



Federal Acquisition Service

# Society of American Military Engineers Industry Day

## GSA Opportunities

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February 15, 2024

# Today's Speaker

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Central Office**

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# Agenda

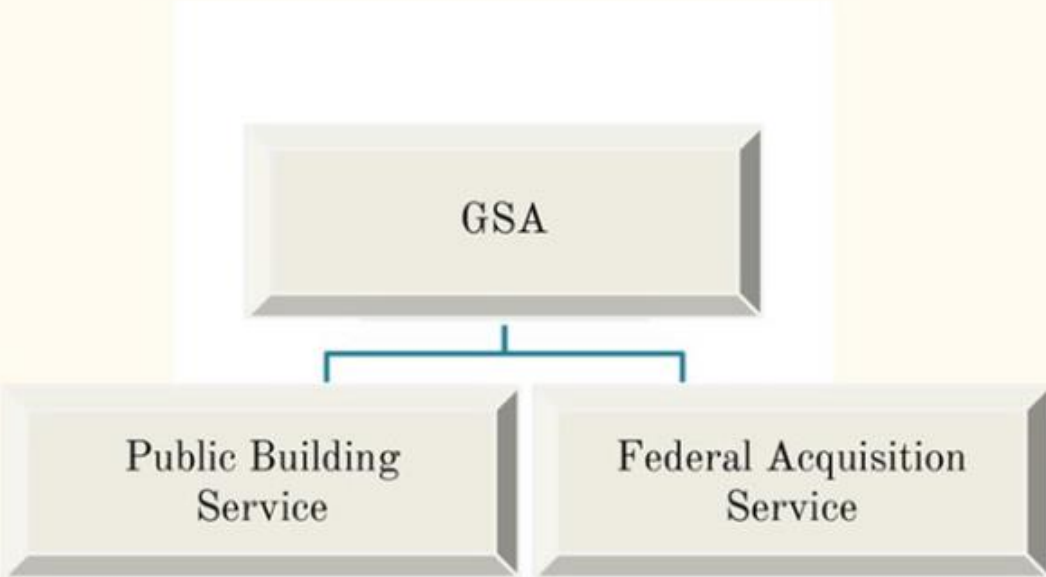
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1. Forecast of Contracting Opportunities
2. PBS Capital Investment & Leasing Program
3. OASIS+
4. Multiple Award Schedule
5. Getting on the MAS
6. The world according to Phil



# Organizational Structure of GSA

- Landlord of the Federal Government
- Design & Construction
- Owned & Leased Buildings
- Regional Program
- Appropriated by Congress



- Contracting/Purchasing Expert of the Federal Government
- Multiple Award Schedules Program
- Fleet Program
- National Program
- Funded by Vendor Sales



# GSA Forecast of Contracting Opportunities

<https://hallways.cap.gsa.gov/app/#/dv/federal-business-forecast>

A new Acquisition Gateway is coming this summer! This site will no longer be updated, and will be decommissioned on September 30, 2023. We appreciate your patience.

ACQUISITION GATEWAY Tools Resources Tutorials Search Acquisition Gateway

Found 2438 results of 17657 Share 1 of 98 25

### FORECAST OF CONTRACTING OPPORTUNITIES

Keyword Search

**Clear All**

Agency  
   
 Add a filter

Organization  
   
 Add a filter

Place of Performance (State)  
  
 Add a filter

NAICS Code  
  
 Add a filter

Award Status  
  
 Add a filter

Estimated Award Fiscal Quarter  
  
 Add a filter

Estimated Award Fiscal Year  
  
 Add a filter

Acquisition Strategy/Type of Set-Aside

**Welcome to the FORECAST OF CONTRACTING OPPORTUNITIES**

The goal of this tool is to provide a nationwide dashboard of upcoming federal contracting opportunities. All projected procurements are subject to revision or cancellation. Final decisions on the extent of competition, small business estimated value, or any aspect of the procurement are made if/when a solicitation is posted to [SAM.gov](https://SAM.gov). Forecast data is for planning purposes only and is not a commitment by the Government to purchase the described products or services. Address questions regarding a planned procurement to the point of contact listed in the record.

