



U.S. General Services Administration

Federal Acquisition Service

GSA/FAS Multiple Award Schedule (MAS) Program MAS Panel Presentation

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Multiple Award Schedule (MAS) Program Overview

- Contains over 17,000 long-term government-wide contracts with commercial firms that provide over 11 million products and services covering all major categories
- Program implementation occurs through three business portfolios, nine MAS Acquisition Centers contained within FAS Central Office and Regions, and approximately 300 1102s awarding and administering MAS master contracts
- Program consists of 39 schedules containing 1,181 Special Item Numbers (SINs)
- In FY 07 the program had over \$36 billion in sales. This year overall sales are up 5% from the same time last year
- Over the years the program has evolved from a predominately products based program to today services comprising 65% of its sales
- Three distinct authorities allow State and Local Use of the Schedules: Cooperative Purchasing, Disaster Recovery Purchasing, and 1122 Program



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MAS Program and Small Businesses

- 81% of MAS contracts are held by small businesses
- Over \$13 billion or 37% of sales under the Program in FY 07 went to small business, which is well above the 23 percent government-wide goal
- 17 Schedules have Special Item Numbers (SINs) set-aside for small businesses
- Small businesses have benefited from GSA providing education and access to the federal marketplace:
 - Pre-award: Pathways to Success
 - Post-award: New Contractor Orientation (NCO)
 - Contractor Assistance Visits (CAVs)
- Many small businesses have entered and grown in the federal marketplace because the MAS Program



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Customer training and e-Tools foster successful program execution

- Customer Training
 - Center for Acquisition Excellence: Using GSA Schedule Customers
 - Customer Service Directors (CSDs) provide training on proper usage MAS contracts and GSA's eTools
- eTools
 - GSA Advantage: online shopping and ordering system
 - eBuy: Electronic Request for Quote (RFQ)/Request for Proposal (RFP) System. FY 07 statistics indicate fierce competition at the ordering level:
 - Approximately \$2.2 Billion in estimated awards
 - 53,511 RFQs closed
 - 4,583 RFIs
 - Average number of quotes received per closed RFQ - Six (6)
 - eOffer/eMod: A system for electronic submission of offers and modifications to the schedule program



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FAS Initiatives to Improve the MAS Program

- Establishment of the MAS Program Office within the Office of Acquisition Management will foster:
 - A consistent, positive customer and industry experience
 - Provide uniform application of acquisition policy and guidelines
 - Develop strategic implementation guidance for key shared applications supporting the MAS Program
 - Serve as the single FAS focal point for MAS-wide critical issues and programs with key government stakeholders
- Current Initiatives:
 - MAS Modification Transformation: Applying Lean Six Sigma Methodology to conducting acquisition process improvement
 - Rationalization
 - eTool Improvements:
 - Electronic Product Environmental Assessment Tool
 - State and Local Use of GSA Advantage
 - Virtual Stores



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Innovative Use of the MAS Program Demonstrates It's Value

- Unique MAS ordering tools such as Blanket Purchase Agreements (BPAs) and Contract Teaming Arrangements (CTAs) provide flexibility, speed, and ordering-level competition while achieving best value and fulfilling important government-wide acquisition objectives

- MAS Power Users: Harnessing the flexibilities and power of the MAS Program
 - Federal Strategic Sourcing Initiative (FSSI)
 - SmartBUY/DoD Enterprise-wide Software Initiative
 - Individual Customers and their advanced use of the schedule program



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Current MAS Program Issues

- Better education to customers on the rules regarding price reductions
- Visibility into ordering level information is limited
- Proliferation of non-GSA GWACs, MACs, and Enterprise-wide Contracts
- Contract Workload Management
- Rationalization
- Consistency, where appropriate, in solicitations and interpretation of Contract Clauses



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FAS anticipates and awaits the recommendations from the panel and asks them to consider

- Several layers of competition occur when ordering from schedules, which results in best value or the lowest cost alternative to the government.
- Consider different treatment or applicability of the Price Reduction Clause for products and services. Is the Clause difficult to administer and does it provide any value in the realm of services?
- How to best improve the value proposition and program's flexibilities and tools to advance the program, improve customer satisfaction, ensure industry partners understand the terms and condition, and all within the constraints of our procurement rules?