

Management Services Center News You Can Use

August 2011

We hope you enjoy this new electronic format of the Management Services Center (MSC) quarterly newsletter. The purpose of this newsletter is to keep you current on any changes to the schedules managed by the MSC and provide information to help you be successful. Please let us know if there are any topics that you would like to see addressed in upcoming newsletter.

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Schedule Business Managers Points of Contacts

Business Managers are responsible for being subject matter experts on the scope of their assigned Schedule. They research proposed scope changes, assist contractors and agencies in determining which Schedule(s) should be used to support an agencies statement of work (SOW), answer questions about the offer process, modification process, and eTool usage (GSA Advantage, eLibrary & eBuy). Additionally, they create marketing materials, conduct market research, assist contractors with ideas of how to be successful in obtaining federal business, assist with solicitation management and lastly, are available to answer questions or get you connected with the person who can.

The following are the Business Managers for the schedules managed by the Region 10 Management Services Center:

MOBIS	Tammy Lindsley	(253) 931-7627 tammy.lindsley@gsa.gov
PES	Maureen Duckworth	(253) 931-7514 maureen.duckworth@gsa.gov
Environmental	Staci Oetting	(253) 931-7611 staci.oetting@gsa.gov
LogWorld	Barry Nelson	(253) 931-7268 barry.nelson@gsa.gov
Language	Tammy Lindsley	(253) 931-7627 tam.lindsley@gsa.gov
Consolidated	Maureen Duckworth	(253) 931-7514 maureen.duckworth@gsa.gov

Management Services Center Industry Days

The Management Services Center (MSC) is conducting our annual ***Industry Days*** event in Seattle, Washington on, August 31st and September 1st, 2011. All current MSC contract holders are invited. The event is free and will be held in the Jackson Federal Building, 915 Second Ave, Seattle, WA 98174. Registration is available at: www.gsa.gov/events. Registration is required and will close on August 22nd.

The MSC manages the following Schedules: Consolidated, Language, MOBIS, LogWorld, Environmental and Professional Engineering Services. Contractors from these Schedules may participate in two days of presentations, training and discussion. The contracting staff will be available to meet one on one.

This conference is particularly valuable to contractors that are new to Schedules management. Some of the basic topics that will be addressed are:

You will have the opportunity to meet your Contracting Officer and to discuss Schedule specific issues.

There are many hotels and restaurants within walking distance of the Jackson Federal Building. Within downtown, buses are free and light rail is available to the airport. Parking is not available at the Jackson Federal Building.

Please contact your Contracting Officer to schedule a time to meet during the event.

Fire Protection Services Added to the Professional Engineering Services Schedule (871)

GSA's Professional Engineering Services (PES) Schedule supports engineering services used by the Federal Government and Department of Defense. Periodically, the Management Service Center (MSC) analyzes how the PES schedule is being used and makes necessary changes to the scope to ensure our contracts are meeting the needs of our customers. To that end, Fire Protection Engineering Services was recently added to all PES SINS, and the Consolidated Schedule 00CORP SIN C871.

Fire protection engineering (also known as fire engineering or fire safety engineering) is the application of science and engineering principles to protect people and their environments from the destructive effects of fire and smoke. The discipline of fire protection engineering includes, but is not exclusive to:

- Active fire protection - fire suppression systems, and fire alarm.
- Passive fire protection - fire and smoke barriers, space separation

- Smoke control and management
- Escape facilities- Emergency exits, Fire lifts etc.
- Building design, layout, and space planning
- Fire prevention programs
- Fire dynamics and fire modeling
- Human behavior during fire events
- Risk analysis, including economic factors

Fire protection engineers identify risks and design safeguards that aid in preventing, controlling, and mitigating the effects of fires. Fire protection engineers assist architects, building owners and developers in evaluating buildings' life safety and property protection goals. Fire protection engineers do fire experimentation and research. They perform risk analyses of major industrial facilities and consult with architects on buildings ranging from high rise structures to hospitals, hotels and sports stadiums. They engineer safe buildings, ships, trains, and other facilities using the latest principles of performance based design. Fire protection engineers design egress systems based on human behavior and protective components such as fire sprinkler and alarm systems, exit and smoke control systems. They investigate fires and explosions, and assure safety in diverse areas such as the NASA space program, and the US base in Antarctica.

