



# Information Technology Category

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**ITC Solutions**

**Multiple Award Schedule**

February 2021

# Category Management Initiative –

❖ *March 2019: OMB Memo Issued to agencies – Mandates Increased Spend Under Management, and reduction of open market spend. Preference for multi-agency solutions.*



## Tier 0

Spend not aligned to CM Principals

Contract dollars not fitting into any other Tier

OMB encourages Agencies to shift to higher tier solutions  
OMB M-19-22

*Example: Open market on BetaSAM*

## Tier 1

Agency-Wide Mandatory Solutions

Agency-wide contract dollars with mandatory use or mandatory consideration policies & data sharing standards

*Example: Agency Only IDIQ/MAC Vehicle*

## Tier 2

Multi-Agency Solutions

Obligated dollars on agency-wide contracts satisfying rigorous standards for strategy, data, tools & metrics

*Example: GSA Multiple Award Schedule*

## Tier 3

Government-wide Best-in-Class (BIC) Solutions

Contract dollars obligated on Best-In-Class contracts

*Example: ALLIANT2, 8(a) STARS, VETS 2, GSA Multiple Award Schedule*

# Information Technology Solutions

## IT Categories

## Multiple Award Schedule

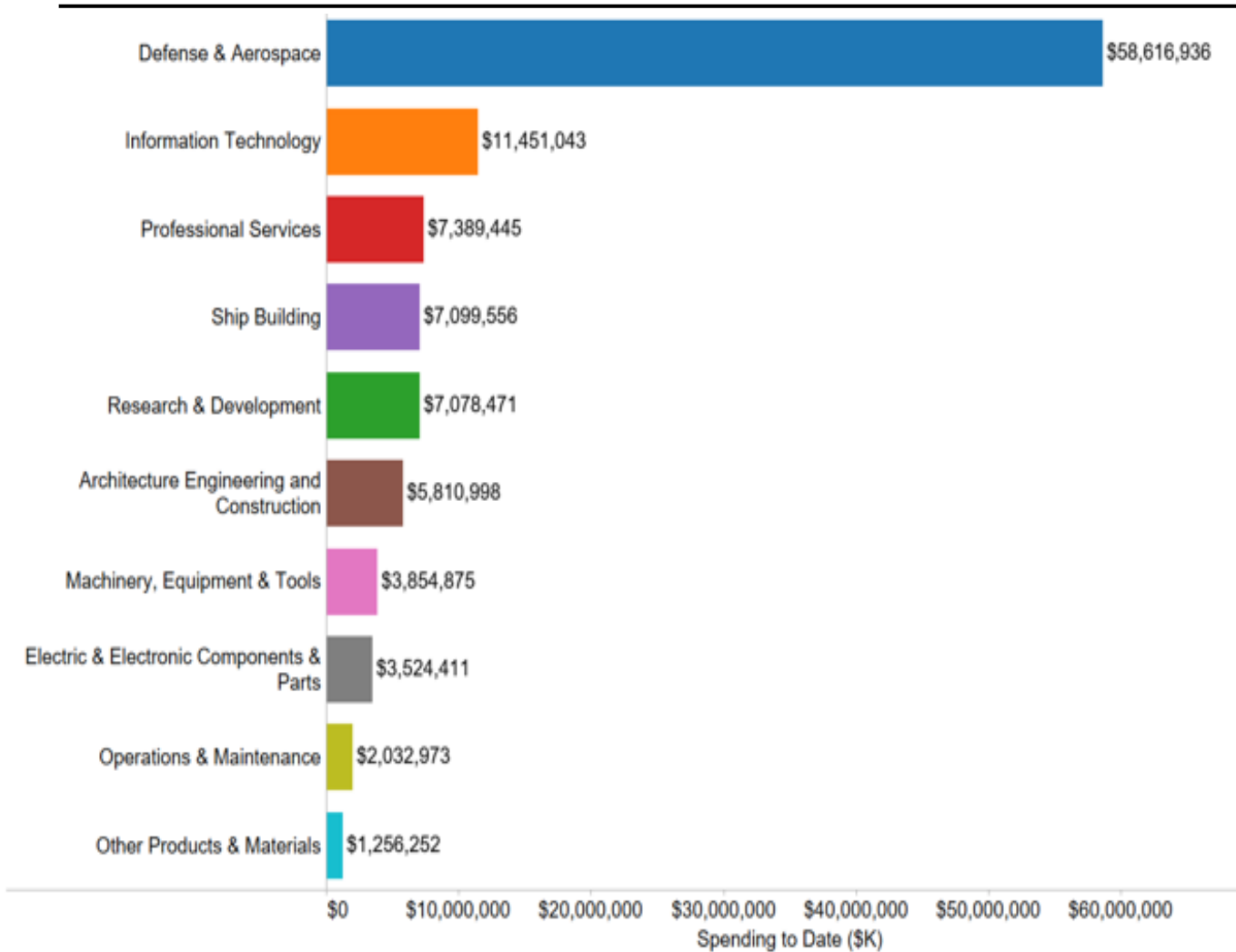
- Offering a full suite of commercial IT products, services, and solutions from highly qualified industry partners.
- 83% of vendors are small businesses of all socio-economic types making it easy to conduct set-asides for small business.
- Section 889 (Part A & B) & Trade Agreement Act (TAA) compliance built into the contract.
- Flexibility to acquire new and emerging technologies.
- Pre-competed contracts enable:
  - ✓ Faster acquisition cycles, & FAR compliance.
  - ✓ Companies can on-ramp at anytime.
  - ✓ Ability to establish blanket purchase agreements.
- MAS IT sub-categories are organized by SINS.
  - ❖ IT Hardware
  - ❖ IT Security
  - ❖ IT Services
  - ❖ IT Software (Cloud Offerings)
  - ❖ Telecommunications (Satellite)