For assistance with doing business with the agency website below:

- General Services Administration
- Department of the Interior
- Department of Labor
- U.S. Small Business Administration
- U.S. Office of Personnel Management
- U.S. Nuclear Regulatory Commission
- U.S. Department of Veterans Affairs

For information on supporting GSA's...

**AHU Cooling Coil Replacement**

all cooling coils and one heating coil and... twentieth floor. Following installation, co...

**Listing ID:** 40612  
**Organization:** PBS-Public Buildings Service  
**Place of Performance:** LOS ANGELES, CA  
**Award Status:** Awarded  
**Estimated Contract Value (Max.):** 2.1M to 5M  
**Period of Performance:**  
**Contract Type:** Firm Fixed Price

[View Details](#)

...ll Business Administration or the U.S. Office of Personnel Management, please visit t

... questions related to the Forecast Tool ONLY to [forecasthelp@gsa.gov](mailto:forecasthelp@gsa.gov).

...tion to determine the existing conditions and replacement of the coils from the st

...ices Administration  
 ...n Region

...t Value (Min.): 1.1M to 2M  
 ...ard Date (FY-QTR): 2023  
**Acquisition Strategy/Type of Set-Aside:** Set-Aside Small Business - Total  
**Type of Awardee:** Small Business

**Florida + GSA = \$754.5M**

No Set Aside = \$206M

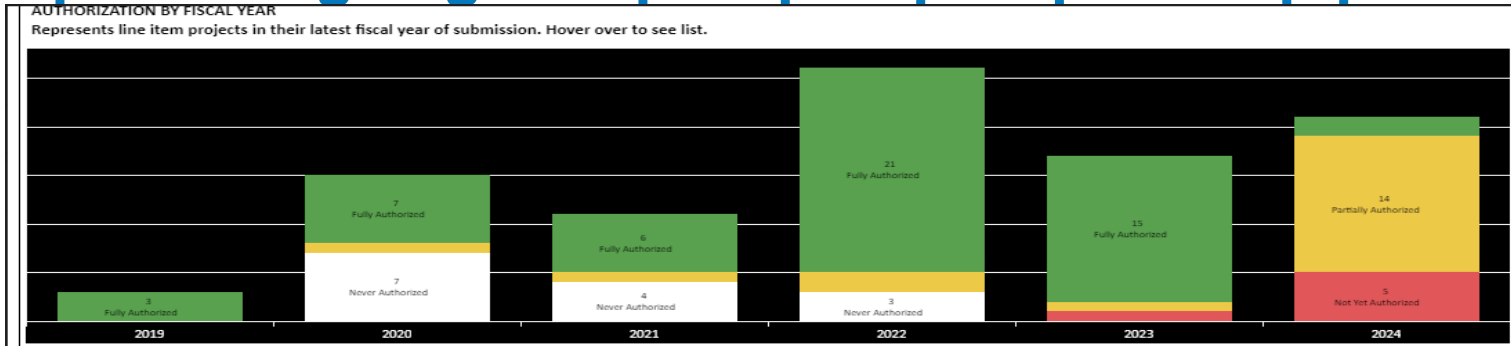
Small = \$485.9M

8(a) = \$6.7M

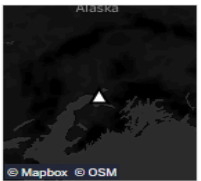
SDVOSB = \$55.9M

# GSA PBS Capital Investment & Leasing Program

<https://d2d.gsa.gov/report/pbs-prospectus-pipeline>



**ALASKA**

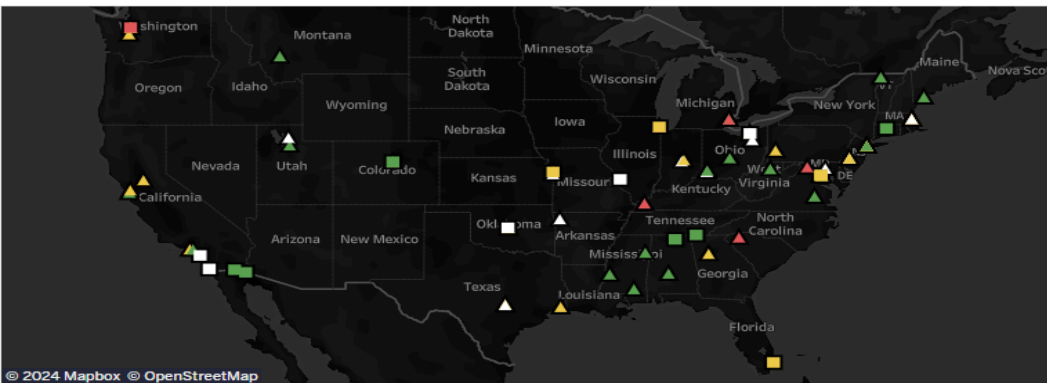


**PACIFIC**



**NATIONWIDE SEARCH**

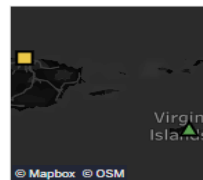
Hover over for more information and click to see the latest prospectus or the location in Google Maps.



**SPECIAL EMPHASIS**



**CARIBBEAN**



- Fully Authorized and Funded
- Partially Authorized or Funded
- Not Yet Authorized or Funded

- NEW
- ▲ R&A

# OASIS+ Scope

(One Acquisition Solution for Integrated Services IDIQ)

## Proposed Phase 1 Domains

Technical and Engineering

Research and Development

Management and Advisory

Environmental

Intelligence Services

Enterprise Solutions  
(unrestricted contract only)

Facilities Services

Logistics

## Proposed Phase 2 Domains

Financial Services

Business Administration