FPE services fit under all seven SINs and have been added to the current Schedule description and SIN descriptions. The new SIN descriptions should show up in GSA e-Library by the end of August. For more detailed descriptions of the types of services that are appropriate under the PES Schedule 871 [click here](#) to see the Fire Protection Implementation Guide.

If your company provides FPE services, we encourage you to add this to your PES contract, using the modification instructions on the PES Services web page at www.gsa.gov/pes.

Informative Videos to help you succeed

A new series of informational videos designed to help GSA Schedule vendors is now available at <http://interact.gsa.gov/groups/contractor-success>. Created through a collaborative effort of the GSA/FAS/General Supplies and Services Acquisition Centers, this series of four short videos is called "GSA Schedules Training for Vendor Success". The goal is to help GSA Schedules vendors better understand the federal procurement process and become more successful at selling to the government.

The videos cover four key areas:

- What You Should Know About Federal Contracting
- GSA's Role in the Schedule Program
- Contractor's Role in the Schedule Program
- Marketing to the Federal Government

This comprehensive training series reviews the basics of federal contracting and highlights the value of the GSA Schedules program. Current GSA vendors will learn the differences between the myth and the reality of being a GSA contract holder as well as how the government procurement processes works, and the many ways the GSA Schedules program benefits both government agencies and vendors. The videos will provide an understanding and appreciation of the roles and responsibilities of both GSA and your organization as part of the Schedules program. Each video series also has a corresponding resource document also available through the Interact site. These pdf's provide all the links mentioned in the videos so that viewers can take their time and look through the plethora of information available to them at no cost. We hope that at the end of the video series, vendors will have a better understanding of how to get noticed by buyers, stay relevant, and improve their marketing and business development efforts. It's hard work and there is no easy recipe for success – but we're confident that each of you can gain valuable new business in the federal government market.

Schedule Refresh – Significant Changes

- 1) We have language advising offerors about the long lead time to process new offers (it's in both the synopsis and on the cover page to offer);
- 2) Created proposal templates that offerors can use to submit the required information for their proposals;
- 3) The Vendor Response Document is no longer included in any of our solicitations, since we are now mandatory eOffer; and
- 4) There is now guidance regarding handling hazard pay; this is in Section I of the proposal (Scope of Work).

Below please find significant changes documents for the PES, Logworld, Language, and Environmental and MOBIS Schedules that were refreshed on June 10, 2011 PES. We will be refreshing again in December.

Environmental Services – TFTP-EW-990899-B Refresh 15

CP-FSS-2 SIGNIFICANT CHANGES (OCT 1988)

The deleted regulations(s) from previous refresh are listed below

Number Title Clause/Provision

52.204-9 PERSONAL IDENTITY VERIFICATION OF CONTRACTOR PERSONNEL (SEP 2007) Clause

52.209-8 UPDATES OF INFORMATION REGARDING RESPONSIBILITY MATTERS (APRIL 2010) (DEVIATED I -

OCT 2010) Clause

The added regulation(s) in new refresh are listed below

Number Title Clause/Provision

52.225-19 CONTRACTOR PERSONNEL IN A DESIGNATED OPERATIONAL AREA OR SUPPORTING A DIPLOMATIC OR CONSULAR MISSION OUTSIDE THE UNITED STATES (MAR 2008) Clause
52.209-5 CERTIFICATION REGARDING RESPONSIBILITY MATTERS (APR 2010) Provision
52.209-9 UPDATES OF PUBLICLY AVAILABLE INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) (ALTERNATE I -- JAN 2011) Clause
52.210-1 MATERIAL RESEARCH (APR 2011) Clause
52.212-3 OFFEROR REPRESENTATIONS AND CERTIFICATIONS -- COMMERCIAL ITEMS (MAR 2011) Provision