# MAS Blanket Purchase Agreement

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- The BPA is a simplified method of filling anticipated repetitive needs for supplies or services by establishing “charge accounts” with qualified sources of supply.
  - ✓ Provides a quick and economical means of acquiring recurring needs.
  - ✓ Simplifies ordering process for repetitive orders.
  - ✓ Establishes terms applicable to future order.
  - ✓ Awarded as a single or multi-award BPA.
  - ✓ Permits consolidation of agency and multi-agency requirements.
  - ✓ Eliminates need for immediate funding requirements.
  - ✓ Does not obligate funds.
  - ✓ Task/Delivery order are issued against the BPA.
- Issued against established MAS contracts; terms and conditions for the BPA, including contract type and clauses, must comply with the underlying MAS contract.
- Based on prices already subjected to competition and determined to be fair and reasonable by GSA, and establishes terms applicable to future orders.
- Advantages of establishing a GSA Schedule BPA include cost, time and administrative effort savings, plus flexibility, transparency and control of the procurement.

# Navy Spend by Segments

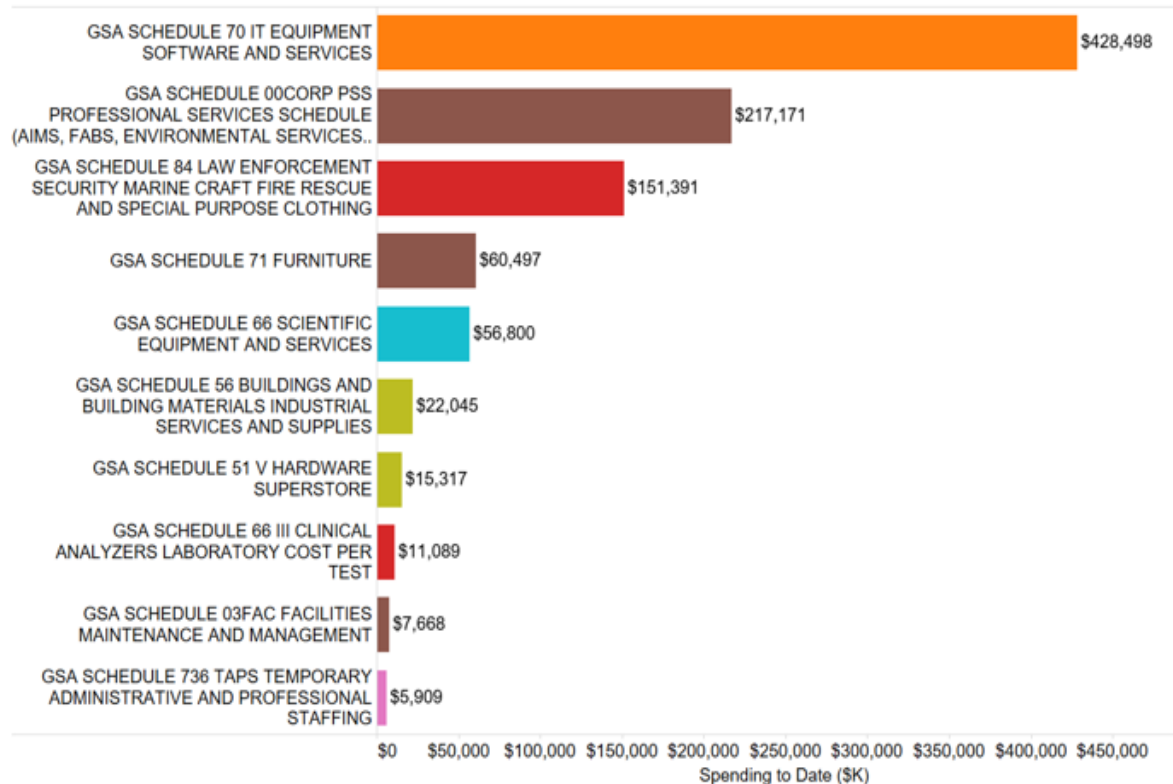


Source: Federal Procurement Data System, GovWin IQ

# Navy Spend by GSA Schedules

Top three (3) GSA schedules that are utilized include –

- Integrated Technology Category (IT70)
- Professional Services Schedule (PSS)
- Security/Law Enforcement/Facility Management Solutions (Schedule 84)



