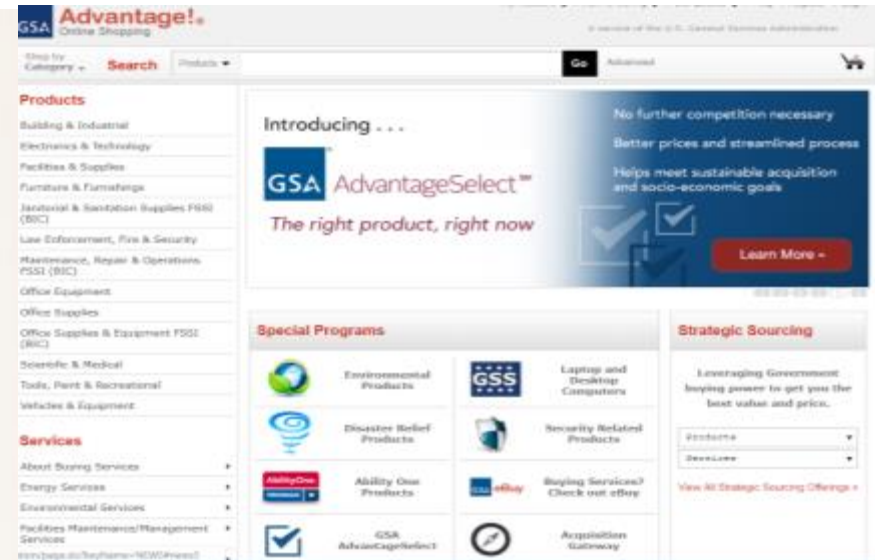


# eTool Registration

Current S&L registration for GSA *Advantage!*<sup>®</sup> and eBay must be done through GSA *Advantage!*

For immediate registration, users must have a .gov domain name or a previously registered domain

Users without approved domain names will have to go through alternate process with the GSA *Advantage!* helpdesk



## Welcome to eBuy

GSA eBuy is a powerful and intuitive acquisition tool used by thousands of US federal agencies and military services worldwide to achieve required competition, best pricing and value. GSA eBuy saves you time and money - all while keeping you FAR compliant.



### Benefits at a glance

[Overview](#)[Buyers](#)[Contractors](#)

<http://www.ebuy.gsa.gov>

GSA eBuy was designed to bring ease and versatility to online procurement. Here is a sample of what can be done using GSA eBuy:

- Post requirements and receive quotes electronically on millions of products and services
- Find sources of supply
- Seek information
- Procure complex requirements by attaching statements of work

- 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>

# Use e-Buy for...



- Services
  - Quantity or high dollar purchases where you are seeking a discount from contract pricing
  - Purchases with complex requirements
  - Determining sources of supply
  - Receiving quotes on Blanket Purchase Agreements
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# Market Research As a Service (MRAS)

## Competition Determination:

May generate adequate competition under the following GSA solution(s): Multiple Award Schedule (MAS), OASIS Small Business  
 May be able to target small businesses for this requirement.

All information should be independently verified by reviewing the market research data submitted and the capabilities statements linked to this report.

# Total Responses	# Interested Sources	# Small Businesses
13	13	10
<b>Response Summary Details</b>		
Posted RFQ(s)	RFQ1613379,RFQ1613380,RFQ1613381	
Contracts Selected	Multiple Award Schedule (MAS), OASIS Small Business, Other	
SIN, Pool, or Constellation Selected	541611, OASIS SB POOL1, OASIS SB POOL2, Other	
NAICS Selected	541611, 541211	

### By Socio-Economic Breakdown\*\*†

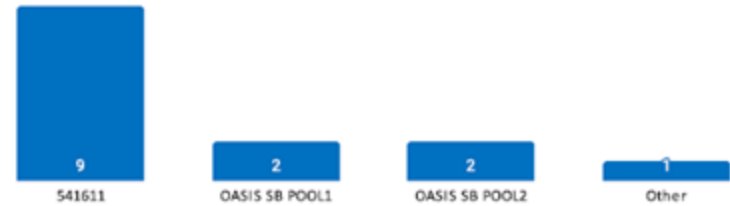


\*\*8a - SBA Certified 8(a) Firm; d - SBA Certified Small Disadvantaged Business; dv - Service Disabled Veteran Owned Small Business; ew - Economically Disadvantaged Women Owned Small Business; h - SBA Certified HUBZone Firm; v - Veteran Owned Small Business; w - Woman Owned Business; wo - Woman Owned Small Business (WOSB)