The updated regulation(s) in new refresh are listed below

Number Title Clause/Provision

552.238-78 SCOPE OF CONTRACT (ELIGIBLE ORDERING ACTIVITIES) (SEP 2008) (ALTERNATE I -- FEB 2007) Clause
52.209-7 INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) Provision
52.212-5 CONTRACT TERMS AND CONDITIONS REQUIRED TO IMPLEMENT STATUTES OR EXECUTIVE ORDERS -- COMMERCIAL ITEMS (MAR 2011) (ALTERNATE II - DEC 2010) Clause

Language Services Solicitation Refresh 11 Significant Changes

CP-FSS-2 SIGNIFICANT CHANGES (OCT 1988)

The deleted regulations(s) from previous refresh are listed below

Number Title Clause/Provision

52.204-9 PERSONAL IDENTITY VERIFICATION OF CONTRACTOR PERSONNEL (SEP 2007) Clause
52.209-8 UPDATES OF INFORMATION REGARDING RESPONSIBILITY MATTERS (APRIL 2010) (DEVIATED I - OCT 2010) Clause

The added regulation(s) in new refresh are listed below

Number Title Clause/Provision

52.225-19 CONTRACTOR PERSONNEL IN A DESIGNATED OPERATIONAL AREA OR SUPPORTING A DIPLOMATIC OR CONSULAR MISSION OUTSIDE THE UNITED STATES (MAR 2008) Clause
52.209-5 CERTIFICATION REGARDING RESPONSIBILITY MATTERS (APR 2010) Provision
52.209-9 UPDATES OF PUBLICLY AVAILABLE INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) (ALTERNATE I -- JAN 2011) Clause
52.210-1 MATERIAL RESEARCH (APR 2011) Clause
52.212-3 OFFEROR REPRESENTATIONS AND CERTIFICATIONS -- COMMERCIAL ITEMS (MAR 2011) Provision

The updated regulation(s) in new refresh are listed below

Number Title Clause/Provision

552.238-78 SCOPE OF CONTRACT (ELIGIBLE ORDERING ACTIVITIES) (SEP 2008) (ALTERNATE I -- FEB 2007) Clause
52.209-7 INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) Provision
52.212-5 CONTRACT TERMS AND CONDITIONS REQUIRED TO IMPLEMENT STATUTES OR EXECUTIVE ORDERS -- COMMERCIAL ITEMS (MAR 2011) (ALTERNATE II - DEC 2010)

Logistics Worldwide Services (Logworld) Solicitation Refresh #9 Significant Changes

CP-FSS-2 SIGNIFICANT CHANGES (OCT 1988)

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The deleted regulations(s) from previous refresh are listed below

Number Title Clause/Provision

52.204-9 PERSONAL IDENTITY VERIFICATION OF CONTRACTOR PERSONNEL (SEP 007) Clause
52.209-8 UPDATES OF INFORMATION REGARDING RESPONSIBILITY MATTERS (APRIL 2010) (DEVIATED I - OCT 2010) Clause

The added regulation(s) in new refresh are listed below

Number Title Clause/Provision

52.225-19 CONTRACTOR PERSONNEL IN A DESIGNATED OPERATIONAL AREA OR SUPPORTING A DIPLOMATIC OR CONSULAR MISSION OUTSIDE THE UNITED STATES (MAR 2008) Clause
52.209-5 CERTIFICATION REGARDING RESPONSIBILITY MATTERS (APR 2010) Provision
52.209-9 UPDATES OF PUBLICLY AVAILABLE INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) (ALTERNATE I -- JAN 2011) Clause
52.210-1 MATERIAL RESEARCH (APR 2011) Clause
52.212-3 OFFEROR REPRESENTATIONS AND CERTIFICATIONS -- COMMERCIAL ITEMS (MAR 2011) Provision

The updated regulation(s) in new refresh are listed below

Number Title Clause/Provision

552.238-78 SCOPE OF CONTRACT (ELIGIBLE ORDERING ACTIVITIES) (SEP 2008) (ALTERNATE I -- FEB 2007) Clause
52.209-7 INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) Provision
52.212-5 CONTRACT TERMS AND CONDITIONS REQUIRED TO IMPLEMENT STATUTES OR EXECUTIVE ORDERS -- COMMERCIAL ITEMS (MAR 2011) (ALTERNATE II - DEC 2010) Clause