# Training Resources for Vendors

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- **Office of Small Business Utilization:** GSA offers an extensive list of on-site and Web-based training to help small businesses succeed. For an overview of events and training aimed at small businesses, visit the events page and choose either “Small Business” or the "For Vendors Seeking Government Contracts" option from the 'Filter by Category' pull-down menu to view training events.
- **Vendor Support Center:** Use this online resource to get up-to-date information, review and report sales, and download vendor guides that help you stay competitive.
- **IT Category:** GSA's Center for IT Schedule Programs offers a training seminar for IT vendors wishing to sell to the government.

Links -

<https://www.gsa.gov/small-business>

<https://www.gsa.gov/about-us/events-and-training/gsa-training-programs/training-resources-for-vendors>

# GSA Interact

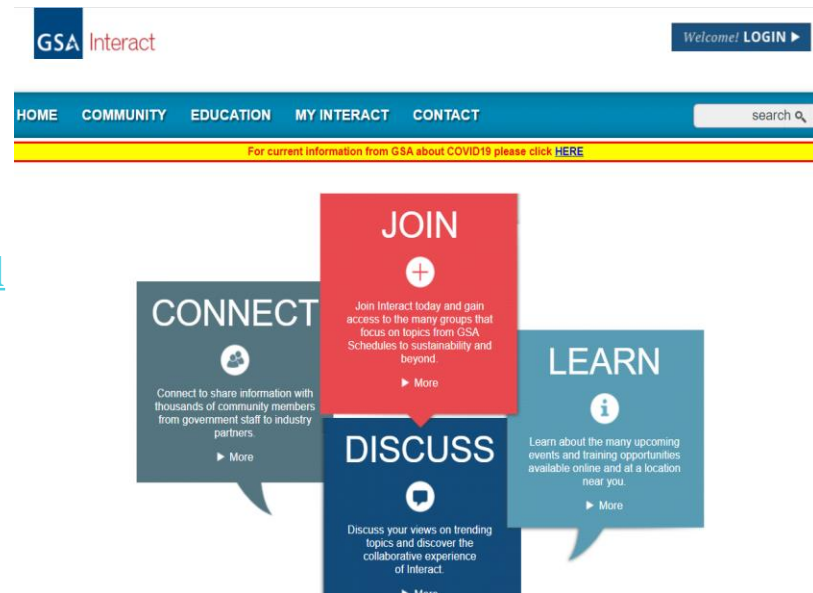
- GSA Interact, an open, collaborative community for connecting, communicating, learning and engaging across GSA topics. Helping to increase government's effectiveness through better communication and collaboration.
- Reminder to check GSA's Interact site for upcoming contracts or on-ramps for existing contracts.
- **\*NEW\* POLARIS:** GSA's Next-Generation Small Business GWAC. Draft RFP released for industry review and comment Dec 31, 2020, closed Jan 29, 2021.

Links -

<https://interact.gsa.gov/>

POLARIS

<https://interact.gsa.gov/blog/polaris-draft-rfp-issued>





# Market Research Service (M-RAS)

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- GSA Regional Customer Service Director's (CSD) work with agencies to assist with their market research against GSA solutions.
- M-RAS involves obtaining information specific to the product or service being acquired to satisfy an agencies requirement.
- Notices are sent out via GSA eBuy, and we encourage vendors on schedule to respond to these request for information.



# Contact Information

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## **U.S. General Services Administration Federal Acquisition Service**

Information Technology Category (ITC)  
GSA Customer Strategic Solutions Division (CSSD)  
Kimberly Sant – IT Account Manager  
Phone: (619) 381-5769  
Email: [Kimberly.Sant@gsa.gov](mailto:Kimberly.Sant@gsa.gov)

Office of Customer and Stakeholder Engagement (CASE)  
GSA Pacific Rim Region (R9)  
Waleed Wahbe - Customer Service Director  
Phone: (805) 982-5966 / Cell (213) 505-6184  
Email: [Waleed.Wahbe@gsa.gov](mailto:Waleed.Wahbe@gsa.gov)