

Second FSSI BPAs Podcast  
August 2010

TRICIA: Hello, and welcome to *GSA Today*. I'm Tricia Sieveke ...

ZACHARY: And I'm Zachary Lerner. Here's what's happening in the world of federal procurement.

TRICIA: Blanket Purchase Agreements (or BPAs) have been around for quite a while. They're one of the many ways the General Services Administration uses strategic sourcing to cut costs and increase the government's buying power with vendors.

ZACHARY: That's right, Tricia. In June 2010, GSA awarded twelve BPA's and added three more in July, for a total of 15 new BPAs, making it easier than ever for you to get the office supplies you need – while helping federal contracting officials save nearly \$200 million over the next four years.

TRICIA: I've heard about those! Created to support the second Federal Strategic Sourcing Initiative (or FSSI) for Office Supplies, these new BPAs work like charge accounts with key vendors, giving agencies a fast and effective way to order office supplies.

ZACHARY: Yes, and the prices are even lower than the negotiated discounted prices already available on GSA's Schedule 75.

TRICIA: It's important to remember that this isn't the first FSSI GSA put into place. The first Federal Strategic Sourcing Initiative was launched in November 2005 as a result of a joint partnership between GSA and Treasury. The Office of Management and Budget (or OMB) and the Office of Federal Procurement Policy wanted all agencies to identify commodities they could purchase more efficiently through strategic sourcing. Today, more than 14 federal agencies, both military and civilian, are active participants in the original FSSI Office Supplies Commodity Initiative.

ZACHARY: This year, after OMB's recent mandate ordering all federal agencies to cut their procurement spending by 3.5% in Fiscal Years 2010 and 2011, the agencies determined they could achieve significant savings using agency-wide and government-wide strategic sourcing initiatives.

TRICIA: That's why GSA established the Second Generation FSSI for Office Supplies – to help agencies help the Administration save \$40 billion annually.

ZACHARY: There are a few ways you can use the second FSSI BPAs to purchase your agency's supplies. One of the easiest ways is through the strategic sourcing aisle on GSA Advantage. GSA Advantage is the online shopping and ordering system that provides government customers with access to thousands of contractors and millions of supplies and services. You can also access the BPAs through DoD EMALL, and ordering for both portals can be found on the [gsa.gov](http://gsa.gov) website. Also starting next calendar year, SmartPay cardholders can get automatic discounts when using

the SmartPay card and ordering directly from the any of the 15 vendors online or shopping at their retail locations.

TRICIA: To learn more about the second FSSI and the new BPAs, go to [www.gsa.gov/fssiofficesupplies/options](http://www.gsa.gov/fssiofficesupplies/options).

ZACHARY: Or call Hassan Harris at 212-264-4784

TRICIA: That's all we've got for you for now. Until next time, for *GSA Today*, I'm Tricia Sieveke.

ZACHARY: And I'm Zachary Lerner. Thanks for listening!