



# FMHAC Chatter

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Check out the NEW FMHAC Chatter Newsletter!!

## Director's Corner



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As the 3<sup>rd</sup> quarter comes to a close, I am happy to finally see the sun come out in between the numerous strong storms that we have already experienced this spring season. Increased sunlight has a positive impact not only on our personal demeanor but also has an indirect impact on our Acquisition Center as we strive to develop innovative solutions to assist federal agencies with being more sustainable.

I would like to utilize this Director's Corner to highlight a couple of the innovative solutions we have on the drawing board for our Center. The first involves solar technology. While you are aware that we enable agencies to procure solar solutions on Schedule 03FAC, SIN 871-209, most of you are probably not

aware that we have been teaming with many of our solar companies to develop a long-term leasing solution for Photo Voltaic (PV) technology. This leasing solution will enable agencies to stretch reduced budgets and increase their renewable power at levels that might not have been achievable if PV systems had to be procured in one lump sum.

The second innovative and sustainable solution I would like to emphasize also indirectly involves the sun. In addition to providing potential electrical power, the sun, through photosynthesis, also makes plants grow. Because of photosynthesis, federal grounds need to be maintained: grass needs mowed, trees need trimmed, and many noxious weeds need abated. Because we realize many of our 03FAC Grounds Maintenance solutions require increased carbon emissions and harmful

chemical usage, the Center is researching more sustainable maintenance solutions. One weed abatement solution we are strongly considering involves the capra aegagrus hircus. Yes, we are exploring adding the common domesticated goat to our grounds maintenance solutions. Our research has shown that increasingly, federal agencies are finding goats to be a sustainable weed abatement solution.

In closing, I sincerely hope you, our valued industry partners, are also taking advantage of the summer sun, and I hope you too are finding innovative ways to assist the federal government in its endeavor to be more sustainable.

*Debbie Harms*

## 51V Refresh 11



On June 14, 2011, the Facilities Maintenance and Hardware Acquisition Center (FMHAC) issued 6FEC-E6-060173-B, Refresh 11. This refresh incorporates new language developed as the first step to provide better pricing and more information to Multiple Award Schedule Customers. The Office of General Supplies and Services, in conjunction with the Office of Charge Card Management and the Office of Acquisition Management, developed this language that has been rolled out as a pilot across three Multiple Award Schedules (MAS). The pilot applies to new awards under the following Schedules and SINs:

- Schedule 67 Photographic Equipment SINs 19 100 & 20 316
- Schedule 51 V Hardware Superstore SINs 105 001 & 105 002
- Schedule 58 I Professional Audio/Video Telemetry/Tracking, Recording/Reproducing and Signal Data Solutions

GSA MAS contracting officers negotiate pricing for products and services with the objective of obtaining pricing equal to or better than the vendor's commercial pricing. However, in many commodity groups, government customers approach vendors directly to make micro-purchases (less than \$3,000.) and do not know they need to request the MAS pricing. Through changes to General Services Acquisition Regulation clause 552.232-79, Payment by Credit Card, MAS contractors will be contractually obligated to provide the GSA Schedule price for all orders placed through standard contractor ordering channels when the GSA SmartPay purchase card is presented. This discount is known as a Point of Sale discount. This change will allow GSA SmartPay purchase card-holders potentially to achieve substantial savings over retail pricing.

A June 2010 Government Accountability Office (GAO) report recommended that GSA take steps to collect transactional data on MAS orders and prices paid. This pilot is the first step towards implementing the data collection steps recommended by GAO. Collecting level-3 transactional data, which MAS customers have been requesting for many years, will provide customers with a means to analyze and accurately track spending and provide full line-item detail. This will also allow MAS customers to analyze spending patterns and fully leverage their spending.

