



FMHAC Chatter

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Check out the
NEW FMHAC
Chatter
Newsletter!!

Director's Corner



The Facilities Maintenance and Hardware Center (FMHAC) has six strategic goals outlined for this fiscal year as part of their Business Plan. For this issue of the Director's Corner, I want to focus on the first goal, which is:

Emphasize innovation through looking at cutting edge processes, sustainable solutions, state-of-the-art offerings and cost efficiencies through innovative methods

Approval of business cases is well under way for the addition of new offerings on both Schedule's 51V and 03FAC.

On Schedule 03FAC, industry partners will soon be able to submit painting experience as one of the three core competencies required for new offers on Special Item Number (SIN) 811-002 Complete Facilities Maintenance. While companies could

have provided Davis Bacon wage rate painting as an ancillary service in the past, the new change will enable customers to order stand alone painting services directly. Based on customer inquiries regarding painting services over the past several years, we expect this to be a popular offering.

In response to additional customer feedback, the Center also plans to augment Schedule 51V to enable industry partners to offer Davis Bacon and Service Contract Act wage rate services along with their products on several SINS. The affected SINS are:

- **834-100 Commercial Coatings, Adhesives and Sealants**
- **834-500 Stains, Varnishes, Sealers, Shellacs and Lacquers**
- **834-600 Commercial Coatings Removers**
- **577-001 Woodworking Machinery and Equipment**
- **577-002 Maintenance Industrial Machinery**
- **577-005 Metalworking Machinery and Equipment**

Along with providing associated products, 51V companies will be able to provide a more total solution with complimentary services such as site preparation and installation.

Overall, I am pleased with the enhancements planned for both of our Schedules, and I am pleased with the progress we are making against this performance goal. I plan to relay progress against other Center performance goals, via the Chatter, as the year progresses.

Debbie Harms

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Managing Your Contract – Digital Certificates and Authorized Negotiators

As a contractor under the GSA Multiple Award Schedule (MAS) program, you are required to have a digital certificate for access into the eOffer/eMod applications to authenticate you against the authorized negotiators list for your offer/modification, and to sign the final contract/modification documents electronically. **In accordance with the terms and conditions of your MAS contract, each contractor is required to have at least two employees with digital certifications within their company.**

About Digital Certificates:

A digital certificate is an electronic credential that:

- Asserts the identity of an individual
- Enables eOffer/eMod to verify the identity of the individual entering the system and signing documents.
- Encrypt or decrypt data to ensure that it is securely transmitted.
- A packet of information that is stored on a web browser or on a token.
- Create digital signatures which are verifiable.

There are two providers authorized to sell the ACES Business Representative Identity Certificates. These are listed on the eoffer website at <http://eoffer.gsa.gov/>.

Note: It will take approximately 7 to 14 days for a digital certificate to be issued after you have notarized your paperwork and submitted it to the company. The digital certificates must be updated every two (2) years. It is imperative that you as contractors keep your digital certificates current. ***An expired digital certificate will delay the ability to submit an electronic offer or modification.***

Furthermore, please ensure that you back up your certificate. Check the eOffer user guide under the "Customer Assistance and Training" section to find the procedures for backing up your certificate. By backing up your certificate, if something happens to your computer, you will have a copy to import on your new computer.

Also remember you must add your name to the "Authorized Negotiators" list ***exactly*** as it appears on your digital certificate. If the names ***do not match exactly*** you ***will not*** be able to access the eOffer/eMod applications.

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Managing your contract – Digital Certificates and Authorized Negotiators - *(Continued from page 2)*

About Authorized Negotiators:

You are required to be an Authorized Negotiator, on the Contract, to access the Contract via eMod. As a MAS contractor you are required to have a minimum of two (2) authorized negotiators listed under your MAS contract at all times. Your Contracting Officer can only speak to an authorized negotiator when addressing specific terms and conditions of your contract.

What is an Authorized Negotiator? An Authorized Negotiator is someone that legally binds the company to any changes or updates to the contract. This person is usually assigned during the offer and flows to the contract. If this person changes, a contract modification must be done to add/delete a new authorized negotiator. If you receive an error message stating, "You are not an authorized negotiator on this contract," please review the following:

- **If your offer was submitted via paper:** You are probably not listed in the electronic system as an authorized negotiator. If you have your digital certificate and the system states that, "There are No Authorized Negotiator's on this Contract," please contact your contracting officer and have them add you as a negotiator. If a third party is maintaining your contract, make sure they are listed as a negotiator and have a valid digital certificate. The contracting officer will need your name and email address, as it appears on your digital certificate, to add you as an authorized negotiator.
- **If your offer was submitted electronically:** You have a current digital certificate, and the system states, "You are not an Authorized Negotiator on this contract". Please contact the person in your company who is an authorized negotiator to create a modification request, in eMod, to add you as a negotiator. If no one in your company is an authorized negotiator, please contact your contracting officer. If a third party is maintaining your contract, make sure they are listed as a negotiator and have a valid digital certificate. Both the contracting officer and/or the point of contact (POC) of your company will need your name and email address, as it appears on **your** digital certificate, to add you as an authorized negotiator.
- **If you still cannot access eMods:** Please contact the eMod help desk at (866) 472-9114.