Human Capital

Marketing & PR

Social Services

### Key

Expanded Scope

HCaTS

OASIS

BMO

# OASIS+ Contract Program

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**SBA-Certified  
8(a) Firms**



**SBA-Certified  
HUBZone Firms**



**Women-Owned  
Small Businesses**



**Service Disabled  
Veteran-Owned  
Small Businesses**



**Total Small  
Businesses**



**Unrestricted**



# OASIS+ Unique Features

**Streamlined IDIQ  
Ordering Environment  
thru 6 contract programs**

**Flexible  
Domain-based  
structure**

**Industrial base  
of highly  
qualified  
contractors**

**Global access to  
commercial &  
non-commercial  
services**

~~**No evaluation of  
price at the  
contract level  
(use of 876 Authority)**~~

**No contract  
ceiling & no cap  
on number of  
awards**

**10-year  
consecutive  
coterminous  
ordering period**

**Open on-  
ramping after  
initial awards**

**Technology  
based ordering  
& market  
research tools**

# Why These Acquisition Strategies

## Customer Feedback Led to Concepts on:

### Vetted Open Enrollment

- Incumbents unavailable
- Insufficient small business participation
- Changes in industry / emerging markets

### Combine Small and Large

- Want to see capabilities from both
- Competition may be insufficient
- Better for small business set aside decisions

### Expanded Scope

- Need BIC for more than just these services
- Customers want this contract type for more
- Original scope was very DOD centric

### Capabilities Data

- Need visibility into who does what
- Better business decisions
- Shortening acquisition timelines

### Enhanced Pricing Data

- Pricing data is a must have for COs
- Standard Labor Categories only tell so much
- Prices paid is a BIC requirement

# Why These Acquisition Strategies

## Industry Feedback Led to Concepts on:

### Vetted Open Enrollment

- I couldn't get in, and now I'm losing business
- I didn't meet the standards then, but I do now
- The standards are too high for small business

### Combine Small and Large

- If I size out of small, I don't qualify for large
- I'd have to onboard to both contracts
- I have to manage too many contracts

### System Capabilities

- No more email solicitations, please
- Turbo Tax it
- I have no visibility into customer behavior