The Point of Sale and Transactional Data initiatives bring added benefits to the MAS program, and in the future may yield substantial savings to Federal customers. This effort is a part of GSA's continued effort to provide Best Value and Innovation to the Federal Government. Specific terms and conditions applicable to the 51V program are shown below. This is a verbatim extract from the solicitation and is applicable immediately for all new offers. Current contractors are encouraged to participate as soon as possible; however, it will be mandatory for SINs 105-001 and 105-002 effective 9 months after acceptance of the Mass Mod. See below for specifics as extracted from the solicitation:

“Vendors whose contracts contain the below SINs have 9 months from date of contract award, or modification to implement the **Point of Sale and Transactional Data** requirements listed below.

105 001 Hardware Store, Home Improvement Center, or MRO (Store Front)  
 105 002 Hardware Store, Home Improvement Center, or MRO (Catalog)

Continued on page 3...

**Transactional Data Program:** The Contractor must have the capability to capture and provide Level III data (sales data at line-item level) at point of sale to its order processor (e.g. merchant bank) for all purchases made with the GSA SmartPay purchase card. All Level III data must also be available for reporting to the Government. At a minimum, fields must include:

- Unit cost
- Debit/credit indicator
- Quantities
- Total purchase amount
- Unit of measure
- Payment date
- Manufacturer name
- Merchant name, city, and state
- Manufacturer part number
- Date contractor processed the charge/credit
- Product codes
- Contractor processing/transaction reference number for each charge/credit
- Product descriptions
- Merchant category code
- Ship-to zip code
- Merchant business code
- Ship-from zip code
- Merchant taxpayer identification number (TIN)
- Freight amount
- Minority/women-owned, Service-Disabled Veteran-Owned Small Business codes
- Order date
- 1099 status and merchant zip code
- Discount amount
- Transaction number
- Order number
- Customer

**Point of Sale Program:** The Contractor shall automatically provide the GSA Schedule price or lower sale price (unless a lower price was separately negotiated by the ordering agency) and tax exemption (where applicable) when presented with a GSA SmartPay purchase card in the following ordering channels:

- Mail order
- Telephone order
- E-mail
- Vendor Commercial Website
- Retail sales in physical storefront

The Contractor shall recognize the GSA SmartPay purchase card from the 4-digit prefix in the charge card numbers (called Bank Identification Numbers or BINs). The current GSA SmartPay BIN numbers are:

- Visa: 4614, 4716 and 4486
- MasterCard: 5565 and 5568

The sales draft, receipt or invoice generated as a result of the transaction shall show the final price charged. The final price may represent the GSA Schedule price or a lower sales price, if applicable."

***Should you have questions and/or concerns please contact your Contracting Officer for assistance.***

## 03FAC Update



It was great seeing so many 03FAC contract holders at this year's GSA Expo in San Diego! We enjoyed meeting and visiting with you and hope you had a great show!

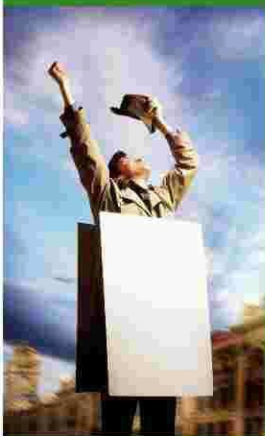
The 03FAC Schedule solicitation provisions and clauses were updated on June 10, 2011 to Refresh 16. Visit [FedBizOpps.gov](http://FedBizOpps.gov) to see the revised solicitation. As with previous refreshes, a mass modification will be issued to all schedule holders by the Administrative Contracting Officers (ACOs) to accept the updated clauses into the schedule contract. Once issued, this modification must be accepted before any other contract modifications will be completed for your 03FAC schedule contract.

Over the past year, we have been building a library of sample statements of work (SOWs) for energy projects that we can provide to customers asking us for resources to build their SOWs. We also frequently receive requests for sample SOWs for other facilities maintenance service. If you have some SOWs from schedule task orders that you have completed that you would be willing to share with our office, please send them to Kristy Wilbur at [kristy.wilbur@gsa.gov](mailto:kristy.wilbur@gsa.gov). Please note that specific information about the customer or work site will not be released. This is a great marketing tool for Schedule 03FAC, so we encourage you to help us help you! If you have questions about the uses of this SOW library, please contact Janet Haynes, Supervisor 03FAC Schedule at [janet.haynes@gsa.gov](mailto:janet.haynes@gsa.gov).