Professional Engineering Services (PES) Solicitation Refresh #15 Significant Changes

CP-FSS-2 SIGNIFICANT CHANGES (OCT 1988)

The deleted regulations(s) from previous refresh are listed below

Number Title Clause/Provision

52.204-9 PERSONAL IDENTITY VERIFICATION OF CONTRACTOR PERSONNEL (SEP 2007) Clause
52.209-8 UPDATES OF INFORMATION REGARDING RESPONSIBILITY MATTERS (APRIL 2010) (DEVIATED I - OCT 2010) Clause

The added regulation(s) in new refresh are listed below

Number Title Clause/Provision

52.225-19 CONTRACTOR PERSONNEL IN A DESIGNATED OPERATIONAL AREA OR SUPPORTING A DIPLOMATIC OR CONSULAR MISSION OUTSIDE THE UNITED STATES (MAR 2008) Clause
52.209-5 CERTIFICATION REGARDING RESPONSIBILITY MATTERS (APR 2010) Provision
52.209-9 UPDATES OF PUBLICLY AVAILABLE INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) (ALTERNATE I -- JAN 2011) Clause
52.210-1 MATERIAL RESEARCH (APR 2011) Clause
52.212-3 OFFEROR REPRESENTATIONS AND CERTIFICATIONS -- COMMERCIAL ITEMS (MAR 2011) Provision

The updated regulation(s) in new refresh are listed below

Number Title Clause/Provision

552.238-78 SCOPE OF CONTRACT (ELIGIBLE ORDERING ACTIVITIES) (SEP 2008) (ALTERNATE I -- FEB 2007) Clause
52.209-7 INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) Provision
52.212-5 CONTRACT TERMS AND CONDITIONS REQUIRED TO IMPLEMENT STATUTES OR EXECUTIVE ORDERS -- COMMERCIAL ITEMS (MAR 2011) (ALTERNATE II - DEC 2010) Clause

Mission Oriented Business Integrated Services (MOBIS) Solicitation Refresh #17 Significant Changes

CP-FSS-2 SIGNIFICANT CHANGES (OCT 1988)

The deleted regulations(s) from previous refresh are listed below

Number Title Clause/Provision

52.204-9 PERSONAL IDENTITY VERIFICATION OF CONTRACTOR PERSONNEL (SEP 2007) Clause
52.209-8 UPDATES OF INFORMATION REGARDING RESPONSIBILITY MATTERS (APRIL 2010) (DEVIATED I - OCT 2010) Clause

The added regulation(s) in new refresh are listed below

Number Title Clause/Provision

52.225-19 CONTRACTOR PERSONNEL IN A DESIGNATED OPERATIONAL AREA OR SUPPORTING A DIPLOMATIC OR CONSULAR MISSION OUTSIDE THE UNITED STATES (MAR 2008) Clause
52.209-5 CERTIFICATION REGARDING RESPONSIBILITY MATTERS (APR 2010) Provision
52.209-9 UPDATES OF PUBLICLY AVAILABLE INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011) (ALTERNATE I -- JAN 2011) Clause
52.210-1 MATERIAL RESEARCH (APR 2011) Clause
52.212-3 OFFEROR REPRESENTATIONS AND CERTIFICATIONS -- COMMERCIAL ITEMS (MAR 2011)

Provision

The updated regulation(s) in new refresh are listed below

Number Title Clause/Provision

552.238-78 SCOPE OF CONTRACT (ELIGIBLE ORDERING ACTIVITIES) (SEP 2008) (ALTERNATE I -- FEB 2007)

Clause

52.209-7 INFORMATION REGARDING RESPONSIBILITY MATTERS (JAN 2011)

Provision

52.212-5 CONTRACT TERMS AND CONDITIONS REQUIRED TO IMPLEMENT STATUTES OR EXECUTIVE ORDERS -- COMMERCIAL ITEMS (MAR 2011) (ALTERNATE II - DEC 2010)