Essentially the Same (ETS) Commercial Products – AbilityOne

What is AbilityOne?

The AbilityOne program is a federal program that generates jobs for individuals who are blind or otherwise severely disabled through the manufacturing of products or provisions of services required by federal personnel. The Javits-Wagner-O'Day (JWOD) Act 41, U.S.C. 46-48a, established the AbilityOne program which is administered by AbilityOne Commission from People who are Blind or Severely Disabled. All products and services identified on the AbilityOne Procurement List are mandatory for all federal customers IAW FAR Part 8.

What is ETS?

An ETS (essentially the same) product or service is any product or service offered by your company which is similar to a product or service identified on the Procurement List or AbilityOne Catalog. Certain products under your contract may be ETS. Because AbilityOne is a mandatory source for Federal customers, contractors are required to remove all ETS items from all resultant contracts. Under the 51V program we have identified specific SINs where there is significant crossover into this area. It is important that you monitor your contract closely and remove any product similar to a product offered through AbilityOne. The Procurement List and current AbilityOne catalog can be viewed from www.abilityone.gov. In addition, a listing of office and janitorial/sanitation products that are ETS is available at www.abilityone.gov/newdistributor. A complete listing of AbilityOne items can be downloaded at <http://www.jwod.gov>. These listings do not include private label products. Any private label product must be reviewed by the AbilityOne personnel.

Monitoring ETS:

Under 51V Special Item Numbers (SINs) 105-001, 105-002, 834-100, 834-500, 834-600, 834-700, and 834-900 have specific technical requirements pertaining to AbilityOne. If your contract includes one of these SINs, you must monitor the Procurement Lists and AbilityOne catalog to ensure compliance with the AbilityOne program.

Authorized Distributor Program:

The AbilityOne program authorizes commercial contractors to distribute AbilityOne products to federal customers. Contractors must be officially authorized prior to selling AbilityOne products. Therefore, contractors seeking authorization must demonstrate how its order entry system will automatically block the sale of commercial ETS items to federal customers and substitute the appropriate AbilityOne product. Visit www.abilityone.gov/newdistributor to download an application for authorization.

Questions:

Whether a contractor is authorized to distribute AbilityOne products or not, you cannot sell commercially ETS items under your MAS contract at any time. If you have questions concerning a specific product or service or wish to participate in the AbilityOne Authorized Distributor program, please contact Mr. Eric Beale at ebeale@abilityone.gov or 703-603-2119. Direct any contractual questions to your Contracting Officer.

03FAC Painting Services

Schedule 03FAC recently received internal approval to add painting services that utilize Davis-Bacon wage rates to SIN 811 002, Complete Facilities Maintenance. The following language will be incorporated into SIN 811 002 in both the solicitation and in GSA eLibrary with the next refresh of the solicitation in late December or early January:

Painting (Davis-Bacon included)

Special ordering procedures, which include Davis Bacon wage rates and clauses apply to this SIN. Excludes Architectural Engineering Services (A and E) under the Brooks Architect-Engineers Act as stated in Federal Regulation (FAR) Part 36

Customer impact: Once this language is added, customers will be able to order painting services that utilize Davis Bacon wage rates as a stand-alone service from SIN 811 002.

Contractor impact: This change will allow current contract holders with SIN 811 002 to add labor categories to their contract via contract modification that utilize Davis Bacon wage rates for painting services only. SIN 003 97 for Ancillary Repair and Alteration continues to be the only other SIN under Schedule 03FAC that permits pricing using Davis Bacon wage rates in addition to Service Contract Act wage rates.

In order to modify the contract to add a labor category using Davis Bacon wage rates, the contractor must submit a price proposal for the new rates, including the applicable Davis Bacon General Decision information, price support documentation (*see* SCP-FSS-002(c)(16) for a definition of acceptable price support documentation), and a description of the labor category. This information must be submitted to the eMod system (eoffer.gsa.gov) by an authorized negotiator with a digital certificate.

Any 03FAC contract holder that does not currently have SIN 811 002 and wishes to add it should contact their contracting officer to gain a full understanding of the technical proposal requirements that must be met in order to qualify for offering SIN 811 002. The modification guidelines for Schedule 03FAC are available on the FMHAC website at www.gsa.gov/fmhac under FMHAC Reference Documents.