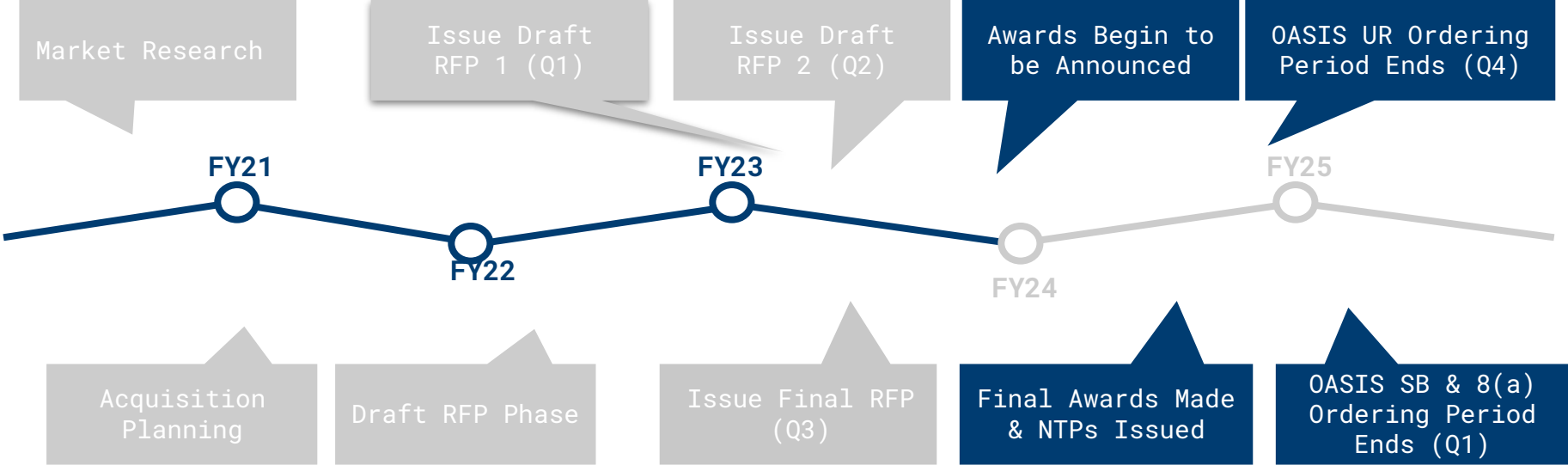
### Criteria Based Model

- Scoring method isn't good for all small bus.
- Certifications should be a nice to have
- This model will help alleviate teaming needs

### Comprehensive Data

- Customers ask for the same thing in RFIs
- I want to showcase my capabilities
- I gave this to GSA, why can't customers see it

# OASIS+ Milestones





# GSA Begins Initial OASIS+ RFP Evaluations

GSA's Office of Professional Services and Human Capital Categories (PSHC) and the OASIS+ team wish you a happy new year! The past year marked important milestones for the program including issuance and closing of the [initial](#) OASIS+ proposal submission period for all six Request for Proposals (RFPs) and the beginning of the proposal evaluation period.

We are moving full steam ahead and are currently focused on: evaluating proposals, developing an OASIS+ Ordering Guide, creating training that will equip customer agencies to start using the contract, and building a new OASIS+ website.

As we build our new website, we are looking for individuals, industry and customer agency representatives, to participate in website usability testing. If you are interested, and are either a vendor who has submitted a proposal or are with a customer agency who will use OASIS+, please send us an email with the following:

- o Subject line: 'OASIS+ website usability testing'
- o Your contact information
- o Profile: tell us if you are a supplier (who has submitted a proposal), or an agency customer (who will use the contract)
- o Send the email to: [OASISplus@gsa.gov](mailto:OASISplus@gsa.gov)

As a reminder, technical evaluations and awards will focus first on OASIS+ Total Small Business, followed by socioeconomic contract families and finally OASIS+ Unrestricted. The awards will be on a rolling basis throughout Q3 and Q4 FY 2024. Ordering period will overlap between the legacy OASIS and OASIS+ programs to ensure acquisition planning cycle times for our customer agencies remain seamless.

As we complete technical evaluations, our contracting team may reach out to offerors for clarifications on their proposals and supporting documentation. Clarifications are a standard practice as outlined in [FAR15.306\(a\)](#) [🔗](#). Please note that a clarification request does not mean that an offeror's proposal will be denied or accepted.