### By Contract†



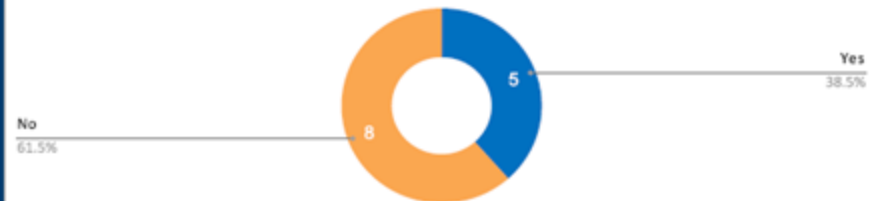
### By SIN, Pool, or Constellation†



### By NAICS†



### Provided Commercially†





# Cooperative Purchasing Program using the MAS Schedule

Categories: IT & Security/Protection

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# Scope



- State and local (S&L) governments have access to purchase via **IT and Security/Protection categories**, at any time, for any reason, using any funds available- Voluntary Participation
  - S&L governments may purchase using grant money or state and local funds under this program
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# IT Solutions

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- Cloud IT Services
- Computer and Networking Hardware
- Systems Life Cycle Integration
- Cyber Security
- Data Centers and Storage
- Satellite Services
- Software and Applications
- Wireless and Mobility



# Alarm & Signal Systems

- Emergency Signal Systems (such as sirens, light bars, vehicle control consoles)
- Facility Management Systems (including building control and integrated security system) and Professional Security Management Services
- Guard Services
- Physical Access Control Systems (Legacy and FIPS 201 Certified)
- Alarm Systems



# Law Enforcement Equipment and Services



- Body Armor and Helmets, Body Worn Cameras (BWC)
  - Canine Training and Handling Equipment, Search and Detection
  - Night Vision Equipment
  - Bomb Disposal and Hazardous Material Equipment
  - Law Enforcement and Security Training; Law Enforcement Services
  - Armored Vehicles and Vehicle Armoring Services
  - Drug Testing Equipment and Kits
  - Radiation/Nuclear Material Detection Equipment
  - Law Enforcement Equipment (handcuffs, holsters, duty belts, etc.)
-

# Marine Craft

- ❑ Boats, Engines, Trailers, Spare Parts & Accessories
- ❑ Harbor/Waterfront Security Products & Services
- ❑ Marine Craft Repair and Modifications to all type Marine Craft
- ❑ Professional Consulting and Training Services for Marine Craft, Harbor, or Waterfront
- ❑ Floating Marine Barriers, and Booms



# NYPD Harbor Patrol Boat Purchase





# Firefighting

- ❑ All types of Urban and Wildland Firefighting Equipment and Supplies
- ❑ Flood Control Products, Medical Rescue Kits and Patient transport/immobilization devices
- ❑ Fire Extinguishing/Suppressing Products
- ❑ Breathing Air Equipment & Respiratory Protection Products
- ❑ Hoses, Valves, Fittings, Nozzles, Couplings and Related Accessories
- ❑ Aerial Search and Rescue and Aerial Firefighting Products
- ❑ **Helicopters**



# Special Purpose Clothing

- Gloves and Protective Clothing
- HAZMAT Clothing
- Rainwear, Footwear
- Extreme Cold Weather Clothing
- Flotation Devices
- Security Clothing, High Visibility and Reflective Products
- Medical/Hospital Clothing
- Military and Police Uniforms
- Industrial Work Clothing
- Concealment Clothing



# Category 336992: Armored Vehicles & Services

- Currently have 23 contractors under this Special Item Number
- Includes Armored Vehicles, Armoring Alone, Armored Boats, Mobile Armored Jail Cells
- Blanket Purchase Agreement (BPA) established with the Department of State





# GSA's State and Local Programs

## Disaster Purchasing Program

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# Scope of the Disaster Purchasing Program



- This program authorized state and local governments' access to **ALL MAS Schedule Categories & VA Schedules**, when purchasing to facilitate disaster preparation and response or recovery from major disasters
  
  - Scope Definitions
    - Preparedness
    - Response
    - Recovery
-

# State and Local Disaster Purchasing Program



## Guidelines for State and Local Governments

- Program participation is voluntary
  - Must meet all state and local competitive procedures and regulations when purchasing via Schedules
  - FEMA Public Assistance Grant Guidance (Disaster Assistance Fact Sheet 9580.103) allows for purchasing from Federal Supply Schedules in support of major disasters
-

# 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



## 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.*

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# What Services & Products Are Available on Schedule?