## Important information!!!

Have you completed the Authorized Negotiator Mass Mod yet? If not, please do so with the correct authorized negotiator information, **exactly** as it is shown on your digital certificate. Example: If your digital certificate shows "John H. Doe" make sure you enter exactly the same with capitals/lower cases, periods, and spacing as it is shown on your certificate. We are seeing some cases where the modification is being accepted without entering any digital certificate/authorized negotiator information, which causes problems for our eMod system. We are seeing other cases where the correct information is being replaced with incorrect information, which also causes problems. This modification is crucial to the eMod system working properly and needs to be completed properly. If you have any questions concerning this modification, please talk with your Contracting Officer.

## Marketing to the Federal Government



## Did you know?

The Facilities Maintenance and Hardware Acquisition Center (FMHAC) offers a free "How to market to the Federal Government" course? Tim Benoit, Director of Business Management Division (BMD), provides detailed insight on the best way to market your company to the Federal Government. Whether you're new to the schedule or an

established schedule holder, you'll find this course very insightful. The course is done via webinar, is approximately three hours, and best of all its FREE! Courses are set up for 51V, 03FAC Energy and 03FAC Facilities Maintenance with each being held once a quarter.

If interested in joining one of the sessions send an email to Kristy Wilbur at [kristy.wilbur@gsa.gov](mailto:kristy.wilbur@gsa.gov) to have your company added to the next course!

## Helpful Hints...

The Federal Data Procurement System (FPDS), <https://www.fpds.gov>, is a single source for US government-wide procurement data.

The Federal Procurement Data Center (FPDC), part of the U.S. General Services Administration, manages the Federal Procurement Data System (FPDS). The FPDS-NG is the current central repository of information on Federal contracting. The system contains detailed information on contract actions over \$3,000 (FY2004 and later data). The Executive departments and agencies award over \$200 billion annually for goods and services. The system can identify who bought what, from whom, for how much, when, and where.

FPDS-NG offers public users unprecedented access to the spending patterns of the Federal government – at no cost. Once you have registered, you will have access to all actions in that have been submitted to FPDSNG from across the Federal government.

Below is a helpful link to acquaint yourself with using FPDSNG:

[https://www.fpds.gov/common/html/public\\_welcome\\_text.html](https://www.fpds.gov/common/html/public_welcome_text.html)



*"The meeting with Picnic is an annual tradition the Center does to promote teambuilding, employee recognition and to maintain the culture of an office that does expanded telework."*



## Around the Center

On March 25, 2011, Josilyn Reed, Eric Stonner, and Patrick Mazzei from the Facilities Maintenance and Hardware Acquisition Center (FMHAC) were certified in Sustainable Business Leadership through Johnson County Community College's Center for Business and Technology. While attending this course, they gained insight on sustainable best practices in business and how to transfer a company's loosely organized current and future sustainable practices into a comprehensive Sustainable Business Plan. Course topics included Corporate Social Responsibility and Sustainable Business, Risk Management and Corporate Sustainability, Sustainability Planning and Strategies, and Sustainable Business Planning. Expectations following this course are to "future-proof" the organization, helping to meet appropriately customer demands and to ensure long-term success.

## Picnic at the Park

On May 17, 2011 associates from the Facilities Maintenance and Hardware Acquisition Center (FMHAC) attended the Center's annual Meeting with Picnic at the Leawood City Park. The Meeting with Picnic is an annual tradition the Center does to promote teambuilding, employee recognition and to maintain the culture of an office that does expanded telework. Debbie Harms started the meeting by presenting welcome letters to new associates, Andrew Pong and Marlyn Ziegler. She continued by presenting certificates of appreciation to everyone for their efforts in making the 2011 FMHAC Industry Day a huge success. In addition, Kendra McQueary and Cheryl Sharp were recognized for their excellent customer service given to Industry Partners. This meeting also marked the one year time frame for the FMHAC telework pilot program. It was discussed that team building meetings like this are essential to keep employee culture and morale high as we move into year two of expanded telework for the Center. In order to celebrate the one year anniversary, Debbie announced the "Just One Bag" campaign where all FMHAC associates would be able to select a rolling laptop bag to carry items from the traditional office to the home office. The "Just One Bag" campaign was created due to associates being able to carry everything they need from office to office in "Just One Bag". After the meeting was adjourned, associates enjoyed the afternoon participating in teambuilding activities. They played volleyball, Catch Phrase, and enjoyed a picnic lunch.