Have You Done Your eSRS Report Yet?

It is important to know that all large businesses with a subcontracting plan were required to submit their report for the period ending September 30, 2011. This is true even if no sales occurred during this timeframe. This report was due to be submitted into eSRS by October 30, 2011. We have discovered that many companies have not yet completed their reports. This is a contractual requirement and must be met.

If you have not done so, please log into www.esrs.gov and complete your report today!

If you have any questions, please contact Ellen Upchurch (51V), Janet Haynes (03FAC), or your Contracting Officer.

Helpful Hints...

Since all modifications are required to be completed on line, there are a couple of websites with detailed information on the “how to” of doing eMods.

Visit the Vendor Support Center at www.vsc.gov to download the instructions on how to submit an eMod through the eOffer website.

OR

Visit the Facilities Maintenance and Hardware Acquisition Center site at www.gsa.gov/fmhac; under the Reference Documents, tab the modification guidelines and instructions can be found as well.

Around the Center



On November 9, 2011 employees of the Facilities Maintenance and Hardware Acquisition Center (FMHAC) attended their quarterly teambuilding function, this time with a sustainable theme. The Center took a tour of the LEED Gold certified JE Dunn building in downtown Kansas City, Missouri.

The JE Dunn building is a 204,000 square foot, 6-story structure that cost \$41 Million to construct. The building design is unique and showcases sustainability at its finest. Floors are made from the wood of local barns that are no longer in use, floor to ceiling windows made from glass that detracts heat line the walls allowing for natural light and native grasses and plants were used around the structure. The building also showcases carpet made from recycled fibers, gray and storm water collection are used for toilets and irrigation and energy alternatives that curb carbon emission. The highlight of the tour was not in the structure itself, but in the change the building brought to the culture of the company. They recycle 86% of the waste that comes from the building with recycling and compost and associates are extremely conscious about their impact on the environment. FMHAC employees continued the sustainability theme by ending their teambuilding at the Blue Bird Bistro for a Thanksgiving luncheon. The Blue Bird Bistro is a local restaurant that serves organic, sustainable, all-natural and locally grown food.

Interested in a free marketing session? This 3 hour webinar will provide you with tips and information on how to market your company to the Federal Government along with how to maneuver in some of the most common websites Federal agencies use. If you're interested, please send an email to "kristy.wilbur@gsa.gov" with your name and company information to be signed up for the next session!

FMHAC'S 13th Annual Industry Day Event!

GSA's Facilities Maintenance and Hardware Acquisition Center is hosting its 13th annual Industry Day event, "Innovation Locomotion" at the Hyatt Regency St. Louis at The Arch on February 28 - March 1, 2012. This event is for current 03FAC and 51V contract holders. It provides an opportunity for Industry Partners (IP's) to network with GSA employees and other IP's, learn about the GSA Schedules program and receive updates from GSA's senior management.

The three day event will feature:

- Speaker and Training Sessions
- Opportunities to schedule one-on-one appointments with your Contracting Officer
- Partnership for Facilities and Hardware Solutions (PFHS) meeting
- Opportunities to learn and discuss the impact of sustainability and Schedules
- Focus groups for Schedules and Industry Partners

Additional informative break-out sessions will cover topics such as:

- The federal market outlook
- Painting as a stand-alone service
- Doing business with the Federal Government
- e-Mods and e-Tools
- GSA Global Supply
- Marketing your GSA Schedule
- GSA's mentor protégé relationship
- Understanding GSA's Industrial Operation Analyst (IOA) visits
- Contractor Teaming Arrangements (CTAs)
- Social media
- Updates from Central Office and More!

The **estimated cost** of this year's event will be approximately \$170.00. The actual cost will be announced closer to the date of the event and can be paid at the beginning of the event.

The agenda and course syllabus will be loaded on the registration page as we get closer to the event date.

Register early as space is limited!

Register for the event:

<http://www.gsa.gov/portal/content/114471>

(fee and event information provided at the above website)

Book Your Hotel:

https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=5503514

You may also call the hotel at 1-888-421-1442 to make your reservation if you prefer, please use the group passkey "**GSA Facilities Maintenance and Hardware**".



Facilities Maintenance & Hardware Acquisition Center (FMHAC)

Financial Outlook

Our 51V Schedule is very mature. We continue to anticipate very modest growth in this schedule. A 3.74% cumulative growth is a very nice number for this schedule.

The 03FAC Schedule grew at over 30% in FY11. It continues to be one of the fastest growing of all the GSA Schedules.