- Professional Services Schedule
  - Information Technology Services (IT)
  - Automotive Superstore
  - Law Enforcement & Security Solutions
  - Facilitates Maintenance & Management
  - Pharmaceutical & Drugs
  - Medical Equipment
  - Furniture
  - Sports, Promotional, Outdoor Equipment
-



# Federal Grantee Access to Schedules in Response to Public Health Emergencies (PHE)

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# Public Health Emergency 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.
-

# Scope



- ❑ Federal Grant Funding only
- ❑ Eligible users
  - State and local governments
  - Territorial governments



# Ordering Procedures

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- ❑ Eligible ordering activities are responsible for ensuring compliance with all rules, regulations, and requirements stipulated in the grant funding, by the granting agency, as well as any applicable state and local procurement regulations.
  
- ❑ 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.

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# GSA's State and Local Programs

## 1122 Program

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## What Is the 1122 Program?



The 1122 Program, authorized under the 1994 Defense Authorization Act and amended by the 2009 National Defense Authorization Act allows:

**"...States and units of local government to purchase equipment suitable for counter-drug, homeland security, and emergency response activities through the Department of Defense.**

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# State Point Of Contact (SPOC)

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- ❑ The Governor of the state appoints a SPOC
- ❑ The SPOC: David Stempsey
  - Receives all requisitions from state and local entities and ensure availability of funds
  - Determine that the items will be used for counter-drug, homeland security and emergency response activities





# SPOC Certification Requirements



What are the Certification Requirements for a SPOC?

1. Current SPOC appointment orders from the Governor.

NYS Single Point of Contact, 1122 Program  
**Office of General Services | Procurement Services**  
[ny1122.spoc@ogs.ny.gov](mailto:ny1122.spoc@ogs.ny.gov)

2. SPOC certification or completion of interim training sessions from Department of Army
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# Donation Programs

There are two programs available to state and local governments:

- Federal Surplus Personal Property Donation Program
- GSA-hosted Computers for Learning



# GSAXcess- Asset Management System



User Guides

FAQ

Program Links

Contact Links

GSAXcess® HelpDesk

Welcome to GSAXcess®



Shuttle Tile

Click here to go to the NASA Prescreening Module where you can view and request NASA Space Program historic artifacts including shuttle tiles.

Self-[Register] for VIEW ONLY with .gov or .mil email

GSAXcess®

Login

## How To

- > Dispose of Federal Excess Property
- > Acquire Federal Excess Property
- > Acquire Federal Surplus Property
- > Personal Property Federal Management Regulations

## Overview

GSAXcess.gov is the entry site for the Federal Excess Personal Property Utilization Program and the Federal Surplus Personal Property Donation Program operated by the General Services Administration. Your agency can report excess personal property for transfer by GSA to other Federal and State Agencies for Surplus Property (SASPs) as well as search for and obtain excess personal property. Your agency can also report and transfer excess computers and peripheral equipment to schools and educational nonprofit organizations through the Computers for Learning program

<http://gsaxcess.gov>

# Computers for Learning (CFL) Program

- Excess federal IT equipment, computers donated directly to schools
- Standard Form 122
- Serial numbers documented
- No software unless licensing is transferrable

## **Executive Order 12999**

Educational Technology: Ensuring Opportunity for  
All Children in the Next Century

# Available State & Local Programs

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## Schedules Programs

- **Cooperative Purchasing(IT & Security/Protection)**
- **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
-

# Buy.GSA.gov



Use our new beta site [buy.gsa.gov](http://buy.gsa.gov) for resources in Market Research, Pricing Tools, and Templates/Sample Documents!

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# Next Steps



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Register: <https://www.gsaadvantage.gov/registration>

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