Finally, on January 11, we held our first customer focused OASIS+ overview training. You can now access the [recording](#) [🔗](#) on our PSHC YouTube playlist and download the [presentation](#) [🔗](#) for review. We will be scheduling additional training in the coming months.

Thank you for your continued support and commitment in helping us meet the demand for complex, non-IT, services solutions through the OASIS+ best-in-class (BIC), multi-agency contract (MAC) program. We'll continue to share details about our progress as the information becomes available.

January 29, 2024

# OASIS+ Offer Submission System

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- **Symphony** is the web-based tool for proposal management, preparation, and evaluation
- Allows for submission of multiple OASIS+ offers with the same, or as needed, different proposal information
- The tool helps to ensure your firm is proposing to the desired OASIS+ programs
- Access to the tool is available now for [registration](#)

# Why did we consolidate the Multiple Award Schedule?

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- **Reduces contract duplication and increases competition in the Federal marketplace –**
  - contractors will be able to offer all products and services on a single Schedule
- **One set of terms and conditions across the MAS Program –**
  - ensuring more consistency in contracting practices
- **Buyers will be better able to acquire total solutions under the new MAS NAICS-based SIN structure**

# MAS Consolidation

## Impacted Schedules

24 GSA-Managed Schedules	
<b>00CORP</b> – Professional Services Schedule	<b>71 II K</b> – Comprehensive Furniture Mgmt Services
<b>03FAC</b> – Facilities Maintenance & Mgmt	<b>72</b> – Furnishings and Floor Coverings
<b>23 V</b> – Automotive Superstore (336991 ATV)	<b>73</b> – Food Service, Hospitality, Cleaning, etc
<b>36</b> – Office, Imaging and Document Solutions	<b>75</b> – Office Products, Supplies, and Services
<b>48</b> – Transportation, Delivery, Relocation	<b>76</b> – Publication Media
<b>51 V</b> – Hardware Superstore	<b>78</b> – SPORTS
<b>56</b> – Building and Building Materials	<b>81 I B</b> – Packaging and Packaging Supplies, Services
<b>58 I</b> – Professional Audio/Video, etc	<b>84</b> – Law Enforcement, Security, etc
<b>66</b> – Scientific Equipment & Services	<b>599</b> – Travel Services Solutions
<b>67</b> – Cameras, Photographic Printers, etc	<b>736</b> – Temporary Administrative, Professional Staffing
<b>70</b> – IT Equipment, Software, and Services	<b>738 X</b> – Human Capital Management
<b>71</b> – Furniture	<b>751</b> – Leasing of Automobiles & Light Trucks



# MAS Consolidated Structure

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<b>Facilities</b>	<b>Furniture and Furnishings</b>	<b>Human Capital</b>	<b>Industrial Products and Services</b>
<b>Information Technology</b>	<b>Miscellaneous</b>	<b>Professional Services</b>	<b>Office Management</b>
<b>Scientific Management and Solutions</b>	<b>Security and Protection</b>	<b>Transportation and Logistics</b>	<b>Travel</b>

# Getting on the MAS

<https://vsc.gsa.gov>

## Updates & Information

### Attention MAS Industry Partners

GSA's IFF Lockbox 979017 will close on **January 12, 2024**. After January 12, 2024, cont... [Read More](#)

[View All Updates](#)

## Vendor Toolbox

### Everything you need to...

Whether you're looking at getting your first contract, researching contract maintenance/compliance, or reporting your contract sales... the Vendor Support Center is here to provide you with the information necessary to help your business be successful.



### I Want a Contract

- Types of Contracts
- Getting a GSA Schedule Contract
- Education



### Managing My GSA Contract

- Register My Contract
- Contractor Profile
- Check File Status
- Lookup Tables
- MAS (Multiple Award Schedule) [v](#)
- GWAC [v](#)



### Contract Sales

- Reporting My Sales
- Analyzing My Sales

### Need to Register your contract?

In order to participate in GSA eTools (GSA Advantage/eBuy) you must first register your contract with the GSA Vendor Support Center.

