Using Goals and Objectives

- Identify who GSA is and what we do
- Describe how GSA can help local purchasing
- Explore why you might want to use GSA
- Demonstrate how to find more information
Eligibility

Eligible Users
(Under Cooperative and Disaster Purchasing Programs)

- 40 U.S.C § 502 (c) offers the following definition of state or local government:
  - The 50 states
  - All counties
  - Municipalities, cities, towns and townships
  - Tribal Governments, or
  - any instrumentality thereof (including any local educational agency or institution of higher education).*

GSA’s State and Local Programs

Schedule Programs
- 1122 (Joint Program with Dept. of Army & Defense Logistics Agency)
- Cooperative Purchasing
- Disaster Purchasing Program
- Federal Grantee Access to Schedules in Response to Declared Public Health Emergencies

Non-Schedule Programs
- Wildland Fire Program (expires Dec 2014)
- Computers for Learning
- Surplus Personal Property Donation Program

Schedule Terminology

Schedule
A grouping of Indefinite Delivery, Indefinite Quantity (IDIQ) contracts for similar commercial products and service offerings

Schedule Number and Name

Special Item Number (SIN)
A subcategory of more specific groupings of products and service offerings within a Schedule
A Schedule Contract

A five-year IDIQ contract with three five-year options (maximum of 20 years)

Negotiated and Awarded Based On
- Positive past performance
- Volume Discount Practices
- Demonstrated financial responsibility

Includes
- Lists and descriptions of available products and services
- Pre-negotiated ceiling prices
- Pre-negotiated terms and conditions

Made competitive via your jurisdiction’s policies/ordering procedures or GSA’s recommended ordering procedures

GSA Schedules by the Numbers

Schedules provide access to over 11 million supplies and services

19,000 GSA Schedule contracts
- Nearly 80% are small businesses as defined by the U.S. Small Business Administration
- Includes local businesses throughout the US as well as large, globally-recognized businesses
- Includes a range of socioeconomic/disadvantaged business concerns

State and local governments purchased over $620.1 million in supplies and services in FY 2013

When Can I Use the Schedules?

Some of the Schedules
- All of the Time
- Some of the Time

Schedule 70
- Disaster Purchasing Program
- Public Health Emergency Program

Schedule 84
- State of the Schedules
- Some of the Time

Schedule M
When Can I Use the Schedules?

Does the Color of Money Matter?

- **ONLY** federal grant money may be used in the PHE program. The color of money does NOT matter for the other GSA state and local programs.

Both Federal and State Money May be used in the Cooperative Purchasing and Disaster Purchasing Programs.

However, federal grantees MUST FOLLOW the competitive procedure and regulations laid out by the granting agency when spending Federal dollars.

When Can I Use the Schedules?

State and local customers often turn to GSA for:
- One Time, Large Dollar Buys
- Recurring Needs
- Expedious and Emergency Procurements

In Compliance with your Procurement Policies

Authorized State and Local Programs

Permitted use of the GSA Programs

Voluntary

- No obligation by state and/or local governments to use the Schedules
- Contractors decide whether to accept orders from state and local governments

Always Open for Use

- Meet GSA Eligible Users Criteria
- Have State or Local Authority
  - Granted by State or Local Entity

State and Local Participation
Procurement Policies Apply
- Your state or local procurement policies and waiver procedures apply when placing an order using a GSA Program.

Preference Programs
- State and Local preference programs are not waived or otherwise affected by GSA’s state and local programs.

Cooperative Purchasing

IT Schedule 70 Snapshot
IT Schedule 70 provides state and local government customers with direct access to commercial products, services and solutions.

<table>
<thead>
<tr>
<th>Software</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Term Software Licenses</td>
<td>Training</td>
</tr>
<tr>
<td>Perpetual Software Licenses</td>
<td>Maintenance</td>
</tr>
<tr>
<td>Maintenance of Software as a Service</td>
<td>Installation</td>
</tr>
<tr>
<td>Hardware</td>
<td></td>
</tr>
<tr>
<td>Purchase or Rental</td>
<td>Web Services</td>
</tr>
<tr>
<td>Laptops and Desktop Computers</td>
<td>IT Professional Services</td>
</tr>
<tr>
<td>Web servers</td>
<td>Print Services</td>
</tr>
<tr>
<td>Network servers</td>
<td></td>
</tr>
<tr>
<td>Scanners</td>
<td>E-Authentication</td>
</tr>
<tr>
<td>Cables</td>
<td>E-Commerce</td>
</tr>
<tr>
<td>Routers</td>
<td></td>
</tr>
<tr>
<td>Biometric Readers</td>
<td></td>
</tr>
</tbody>
</table>
Combined FY2013 Sales of Federal, State, & Local