FY11 Q4 Compared to FY10 Q4				FY11 Q4 Compared to FY10 Q4			
QUARTER 4 ONLY				CUMULATIVE			
	<u>FY10 Q4</u>	<u>FY11 Q4</u>	<u>% Change</u>		<u>FY10 Q4</u>	<u>FY11 Q4</u>	<u>% Change</u>
51V	149,891	145,162	-3.15%	51V	643,648	667,714	3.74%
03FAC	<u>85,832</u>	<u>126,573</u>	<u>47.47%</u>	03FAC	<u>325,715</u>	<u>423,828</u>	<u>30.12%</u>
Total	235,723	271,735	15.28%	Total	969,363	1,091,542	12.60%

GSA Training Conference and EXPO 2012

The GSA Training Conference and Expo 2012 will take place May 15-17, 2012, at the Henry B. Gonzales Convention Center in San Antonio, Texas. As GSA's signature training conference and exposition, this event is specially designed to benefit federal, state, and local government employees and military members who make or influence procurement decisions. An invaluable experience for acquisition or program managers, the GSA Training Conference and Expo provides you with opportunities to:

- * Build your acquisition knowledge
- * Network with hundreds of experts from GSA and other agencies
- * Bring your national or regional staff together for a meeting
- * Learn more about the service, innovation and value that GSA has to offer

Let's keep FMAHC's high percentage of vendors attending and exhibiting going!

Exhibit floor space will be available to companies holding a current contract with GSA. Visitor (non-exhibiting vendor) information will be available approximately 60 days before the event.

All information is online: <http://expo.gsa.gov/content/exhibitors>

New for 2012, all confirmed exhibitors of the expo will be required to complete a Green Exhibitor Scorecard as a condition for exhibiting at the 2012 Training Conference and Expo. Exhibitors that do not complete the Scorecard may not be allowed to exhibit in future Expos. The Scorecard will be emailed to all confirmed exhibitors and will be due on or before April 16, 2012.

Please see sample scorecard from 2011 at: <http://expo.gsa.gov/content/exhibitors>



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Welcome New Industry Partners!

Contract No.	Contractor Name	Sched No	Contract No.	Contractor Name	Sched No
GS-21F-0185X	HAMHED LIMITED LIABILITY COMPANY	03FAC	GS-21F-0014Y	ZAPOTEC ENERGY, INC.	03FAC
GS-21F-0187X	LOCKHEED MARTIN SERVICES, INC.	03FAC	GS-21F-0015Y	ENVIRONMENT PLUS PEST CONTROL,	03FAC
GS-21F-0184X	DIVERSIFIED SERVICES GROUP INC	03FAC	GS-21F-0016Y	MBI HVAC, INC.	03FAC
GS-21F-0193X	EME CONSULTING ENGINEERING GROUP	03FAC	GS-21F-0017Y	ALUTIIQ DIVERSIFIED SERVICES, LLC	03FAC
GS-21F-0194X	SUSTAINABLE ENGINEERING GROUP, L	03FAC	GS-21F-0019Y	AARD PEST CONTROL INC	03FAC
GS-21F-0003Y	PR PLUMBING, HEATING & AIR CONDITIONING	03FAC	GS-21F-0196X	INTERNATIONAL COMMERCE & MARKETING	51 V
GS-21F-0004Y	ELSTONAIRE, INC.	03FAC	GS-21F-0001Y	W.B. MCCLOUD & CO., INC.	51 V
GS-21F-0005Y	ELCON ENTERPRISES, INC. ENERGY ENGINEERING ASSOCIATES	03FAC	GS-21F-0002Y	NORTH AMERICAN EDM SUPPLIES	51 V
GS-21F-0008Y	MATOUS CONSTRUCTION II, LTD.	03FAC	GS-21F-0007Y	MIYACHI UNITEK CORPORATION	51 V
GS-21F-0010Y	CERTIFIED EFFICIENCY SERVICES INC	03FAC	GS-21F-0011Y	CORONADO GLASS & PAINT	51 V
GS-21F-0013Y		03FAC	GS-21F-0006Y	ANABCO FASTENERS, INC.	51 V
GS-21F-0020Y	TALISEN TECHNOLOGIES, INC.	03FAC	GS-21F-0012Y	E. B. MEYER, INC.	51 V
GS-21F-0023Y	STANLEY CONSULTANTS, INC.	03FAC	GS-21F-0021Y	WOODSTOCK INTERNATIONAL, INC.	51 V
GS-21F-0026Y	TAITEM ENGINEERING, PC QUESTIONS & SOLUTIONS ENGINEER	03FAC	GS-21F-0025Y	INCREDIBLE SUPPLY, LLC	51 V
GS-21F-0028Y		03FAC	GS-21F-0030Y	WILDE TOOL CO., INC.	51 V
GS-21F-0029Y	B & I CONTRACTORS, INC.	03FAC	GS-21F-0031Y	MID-ISLAND ELECTRICAL SALES CORP	51 V