[Register now](#)

<https://www.apexaccelerators.us>

# Key GSA Insights

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- **Is GSA a fit for every business?**
  - Short answer is No
  - Niche? Competitive? (<https://www.gsaelibrary.gsa.gov>)
- **Should I use a Consultant?**
  - Do what is right for you, but Phil has very strong personal opinions on this subject.
- **How does Government contracting work?**
  - Your BD and the missing link
- **Benefits of being on the MAS?**
  - Easy button
  - Entirety of the Fed Gov't (& S/L)
  - CSD Network

# Thanks for your interest

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# OASIS+: Technical & Engineering

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Auto-Relevant NAICS Code	Title
541330	Engineering Services
541330 (Exception 1)	Military and Aerospace Equipment and Military Weapons
541330 (Exception 2)	Contracts and Subcontracts for Engineering Services Awarded Under the
541330 (Exception 3)	Marine Engineering and Naval Architecture
541370	Surveying and Mapping (except Geophysical) Services
541690	Other Scientific and Technical Consulting Services

# OASIS+: Management & Advisory

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Auto-Relevant NAICS Code	Title
541611	Administrative Management and General Management Consulting Services
541612	Human Resources Consulting Services
541613	Marketing Consulting Services
541618	Other Management Consulting Services

# OASIS+: Enterprise Solutions

Auto-Relevant NAICS Code	Title
541330	Engineering Services
541330 (Exception 1)	Military and Aerospace Equipment and Military Weapons
541330 (Exception 2)	Contracts and Subcontracts for Engineering Services Awarded Under the
541330 (Exception 3)	Marine Engineering and Naval Architecture
541611	Administrative Management and General Management Consulting Services
541614	Process, Physical Distribution, and Logistics Consulting Services
541620	Environmental Consulting Services
541715	Research and Development in the Physical, Engineering, and Life Sciences
541715 (Exception 1)	Aircraft, Aircraft Engine and Engine Parts
541715 (Exception 2)	Other Aircraft Parts and Auxiliary Equipment
541715 (Exception 3)	Guided Missiles and Space Vehicles, Their Propulsion Units and Propulsion
561210	Facilities Support Services
562910	Remediation Services
562910 Exception	Environmental Remediation Services

# OASIS+: Facilities

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Auto-Relevant NAICS Code	Title
238160	Roofing Contractors
238210	Electrical Contractors and Other Wiring Installation Contractors
238220	Plumbing, Heating, and Air-Conditioning Contractors
238290	Other Building Equipment Contractors
238320	Painting and Wall Covering Contractors
541320	Landscape Architectural Services
541350	Building Inspection Services
561210	Facilities Support Services
561621	Security Systems Services (except Locksmiths)
561710	Exterminating and Pest Control Services
561720	Janitorial Services
561730	Landscaping Services
562111	Solid Waste Collection



# OASIS+: Environmental Services

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<b>Auto-Relevant NAICS Code</b>	<b>Title</b>
541620	Environmental Consulting Services
562112	Hazardous Waste Collection
562211	Hazardous Waste Treatment and Disposal
562910	Remediation Services
562910 (Exception)	Environmental Remediation Services

# OASIS+: Logistics

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Auto-Relevant NAICS Code	Title
485999	All Other Transit and Ground Passenger Transportation
488190	Other Support Activities for Air Transportation
488999	All Other Support Activities for Transportation
493110	General Warehousing and Storage
493190	Other Warehousing and Storage
541614	Process, Physical Distribution and Logistics Consulting Services
811114	Specialized Automotive Repair
811198	All Other Automotive Repair and Maintenance

# OASIS+: Research & Development

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<b>Auto-Relevant NAICS Code</b>	<b>Title</b>
541713	Research and Technology in Nanotechnology
541714	Research and Technology in Biotechnology (except Nanobiotechnology)
541715	Research and Development in the Physical, Engineering, and Life Sciences
541715 (Exception 1)	Aircraft, Aircraft Engine and Engine Parts
541715 (Exception 2)	Other Aircraft Parts and Auxiliary Equipment
541715 (Exception 3)	Guided Missiles and Space Vehicles, Their Propulsion Units and Propulsion
541720	Research and Development in the Social Sciences and Humanities