- Total Sales: $14.3 Billion
  - Services: $9.9 Billion (70%)
  - Hardware: $1.6 Billion (15%)
  - Software: $2.7 Billion (15%)

*Data current as of July 31, 2013

Complementary Schedule 70-based Offerings

Cloud IT Services

- COMSATCOM Satellite Services Solutions
- SmartBUY BPAs
- FSSI Wireless BPA

Cloud IT Services

- Infrastructure as a Service (IaaS)
  - Head-to-head competition occurred resulting in 12 awarded BPAs
  - Cloud storage, virtual machines and web hosting
  - Requirements include 99.5% availability and Disaster Recovery and Continuity of Operations Plan

- Email as a Service (EaaS)
  - 17 awarded BPAs in seven categories, based on delivery model and type of pricing
  - Mandatory Offerings: Email as a Service, Migration Services, Integration Services
  - Additional Service Offerings: Office Automation and Records Management

- Software as a Service (SaaS)
  - SaaS solutions are identified on existing Schedule 70 contracts
  - SaaS offerings include CRM, Analytics, Asset Management, Knowledge Management and Document and Content Management
Future COMSATCOM Services Acquisition (FCSA) – Satellite Solutions

Schedule 70 currently provides commercial satellite communications services

In FY2010, IT Schedule 70 added two new SINs

<table>
<thead>
<tr>
<th>SIN</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>132-54</td>
<td>Commercial Satellite Communications Transponded Capacity</td>
</tr>
<tr>
<td>132-55</td>
<td>Commercial Satellite Communications Subscription Services</td>
</tr>
<tr>
<td></td>
<td>Owning/operating or reselling dedicated bandwidth and power on a communications satellite in any available COMSATCOM frequency band</td>
</tr>
<tr>
<td></td>
<td>Pre-existing, pre-engineered Fixed Satellite Service and/or Mobile Satellite Service solutions, typically including shared or dedicated satellite resources, ancillary terrestrial components, and Contractor specified networks and equipment in any available COMSATCOM frequency band</td>
</tr>
</tbody>
</table>

SmartBUY

- SmartBUY (Software Managed and Acquired on the Right Terms)
- SmartBUY leverages software purchasing power via BPAs that were awarded via head-to-head competition
- Improves the configuration management, security, and standards of computers
- Incorporates the latest National Institute of Standards and Technology (NIST) standards
- Focuses on software; ordering entities can use Schedule 70 for hardware and complementary purchases to support the software

FSSI Wireless

The Wireless FSSI program will improve the procurement and management of wireless services across government

- Agencies will be able to implement cellular service plans and devices more effectively and efficiently through the following:
  - Unified acquisition
  - Improved information
  - Center of excellence
- Easily select the contractor with the best quality, price, and service coverage
- BPA Contractors: AT&T Mobility, LLC, Sprint, TMobile, Inc., and Verizon Wireless
- Save 15%-20% by taking advantage of volume pricing
- Electronically collect and analyze inventory and account data
Schedule 84 Offerings – Law Enforcement

Sample of Products/Services Available

- Night Vision Search and Detection
- Armor Harbor Security
- Chemsuits Enforcement Equipment
- Body Armor Bomb Detection Kits
- Guard Service with Dog Handlers
- Radiation Equipment
- Hazard/Nuclear Material Detection

Schedule 84 Offerings – Firefighting/Public Safety

Sample of Products/Services Available

- Firefighting Clothing Extinguishers, Suppressers
- Flood Control Breathing Equipment
- Gas Mask Firefighting Rescue Equipment
- Special Purpose Clothing
- Aerial Search and Rescue Skis
- Fire Trucks

Schedule 84 Offerings – Facility Security

Sample of Products/Services Available

- Security Systems
- Correction Officers and Firefighters
- Intrusion Detection Systems
- Protective Service Occupations
- Court Security Officers
- Facility Management Systems
- Integrated Security Systems
- Access Control Systems
- Baggage Inspectors
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