# Who's New at FMHAC?



Marlyn Ziegler joined the FMHAC team on April 25, 2011 as a Senior Contract Specialist and Procurement Project Lead within the Commercial Products and Services Acquisition Branch. Marlyn graduated from Baker University in Baldwin City, Kansas with a BBA and has earned the Federal Acquisition Certification Level III. His prior experience includes working for the Department of Agriculture for the past 12 years as a Contracting Officer's Representative.

## Facilities Maintenance & Hardware Acquisition Center (FMHAC)

Our 51V Schedule is very mature. We continue to anticipate very modest growth in this schedule. A 6.17% cumulative growth is a very large number for this schedule.

The 03FAC Schedule grew at nearly 27% for the first half of FY11. It continues to be one of the fastest growing of all the GSA Schedules.

FY11 Q2 Compared to FY10 Q2			
QUARTER 2 ONLY:			
	FY10 Q2	FY11 Q2	% Change
51V	157,556	176,239	11.86%
03FAC	70,769	96,791	36.77%
<b>Total</b>	<b>228,325</b>	<b>273,030</b>	<b>19.58%</b>

FY11 Q2 Compared to FY10 Q2			
CUMULATIVE:			
	FY10 Q2	FY11 Q2	% Change
51V	348,628	370,126	6.17%
03FAC	155,605	197,474	26.91%
<b>Total</b>	<b>504,233</b>	<b>567,600</b>	<b>12.57%</b>



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**Welcome New Industry Partners!**

Cont No	Contr Name	Sched No	Cont No	Contr Name	Sched No
GS21F0101X	MCKENNEY'S, INC.	03FAC	GS21F0115X	GREENBRIER ENTERPRISES INC	03FAC
GS21F0099X	84 LUMBER COMPANY	51V	GS21F0114X	360 INDUSTRIAL GROUP, INC	51V
GS21F0100X	ACME ELECTRIC MOTOR, INC.	51V	GS21F0112X	NORFOLK POWER EQUIPMENT, INC.	51V
GS21F0102X	ACE TECHNOLOGIES, LLC	03FAC	GS21F0118X	TDINDUSTRIES, INC.	03FAC
GS21F0103X	WESTON SOLUTIONS, INC.	03FAC	GS21F0116X	CAPP, INC.	51V
GS21F0104X	MECKLEY SERVICES, INC.	03FAC	GS21F0119X	KIRILA FIRE TRAINING FACILITIES,	03FAC
GS21F0105X	AIR POWER, INC.	51V	GS21F0113X	RHINO ASSEMBLY CORPORATION	51V
GS21F0107X	STRATA G, LLC	03FAC	GS21F0117X	PRIMUS SOLUTIONS, INC.	03FAC
GS21F0108X	LAWRENCE LANDSCAPING AND MAINTEN	03FAC	GS21F0120X	INDEPENDENT ENERGY SOLUTIONS, IN	03FAC
GS21F0106X	CLIMATE TECHNOLOGY INC	03FAC	GS21F0122X	ENERGY SERVICES ASSOCIATES, INC	03FAC
GS21F0109X	ASAP HEATING COOLING,	03FAC	GS21F0121X	AKZO NOBEL PAINTS LLC	51V
GS21F0111X	SINGH GROUP, INC.	03FAC	GS21F0123X	PHILLIP & ASSOCIATES	03FAC
GS21F0110X	ATLANTIC DIVING SUPPLY,	51V			

Please send any questions, comments or suggestions about the FMHAC Chatter to:  
Kristy Wilbur at [kristy.wilbur@gsa.gov](mailto:kristy.wilbur@gsa.gov)