Disaster Purchasing Program Features

- Allows for purchasing in support of disaster preparation and response, and major disaster recovery.
- State and local governments are NOT exempt from meeting FEMA competitive procedures and/or Stafford Act requirements for small business and local preference programs.
- FEMA Public Assistance Grant Guidance (Disaster Assistance Fact Sheet 9580.103) allows for purchasing from Federal Supply Schedules in support of major disasters.
- Federal ordering procedures MUST be used when spending federal grant dollars.
Ordering Guidelines

Mandatory Ordering Language:

This order is placed under GSA Schedule number __________________ 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.

What Services Are Available on Schedule?

- 899 - Environmental Services
- 871 - Professional Engineering Services (PES)
- 874 V - Logistics Worldwide (LOGWORLD)
- 738 II - Language Services
- 874 - Mission Oriented Business Integrated Services (MOBIS)
- 70 - Information Technology Services (IT)
- 541 - Advertising and Integrated Marketing Services (AIMS)
- 520 - Financial and Business Solutions (FABS)
- 84 - Security Solutions
- 03 FAC - Facilitates Maintenance

What Products Are Available on Schedule?

- 75 - Office Supplies and Equipment
- 51 V - Tools and Hardware
- 56 - Building and Industrial Materials
- 71 - Furniture
- 70 - Information Technology (IT) Products
- 23 V - Vehicles and Support Equipment
- 51 V - Appliances
- 84 - Law Enforcement, Fire, and Security Products
GSA's State and Local Homepage

- Quick reference for all GSA State and Local Programs
- Program brochure download links
- Special Program links
- Drill down for more information

http://www.gsa.gov/stateandlocal

Summary of GSA eTools

eTools

<table>
<thead>
<tr>
<th>Tool</th>
<th>Description</th>
<th>URL</th>
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<th>Research (Yes/No)</th>
<th>Ordering (Yes/No)</th>
<th>Business Status (Yes/No)</th>
<th>GSA Program (Yes/No)</th>
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<td>GSA Advantage</td>
<td>Online Shopping Site</td>
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<td>Online Contract Library</td>
<td><a href="http://www.gsaelibrary.gsa.gov">http://www.gsaelibrary.gsa.gov</a></td>
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<td>Yes</td>
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</table>
GSAAAdvantage®

https://www.gsaadvantage.gov/

Provides full purchasing abilities with your state or local government purchase card

eLibrary

http://www.gsaelibrary.gsa.gov

State and Local
Filter types of businesses by Schedule/SIN
Icons denote State and Local Programs

eBuy

http://www.ebuy.gsa.gov

• Online tool allows customers to issue Requests for Quotes (RFQs) and receive proposals electronically
• Customers can post Requests for Information (RFIs)/Sourcings to identify potential solutions or identify local or specific business types
Registration

Current S&L registration for GSA Advantage® and eBuy must be done through GSA Advantage!

For immediate registration, users must have a .gov, or .xx.us (where xx is state code)

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

Web 2.0 Tools


Helpful Links

<table>
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<tr>
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<th>Website Address</th>
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<tbody>
<tr>
<td>GSA</td>
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<tr>
<td>GSA State and Local Programs</td>
<td><a href="http://www.gsa.gov/stateandlocal">http://www.gsa.gov/stateandlocal</a></td>
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<td>Cooperative Purchasing (70 &amp; 84)</td>
<td><a href="http://www.gsa.gov/cooperativepurchasing">http://www.gsa.gov/cooperativepurchasing</a></td>
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<td>1122 Program</td>
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<td>GSA Customer Service Directors</td>
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<td>GSA On-line Training</td>
<td><a href="http://www.gsa.gov/portal/content/104738">http://www.gsa.gov/portal/content/104738</a></td>
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<tr>
<td>FCSA Future COMSATCOM – Satellite Solutions</td>
<td><a href="http://www.gsa.gov/portal/content/105299">http://www.gsa.gov/portal/content/105299</a></td>
</tr>
<tr>
<td>FEMA Grant Guidance for Disaster Purchasing Program</td>
<td><a href="http://www.fema.gov/government/grant/PA/9580_103.shtm">http://www.fema.gov/government/grant/PA/9580_103.shtm</a></td>
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